

INVEST IN THE NATURAL NICHE, INVEST IN

Belize



Four Strategic Areas

Investment Generation
Business Facilitation, and
Aftercare

Skills Training and
Job Preparedness

Enterprise Development
and Entrepreneurship

Trade Promotion and
Export Development



- ❖ Maximizing investment opportunities
- ❖ Build Relationships
- ❖ Enhance Belize's competitiveness
- ❖ Facilitating Inbound Site Visits
- ❖ Investment Research Packages



Gateways

Atlanta, GA, USA (ATL)
 Calgary, AB, Canada (YYC)
 Cancun, Mexico (CUN)
 Charlotte, NC, USA (CLT)
 Chicago, IL, USA (ORD)
 Dallas, TX, USA (DFW)
 Denver, CO, USA (DEN)
 Flores, Peten, Guatemala (FRS)

Fort Lauderdale, FL, USA (FLL)
 Houston, TX, USA (HOU)
 Los Angeles, CA, USA (LAX)
 Merida, Mexico (MID)
 Miami, FL, USA (MIA)
 Minneapolis/St. Paul, MN, USA (MSP)
 Newark, NJ, USA (EWR)

Panama City, Panama (PTY)
 Roatan, Honduras (RTB)
 San Pedro Sula, Honduras (SAP)
 San Salvador, El Salvador (SAL)
 Toronto, CA, Canada (YYZ)



Why Belize?



Bi – Lingual Language Skills and Cultural Affinity



Time Zone Advantage



Proximity & International Connectivity



Stable Currency



Competitive Investment Incentive Programs



Skilled Labour Force



Regional Integration through multiple Trade and Investment Agreements



Stable Environment & Strong Government Support

The Economy



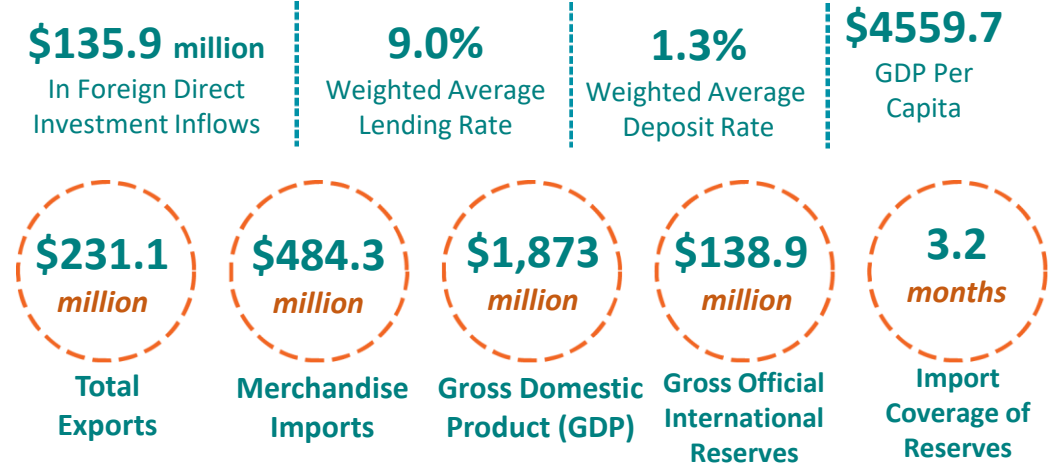
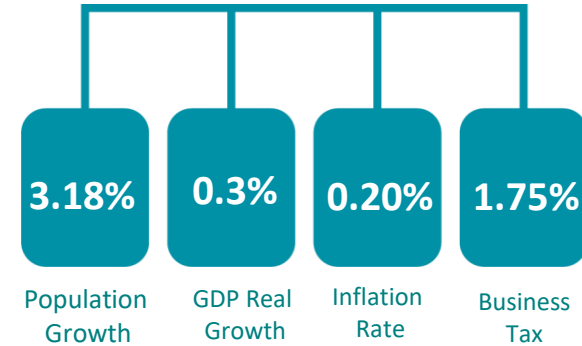
Beltraide

making
business
happen

2019 Belize in Numbers



Statistics



Average Cost of Electricity per kWh
\$0.18

Average Cost of Water

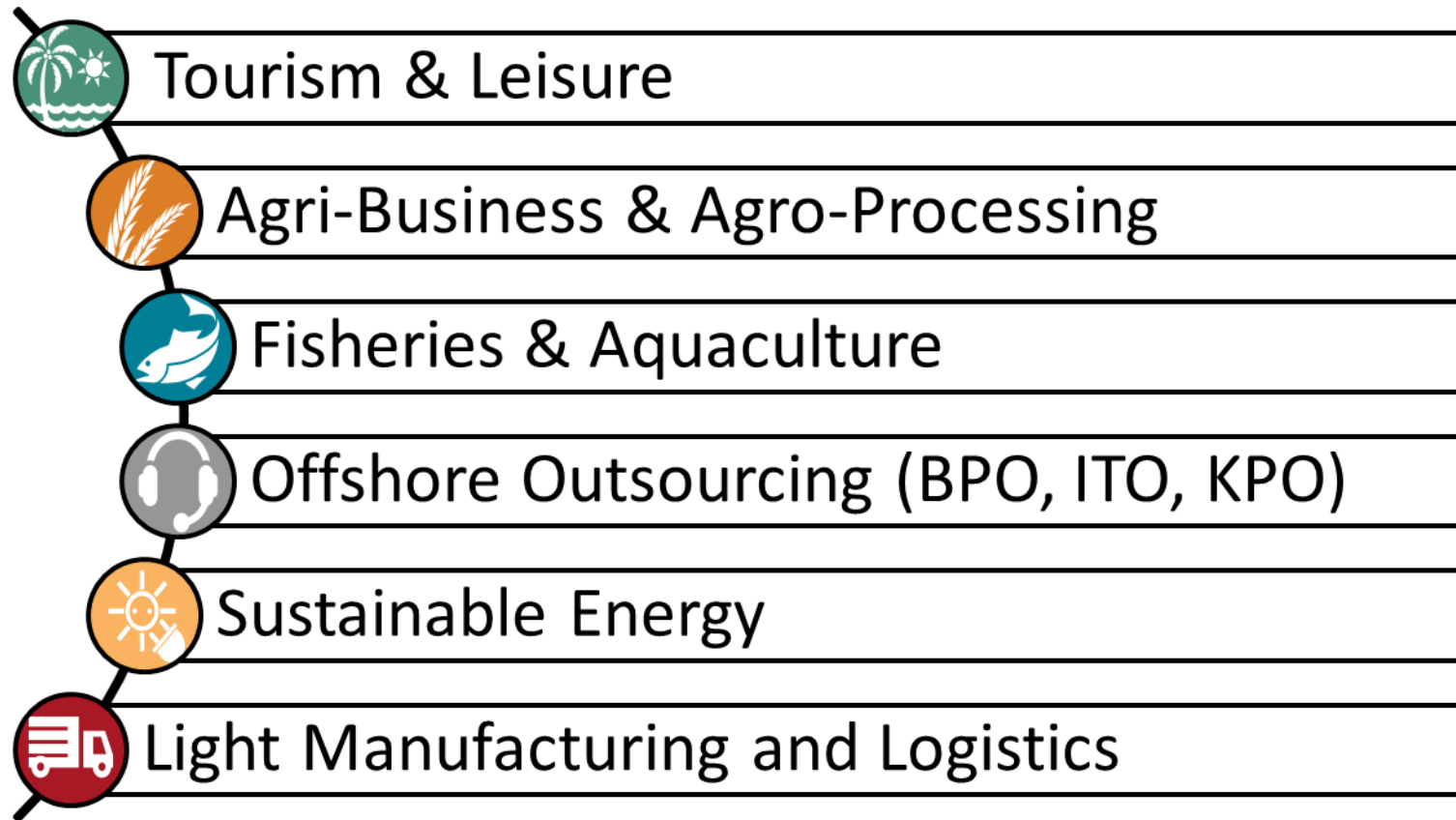
\$4.36 (0-1,000 gals)
\$9.30 (7000 gals)



*All rates USD || GDP Represented at Current Market Prices || Source: Central Bank of Belize

The Sustainable Path for Investment

Belize holds a well-crafted investment profile with strengths in the following priority industries:



Tourism & Leisure




Beltraide
making
business
happen

Tourism & Leisure

Sustainable Investment Outlook

- ✦ Tourism contributes to over **40%** (BZD \$489.7 million) of GDP, providing a total employment of **50,000 (29.3%)**, of which **29,402 (17.2%)** is direct employment.
- ✦ **Robust** tourism sector growth developing over the past decade.
- ✦ **Committed** to maintaining the **authenticity** of Belize's attractions: **low density, high value**.
- ✦ Fosters a **strong and attractive platform** for investors.
- ✦ Caters to growing number of **experience-based** tourists.



Tourism & Leisure

Why Belize?

- ✦ Prime tourist and retirement location in the Americas
- ✦ Rising numbers in Overnight and Cruise Arrivals
- ✦ Increasing connectivity with recent additional airlines
- ✦ Six priority Tourism investment products: **Cultural, Nature Based, Sun & Beach, Leisure & Entertainment, Cruise and Nautical**
- ✦ **Medical Tourism, Fishing, Birding, Romance and Cuisine** an emerging industry



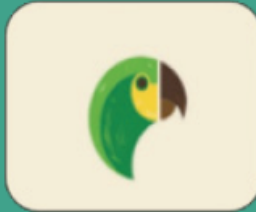
Belize Tourism Regions



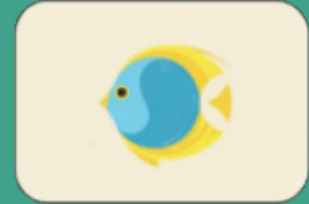
Northern Belize is home to one of the largest Maya Cities, and the native Mestizo Culture.



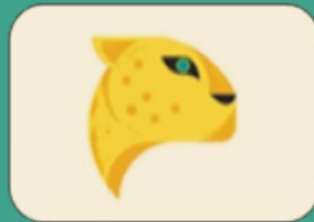
The North Islands are all about immersion. Discover the true meaning of island-living.



Cayo is blessed with a little bit of everything adventurous.



The Belize Barrier Reef spans 185 miles of the country's coastline and is the largest reef system in the northern hemisphere.



The Southeast Coast is a paradise of culture and nature.



Home to the howler monkeys and numerous rare bird species, Central Belize is perfect for travelers seeking nature and history.



Southern Belize is where you'll discover the cultural mecca of the Maya and Garifuna, in the heart of some impressive jungle preserves.

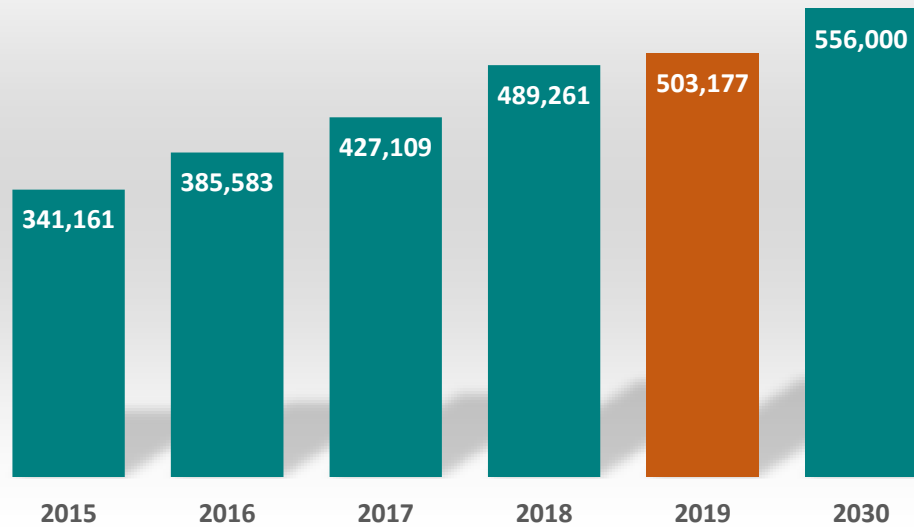


Tourism & Leisure

Overnight & Cruise Tourist Arrivals

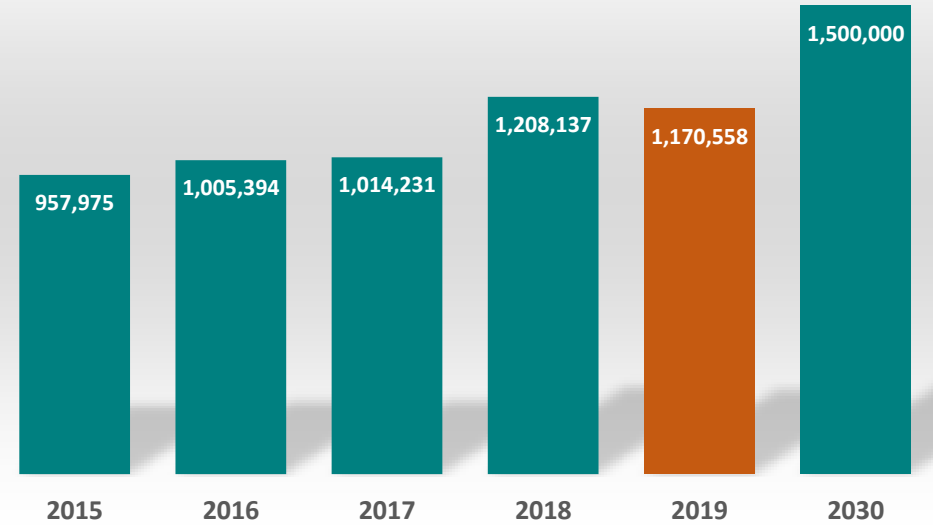
Overnight Tourist Arrivals to Belize

(Source: BTB 2019)



Cruise Passenger Arrivals

(Source: BTB 2019)



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WYNDHAM
HOTEL GROUP

Marriott
RESORTS

AUTOGRAPH
COLLECTION®
HOTELS



FOUR SEASONS
RESORT AND RESIDENCES
CAYE CHAPEL, BELIZE

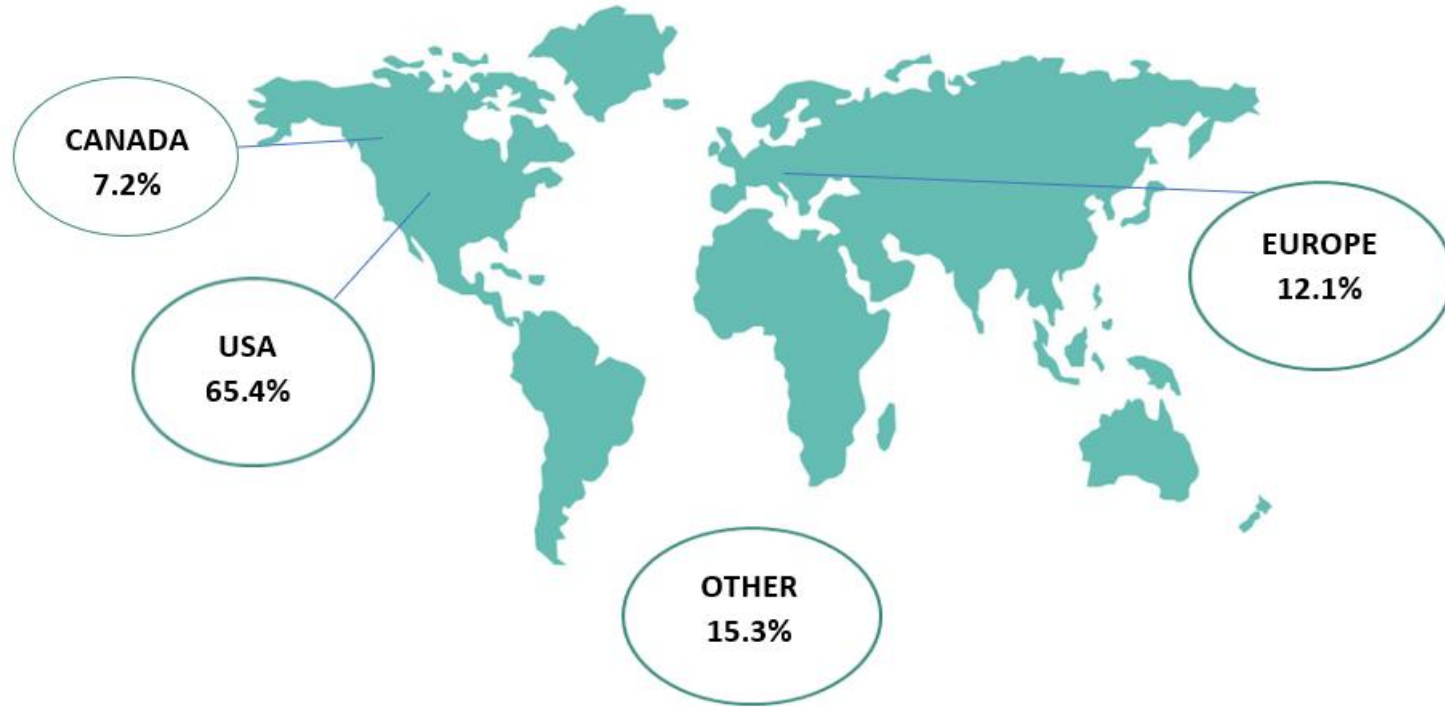
A THOR URBANA . GFA . INMOBILIA DEVELOPMENT



NCL
NORWEGIAN
CRUISE LINE®

Tourism & Leisure

Overnight Market Analysis



2019:

LEISURE VISITORS:

478,209

BUSINESS VISITORS:

11,820

AVERAGE LENGTH OF STAY:

6.13 days

AVERAGE Daily Expenditure:

US\$162.30



Belize THE NATURAL NICHE

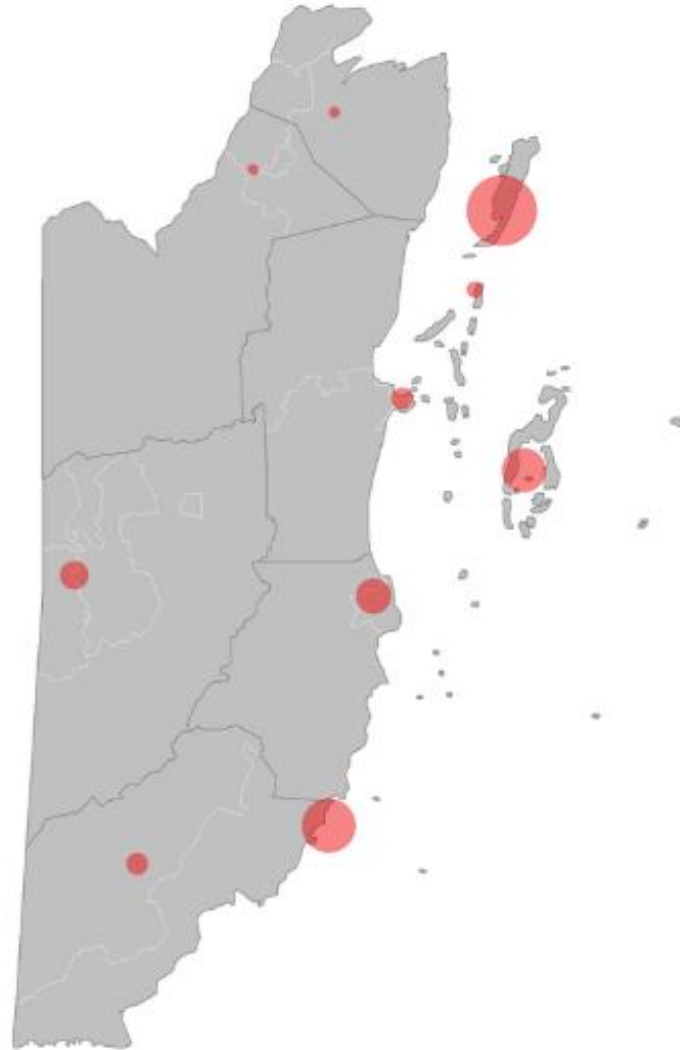
Tourism & Leisure

Current Room Stock & ARR by Region

Hotel Room Stock (2019)

Total Hotels: **953**

Total Room Stock: **8,853**



AREA	AVERAGE ROOM RATE	ROOM STOCK
Belize District	\$187.69	1,021
Caye Caulker	\$186.60	939
Cayo	\$242.99	1,382
Corozal	\$109.75	382
Other Islands	\$361.15	416
Orange Walk	\$161.78	274
Placencia	\$377.75	1,046
San Pedro	\$431.11	2,378
Stann Creek	\$296.75	694
Toledo	\$211.54	321



Tourism & Leisure

Investment Opportunities

CRUISE

- Docking Facility Development
- Pocket and Conventional

NAUTICAL

- Marina Mix Development
- Marine Rentals

LEISURE & ENTERTAINMENT

- Flagship Urban Hotel
- Shopping & Entertainment

Current Opportunities:

- ✦ Branded Hotels / Resorts
- ✦ Business Conference Hotel
- ✦ Destination Planning and Tours

CULTURAL

- Enchanting Villages
- Integral development of Garifuna & Maya Heritages

NATURE

- Inland Adventure Eco-lodge
- Inland Leisure Eco-lodge
- Fishing Lodge
- Diving Lodge

SUN & BEACH

- Beach Boutique Hotel
- Beach Resort
- Private Island Development



Success Stories

**Tourism
&
Leisure**



**Mahogany Bay Village:
Curio by Hilton**



Grand Caribe



Falling Leaves Lodge



Nape Blue Zen



Norwegian Cruise Line



AgriBusiness & AgroProcessing



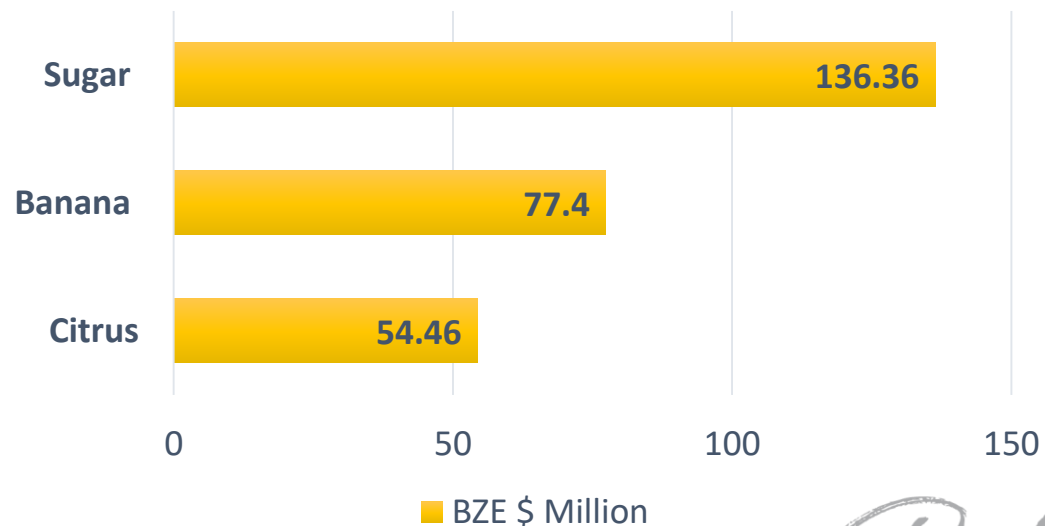
AgriBusiness

Sustainable Investment Outlook

- ✿ Foundation of the Belizean economy, currently contributing 9% of GDP.
- ✿ Continues to be the base force propelling the local productive sectors.
- ✿ Traditional agricultural productions (citrus, banana, sugar cane) are undergoing gradual and strategically planned transformation.



Major Domestic Exports, 2019



AgriBusiness

Why Belize?

- **Strategic location:** close market proximity to North American, Central American, South American, and the Caribbean markets;
- **Availability of high-yield arable land:** over 1,998,230 acres (38%) of the total land area are considered agriculturally suitable;
- Well-positioned for **organic and eco-labeled production:** branded with an aura of quality and distinctiveness pursued by consumers in the new era;
- An abundant pool of skilled and vibrant workforce;
- Not within the high hurricane landfall probability belt;
- All-year round - mild. average. water temperature of 80o F (27 o C);



AgriBusiness

Investment Opportunities



Cacao



Coconut



Honey

Emerging Opportunities

- ❖ Cacao
- ❖ Coconut
- ❖ Honey
- ❖ Vanilla
- ❖ Spices
- ❖ Industrial Hemp

Value Addition Opportunities

- ❖ Cocoa Powder
- ❖ Chocolate
- ❖ Coconut Oil
- ❖ Coconut Water
- ❖ Honey
- ❖ Propolis



AgriBusiness

Investment Opportunities

- ✦ **Raw Produce Production** – traditional or non-traditional agri-produce.
- ✦ **Organic Raw Produce** – through hydroponics or other methodologies
- ✦ **Value-addition** – through agro processing including aquaculture (ready to cook) and livestock (beef / mutton)
- ✦ **Biofuels** – for power generation, ethanol or bio-diesel from agri-produce
- ✦ **Input Material Production** – e.g., organic fertilizer, packaging materials, etc.
- ✦ **Storage and Export-Handling Facilities** – for agro-products (mobile and fixed).
- ✦ **Transportation and Delivery** of end produce to consumers (local and export).



Success Stories

AgriBusiness



Santander Group



TexBel Group



Cayo Grains



Naledo Belize



BelCar Export & Import



Copal Tree Distillery



Fisheries & Aquaculture



Fisheries & Aquaculture

Sustainable Investment Outlook

✦ Currently contributes 3.0% (USD \$10 million) of GDP.

Current Capture Species:

- ✦ Spiny lobster
- ✦ Queen Conch
- ✦ Sea Cucumber
- ✦ Finfish

Current Culture Species:

- ✦ Pacific White Shrimp
- ✦ Nile Tilapia
- ✦ Cobia (mariculture)
- ✦ Seaweed

Main Export Markets:

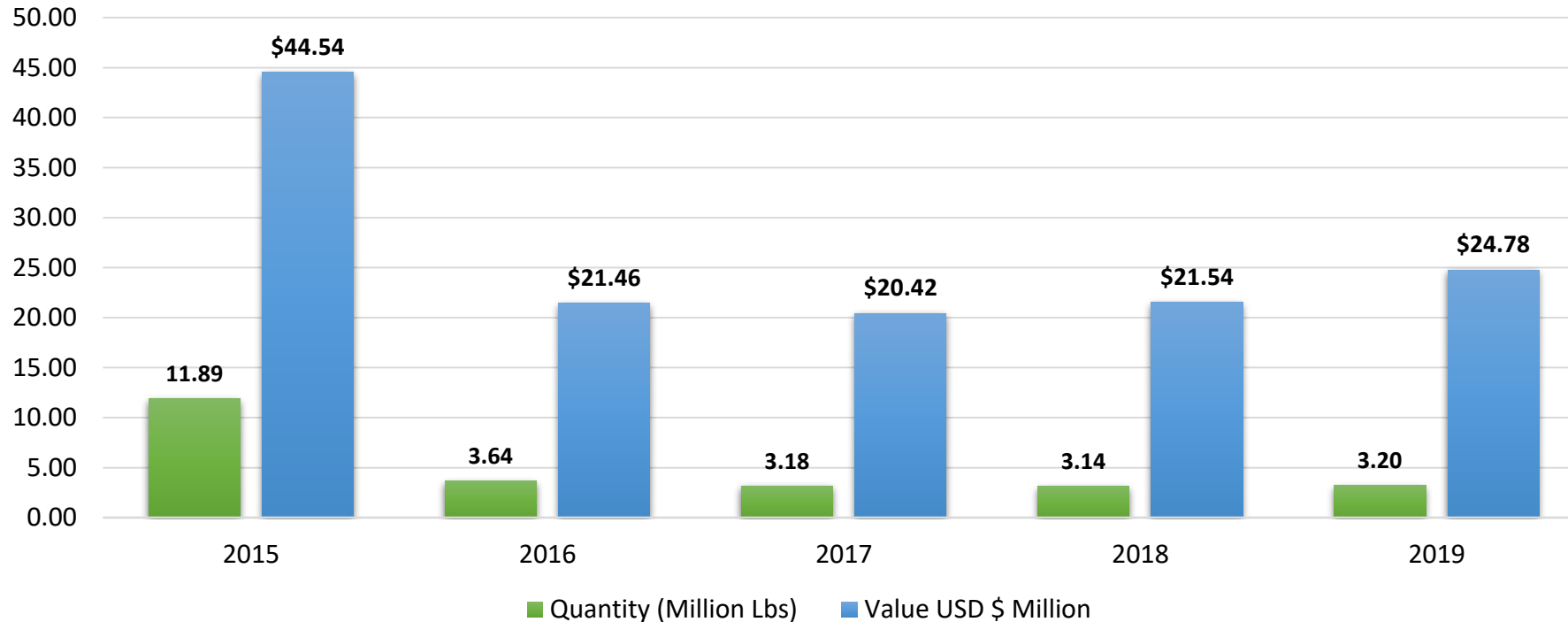
- ✦ USA
- ✦ Canada
- ✦ Asia
- ✦ Europe
- ✦ Mexico
- ✦ Guatemala
- ✦ CARICOM



Fisheries & Aquaculture

Sector Profile

Marine Exports 2015 - 2019



Marine Export Products include: Whole Fish, Fish Fillet, Lobster Tail, Lobster Meat, Shrimps, Conch, Crab, Ornamental Fish

Belize THE NATURAL NICHE

Fisheries & Aquaculture

Investment Opportunities

- ✦ **Marine Cage Farming** systems within the inner Barrier Reef Lagoon, which has major protection from Hurricanes due to the various Cayes and reef formation in the surrounding seas.
- ✦ **Freshwater Cage** farming systems in inland lagoon areas.
- ✦ **Earthen Embankment Ponds** to accommodate aquaculture along the coastal plain as well as in inland areas.
- ✦ **Raft Culture** and **Rope Culture** for oyster and seaweed farming.



Fisheries & Aquaculture

Investment Opportunities

- ✦ **Bio Prospecting** for the cosmetics industry
- ✦ Potential to **produce and export** Snapper, Red Drum, Octopus
- ✦ Production of quality **Fish Feed**, and for the livestock industry.
- ✦ **Value Addition** for Fisheries Commodities already being exported



Fisheries & Aquaculture

Investment Opportunities

SEA
CUCUMBER



SEAWEED



Success Stories

Fisheries & Aquaculture



Belize Aquaculture Limited



Paradise Shrimp Farm



Royal Mayan Shrimp Farm Ltd.



Fein Catch



Tex Mar Too



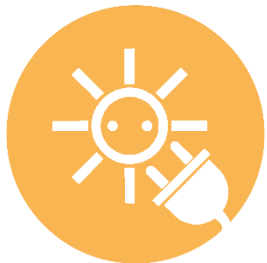
Sustainable Energy



Sustainable Energy

Sustainable Investment Outlook

- ✦ Abundant natural resources with potential for a variety of sustainable energy ventures
- ✦ Goal to achieve **89% Energy Efficiency by 2030** (National Energy Policy Framework)

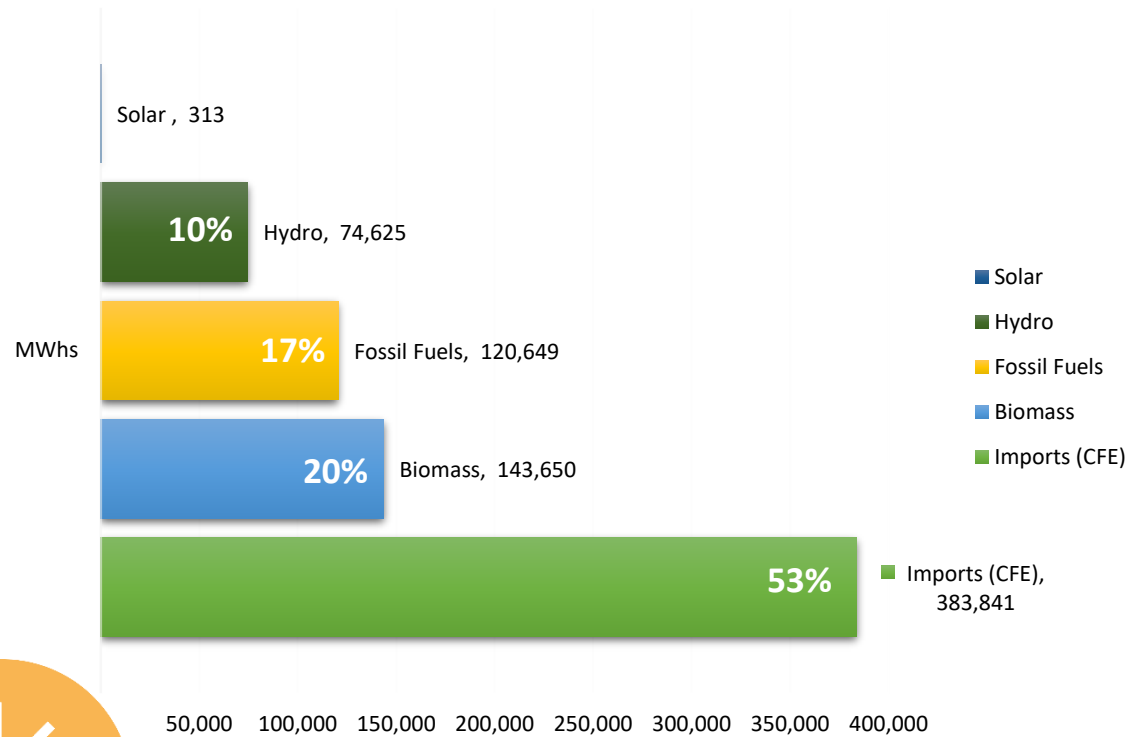


Sustainable Energy

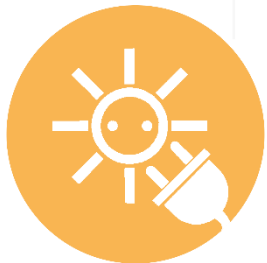
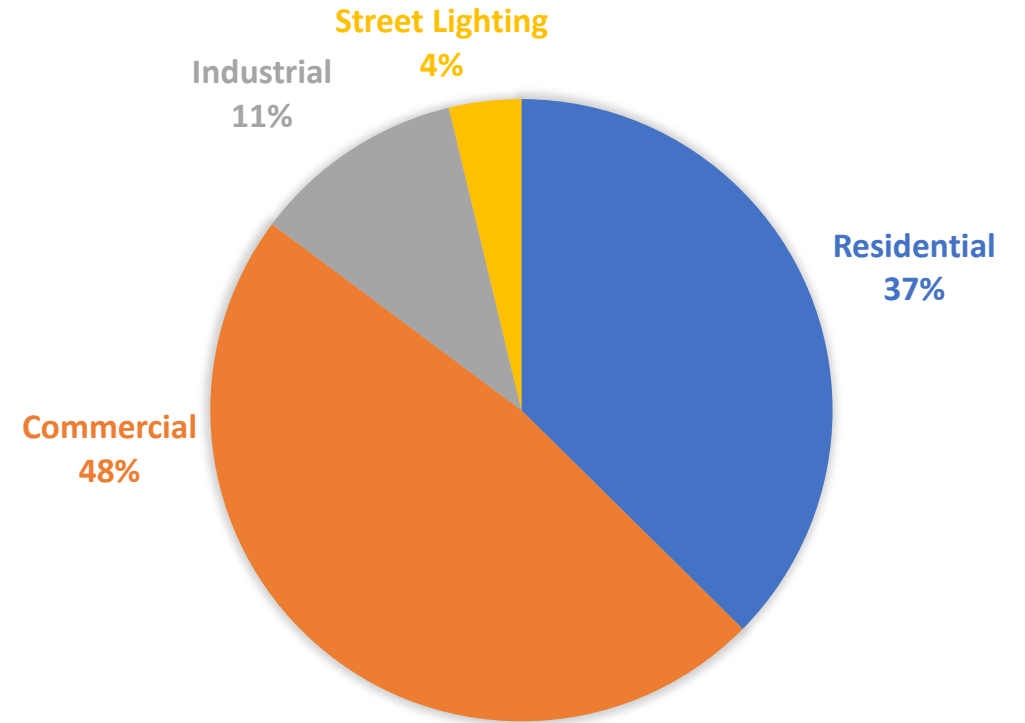
Why Belize?

🌿 A keen focus on sustainable energy growth with export opportunities

Energy Generated by Fuel Source 2019



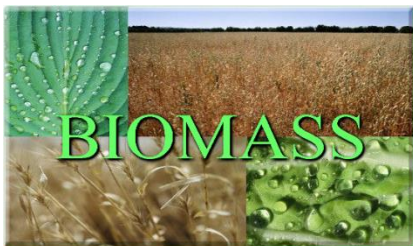
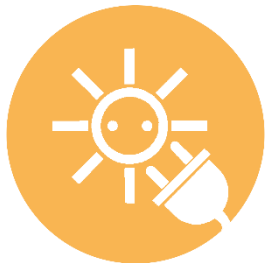
ELECTRICITY CONSUMPTION BY SECTOR IN 2019



Sustainable Energy

Investment Opportunities

- ✦ Opportunity to supply the grid (via future RFP) with energy
- ✦ Potential to export energy to neighboring countries
- ✦ **Considerable potential** for a variety of renewable ventures:
 - ✦ Biomass energy
 - ✦ Solar energy
 - ✦ Hydro power
 - ✦ Biofuels-ethanol, biodiesel, methanol
 - ✦ Waste to Energy



Success Stories

**Sustainable
Energy**



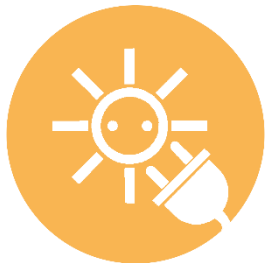
Santander Group



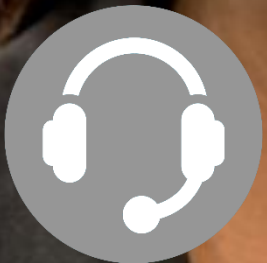
BELCOGEN



BECOL



Offshore Outsourcing




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business
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Offshore Outsourcing

Sustainable Outlook

26

Active Contact Centers



3,500+

Workforce in the BPO Sector (2019)

80%

Sector Growth

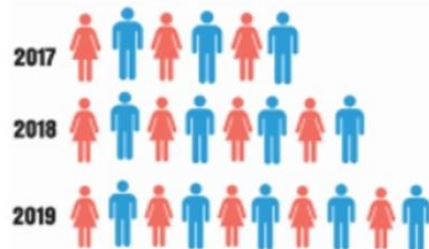


Export Markets

North America
Europe
Asia
Australia

23%

Employment Annual Average Growth
2018 – 2019

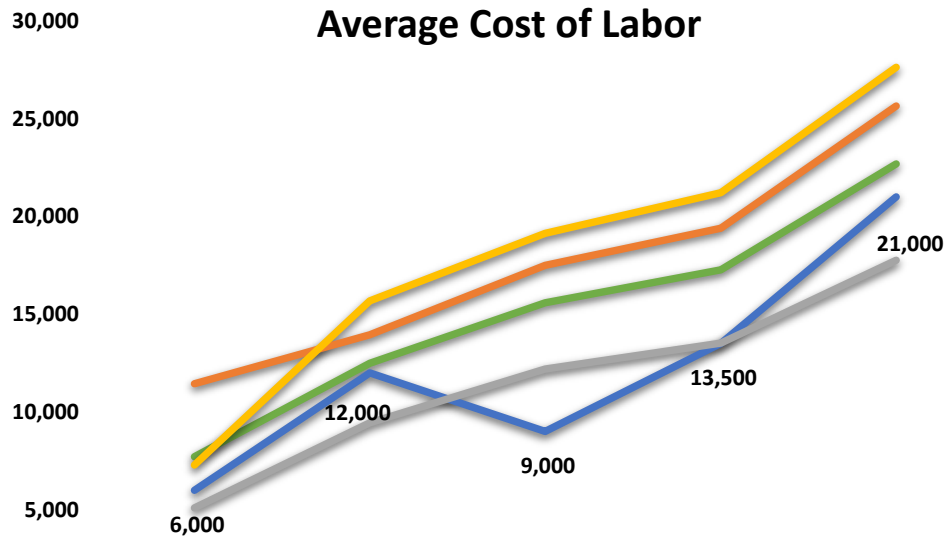


11%

Industry Export Growth

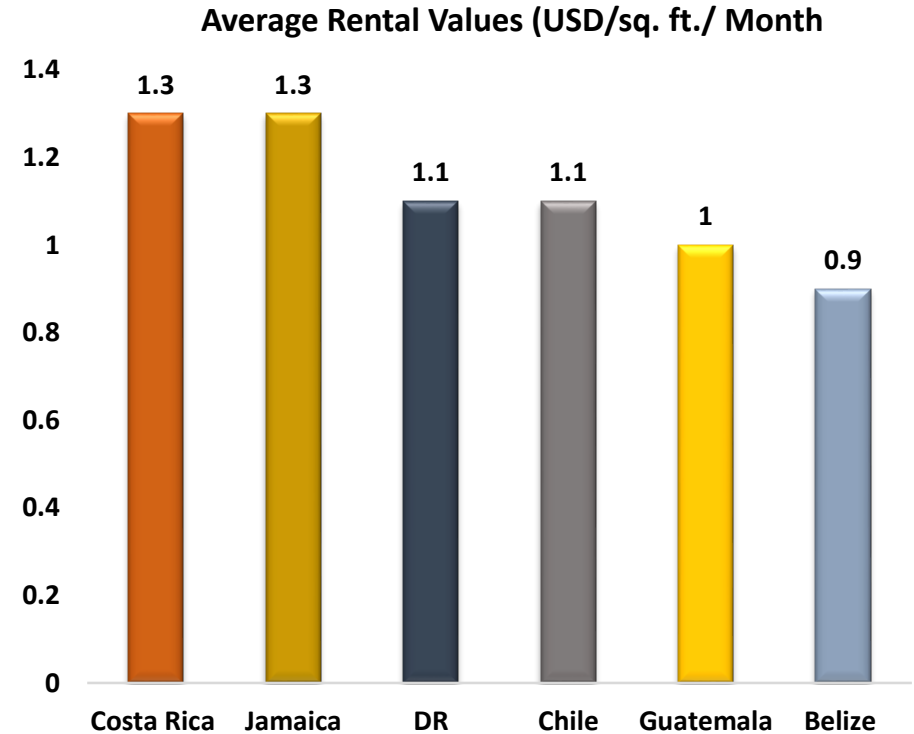
Offshore Outsourcing

Why Belize?



	Agent (average)	Team leader	Quality Assurance	Supervisor	Accountant
Belize	6,000	12,000	9,000	13,500	21,000
El Salvador	5,086	9,440	12,206	13,527	17,770
Mexico	7,720	12,501	15,587	17,274	22,691
Costa Rica	11,452	13,944	17,504	19,398	25,653
Jamaica	7,281	15,681	19,146	21,217	27,643

Average Cost of Labor USD \$2.50 an hour at entry level and USD \$5 -\$6 at supervisory level.



Cost of Commercial Space per sq. ft., USD \$0.50 to \$0.75 without amenities, USD \$1.00 to \$1.50 with amenities

Offshore Outsourcing

Major Brands Serviced



i'm lovin' it®



Morgan Stanley

GLAMSQUAD



Offshore Outsourcing

Investment Opportunities

- ✦ Establishment of Commercial Tech Park – semi-furnished
- ✦ Continued **business process outsourcing (BPO)** establishments
- ✦ New investments in **I.T. Outsourcing (ITO) and Knowledge Process Outsourcing (KPO) - consulting**
- ✦ Exploration of **Legal Process Outsourcing (LPO)**



Success Stories

Offshore Outsourcing



Ready Call Center



Transparent BPO



Voyse International



Alta Resources



The Office Gurus



Light Manufacturing & Logistics



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Light Manufacturing & Logistics

Sustainable Investment Outlook

Two Main Maritime Ports with One under development:

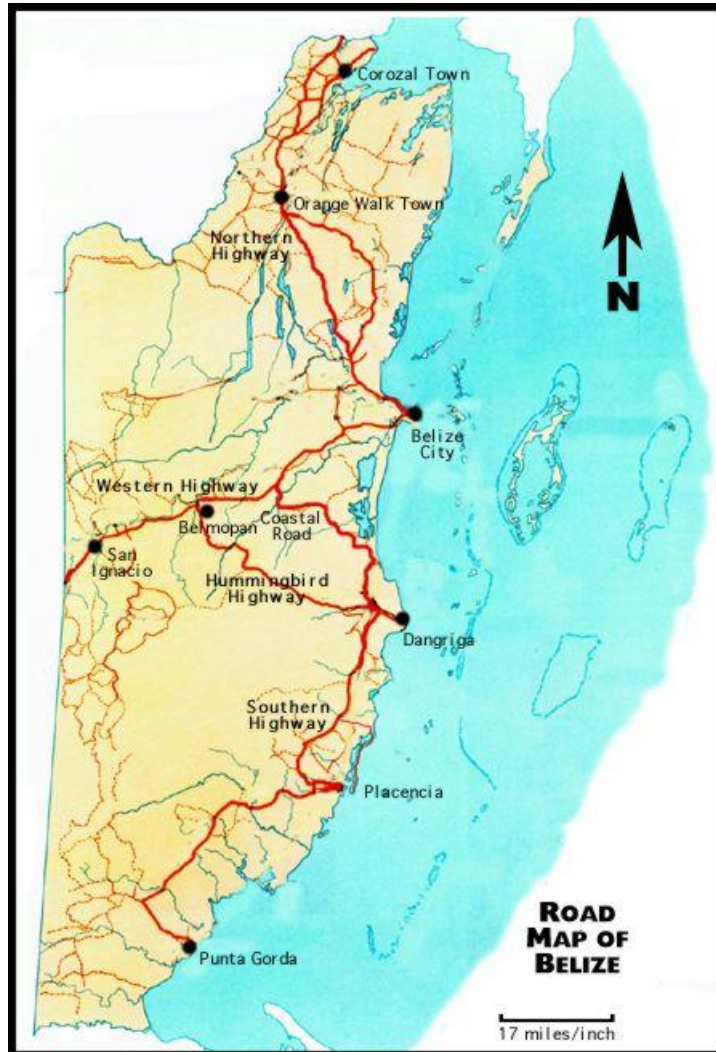
- Port of Belize Limited (privately-owned)
 - Port of Big Creek (privately-owned)
 - Commerce Bight Port (government-owned, under development)
-
- **1 International Airport and 10 Newly Upgraded Domestic Aerodromes** for enhanced connectivity.
-
- **1,900 miles** of road network and highway connectivity enabling cross – border trade with Mexico, Guatemala and other Central American markets.



Belize THE NATURAL NICHE

Light Manufacturing & Logistics

Why Belize?



- Potential to utilize Belize as a trading hub between CARICOM and Central America.
- **Geographic proximity** within 2 to 4 hours of direct flights from key U.S. cities being physically located in Central America with links to Caribbean Region.
- **Regional Integration** through multiple trade agreements including regionally with CARICOM, EU, the USA and Central America.
- **Quality Labor Force and Competitive Wages.**



Light Manufacturing

Investment Opportunities

- **Packaging Material:** Bottles, Bags, Boxes, etc. (Biodegradables)
- **Assembly of Furniture**
- **Value Added Agricultural Products:** dried fruit, banana chips, cassava chips, fruit purees, meats such as beef, pork and poultry, bottled fruit juices, and other beverages.
- **Value added Fisheries Products:** Face Masks, Cosmetics, fertilizer production, Fish Feed, Livestock Feed



Logistics

Investment Opportunities

- New Flight Destinations to Belize
- Expansion of Existing International Airport (PGIA)
- Development of New International Airport(s)

- Expansion of Existing Ports in Belize (Port of Belize / Big Creek)
- New Port Opportunities (Commerce Bight Port)
- Development of a Cruise Docking Facility (Belize District)



Awards and Recognitions



Micro-batch– Plain/origin milk chocolate bars



Marie Sharp's Fiery Hot Habanero Pepper Sauce



Best Global Call Center & Business Process Outsourcing Provider 2019



Awards and Recognitions

The Best Places To Retire Abroad In 2020

Forbes

**The
New York
Times**

Must Visit Location 2017/2018

Seven Wonders of the World,
20 Top Destinations, and Best
Islands in the World 2020

Condé Nast
Traveler



FDI Tourism Locations of the Future
2017 / 2018

1. Best Investment Awards – Hotel
2. Best Enhanced Airlift
3. Best Sustainable Strategy

Belize THE NATURAL NICHE



Government Incentives



Fiscal Incentive

The Fiscal Incentive Program aims to encourage genuine investments in Belize for both existing and prospective investors through the granting of **Custom Duty Exemptions**.

Qualification Criteria:

The Company must be registered in Belize.

Business Activities must provide benefits to the economy of Belize.

Fiscal Incentive

Two types of programs promoted under the FI regime

Small Medium Enterprise Program

- The business can be a natural/legal person or an unincorporated entity.
- The business must have at least 51% Belizean ownership;

Regular Program

- Must be an incorporated entity under the Laws of Belize.
- No restriction on business ownership.
- Investment must be more than BZ\$300,000.

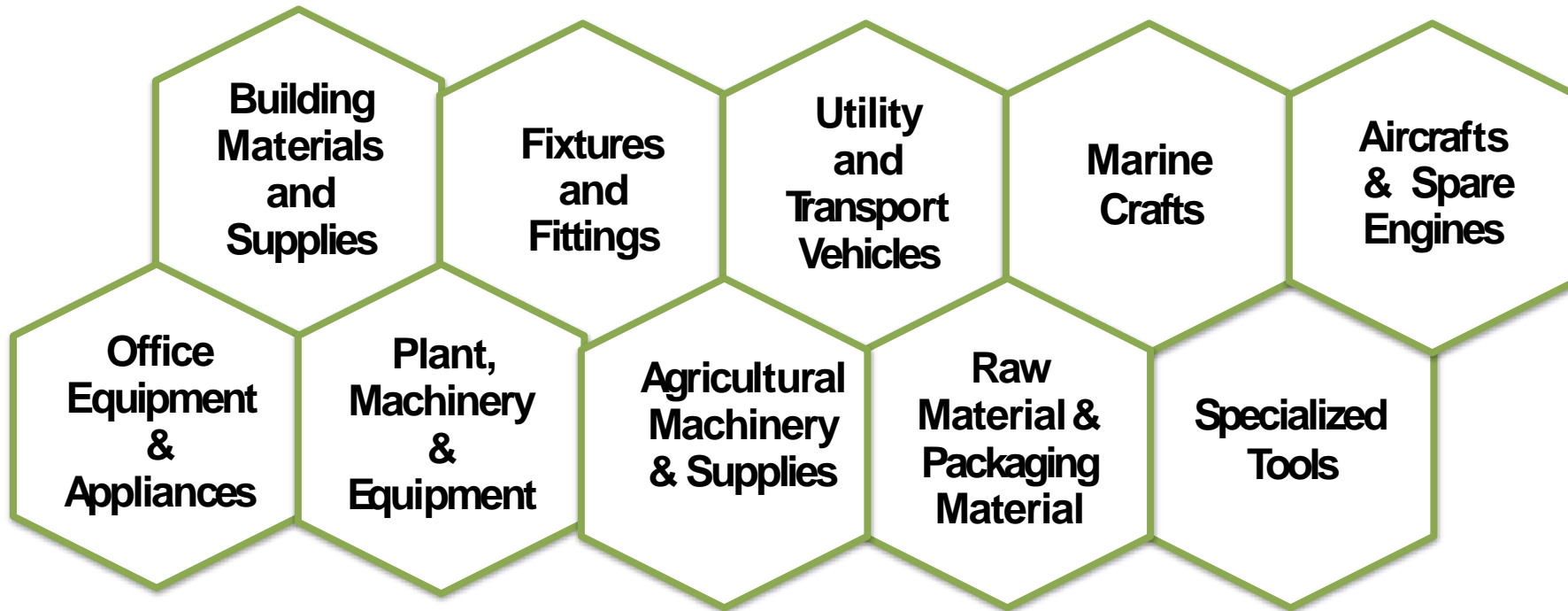
Fiscal Incentive

Government Endorsed Activities

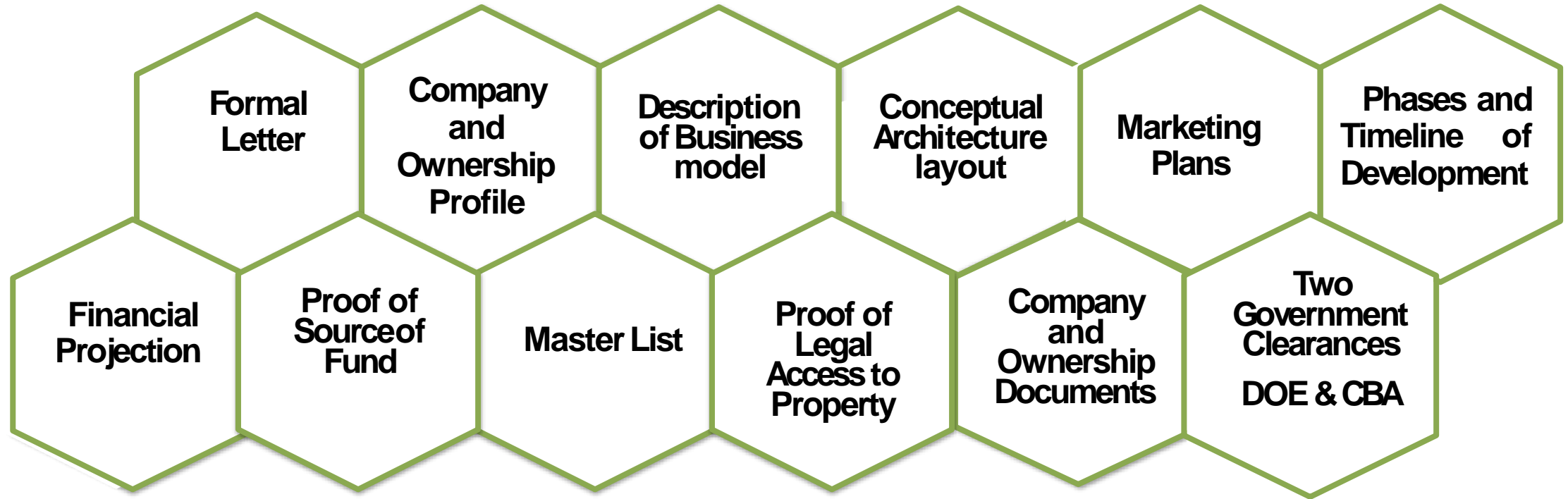


Fiscal Incentive

Eligible Categories for Customs Duty Exemption:



Fiscal Incentive Proposal Component



Fiscal Incentive Process Flow

Processing Time Upon Receipt of Completed Application – 60 days



Designated Processing Areas

The DPA Program is intended to support investments that engage in International Trade, Value Addition inclusive of technology transfer, generation of employment and production according to standards of the intended market.

Designated Processing Area (DPA) Developer

Designated Processing Area (DPA) Business

Special Designated Processing Area (DPA)

Designated Processing Areas

Designated Processing Area Developer

A company established to administer a DPA. Developers provide factory space, communications, water/sewage networks, power, and any other facilities to companies in the zone.

Designated Processing Area Business

A private party that has been granted a Certificate of Compliance and conducts a trade or business including but not limited to manufacturing, commercial, office, warehousing, professional or other value added activities.

Special Designated Processing Area

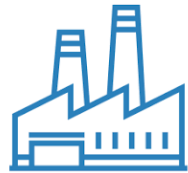
Companies on which DPA status is conferred wherever they locate to accommodate resource-base activities. This is a highly flexible incentive enabling companies to operate from convenient locations while enjoying DPA benefits.

Designated Processing Areas

Eligible Activities



Agro- Processing



Manufacturing



Data Processing

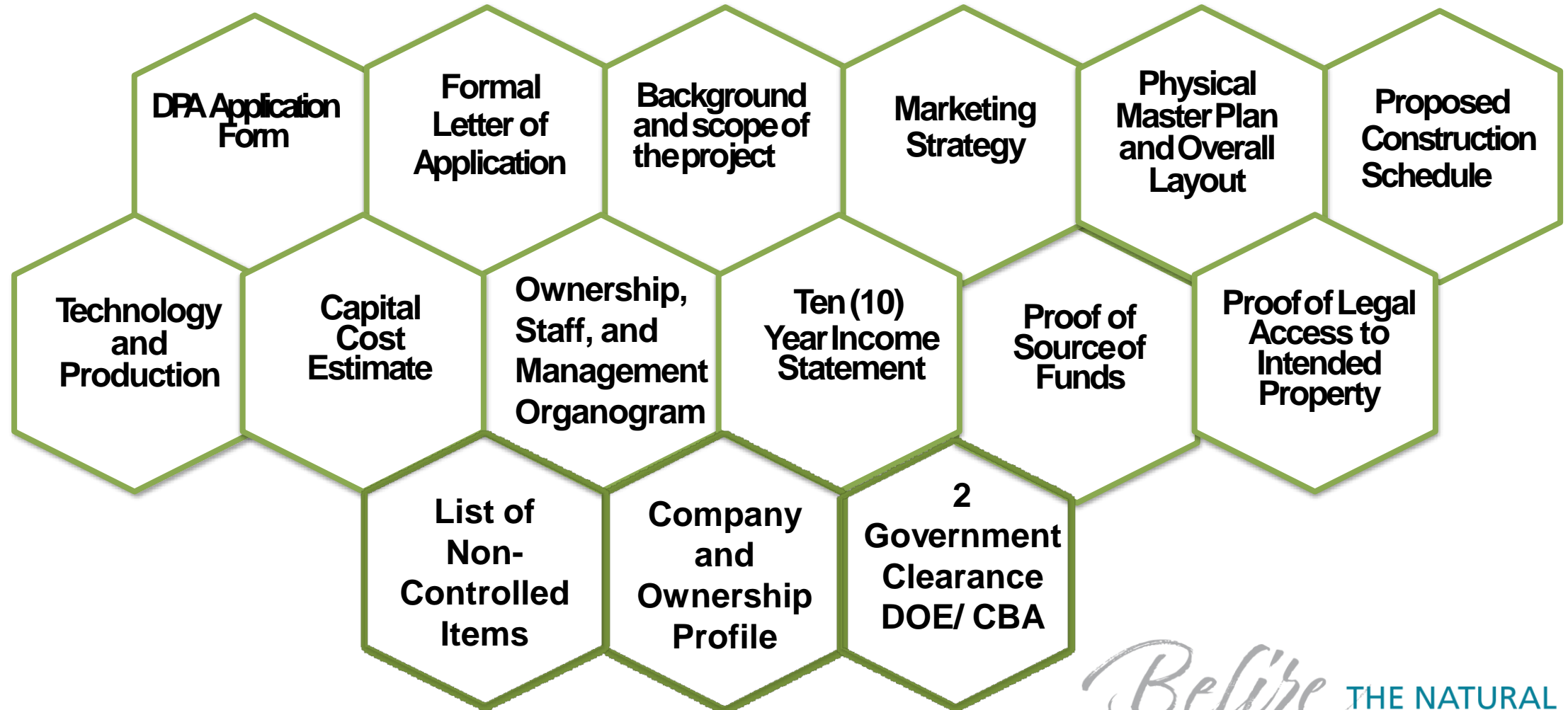


Aquaculture

Benefits

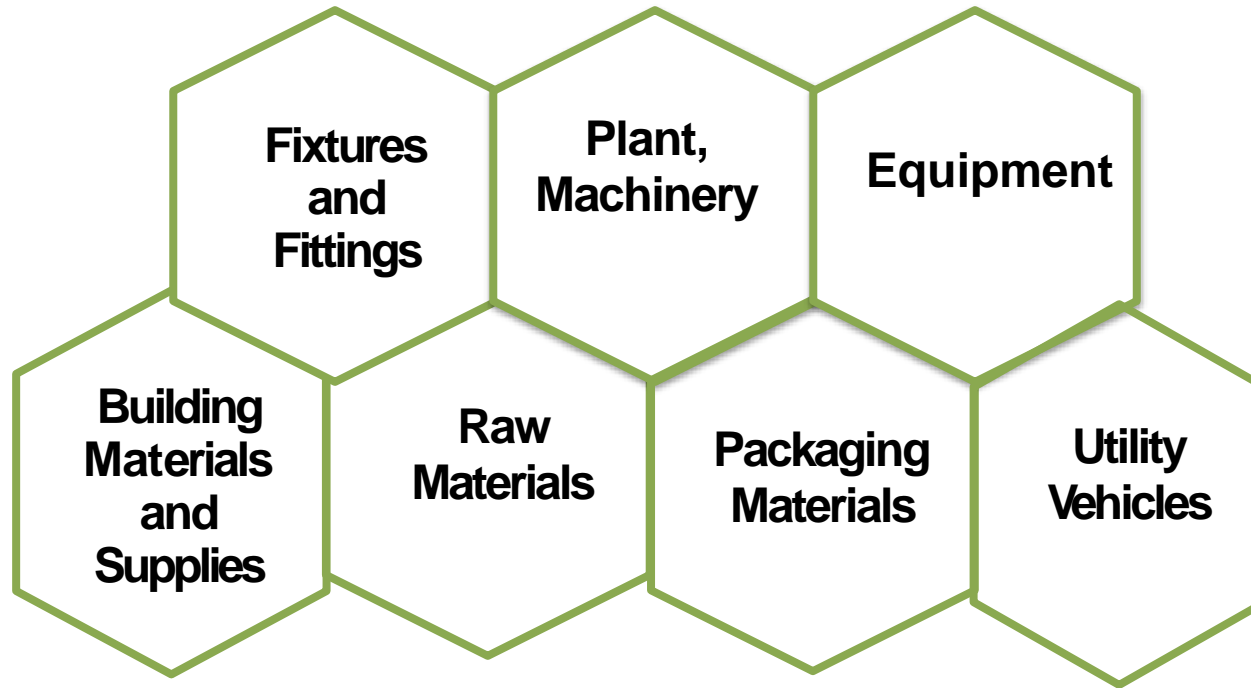
- ✓ Import Duty and Tax Exemptions
- ✓ Exemption on property and Land Tax on the Designated Area.
- ✓ Exemption on Excise and Consumption Tax (GST) on imported items.
- ✓ Preferential Tax Rate based on Chargeable Income
- ✓ Opportunity to open a foreign currency bank account in Belize.
- ✓ Opportunity to lease or transfer goods and services between DPA companies.
- ✓ Customs inspection at the Designated Area for expediency.
- ✓ Work permits may be granted for up to 15% of workers of the DPA (Senior Management and Technical Staff)
- ✓ Supplies Control and Import License does not apply to inputs used for exports.
- ✓ Exemption on Trade License.

Designated Processing Areas Proposal Component



Designated Processing Areas

Eligible Categories for Customs Duty Exemption:



Designated Processing Areas Process Flow



STEP 01 Submission to BELTRAIDE

Completed application in accordance with the Designated Processing Area Guidelines.



STEP 03 Application reviewed by Designated Processing Area Committees (DPAC)

Completed Application submitted to DPAC for consideration.



STEP 02 Application Advanced to Ministry and Government Partners

Completed application vetted by the Ministry of Investment, Trade and Commerce and Government Partners.



STEP 04 Designated Processing Areas (DPAC) Decision

CEO of the Ministry of Investment Trade and Commerce issues DPA Status.



Thank You

**For more information, please contact:
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