



HOTEL & RESORTS



INFRASTRUCTURE



OIL & GAS



MINING



AGRICULTURE



FORESTRY



LOGISTICS

GUYANA

"The World's Fastest Growing Economy"

Discover Investment Opportunities in Guyana for European Union Investors

GUYANA IS THE PLACE TO INVEST
Whether you are considering a new investment in one of the sectors, or seeking to expand existing operations.
THE IDEAL LOCATION FOR YOUR BUSINESS IS IN GUYANA.



CONTENTS

Welcome Messages	3
Guyana at a Glance	7
Why invest in Guyana?	12
Guyana Investment Opportunities	13
Sectors:	
Hotel and Resort Development	14
Mining	19
Oil & Gas	22
Agriculture	25
Forestry	21
Logistics & Infrastructure	37
Agencies Contact information	41
Sector Contact information	43
About EU	44
About Caribbean Export	44
About CAIPA	45
About GO-Invest	45



Message from

His Excellency Dr Mohamed Irfaan Ali

*President of the Co-operative Republic of Guyana
to the Guyana-European Virtual Investment Conference*

Guyana is in the throes of an exciting era of economic development, one which promises enhanced growth and prosperity. The country's commercially-viable petroleum reserves and its gold, diamonds, timber, bauxite, manganese and its rich fertile agricultural lands have begun to catapult its economic trajectory, and with it the promise of prosperity.

Investment and trade will be vital pivots in catalyzing the country's potential in the coming years. Guyana welcomes foreign investment to our economy. The opportunities exist not only in the oil and gas sector but also in agriculture, mining, fisheries, forestry, manufacturing, finance, tourism and hospitality, educational and health services and informational communications technology. Guyana is keen to partner with those possessing the expertise and resources needed to drive economic transformation, including large scale infrastructure projects

Guyana is no stranger to European businesses. A number of European companies have been and are presently involved in our economy. We offer attractive fiscal incentives, a stable macro-economic environment and ever-improving ease of doing business. We are a key link to markets in South America, the Caribbean and North America. There is good business to be done in Guyana!

Europe has enjoyed long-standing and fruitful relations. The European Union has been in the forefront of supporting Guyana's development. The European Union is one of Guyana's key development partners, helping to bring us closer to Europe and Europe closer to Guyana.

The hosting of the Guyana-European Virtual Investment Conference brings our two continents closer together. This is an opportunity for us to showcase the opportunities which are available locally and for European companies to gain further insights into the impending eruption of investment and trade opportunities.



WELCOME MESSAGES FROM



His Excellency Dr. Fernando Ponz Cantó,

Ambassador of the European Union to the Co-operative Republic of Guyana, for Suriname and with responsibility for Aruba, Bonaire, Curaçao, Saba, St. Barthelémy, St. Eustatius and St. Maarten

More Europe in Guyana, more Guyana in Europe

Guyana, South America's best kept secret, is starting a new era. The beauty of the Country is only matched by the potential of its people and its resources. Its natural wonders make it a paradise for sustainable tourism. Its fertile grounds give it the potential to be the Caribbean's fruit and vegetables warehouse. Its huge natural resources are booming, with massive oil discoveries but also plenty of other key materials for extractive industries. All areas are being developed, from major infrastructure to organic agriculture, from telecommunications to trade facilitation. Guyana is changing fast, and it is full of trade and investment opportunities for European companies.

EU cooperation with Guyana dates back from the Country's Independence, and this unique time for Guyana coincides with the 30th anniversary of the formal establishment of the Delegation of the European Union in Georgetown we will celebrate this year. Our EU-Guyana partnership is long-standing and ever stronger, and provides the foundation for great opportunities for European business, trade and investment. We hope this guide will help you discover them. Now is the right time for bringing more Guyana to Europe, more Europe to Guyana!

**Dr. Peter Ramsaroop**

*Official Chief Investment Officer
GO-Invest*

It is a pleasure to outline Investment Opportunities in Guyana to the European market. Guyana, a country once referred to as the Caribbean and South America's best-kept secret, is now proceeding along a trajectory of transformational economic development and growth. A transformation propelled mainly by several world-class oil and gas discoveries that have resulted in the country now being termed the "Dubai of the Caribbean".

The European Union member states, being one of the largest Foreign Direct Investment source countries in the world but least investor countries in Guyana, means that countries that form the European Union have scope, span and opportunities for investment in Guyana. Foreign Direct Investment in Guyana is recognized as an engine for economic growth and development, and we look forward to the European nations' involvement and contribution to technology, infrastructure and logistics, tourism, forestry and the extractive industries.

Opportunities for investors with vision and a capacity to deliver are immense. Guyana is open for business with its vast natural resources; a young, educated and English-speaking population; stable and open financial markets; investment protection under the law; unrestricted repatriation of profits; and capital; duty-free access and equal treatment for local and foreign investors.

As we position Guyana as a major player within the global trade and investment community in the Americas, the Government of Guyana continues to pursue reforms to provide the solid foundation necessary to accelerate the expansion of a modern, dynamic and successful private sector. Both private and public sector leaders understand that continued progress depends on Guyana's ability to adjust to the ever-changing global economy by responding to new challenges and taking advantage of new opportunities. The Government of Guyana through the Guyana Office for Investments is committed to improving business conditions in our beautiful country regarding solid development strategies based on international best practices as our key to creating jobs, growing the economy, and promoting the welfare of our citizens. While striving to further improve the investment climate and support the thriving petroleum and services related sectors, as well as other non-traditional export sectors and continuing to fortify the traditional sectors like Agriculture, Mining, and Tourism for which Guyana is historically well known.

We look forward to our continued relationship with the European Union, Caribbean Export and the Caribbean Association for Investment Promotion Agencies and to establishing a new trade agreement with European Union. Our office will continue to strive to ensure a coherent and comprehensive framework to assist European investments in Guyana in addition to advancing our exports to the European Markets.

We seek to strengthen cooperation on energy, forestry and infrastructure and market building between Guyana and Europe.



Mr. Deodat Maharaj
Executive Director
Caribbean Export Development Agency

The Caribbean Export Development Agency is delighted to be collaborating with the EU Delegation to Guyana, the Guyana Office for Investment and the Caribbean Association of Investment Promotion Agencies on the publication of this first investment opportunities catalogue for Guyana.

In this booklet you will find information on key business contacts in Guyana, the business climate and priority sectors, as well as investment projects for the country in the agriculture and forestry; mining; oil and gas; logistics and infrastructure; and hotel development sectors.

Guyana is projected to witness exponential growth in the coming years and the International Monetary Fund is predicting that real Gross Domestic Product will grow by 8.1 % in Dec 2021. This will be one of the fastest growth rates projected for the entire Latin America and Caribbean region.

According to the UNCTAD's 2020 World Investment Report, foreign direct investment flows to Guyana significantly increased, reaching USD 1.7 billion in 2019, in comparison to USD 1.2 billion in 2018. Total foreign direct investment stock was estimated at USD 6.3 billion in 2019 with further growth expected.

The prospects for Guyana have never been better and Caribbean Export pledges its support to help Guyana attract increased foreign investment including in export generation sectors; the facilitation of local and regional investment; and job creation in the "land of many waters". Caribbean Export as the lead regional agency for private sector development is fully committed to supporting Guyana as it seeks to achieve prosperity for its people.



Ms. Annette Mark
President
CAIPA

Guyana is a country of immense possibilities. The nation is small, with a population of less than 1 million. However, Guyana is richly endowed with an abundance of natural resources, including but not limited to bauxite, gold, oil, a rainforest, water and large expanses of cultivable land, making the country one of the richest places in the western hemisphere.

As Guyana's advantages and diverse economy continue to increase, its international profile and the demand for its investment offerings will also increase. Now is the time to invest in Guyana!

The Caribbean Association of Investment Promotion Agencies (CAIPA) is very proud to support this effort by our member investment promotion agency, GO-INVEST, to promote the wealth of investment opportunities in Guyana with the publication of this catalogue. We will continue to support GO-INVEST as the Agency seeks to encourage and facilitate investor interest and involvement in the country's economy. CAIPA will continue to offer similar support not just to Guyana but to all our members in the 23 Caribbean countries and territories we represent. Afterall, now is the time to invest in the Caribbean!

GUYANA AT A GLANCE

ECONOMY

Guyana is a well-respected growing economy in the world and home to fertile agricultural lands and abundant natural resources. Guyana's economy heavily depends on commodity exports. Among its leading exports are gold, bauxite, sugar, rice, timber and a range of other produce including coffee, fish, fruits, and vegetables.

While these industries will continue to be Guyana's mainstay, new and emerging industries are boosting the national economy namely, oil and gas and tourism.

ECONOMIC & GROWTH OUTLOOK

The Guyana economy is one of the fastest growing economies in the world with estimated growth of 20% in 2020.

Growth projections up to 2023:

12% in 2021
49% in 2022
28% in 2023

Guyana's GDP of about US\$6.8B is **expected to more than double** by 2025 reaching about US\$14B.

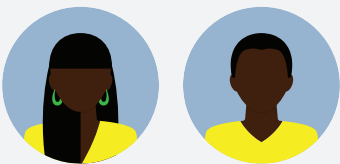
Source: International Monetary Fund (IMF), 2019 Article IV report on Guyana



Fuelled by mega oil discoveries

Guyana is expected to produce close to **One million barrels per day.**

POPULATION



Guyana's population is approximately 746,955 (Census 2012).

90% live along the coastal strip and banks of major rivers.

RACES OF GUYANA

Guyana is home to six ethnic groups – Indigenous, East Indian, African, Portuguese, European and Chinese. Many of these groups, live in harmony with each other and celebrate each other's culture as if it is their own.

GEOGRAPHY

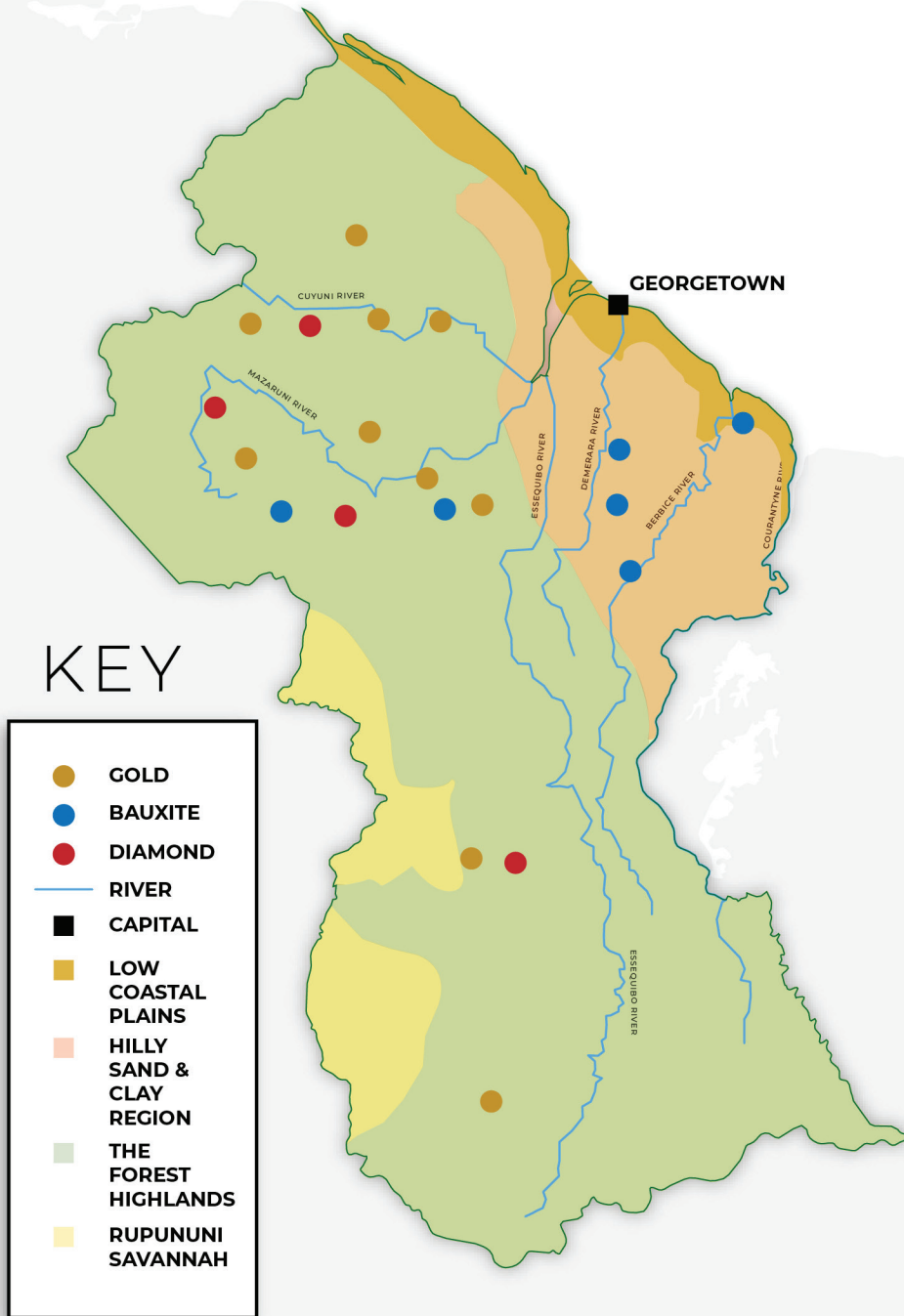
Guyana “Land of Many Waters” is the third-smallest sovereign state on mainland South America after Uruguay and Suriname.

It covers a total area of 214,970 sq.km. and is divided into four geographical regions of the country- the low coastal plains, the hilly sand and clay, interior savannahs, and forested highland regions.

The Capital city is Georgetown and it is located in Demerara. The other counties are Berbice and Essequibo. Guyana is further divided into ten (10) Administrative Regions.

The regions are named after rivers in Guyana and are:

- Region #1** Barima - Waini
- Region #2** Pomeroon - Supenaam
- Region #3** Essequibo Islands - West Demerara
- Region #4** Demerara - Mahaica
- Region #5** Mahaica- Berbice
- Region #6** East Berbice - Corentyne
- Region #7** Cuyuni - Mazaruni
- Region #8** Potaro - Siparuni
- Region #9** Upper Takatu - Upper Essequibo
- Region #10** Upper Demerara - Upper Berbice



KEY

- GOLD
- BAUXITE
- DIAMOND
- RIVER
- CAPITAL
- LOW COASTAL PLAINS
- HILLY SAND & CLAY REGION
- THE FOREST HIGHLANDS
- RUPUNUNI SAVANNAH

The most valuable minerals deposits are bauxite, gold and diamond. The main rivers are Demerara, Berbice, Essequibo and Corentyne.

Approximately
75%
of the landmass is still intact forest, and 2.5% is cultivated.



The coastline is 1 metre to 1.5 metres below sea level at high tide necessitating elaborate systems of drainage canals.



The Low Coastal Plain

Narrow and consists mainly of clay and is approximately 1 metre to 1.5 metres below sea level. It comprises approximately 6% of the country's area and is the location where most of the administrative, agricultural, industrial and residential activities are concentrated.

The coastal locations are primarily and predominantly agricultural-based, business support services and nature-based tourism while interior locations are renowned for eco-tourism and extractive commercial industries such as gold, diamonds, manganese, timber and cattle rearing.

The low coastal plain is home to the capital city, Georgetown. Its wards and streets with a variety of names reflect the influence of the Dutch, French and English who administered the town at different periods of history enthralling world travellers. Georgetown offers experiential travellers a combination of offerings- heritage, gastronomy, nature and culture.



The Hilly Sand and Clay Region

Found just after the coastal belt, most of it is covered with vegetation. The region is also known for its reserves in bauxite. This area takes up about 25% of the total area of the country and is sparsely populated, the major population centre is Linden, town of 39,992 persons (Bureau of Statistics, Census 2012).



The Interior Savannahs

These account for almost 6% of the country's area and is vegetated mostly by grasses, scrub and low trees. The population there is largely made up of the Indigenous peoples living mostly in remote villages, with Lethem being the only town. Interior Savannahs is home to the Macushi, Patamonas, Wai Wai and Wapishianas Peoples. The Rupununi region caters towards ecotourists. It is designated a "protected area" by the government of Guyana, housing some 80% of the mammals and 60% of the bird life found in Guyana's tropical forests and savannahs. Several Lodges welcome guests, for example Dadanawa Ranch or Karanambu ranch.

The Rupununi is accessible by small aircraft and helicopter flights regularly available from Guyana's capital Georgetown on the Atlantic coast. In the dry season it is accessible by an unpaved "all-weather" road using trucks or 4x4 vehicles. It takes about 48 hours of tough driving. Heavy flooding makes this drive unpredictable and dangerous in the rainy season during the months of April to June.



The Forested Highlands

These make up for approximately 63% of the country's landmass. There are four major mountain ranges in this region, Kanuku, Pakaraima, Mintaka and Acarai. This region along with the savannahs are Pre-Cambrian landforms which are very old. The soils under the forests are heavily weathered laterite and are covered by heavy forest cover.

CLIMATE

Guyana is a tropical destination that is pleasant and warm for most of the year, humid, moderated by northeast trade winds; Mean temperature of 27 °C and the average temperature range from 24 °C to 31 °C.

Two rainy seasons

May to June & November to January are the rainy periods. With rainfall of approximately 2,300mm a year in Georgetown.



RELIGION

The predominant religious groups are Christians, Hindus and Muslims. Each is well represented with its own churches, temples, mosques respectively.

POLITICAL AND LEGAL FRAMEWORK

Guyana is a Republic within the British Commonwealth, with a form of governance based on the Westminster System, with an elected Head of State (President). Guyana elects its government every five years. The President is elected by direct vote and is the supreme executive authority, Head of State and Commander-in-Chief of the armed forces. The President is limited to two consecutive terms. The sixty-five (65) unicameral Assembly is elected through proportional representation. The President appoints a Prime Minister who must be an elected member of the National Assembly and a Cabinet of Ministers, which may include non-elected members and is collectively responsible to the legislature.

BUSINESS ATTIRE

Men wear long or short sleeved shirts, a jacket is optional. Shirt and tie attire is common in most offices. Females are expected to dress conservatively.

LANGUAGE

English is the Official language of Guyana which makes it the only English-speaking country in South America.

FLAG



The National Flag of Guyana is called “The Golden Arrowhead”.

It bears five colors - red, black, yellow, white and green. The flag has the unique design of two triangles (one within the other) issuing from the same base. The outer triangle is gold-colored (arrow-shaped) with a narrow border of white along two sides. **Guyana gained its independence from the British on the 26th May, 1966 and became the “Cooperative Republic of Guyana” on the 23rd February, 1970.**

CURRENCY

The Guyana Dollar is the only legal tender accepted in this country. It is a floating currency and the value fluctuates in accordance with the changes in the value of the US dollar. Visitors may exchange their currencies at banks, cambios and most hotels. The rate of the dollar fluctuates and the exchange is approximately US\$1 to GY\$215.

BANKS

Banks are opened
Monday - Thursday: 08:00hrs - 14: 00 hrs.
Friday: 08:00hrs and 14: 30hrs

MONEY & CREDIT CARD GUIDE



Cambios are currency exchange houses.

The licensed cambios are opened
Monday - Friday:
08:00hrs to 17:00hrs

Saturday:
08:00hrs to 12:00hrs
(sometimes until 14:00hrs)

Do keep your CAMBIO receipts, you will need to produce them in order to change Guyanese Dollars on departure.

ATM machines are accessible to persons with ATM Debit Cards. Persons in possession of international CIRRUS Credit Cards that are Master Card and Visa Card may utilize the ATMs at local banks for cash advances when in Guyana.

Resorts, hotels, gift shops, restaurants and tour operators generally accept major credits cards and traveller’s cheques for payment from guests. International VISA, Master Card, Maestro and Cirrus credit and debit cards can be used to obtain cash from local banks during banking hours.

WHY INVEST IN GUYANA?

Natural Resources

Guyana is a country of vast, often untapped natural resources. Endowed with extensive savannahs, productive land and forests, rich mineral deposits of gold, bauxite and diamonds, abundant fresh water resources and Atlantic coastline, the country presents dynamic business opportunities across multiple sectors of the economy.

Duty-Free Market Access

Through a combination of regional, bilateral and preferential agreements, about 75% of Guyana's exports enter destination markets free of duty and taxes, with many others receiving duty-reduced access. This is achieved through Guyana's membership of CARICOM which provides duty-free access to the fifteen-nation market as well as agreements with the Dominican Republic, Colombia, Costa Rica, Cuba, Venezuela, Brazil, Argentina, China and Turkey. Guyana also benefits from preferential access to major developed countries like Canada, United States of America and the European Union.

Affordable Labour

Guyana has one of the most competitive wage rates when compared to Latin America and the Caribbean. The labour force is well educated with a high literacy rate and is regarded as trainable and hardworking.

Location

Guyana's unique geographic positioning and its socio-political heritage put it at the gateway of South America and the Caribbean. On one hand, its Caribbean and English-speaking heritage enables Guyana to be part of the Caribbean Community (CARICOM), while on the other hand it is a South American country, neighbouring Brazil, Venezuela and Suriname. Guyana has easy access to three hundred and eleven (311M) million consumers and a US\$409+ billion export market with an overall purchasing power of over US\$2 trillion.

Language

Guyana is the only English-speaking nation in South America. Investors contemplating the installation and operation of service enterprises will find this a distinct advantage, especially for those involved in the growing Information Technology and Business Process Outsourcing (BPO).

Openness to Investment

Both public and private sector leaders have declared Guyana "open for business". Foreign investors receive the same treatment as domestic investors. Guyana provided an array of across-the-board investment incentives.



INVESTMENT
OPPORTUNITIES
IN **GUYANA**

HOTEL & RESORT
DEVELOPMENT
SECTOR

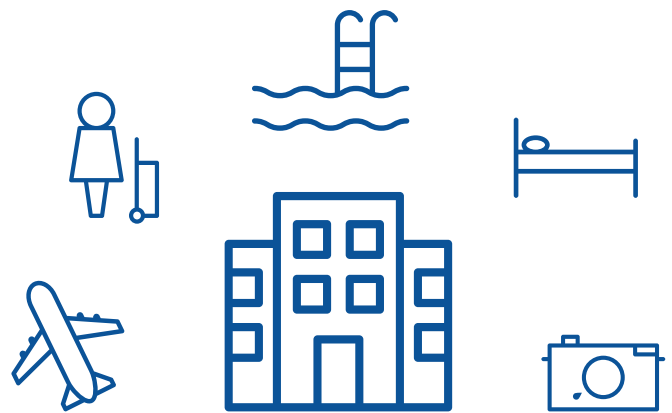


OVERVIEW

Guyana is positioned as a leading sustainable tourism destination globally, with nature, adventure and culture products forming the core tourism experiences. Destination Guyana’s wealth of natural and cultural heritage are valuable assets that have the potential to benefit all Guyanese, yet the travel and tourism industry has historically been a nascent sector whose full potential has yet to be realized.

Hotel & Resorts accommodation is an important pillar of the Guyanese tourism industry.

As Destination Guyana embarks on a transformative agenda, there will be significant opportunities for the growing tourism industry to actualize this potential. Focus will be on accelerating development and diversifying its tourism product portfolio, improving on supporting infrastructure, and raising the overall level of service quality offered to travellers who visit the country including domestic travellers.



It is a vital and fundamental part of tourism supply, urban development, and city perception. The sector has the potential to directly and indirectly influence the tourism development of Guyana.

The availability of world class accommodation in Georgetown and other regions portrays an image of a destination that is prepared to facilitate the increasing number of investors, business and leisure travelers. The availability of internationally recognized and established hotel brands with varying utilities and comfort services works as an incentive to attract and encourage travelers. It also demonstrates capacity as sufficient accommodation supply is one of the most basic indicators of development. With the increasing rise of investment, travel and tourism in Guyana, the hospitality industry could become a significant sector in helping to power economic growth in terms of tourism services, accommodation, restaurants, transportation and tour guides’ services.

INVESTMENT OPPORTUNITIES



H-Towers

Private Sector

H-Towers is a commercial real estate development comprising a premium dual-branded hotel, luxury high-end residential units and commercial retail spaces in the thriving community of Providence, Guyana.

This modern mixed-use development offers potential investors a plausible opportunity for robust investment returns given its First World sustainable design concept that will offer trailblazing upmarket business and leisure tourism accommodation facilities. In essence, the project will entail:

- An international dual-branded 270-room premium hotel comprising the Sheraton and Element by Westin brands each with top-of-the-line accommodations, dining, and recreational amenities.
- An upscale 224-unit residential complex comprising one, two and three-bedroom deluxe and penthouse suites.
- An efficiently designed commercial complex, with a complement of office spaces, restaurants, cafés, casino and a wellness facility providing a condensed node of activity between the city and the towers.

ESTIMATED INVESTMENT US\$115M

Mode of investment:

H – Towers is seeking investors interested in equity participation.

Email: htowersgy@gmail.com



The Government of Guyana

Public Sector

Hotels

Guyana's burgeoning oil and gas sector complemented with an increase in travel from the domestic, diaspora and international markets has opened up opportunities for the expansion of accommodation establishments in central tourism corridors. International branded hotels with the requisite knowledge and expertise in managing state of the art facilities are needed to facilitate the growth in visitor arrivals.

Region Three - Expansion of economic activity in this region will spur the need for increased accommodation establishments particularly hotels with world-class ratings.

Region Four - The capital city and home to the ports and major commercial districts has great scope for catering to the increasing demand of travellers within and around Georgetown - the Capital City. Travellers here for MICE, leisure or exploring, need state of the art facilities to cater for their needs.

Region Ten - River front development.

Email: goinvest@goinvest.gov.gy

Lodges/ Resorts:

Guyana is home to unique flora and fauna and its overall value proposition makes it a competitive destination; however, it is equally important that the accommodation product for sustainable tourism is harmoniously integrated in a cultural and environmental atmosphere under the concept of an eco- lodge with very distinctive architectural characteristics and using a marriage of traditional and innovative technology for the preservation of the environment and natural resources.

Ecolodges are by far the most profitable aspect of “Ecotourism”. However, they need to be well designed and constructed, and be ecologically and socially friendly. Taking into consideration the current international demand for low-impact experiential destinations, it is crucial that the design, development and operations of Guyanese Ecolodges place the social and ecological integrity of the respective regions and cater to the discerning travellers’ needs as a top priority. Any facility or other infrastructure should be developed in a responsible manner, at a scale that is appropriate to the local ecological and cultural situation:

Region Four - Outside of the capital city can cater for short term and long-term stays targeting the expatriate population and other travellers interested in this type of lodging arrangement. Streams and creeks are located in relatively close proximity to the city and main airport which can form the basis for activities and main tourism hotspots for the eco-lodges. Ancillary services are quite accessible.

Region Nine - The Rupununi Circuit is known for its rustic lodging located near indigenous communities, natural attractions and core activities. Birding, Sport Fishing and Adventure are the top niche tourism products that can be scaled up in the Rupununi, the growth of these niches will require increased accommodation capacity.

Lodges with entertainment amenities and ancillary services have wide scope for development in Guyana. The domestic, diaspora and oil and gas community in particular have a preference for upscale, quality centric, all-inclusive resorts.

Region Two - This region is home to five great lakes that can develop luxury all-inclusive resorts. Mashabo and Tapakuma are two of the major lakes with no current lodging facility.

Region Three - Outside of the capital city can cater for short term and long-term stays targeting the expatriate population and other travellers interested in this type of lodging arrangement. Streams and creeks are located in relatively close proximity to the city and main airport which can form the basis for activities and main tourism hotspots for the eco-lodges. Ancillary services are quite accessible.

Region Eight & Nine - The Rupununi Circuit is known for its rustic lodging located near indigenous communities, natural attractions and core activities. Birding, Sport Fishing and Adventure are the top niche tourism products that can be scaled up in the Rupununi, the growth of these niches will require increased accommodation capacity.

Kaieteur Falls Park- single largest free fall waterfall in the world by volume of water pouring over it. The Development of the area as a major tourist destination with Recreational facilities and activities such as Rafting, Boating, Tennis, Horseback riding, Hiking, Kayaking, Mountain biking, Golf.

Email: goinvest@goinvest.gov.gy

Indigenous Communities

Traditional Tourism Rental Agreements Model: This model is common. Communities own the land. Private sector tourism operators/hospitality management companies own the fixed assets and movable assets to operate on community lands, are responsible for sales and marketing, and pay a percentage of turn-over to the community.

Example in Guyana: Arrowpoint Nature Resort. There are several other indigenous communities that would be receptive to this model - for example in Region One, Two and Seven.

Undeveloped Wilderness Model: There are increasingly fewer places in the world that are not developed. Demand for wilderness will inevitably markedly increase over time as the number of large, undeveloped landscapes continues to decrease. Hence, there is value in not developing community lands and licensing and leasing the rights to one or more tourism operators through a competitive bid process. Generally only day tours and primitive wilderness camping is permitted, and access is regulated by zoning and provided through a system of tendering and concessions.

Examples in Guyana: Kanuku Mountains Protected Area - There are two operators permitted to operate in the Kanuku Mountains Protected Area. There may also be potential to implement this model in the Community Owned Conservation Area in the Konashen District and in the Shell Beach Protected Area.

Email: goinvest@goinvest.gov.gy

Hotel & Resort Incentives:

1. Exemption from corporation tax with respect to income from new economic activity of a developmental and risk bearing must create new employment in regions 1, 7, 8, 9 & 10.
2. Tax exemption for **NEW** hotels/guesthouses/Inns in Regions **2, 3, 4, 5 & 6** should not have less than **thirty (30)** guest rooms and Tax exemption for **NEW** hotels/guesthouses/Inns in Regions **1, 7, 8, 9, & 10** should not have less than **fifteen (15)** guest rooms.
3. Full Custom duty and VAT exemptions on the value of the investment on building materials, fittings, equipment furnishing and appliances.
4. Full excise tax exemption on the value of each motor vehicle.
5. **Expansion of hotels/guesthouses and Inns for regions 1, 7, 8, 9 & 10** the current complement of guest rooms has to be increased by no less **than 3 rooms**. For **other regions**, no less than **5 rooms and tax exemptions for expansion of lodges and resorts in all regions**.
6. Full Custom duty and VAT exemptions on **50%** of the value of the investment on building materials, fittings, equipment furnishing and appliances for extended part of the entity.
7. New Lodge or Resort in regions **1, 7, 8, 9, & 10** should have **no less than eight (8) rooms**, those in regions **2, 3, 5 & 6** should have **no less than fifteen (15) rooms** and those in **region 4** should have **no less than thirty (30) rooms**.
8. Full Custom duty and VAT exemptions on the value of the investment on building materials, fittings, equipment furnishing and appliances.
9. Full excise tax exemption on the value of each motor vehicle.

10. Tax exemption Tour operator vehicles

- a. Full customs duty, VAT and excise tax exemptions on 50% of the value of the investment on camping equipment, floating crafts, non-motorized collapsible mobile lodging with basic amenities and each motor vehicle.
- b. Full excise exemption on 50% of the value of each motor vehicle.

11. Tax exemptions for expansion/re-tooling of operation of tour operators.

- a. Full customs duty, VAT and excise tax exemptions on 25% of the value of the investment on camping equipment, floating crafts, non-motorized collapsible mobile lodging with basic amenities and each motor vehicle.
- b. Full duty, excise tax and VAT exemption on 25% of the value of each motor vehicle.

12. Incentives for Incorporated Companies

The following Excise Tax exemptions and reductions apply to motor vehicles that are used exclusively overland in the Tourism Industry in Regions 1, 7, 8, 9 and 10.

These motor vehicles must be used EXCLUSIVELY by incorporated entities in the tourism industry that have been in existence and operating for at least five years to transport people within Regions 1, 7, 8, 9 and 10.

13. Other Incentives within the Tourism Sector Exempt from the payment of import duties and excise taxes, motor buses with 12 or more seats, not exceeding four years old, purchased and used exclusively for the transportation of tourists any where in Guyana, and registered and licensed as a tourism operator by the Guyana Tourism Authority (GTA).

- a. Vehicles eligible for concessions must have twelve seats and over for tourist accommodation facilities.
- b. For incorporated entities operating in Regions 1, 7, 8, 9 and 10 for at least five years, reduction in the rates of Excise Tax on the importation of overland transportation used for tourism purposes is applicable to vehicles between 2,000 cc and 4,000 cc.
- c. Free vehicle licenses granted to motor buses and motor vehicles that operate in Regions 1, 7, 8 and 9.
- d. VAT will be removed on vehicles that are less than four years, which are equipped to transport more than 21 persons.
- e. Duty-Free Concessions are limited to 50% of the value of investment for New Projects
- f. Duty-Free Concessions are limited to 25% of the value of Investment for Expansion Projects.
- g. Exemption of VAT and waiver of 5% import duty for boats (not exceeding 7.08 cubic metres (250 cubic feet)) used in rural and riverain areas designed for the transport of goods and persons.
- h. Exemption of VAT and waiver of 5% Import Duty on aircraft engines and main component/parts.

**MINING
SECTOR**



OVERVIEW

Guyana is richly endowed with natural nonrenewable resources. Its unique geographic position puts it at the gateway of South America and the Caribbean. The Guiana Shield is composed mainly of the Maroni-Itacaiunas Province which is a large continuous province present in French Guiana, Suriname, Guyana, North Brazil and Venezuela. The province is sub divided into two terrains, Granulitic and gneissic terrain and a granite-greenstone terrain which covers a large proportion of Guyana. Hence Guyana is geologically sub- divided into three provinces, these are:

- a. The Northern Province
- b. The Southern Province and, between them,
- c. The Takutu Graben

Several economic minerals are exploited in the Guiana Shield. The main economic minerals mined or have potential for extraction in Guyana are: Gold, Diamonds and Bauxite. The other commodities extracted within the Mining Industry are Aggregates, Gravel and Sand.

Mining is an important sector of the Guyanese economy it plays a vital role in Guyana's social and economic development. This sector contributes significantly to the country's GDP and is a significant source of foreign exchange. The deposits represent significant opportunities for potential investors and the country to derive optimal benefits from extracting, processing, and exporting these minerals. To realize these opportunities, the Government has committed itself to create the right environment to convince investors to take that great leap to invest in the sector. An environment where international investors can be confident that they will have the Government's support to navigate the pitfalls and take advantage of creativity and innovation opportunities. The Government will reinvigorate, energize, and incentivize this sector. This sector will benefit from reduced capital costs, upgrading of mining roads, and the reversion to a 2% royalty rate. The Government is reviewing the mining policies and laws to establish a comprehensive governance framework for the mining sector to ensure a win-win situation for the mining companies, local communities.

The Main minerals found in Guyana are:		Other Minerals known to occur in Guyana are:	
Gold	Diamonds	Chromium	Kaolin,
Bauxite		Clay	Kyanite Lithium
Sand		Columbite-tantalite	Manganese
Stone		Copper	Magnesite
Loam		Feldspars	Molybdenum
		Iron ore	Nickel
			Oil
			Potash
			Soapstone
			Tin (Cassiterite)
			Platinum
Semi-Precious stones:			
Amethyst	Tourmaline	Garnet	
Agate	Rose quartz	Green quartz	
Jasper	Beryl		

There are about twenty- five (25) Mineral explorations comprising of Canadian, American and Australian companies. There are small, medium and large-scale mining operations. Current Large Scale Producing Mines are Aurora Gold Mine (Guyana Goldfields) & Karouni Gold Mine (Troy Resources). and two current major bauxite mines (Bosai and GINMIN).

INVESTMENT OPPORTUNITIES



The Government of Guyana

Public Sector

The Government has followed a free-market model for development with a policy for economic liberalization and promotion of direct foreign investment. The Right Geological Environment for discovering large new deposits such as Columbite - Tantalite, Uranium, Copper, Nickel and PGM in the Precambrian Granite - Greenstone Belts, etc. Therefore, The Government of Guyana is interested in investment in the following segments in keeping with its mandate to offer incentives (see section 3 below) to encourage investors.

1. **Minerals:** Gold, Diamond - Bauxite (Tarakulli and Bonasika deposit), Quarry Stone, Sand and Loam
2. **The Mining and value-added production of semi-precious stones** such as Laterite, Amethyst, Green Quartz, Black Pearl, Agate, Jasper, Manganese, kaolin, sand resources, radioactive minerals, copper, molybdenum, tungsten, iron, nickel among others
3. **Industrial Minerals such as Kulin,** Silica Sand, Kyanite, Feldspar, Mica, Ilmenite, Columbite-tantalite, Manganese, Soapstone
4. **Base Metal Copper,** Lead, Zin
5. **Ferrous Metal:** Iron as magnetite and laterite
6. **Energy Materials:** Uranium
7. **Support Services:** Processing labs and Drilling companies

Email: goinvest@goinvest.gov.gy

Mining Sector Incentives: General Incentives:

1. Exemption from customs duty on most plant machinery and equipment
2. Exemption from customs duty on raw and packaging materials used in the production of goods by manufacturers
3. Exemption from customs duty and zero rate of Value-Added-Tax on raw materials and packaging for manufacturers who export 50% or more of their products
4. Unlimited carryover of losses from previous years
5. Accelerated depreciation on plant and machinery for approved activities

6. Full and unrestricted repatriation of capital, profits and dividends
7. Benefits of double taxation treaties with the UK, Canada, Kuwait and Caricom countries
8. Exemption from customs duty and zero rate of Value-Added-Tax on items approved under an investment agreement between the government and the business
9. Exemption from excise tax on items approved under an investment agreement between the government and the business
10. Zero rate of Value-Added-Tax on exports
11. Removal of VAT on machinery and equipment
12. Concessions on ATV
13. Removal of VAT on hinterland travels
14. Removal of police clearance requirements for miners to transport fuels in their own vehicles

Tax Holidays for projects that meet the requirements specified in the In-Aid of Industry Act

Sector Incentives:

1. Exemption from customs duty on a wide range of mining equipment – for sorting, screening, separating, washing, crushing, grinding, mixing or kneading earth, stone, ores or other mineral substances; rock drilling or earth boring tools; furnaces and ovens for roasting, melting or heat treatment of ores, pyrites or of metals.
2. Exemptions from duties and taxes for items covered under an investment agreement.
3. Tax exemptions are normally granted with specific conditions that cannot be breached. In instances where these conditions are breached, then the Guyana Revenue Authority is legally authorized to undertake seizure of the equipment /machinery/ vehicle and request payment of all duties and taxes that were waived.

The normal primary conditions that are applied to tax exemptions on vehicles/machinery/equipment are:

1. The tax exemption must be utilized for the purpose that the waiver was granted for.
2. It must NOT be rented; therefore, only used for the operations of the applicant.
3. It must NOT be sold/transferred/gifted to any other party within three years.

OIL & GAS
SECTOR



OVERVIEW

Guyana’s oil and gas sector is still at the early stage of development. As a result, service requirements in this early phase have tended to be dominated by the more prominent international players, albeit with some local participation. But as the sector grows, it will require the creation of an entire ecosystem of onshore infrastructure to support its offshore and marine operations. As such, there are many gaps and opportunities for businesses and investors to fill; local and international alike. The sector’s development must pivot around the local capacity. Key to this will be the training of Guyanese to enable their participation in the sector, which is a central theme of the government’s plans. This up-skilling process has accelerated in the last two years and is already feeding into local port services and ancillary onshore support services.

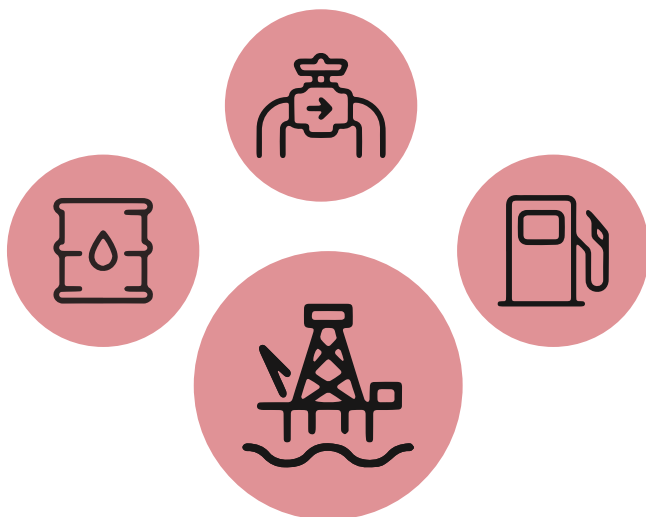
Guyana is supporting more and more of the supply/utility-related activity such as fuel, pipes, drilling mud, cement and water, which can supply major drilling and production facilities offshore. To date, the gross recoverable resources now estimate more than 9.0 billion oil-equivalent barrels discovered offshore.

To support such rapid growth, Guyana will need to build an onshore supply chain, infrastructure such as terminals, transport pipelines, power generation and storage facilities, and low extractive resources management capacity.

Guyana continues to promote investment opportunities in the Deepwater Guyana Offshore Basin, adjacent coastal onshore areas and the Takutu Basin, respectively. As it embraces the responsibility for the new oil and gas sector, there is significant focus on developing the legislative framework, which would see every success for the country and the citizens.

Guyana continues to promote investment opportunities in the Deepwater Guyana Offshore Basin, adjacent coastal onshore areas and the Takutu Basin, respectively.

The International Monetary Fund (IMF) in its 2019 Article IV report on Guyana has projected a growth of 26 percent in real GDP for 2020 and annual real GDP growth will be in excess of 13% over the next four (4) years. The increase in oil production estimates that government revenues could start in the range of \$270 million in 2020 and reach \$10 billion annually by the end of the decade. Guyanese businesses can capitalize upon the formation of synergies with other international and regional organizations. There will be a surge in demand for support goods and services, and thus the creation of indirect employment. Guyana is poised to experience an economic ‘boom’ in the medium to long term outlook.



INVESTMENT OPPORTUNITIES



The Government of Guyana Public Sector

The government aims to strengthen local and international partnerships, facilitating more vital collaboration and access to training and capacity building to assist the Ministry and potential investors in achieving its goals and objectives, and ensuring that all Guyanese can benefit from the Nation's Resources. It is looking forward to partnering with the private sector, including foreign investors, in these and other energy projects such as:

- a. **Oil and Gas exploration** - the Deepwater Guyana Offshore Basin, adjacent coastal Onshore Areas and the Takutu Basin. The Government of Guyana will also be pursuing the option of utilizing natural gas extracted from the reservoirs as an alternative for power generation on-shore.
- b. **Marine services**
- c. **Tier 1 services**
- d. **Logistics**
- e. **Training of the local workforce**
- f. **Other services**

For further information, please email
goinvest@goinvest.gov

Oil & Gas Support and Incentives:

Competitive fiscal incentives that may continue to feature within the Petroleum Sharing Agreement are as follows:

- Petroleum Prospecting Licences up to ten (10) years with an initial period of four (4) years with two (2) optional renewal periods each of three (3) years.
- Petroleum Production Licences of an initial period of twenty (20) years with a renewal period of ten (10) years. Esso is the first company to have an approved Production Licence for its Liza Production Project in Guyana
- 75% cost recovery ceiling for Contractor
- 50% profit share ceiling for Contractor
- Major tax obligations of Contractor satisfied through government's profit share
- Duty free concessions on certain imports and in particular, equipment for petroleum operations during the exploration period.

The government of Guyana offers Prospecting Licences for an initial period of four (4) years with two (2) optional renewal periods each of three (3) years.

Petroleum Production Licences are for twenty (20) years. Pursuant to the Licence is the Production Sharing Agreement which features competitive fiscal incentives such as: -

- 75% cost recovery ceiling for Contractor;
- 50% profit share ceiling for Contractor
- Major Tax obligations of Contractor satisfied through Government's profit share.
- Duty Free Concessions on certain imports and in particular equipment for petroleum operations during the exploration period.
- No Signature Bonuses

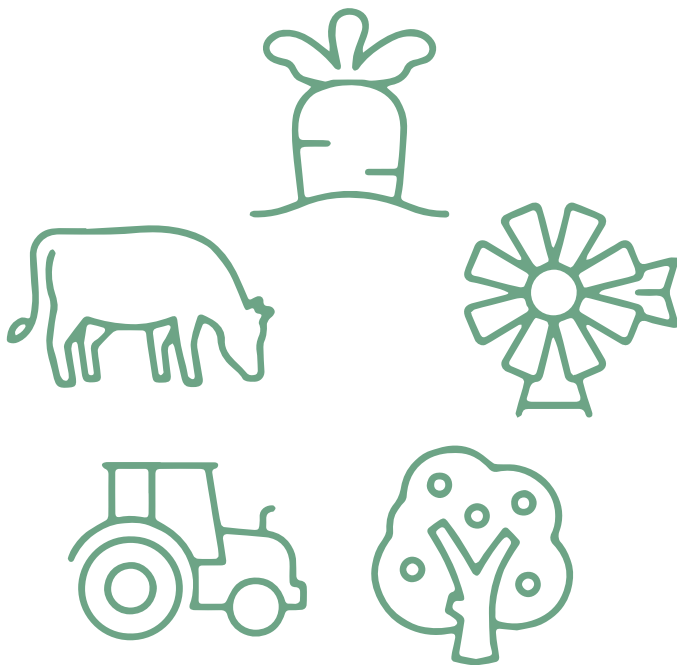
New petroleum legislation is being worked on by various governmental ministries, agencies and NGOs as the present Petroleum Act and Regulations are now obsolete (this was passed in Parliament in 1986), however new policy directives that may be taken in consideration are as follows: signature bonus, corporate social responsibility, local content and capacity building.

AGRICULTURE SECTOR



OVERVIEW

Despite the benefits that will be gained from the emerging oil sector, agriculture has and will continue to play a vital role in the development of Guyana. The vast tracts of productive land present enormous opportunities for growth. Agriculture is one of the most important productive sectors of Guyana's economy. Agriculture accounts for approximately one-third of Guyana's Gross Domestic Product (GDP) and 30 percent of the country's employment.



As Guyana looks to the future, measures will be implemented to promote a diversified agriculture-based economy to ensure that Guyana remains food secure and that our farmers reap the rewards of their labour.

Although Guyana's mature sugar and rice industries will continue to play an important role in Guyana's economy, the non-traditional agriculture sector is beginning to show high growth potential. Expanding the rice industry and a viable and sustainable sugar industry is our long-term goal. The Government will also promote value-added activities as well as the export of produce, to ensure that the agriculture sector continues to expand and farmers are able to realize higher income.

The Government will make available the resources that are needed to propel the agriculture sector along a sustainable path. Government will provide opportunities for farmers and agro-processors to grow, process, and benefit from increased trade, both regionally and internationally.

INVESTMENT OPPORTUNITIES



Pomeroon Trading Inc.

Private Sector

Pomeroon Trading Inc. is a privately owned SME operating in Guyana, growing coconuts / spices / fruits for the local and export markets. We are now leveraging our three-year track record and existing 1,000-acre operating asset to expand the business. We are raising up to \$11m to grow to 3,000 acres of farmland and also build a processing facility run on renewable energy. We envisage a mixture of debt and equity and would take up to 50% of this money through joint venture funding or partnership. The expansion will contribute to increased employment, farmers' welfare, community development and exports.

Estimated Investment cost: US\$11M

Mode of Investment: Equity or Joint venture/partnership

Email: neil@pomeroon.co or Duncan@pomeroon.co

Website: www.pomeroon.co



Kayman Sankar & Co. Ltd

Private Sector

Kayman Sankar & Co Ltd has diversify into growing coconuts commercially and has put aside 1,000 acres of developed land on the West Bank of the Berbice River, at Von Better, to grow 18 months to 3 years varieties coconut plants. The land needs very minimal maintenance and has the necessary drainage and land preparation. We also plan to add value by processing the coconut water into bottled coconut water. Kayman Sankar & Co. Ltd is looking for financing to develop the farm and acquire a bottling plant.

Estimated investment: US\$1.5M

Mode of Investment: Joint Venture

Email: benisankar@icloud.com



Guyana Corn Development

Public Sector

The Government of Guyana is interested in Investors to develop land to grow Corn. The land has no bush clearing, and Drip Irrigation, Fertigation, and Digital Technology are envisaged for very high productivity levels.



Guyana Coconut Water Development

Public Sector

The Government of Guyana is currently looking at commercially grown coconuts. The increased demand for coconuts (dried whole, copra, and coconut water) has now necessitated an increase in cultivation. Therefore, it will assist investors in acquiring land for this venture. The lands can be easily developed by installing our traditional drainage and irrigation canals which can also double for in-farm transport.



Guyana Soybean Development

Public Sector

The Government of Guyana is interested in Investors to develop land to grow Soyabean. The land has no bush clearing, and Drip Irrigation, Fertigation, and Digital Technology are envisaged for very high productivity levels.



Guyana Dairy Development

Public Sector

The Government of Guyana would assist in acquiring land for the development of Dairy(cows). The land can be easily developed by installing drainage and irrigation canals, and clearing bushes for planting specialty grass.

For further information on any of the above Guyana Development Projects, please email: goinvest@goinvest.gov.gy



The Government of Guyana

Public Sector

The Government is also interested in investments in the following areas:

1. Fertilizer Production/ Assemblage

Approximately 68,000 tons of fertilizer is imported into Guyana on an annual basis. This quantity is distributed among Sugar, Rice and Fruits and Vegetables. In most cases fertilizers represent almost twenty percent of the cost of production of these commercial crops. Since all of the fertilizers are imported from extra regional sources (as far as Europe) there is a significant shipping cost attached. As a consequence, the assembling of Fertilizers in Guyana ought to result in savings for farmers as well as resulting in expanded production.

2. Assemblage of Agriculture Machinery and Equipment.

3. Honey Value Chain

4. Aquarium Fishes

The vast hinterland of Guyana with many rivers, lakes and streams makes it an ideal location for the development of ornamentals fishery. Currently there is little activity in this area; however, the little that is caught has a ready market in North America and Europe. The possibility of catching in the wild and also the development of a nursery to reproduce fingerlings can be explored due to the lucrative market that exists.

5. Shrimp Farming

Shrimp farming both in the marine and sweet water environment represent huge possibilities as an alternative to wild caught shrimp. As indicated the reduction in production can be fulfilled by shrimp farming.

Lands available in the former wales estate and lands along the Corentyne coast are suitable areas for such investments.

6. Fish Ranching/ Mari Culture

With the increasing pressure on marine resources and the global reduction in marine production, aquaculture/mariculture is becoming an attractive investment to replace this gap. Guyana is blessed with abundant land and fresh water resources along with a favorable all year-round climate. Any aquaculture investment must be geared towards the export market as the population in Guyana is small and seafood is readily available in large quantities and reasonably cheap.

There also exists the possibility of mariculture as we have 459 km of coastline. The rearing of marine species that are over exploited or threatened or even of high value can be done once the technology exists.

7. Sports Fishing - Deep sea, near shore, and inland

Recreational fishing, also called sport fisheries, is fishing for pleasure or competition. It can be contrasted with commercial fishing, which is fishing for profit, or subsistence fishing, which is fishing for survival. The most common form of recreational fishing is done with a rod, reel, line, hooks and any one of a wide range of baits. When location of recreational fishing goes to sea, it becomes marine recreational fishing. Recreational fishing can advance fisheries technology and benefits related industries.

Recreational fishing can also diversify and increase the income of fishermen. Recreational fishing promotes mutual understanding between urban dwellers and fishermen. Last but not least, recreational fishing can raise ordinary people's awareness of the importance of environment protection.

Guyana has a vast EEZ of approximately 135 625 km² and Inland land area of 18 120km² which makes it attractive for recreational fishing. There are some very large species of fishes both in the marine and inland waters that can attract anglers from all over the world.

8. Halal value Chain for meat and milk, for both large and small ruminants.

Guyana has a large (and growing) Islamic population. This group is enjoined to only consume Halaal foods (including meat, milk and their products). Additionally, there are neither abattoirs nor processing facilities for the slaughter, processing and value addition of large and small Ruminant animals. When coupled with the vast Savannahs (coastal, intermediate and Rupununi sized approx..25,000 sq miles) there are great opportunities for investment in:

- Improved Pastures
- Improved animal genetics
- International standard Abattoirs and Processing facilities.

9. Non-Halal dairy value chain

10. Organic- range grown poultry for meat and eggs.

11. Grass fed beef, mutton and chevon

12. Nutraceuticals- for tea bags, drinks, shakes

13. Captive wildlife breeding e.g., iguana, alligator, deer, labba etc.

14. Cut flowers

Guyana is blessed with fertile soils, well distributed rainfall and adequate sunlight for cut flowers cultivation under both shade house and field conditions. In addition to the largescale importation of cut flowers into Guyana, there is a huge market for cut flowers in North America as well as Europe. The global market for cut flowers is large, and increasing. In the UK alone, the market for ornamental plants and cut flowers was worth £1.3 billion in 2018. There is opportunity for cut flowers cultivation in Guyana under shade house conditions.

Presently cut flowers are imported and represents a huge investment opportunity. Sales in floral bouquets and other floral arrangements for weddings, funerals, etc

15. Coffee value chain

The Coffee value chain is huge and very valuable. The top five countries in the world sold in excess of USD15 billion worth of coffee in 2019. Even though Guyana been producing coffee for centuries the quantities have been relatively small. However, this production has proven that the country has the climatic as well as agronomic conditions to grow coffee in a large scale. Small farmers invest in coffee cultivation presents opportunities for supply mills (commercial mills) establishment, milling and grinding facilities set up. Opportunity for marketing facilities or agents. Development projects, activities. Finance and insurance opportunities.

16. Cocoa value chain

Like Coffee, Cocoa has been produced in Guyana for centuries at a relatively small scale and similarly the conditions exist for scaling up along the value chain to the point where locally produced sugar can be utilized to add value to the Cocoa in the production of chocolates and other confectionaries. Cocoa value chain- bean cultivation/production, processing of beans into power, manufacturing and distribution of end product chocolate.

17. Corn value chain- including ethanol production

Corn Food for human consumers and animals. A developmental project has been identified.

18. Soybean value chain - human consumers and animals including oil production A developmental project has been identified.

19. Algae production for ethanol and animal feed production. Nutritional supplements, fertilizer, cosmetics and treatments

20. Spices value chain e.g., ginger, nutmeg, turmeric, black pepper, hot pepper.

21. Roots and tubers value chain. Food (human consumers and animals), snacks, edible utensils (ice cream cups, etc.), seat covers.

22. Lemon, Avocado, pineapple etc. to make Beauty products for face, hair and skin creams, beauty masks, scrubs, oils, etc.)

23. Companion animal breeding and multiplication e.g., cats, dogs, birds.

24. Agroforestry - furniture wood e.g., mahogany, red cedar and tibilisuri and nibbi.

25. Oil palm - for food and bio diesel . and snacks manufacturers, personal care and cosmetics, animal feed, pharmaceutical and industrial uses.

26. Agricultural Finance – block chain and crowd funding

27. Technological Solutions along the value chain such as drones

28. Online Agricultural Services – Distribution, Marketing and Administration.

29. Product Development (Seeds, organic pesticides etc., Packaging and Labeling)

30. Storage, Transportation and logistics

31. Climate Smart Agricultural Solutions and tools

32. Gastronomy – Food and Food Export.

33. Spices (ginger, nutmeg, turmeric, black pepper, hot pepper)

34. Agroforestry -Furniture wood. Trees can provide fruits, integration of crops and livestock on same plot of land. Medicinal and cosmetics barks and plant parts.

35. Rice - Production and Down Streaming processing of rice into pasta, noodles, cereals, snack foods, wine etc.

36. Poultry Value chain - Broiler Meat, Table Eggs, Black Giant, Layers, Others (Duck, geese, quail).

37. Dairy Value Chain - A Developmental project has been identified

38. Sugar

39. Fruits: large scale farming for export, juices, pulp, etc.

40. Vegetables: large scale farming for export, etc.

Email: goinvest@goinvest@gov.gy

Agriculture Sector Incentives:

Land available for Rice Production Region 2

Aurora 2,024 Hectares (5000 Acres).
Tapacuma- 405 Hectare (1000 Acres).

Region 5

Mahaica Mahaicony Abary
12,145 Hectares (30000 Acres).

Region 6

Canje basin 40,485 Hectares (100,000 Acres).
Brothers to Mara 10,212 Hectares (5,000 Acres).
Black Bush Polder to Manarabisi Pump
16,194 Hectares (40,000 Acres).
Cookrite savannah 2,024 Hectares (5,000 Acres).

Region 9

Large Savannah Lands are available.

Other Incentives:

- Reverse Drainage and Irrigation and Land Rent fees.
- Agricultural Machinery VAT-free.
- Fertilizers, Chemicals and other products used in the Industry are VAT-free.
- Quest to reduce cost of input and promoting climate smart agriculture- expending \$15.8 million for the acquisition of shade house materials and sprinkle hoses and resell at cost value.
- Prominence towards the coconut industry by promoting expansion in acreages, inter cropping, utilization of coconut by-products.
- Promote an agri -energy industry producing bio-ethanol through sugar cane, palm oil, cassava and corn.
- Crop Diversification and incentives for Corn and Soybeans.
- Promote value-added activities as well as the export of produce, to ensure our agriculture sector continues to expand and farmers are able realize higher incomes.

Poultry Incentives- Zero Rated Status:

- VAT-free concessions on items imported for the development of the sector.
- Fresh water supply, available lands (Wales) accessible by network of roads and waterways.
- Concessions on developing lands -Intermediate Savannah.

- Technical/Extension support provided by GLDA.
- Food Safety Authority is being established.

Other Incentives:

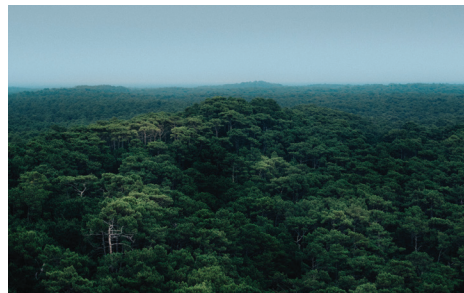
- No VAT on building materials and packaging.
- Large track of land with good fresh water supply, accessible with roads and waterways.
- Concessions for developing lands.
- Technical/Extension support provided by GLDA.
- Incentives for key feed stock inputs (Corn and Soybeans).
- Food Safety Authority is being established.
- Concessions for large scale livestock farming.
- Appropriate breeding stock, training and facilities for cutting, packaging and storage of meat.
- Incentivize private investment in dairy plants, dairy processing facilities and the establishment of modern abattoir facilities in livestock producing regions.
- Minimize conflicts between livestock farmers and crop farmers through zoning.

Broad Incentives:

- Exemption from duties and taxes from items covered under an Investment Agreement.
- Machinery, equipment, motor vehicles, tools, spares and supplies for agro processing, land preparation, cultivation and harvesting VAT-free.

- Exemption from Custom Duty on Fertilizers, insecticides, fungicides, weedicide, herbicides, inoculants.
- Zero rate of Value-Added-Tax on fungicide, herbicide, pesticide, fertilizers.
- Reversed land lease fees, land taxes and drainage and irrigation fees to 2014 rates.
- Restore budgetary support for adequate provision and maintenance of drainage and irrigation systems, and farm-to-market roads.
- Increase productivity through research/development into new strains and pest control by the GRDB.
- Explore a price stabilization/revolving fund facility for farmers.

FORESTRY SECTOR



OVERVIEW

Guyana's forests are among the last remaining intact tropical forests globally and one of the world's four regions that makes up the Green shield and has 18% of the world's tropical forest. It is home to rich and varied biodiversity, including over 1000 tree species. In any single hectare, dozens of species can be discovered. While some of these are well known in the local and export markets, the vast majority are still thoroughly researched and marketed effectively. The investment opportunities are abundant: from harvesting to processing and manufacturing high-end products, especially using our lesser-used species

Guyana has a well-structured policy-supported sustainable timber harvesting programme. Timber harvesting occurs on a selective low-impact logging approach under world-class harvesting techniques. Harvesters are required to comply with a Code of Practice which sets minimum operational standards. Recently, heightened focus within the sector has been placed on sustainable development practices and biodiversity protection and ensuring that the sector operates in conformity with international protocols for best practices in recognition of its important role in reducing gags.

The forestry sector is comprised of a primary and manufacturing sub-sector. The primary sector entails Timber harvesting operations that can be classed as:

- (a) the low capital, labor-intensive activity of small entrepreneurs who sell logs to saw millers; and
- (b) the medium to large-scale, capital-intensive logging operations of integrated firms, with their own sawmills and ancillary equipment

Primary timber products produced include:

Logs, Roundwood (Poles Posts And Spars), Sawnwood, Splitwood (Shingles And Paling Staves) And Fuelwood (Charcoal And Firewood).

Non-timber products produced include:

Wattles, Manicole Palm, Mangrove Bark and Latex (Balata).

Export Products:

Logs, Roundwood (Piles, Poles, Posts), Primary Lumber, Split Wood (Shingles & Staves), Fuel Wood (Firewood & Charcoal), Plywood And Veneer

The forestry sector is also ripe with opportunities; the authorities are looking to increase production, export, and investments in value-added forest products. The main aim is to place more emphasis on value-added products rather than exporting raw materials. A barrier to value-added production over the years has been the cost of electricity. However, the government is committed to reducing this by 50 percent within the next five years. The government remains committed to working with the stakeholders in this sector to re-tool and re-capitalize their operations

INVESTMENT OPPORTUNITIES



Government of Guyana

Public Sector

The Government of Guyana is interested in investments in the following areas:

Value Added Products of Timber Logs

- Sawnwood
- Roundwood- (Piles, Poles, Post, Spars)
- Splitwood- (Paling Staves and Shingles)
- Fuel Wood- (Charcoal, Firewood)

Value Added Products

- Furniture- (Hardwood and wicker)
- Plywood and Veneers
- Mouldings
- Doors
- Parquet
- Floor tiles
- Dimensional lumber
- Pulp
- Paper

Non-Timber Products

- Wattles
- Manicole Palm
- Mangrove Bark
- Latex(Balata)
- Kufa
- Nibbi

Consultancies

- Forest inventories
- Forest plantations
- Environmental and Social Impact Assessments
- GIS

Other areas for Investment

- **Investment in timber processing facilities -**
both primary and secondary level.
- **Investment in furniture manufacturing -**
using timber and non-timber forest products.
- **Investment in forest based eco-tourism -**
this can be a combination of forest and other eco system products.
- **Investment in forest road infrastructure -**
this can be forest roads through Government contracts or Government approval to build/maintain and charge user fees.
- **Investment in forest area businesses -**
hotels, shops, gas stations, restaurants, etc.

- **Investment in forest transportation services** - trucking, passenger transport, and vehicle rentals.
- **Investment in forest related consultancy services** - forest inventory, mapping, general forestry operation, special project like Guyana's MRVS work, etc.
- **Investment in reforestation programmer in forest degraded areas** - in mine out areas, etc.
- **Investment in forest plantations** - in approved abandoned agriculture and savannah areas.
- **Investment in forest products marketing business** - buying and selling forest products (consolidating hub).

Email:goinvest@goinvest.gov.gy

Forestry Sector Incentives:

Measures to Incentivize the Extractive Industries

Removal of VAT on Machinery and Equipment

- Forestry operators can procure items such as chainsaws, tractors, skidders. small scale miners can purchase items such as excavators and bulldozers, mechanical recovery equipment, VAT free and manufacturers can realign gains from zero VAT to retool for improved productivity and reduce capital investment costs.
- Existing producers and new investors no longer have to waste valuable time to go through GINVEST for VAT free approvals; the ease of doing business in Guyana is immediately approved.
- Removal of VAT on all-Terrain vehicles.
- ATVs to support the productive and service sectors and mobility removal of 14% VAT on ATVS.
- Reversal of VAT on Exports.
- Clearance requirement for Miners to Transport Fuel in their own vehicles and removal of requirement to register and take-out road licenses for mining equipment in the hinterland.
- Change of Log Export Policy to allow saw millers and timber dealers to Export Logs.
- These are renewable based on compliance with the terms and conditions of the agreement.
- State Forest Authorisations-State Forest Permission (SFP)- granted for a three-year period on no more than 8,000 hectares.

Timber concessions:

Approximately fifty-two percent (52%) of the State Forest Estate have been allocated to timber harvesting under sustainable forest management techniques to ensure the sustainability of Guyana's Forest Resources.

Two types of concessions are awarded based on area size and duration via a transparent, competitive process:

State Forest Authorisations- Large concessions- granted up to forty years for areas in excess of 24,000 hectares.

Investment Incentives

In addition to the general incentives that Guyana offers investors, this sector attracts special incentives. These include:

- Exemption from Customs Duty of a wide range of forestry and sawmilling equipment-skidders, band saws, chain saws, saw blades etc.
- Exemption from customs Duty on a wide range of wood working equipment lathes, sanders, routers, saws.
- Exemption from duties and taxes for items covered under an Investment Agreement.

LOGISTICS &
INFRASTRUCTURE
SECTOR



OVERVIEW

Logistics:

Guyana’s logistics industry has seen a major boost in recent years given the development of its oil and gas industry and while this shows a growth in the sector, the facilities are not yet on par.

The main Airport is the Cheddi Jagan International which is located around 30 km south of the capital city - Georgetown. Presently, due to the COVID 19, only three airlines are doing international flights – American Airlines, Jet Blue and Caribbean Airlines. Airfreight cargo comes into the country through this airport with chartered flights. There is a second, closer to city, Ogle airport is a domestic/international airport east of the city and all helicopter and domestic flights operate out of Ogle. Presently, Trans Guyana (local Airline) has a flight to Brazil and Caribbean Airlines to Barbados from Ogle Airport. Guyana also has several small airstrips spread across the country.

In terms of access by sea, the Demerara channel is the main channel of navigable water to Port Georgetown. Demerara is tidal, where the depth is six metres at low tide and 10 metres at high tide. The river silts up and needs constant dredging, Once the dredging of access channels to the shore is progressed, Guyana will be able to support heavier industrial related activity such as spool bases and fabrication, along with other specialty services. The industry freight cargoes also come through this channel with container lines and break-bulk vessels

The Floating Bridge at Houston, which connects the city to the west bank of the river via a single carriageway crossing with restricted opening times. Another, floating bridge is located in Berbice which connects Rosignal to New Amsterdam. The Takatu Bridge between Lethem and Bonfin improves the linkage between Brazil and Guyana. The Ferry service between Guyana and Suriname helps to improve travel and trade between the two countries

By road, public and private transportation is accessible through taxis and minibuses. By River, transportation is available by the ferry services and a number of privately-operated speed boats to access resort areas such as the Essequibo Islands.

Infrastructure:

As part of the government effort to improve the infrastructure in Guyana to facilitate trade, tourism, business and services, the following is planned for infrastructure development:

1. East Bank to East Coast Road, phase one is Ogle to Eccles, phase 2 is Eccles to Diamond and phase 3 is linking Timehri Airport with Ogle airport. This will open up lands for hotels, etc.
2. New Demerara Harbour Bridge from La Grange to Nandy Park, fixed high-span bridge with 4 lanes and 6.6km of additional road which will be linked to the 4-lane highway on the West Bank of Essequibo (maybe looking for expressions of interest from local or foreign investors).
3. Bridge from Parika to Bartica - 56km road and a 700m bridge
4. Linden to Lethem - 454km all-weather road and repairs to all bridges

5. Soesdyke to Linden highway will be upgraded
6. Linden to Kwankwani - 105km road
7. Kwankwani to Orealla - 90km road
8. A Kurupakari bridge
9. Linden to Mabura elevated long-span concrete covering the main waterways and replacing a pontoon and connecting regions 9 and 10 and also Brazil for containers to the intended Deepwater Port in Region 6.
10. Amaila road will be resuscitated to facilitate the 165megawatt Hydro Power Plant and Access to Kaieteur: Improve the Mahdia Pamela Landing road and the access road to Amaila Falls.
11. New bridge to connect Wismar and Linden, 2 lanes, 220 metres with 500m of road to connect the bridge to Soesdyke Linden Highway and the Linden to Lethem Road.
12. East Coast Railway Embankment, 18.5km from Sheriff Street to Enmore and the Highway will be extended from Belfield to Rosignol
13. Consultations are ongoing on the Corentyne river bridge – A flat bridge from Molsen Creek to long island where a high-span bridge will connect Guyana to Suriname.
14. Improve the Stelling at Parika, Georgetown and Fort Island
15. A Deepwater Port in Region 6
16. Dredging of the Demerara River channel to facilitate larger ships for the Oil and Gas Industry
17. Modernizing the fleet of ferries to reduce travel and boost domestic and international trade
18. Completion of the Sheriff street expansion

Aerodromes and Airstrips:

- Lethem Aerodrome: The major infrastructure improvements planned for the Lethem aerodrome will address growing tourism market demand through the provision of expanded facilities, including maintenance facilities, to allow for aircraft operating out of Lethem as a hub.
- Airstrip Maintenance: Regularly and properly maintain tourism airstrips to a high standard in Annai, Fairview, Surama and Karanambu.
- Kaieteur Airstrip: Expand the airstrip at Kaieteur National Park to improve safety and risk management and to accommodate larger aircraft, and add runway lights to facilitate emergency evacuations.
- South Rupununi Airstrip: Improve and upgrade the Wichabai or Aishalton Airstrip.
- Repair the Orinduik Airstrip:

INVESTMENT OPPORTUNITIES



D&J Group Inc.

Private Sector

D&J Group Inc. through partnership with a major Latin American air cargo operator, will develop and operate a new air cargo processing and storage facility which will explore the highest and best use for a mixed-use development project located at Timehri, East Bank Guyana, with proximity to the Cheddi Jagan International Airport. The Cargo Processing Warehouse / Air Cargo Operations will span 100,000 square feet equipped with office space, open warehouse space, racking space, and a state-of-the-art cold storage facility, unlike any facility in Guyana's warehouse industry. Its business and marketing strategies will be focused on achieving high, and profitable, load factors through absorption of demand in warehousing and cargo processing space provided to clients in the import and export Industry, cargo services in the Logistics Industries, and the Government of Guyana. In addition, the proposed facility will be designed around and operated, utilizing the most up-to-date electronic, informational technologies to ensure low operating and marketing costs, maximum efficiency in deployment of its resources, and a high level of customer service and convenience for its users.

Estimated Investment cost: US\$5M

Mode of investment: Joint venture.

Contact information: Stefan.john@thedjgroup.co



Modern Logistics

Private Sector

Modern Logistics (ML) is ideally positioned to support this market based on the years of experience of its team in customer relationship management through its sister agency Modern Media. The agency has more than a decade of experience in brand management, events management, marketing and promotions and customer service.

The client portfolio includes both public and private sector entities. Modern Logistics focuses on creating relationships with each client, to ensure that services are tailored specifically to real needs.

To fully support its expansion plans and to continue to provide services at the current level of efficiency, Modern Logistics is extending this opportunity for investment in the range of services which includes end-to-end brand management and promotions, event management, upstream supply chain solutions, property management, and executive transportation and resettlement services.

Estimated Cost: US\$4M

Mode of Investment: Joint Venture

Email: modernagency@gmail.com

KAN Distribution

Private Sector

The supply chain for perishable goods is rapidly changing due to increasing demand, competition, production, storage and transportation.

We propose to have two cold storage facilities 80 feet in width, 250 feet in length and 18 feet in height. The land is available and situated in an area that is easily accessed by main roads. We intend to have solar power with backup generators.

Estimated Investment Cost – U\$2M
Mode of Investment: Joint Venture
Email. michaelalleyne9@gmail.com



Government of Guyana

Public Sector

The government is interested in foreign and/or local investments in the following projects:

1. Dredging of the Demerara River
2. Deep water port in Berbice
3. Linden to Lethem road
4. Development of the Regional Airports
5. The new Demarara Harbour Bridge

Email: vpersaud@publicworks.gov.g

AGENCIES CONTACT INFORMATION:

Guyana Office for Investment	http://goinvest.gov.gy/
Guyana Lands & Survey	http://www.lands.gov.gy/
Private Sector Commission	http://psc.org.gy/
Georgetown Chambers of Commerce	http://gcci.gy/
Guyana Manufacturers and Services' Association	http://gmsagy.org/

NON-GOVERNMENTAL ORGANISATIONS

Conservation

Conservation International Guyana	http://www.conservation.org/
World Wildlife Fund (Guyana)	http://www.wwfguianas.org/
Iwokrama International Centre	http://iwokrama.org/
National Trust of Guyana	http://nationaltrust.gov.gy/

BUSINESS CONTACTS & ORGANISATIONS

Berbice Chamber of Commerce and Development

12 Chapel Street, New Amsterdam, Berbice • Tel: (592) 333 3324

Consultative Association of Guyanese Industry

157 Waterloo St, Georgetown • Tel: (592) 225 7170, 226, 4603, Fax: (592) 227 0725 • P.O. Box # 10730
Email: goolsarrancagi@gol.net.gy, ramchancagi@gol.net.gy Website: <http://www.cagi.org.gy/>

Forest Products Association of Guyana

157 Waterloo St. Georgetown, Tel: (592) 226 9848 • 226 2821 Fax: (592) 226 2832
Email: fpasect@guyana.net.gy

Guyana Gold & Diamond Miners Association

Tel. (592) 225 2217
Email: minersassociation@yahoo.com

Georgetown Chamber of Commerce & Industry

156 Waterloo St, Georgetown • Tel: (592) 225 5846
Email: gccicommerce2009@gmail.com Website: <http://gcci.gy/>

GOINVEST (Guyana Office for Investment)

190 Camp & Church Streets, Georgetown
Tel: (592) 225 0658 • (592) 227 0653 • Fax: (592) 225 0655
E-mail: goinvest@goinvest.gov.gy Website: <http://goinvest.gov.gy/>

BUSINESS CONTACTS & ORGANISATIONS CTND.**Guyana Manufacturers & Services' Association**

157 Waterloo Street, Georgetown • Tel: (592) 223 7405/6
 Email: gmsaguyanald@gmail.com Website: <http://gmsagy.org/>

Guyana Rice Millers' and Exporters'

Development Association • Tel: (592) 227 3344, 227 3350

Guyana Rice Producers' Association

C/o Crane, West Coast Demerara • Tel: (592) 254 2012, 254 2013

Guyana Tourism Authority

National Exhibition Centre, Sophia, Georgetown
 Tel: (592) 219 0094-6 • Fax: (592) 219 0093
 Email: info@guyana-tourism.com • Website: www.guyana-tourism.com

Linden Chamber of Industry and Commerce

84 Riverside Drive, Watooka, Linden • Tel: (592) 444 2901

Ministry of Tourism, Industry and Commerce

Address: 229 South Road, Lacytown, Georgetown, Guyana
 Tel: (592) 226 2505, Fax: (592) 225 4310
 Hotlines: Small Business & Consumer Affairs: 225 0665, Commerce: 225-2280; 225-6011
 Licensing: (592) 227-2718, GOINVEST: (592) 227- 0653

Ministry of Public Communications

205 Camp Street (Colgrain House),
 North Cummingsburg, Georgetown • Tel: (592) 225-0666 • 226-0079

CARICOM - The Caribbean Community Secretariat

Turkeyen East Coast Demerara
 Tel: (592) 222 0001-75 • Fax: (592) 222 0172
 Email: piu@caricom.org, caricompublicinfo@gmail.com

Private Sector Commission

157 Waterloo St, Georgetown
 Tel: (592) 225 0977 • Fax: (592) 225 0978
 E-mail: office@psc.org.gy Website: <http://psc.org.gy/>

Tourism and Hospitality Association of Guyana (THAG)

157 Waterloo St, Georgetown
 Tel: (592) 225 0807 • Fax: (592) 225 0817
 E-mail: thag.secretariat@gmail.com Website: <http://www.thag.co>

SECTOR CONTACT INFORMATION

Sector Contact Information:

- a. Tourism:**
Guyana Tourism Authority
 Ms. Carla James
 Director
 Tel: (592) 219 0094.
 Email: carla@guyanatourism.com
- Tourism & Hospitality Association of Guyana**
 Ms. Treina Butts
 Executive Director
 Tel: (592) 624 8111
 Email: Thag.execdir@gmail.com
- b. Mining:**
Geology & Mines Commission
 Mr. Newell Dennison
 Commissioner
 Tel: (592) 225 2865
 Email: commissioner@ggmc.gov.gy
- c. Oil & Gas:**
Ministry of Natural Resources
 Mr. Joselyn McKenzie
 Permanent Secretary
 Tel: (592) 600 2895
 Email: jmckenzie@nre.gov.gy
- d. Agriculture:**
Ministry of Agriculture
 Mr. George Jervis
 Chief Technical Officer
 Tel: (592) 624 0391
 Email: george.jervis@gmail.com
- e. Forestry:**
Guyana Forestry Commission
 Commissioner of Forest
 Tel: (592) 648 2673
 Email: indera.forest@gmail.com
- Forest Products Marketing & Development Council**
 Mr. Kenny David
 Head
 Tel: (592) 627 0600
 Email: kenny2004_david@yahoo.com
- f. Logistics:**
Guyana Shipping Association
 Mr. Philip Fernandes
 Chairman
 Tel.no. (592) 226 2169
 Email: saginc@networksgy.com
- g. Infrastructure:**
Ministry of Public Works
 Mr. Viadim Persaud,
 Permanent Secretary
 Tel.no. (592) 666 2345
 Email: vpersaud@publicworks.gov.gy



THE EUROPEAN UNION (EU)

The European Union is a political and economic union of 27 member states that are located primarily in Europe. Its members have a combined area of 4,233,255.3 km² and an estimated total population of about 447 million.

The EU countries are: Austria, Belgium, Bulgaria, Croatia, Republic of Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain and Sweden.

EU policies aim to ensure the free movement of people, goods, services and capital within the internal market; enact legislation in justice and home affairs; and maintain common policies on trade, agriculture, fisheries and regional development.

The EU contributes to the creation of more and better jobs across Europe, and aims for decent social standards for all its citizens, including through the €86.4 billion European Social Fund. Responsibility for Since 1957, the European Union has benefited its citizens by working for peace and prosperity. It helps protect our basic political, social and economic rights. Although we may take them for granted, these benefits improve our daily lives, employment policies and social affairs is shared between the EU and its Member States.



THE CARIBBEAN EXPORT DEVELOPMENT AGENCY

Caribbean Export is the only regional trade and investment promotion agency in the African, Caribbean and Pacific (ACP) group. We were established in 1996 by an Inter- Governmental Agreement as the trade promotion agency of the 15 member states of CARIFORUM.

More information about Caribbean Export can be found at:

www.carib-export.com

Contact: JoEllen Laryea

PR and Communications

Caribbean Export Development Agency

Tel: +1(246) 436-0578, Fax: +1(246) 436-9999

Email: jlaryea@carib-export.com



THE CARIBBEAN ASSOCIATION OF INVESTMENT PROMOTION AGENCIES (CAIPA)

The Caribbean Association of Investment Promotion Agencies (CAIPA) was launched in 2007 to facilitate the collaboration of regional Investment Promotion Agencies (IPAs). The emphasis is on activities which are best undertaken at regional or sub-regional rather than at national levels to promote the Caribbean as a prime destination for intra and extra-regional investment.

CAIPA offers the following seven easy steps to Business Facilitation:

1. Information sharing - Discuss Caribbean FDI sectors and research and development potential.
2. Business area - Present the Caribbean offerings with site selection options.
3. Business opportunities - Suggest business contacts and information.
4. Market visit - Arrange visits to individual Caribbean countries and assist with partner meetings and on the ground logistic support.
5. Deal breaking - Support with local knowledge in business. Assist as broker to facilitate your negotiation
6. Startup - Support your establishment and assist with information services. Facilitate access to authorities, organizations and institutions.
7. Aftercare - Feedback on your satisfaction and continued support.

For further information on CAIPA, please contact Ms. Suzette Hudson at shudson@carib-export.com or visit the CAIPA website at www.caipainvest.org



THE GUYANA OFFICE FOR INVESTMENT (GO-INVEST)

The Guyana Office for Investment was established by Order pursuant to the Public Corporations Act in 1994 as a semi-autonomous body to encourage and assist investors in the Guyanese economy. Over the years the services provided by the Agency have evolved to meet the needs of investors.

The Agency has three (3) core functions –

1. Investment Promotion and Facilitation
2. Export Promotion
3. Policy Advocacy.

With these functions, the Guyana Office for Invest offers a full complement of services to domestic and foreign investors as well as an export-ready Guyanese businesses. Under the Investment Act, foreign investors receive equal treatment and legal protection as domestic investors.

For further information on Go-Invest:

Email: goinvest@goinvest.gov.gy or visit the Go-Invest website at www.goinvest.gov.gy

