



Beltraide

making **business** happen

www.beltraide.bz



Belize Investment Landscape & Opportunities

BELTRAIDE is a statutory body that serve as the Belize's National Investment, Export and Trade Promotion Agency, and it focuses on MSME Development, Innovation, Entrepreneurship, and delivery of industry specific training.

Four Strategic Areas of BELTRAIDE



- Investment Generation Business Facilitation, and Aftercare
- Skills Training and Job Preparedness
- Enterprise Development and Entrepreneurship
- Trade Promotion and Export Development

Functions of BelizeINVEST



- Investment **Generation** and **Aftercare** Business Development Services;
- Business Establishment Guidance and Facilitation for **New and Re-Investment**;
- National and International **Investment Promotional Outreach** and Events;
- Compilation of **Request for Information (RFI)** Packages and defined Research packages;
- Information on **Investment Opportunities** and Assistance with Site Selection;
- Matchmaking of **Shovel Ready Projects and Opportunities** under the Belize Investment Portfolio;
- Assistance with Business to Business (B2B) **Meetings, Site Visits and Inbound Missions** with Public and Private Stakeholders;
- Investment Incentive Promotion, Guidance and Administration for the Fiscal Incentive (FI) and Designated Processing Areas (DPA) Programs;
- Pro-Investment Initiatives and initiate Policy Advocacy;
- Support with other Investment Related Inquiries.

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



Gateways:
Atlanta, GA, USA
Calgary, AB, CA
Cancun, Mx
Charlotte, NC, USA
Chicago, IL, USA
Dallas, TX, USA
Denver, CO, USA
Flores, Peten, GUA
Fort Lauderdale, FL, USA
San Pedro Sula, HN
Toronto, CA

Houston, TX, USA
Los Angeles, CA, USA
Merida, MX
Miami, FL, USA
Minneapolis, MN, USA
Newark, NJ, USA
Orlando, FL, USA
Panama City, Panama
Roatan, HN
San Salvador, El Salvador

Alaska
AIRLINES

FRONTIER
AIRLINES

American Airlines

Southwest

Avianca

UNITED

DELTA

Copa Airlines

WESTJET

Air Canada

TROPIC AIR
The Airline of Belize

TAG Airlines

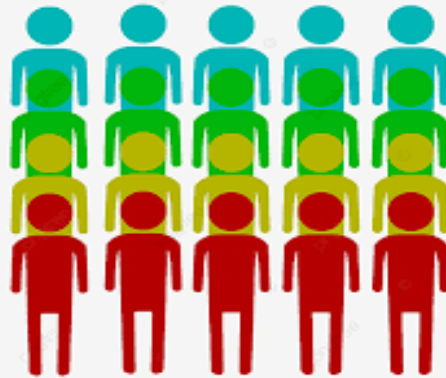
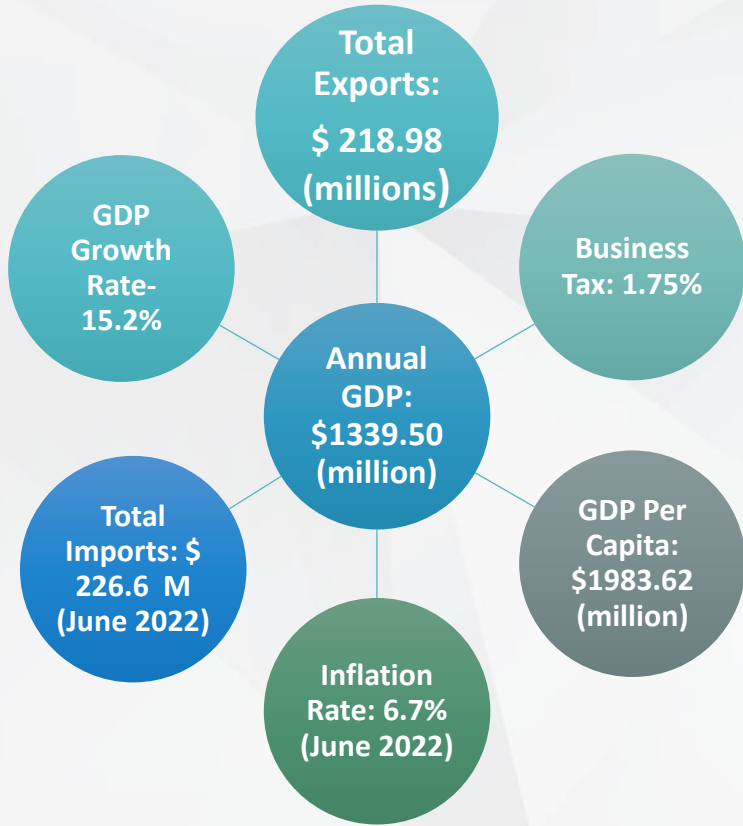
MAYA

sun country airlines

The Economy



Belize in Numbers



Land Area- 8,867 sq. miles
Population- 441,471 (July 2022)
Labour force- 191,881 (September 2021)
Labour Force Participation Rate- 61.9%
Minimum wage - USD\$2.50/ hour (2022)
Exchange Rate- \$2.00 BZD = \$1.00 USD (Pegged)



Average cost of electricity:
\$0.33 per KWH



Average cost of water:
0-1000 US Gallons- \$4.37
>9000 US Gallons- \$ 9.88

*All rates in USD

Based on 2021 statistics (Statistical Institute of Belize)

The Sustainable Path For Investment

As of 2020, Belize held a well-crafted investment profile with strengths in the following priority industries:



Tourism & Leisure



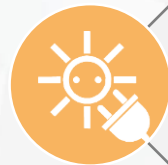
Agribusiness & Agro-processing



Fisheries & Aquaculture



(Digital)Offshore Outsourcing Services



Sustainable Energy



Light Manufacturing

Incentivized Industries



Tourism & Leisure



Agribusiness & Agro-processing



Fisheries & Aquaculture



(Digital) Offshore Outsourcing Services



Auto Rental



Light Manufacturing

Tourism & Leisure




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Investment Outlook

- Tourism is the largest foreign exchange earner in Belize.
- It is forecasted to contribute 54% of GDP in 2028.
- By 2028 Tourism & Travel will account for 31,000 jobs.
- Belize maintains authenticity by promoting “*Low Density- High Impact Tourism.*”
- Caters to experience based tourists.



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.



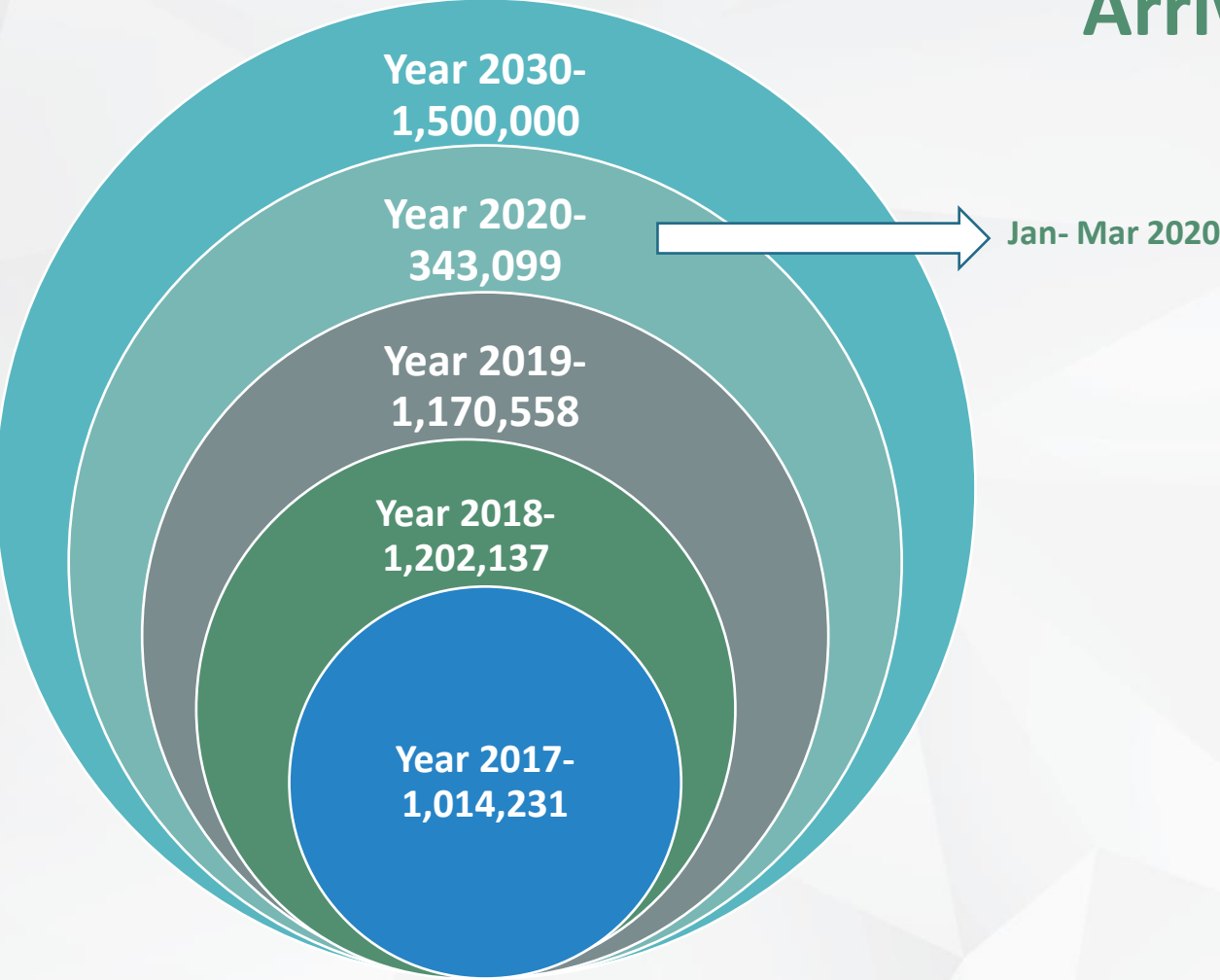
Home to the howler monkeys and numerous rare bird species, Central Belize is perfect for travelers seeking nature and history.



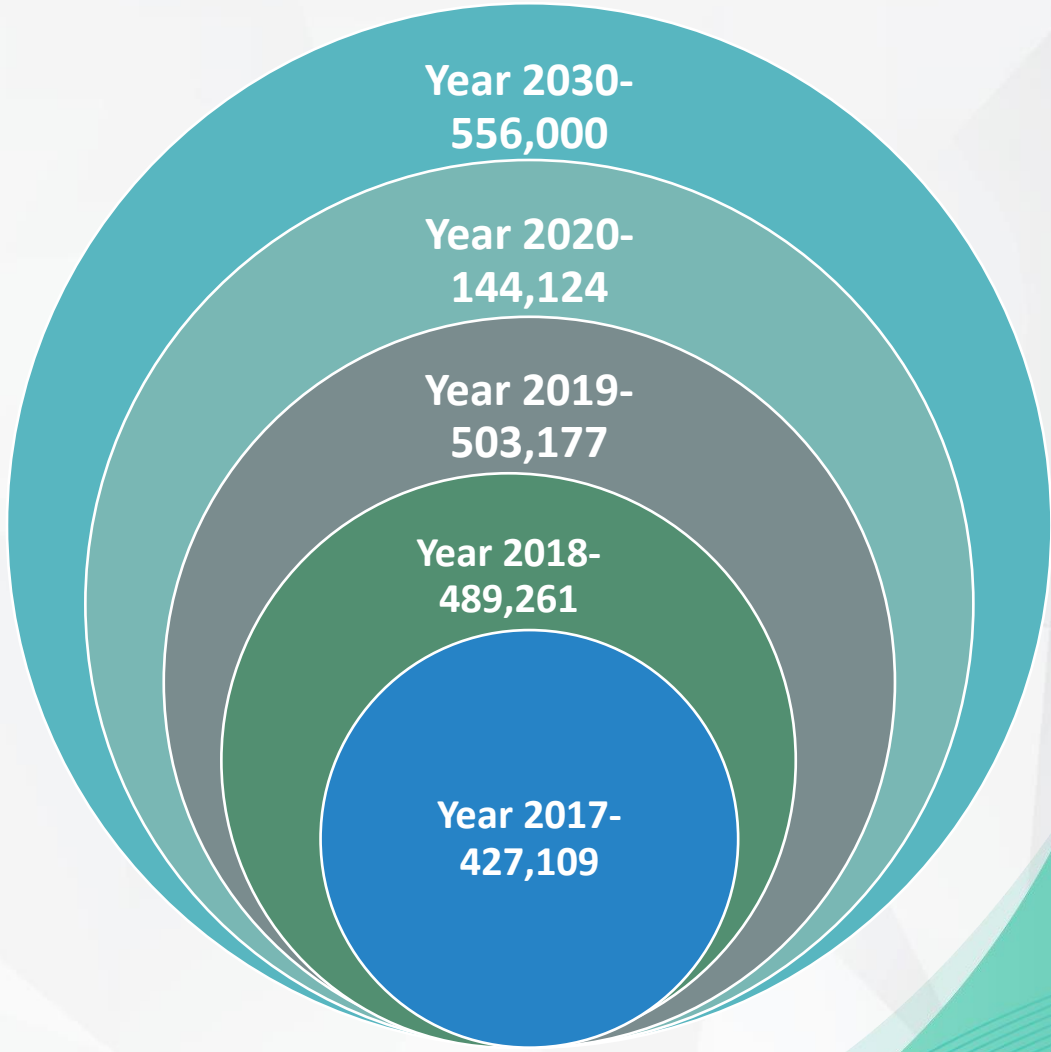
Southern Belize is where you'll discover the cultural mecca of the Maya and Garifuna, in the heart of some impressive jungle preserves.



Overnight and Cruise Tourist Arrival



Cruise Ship Arrivals

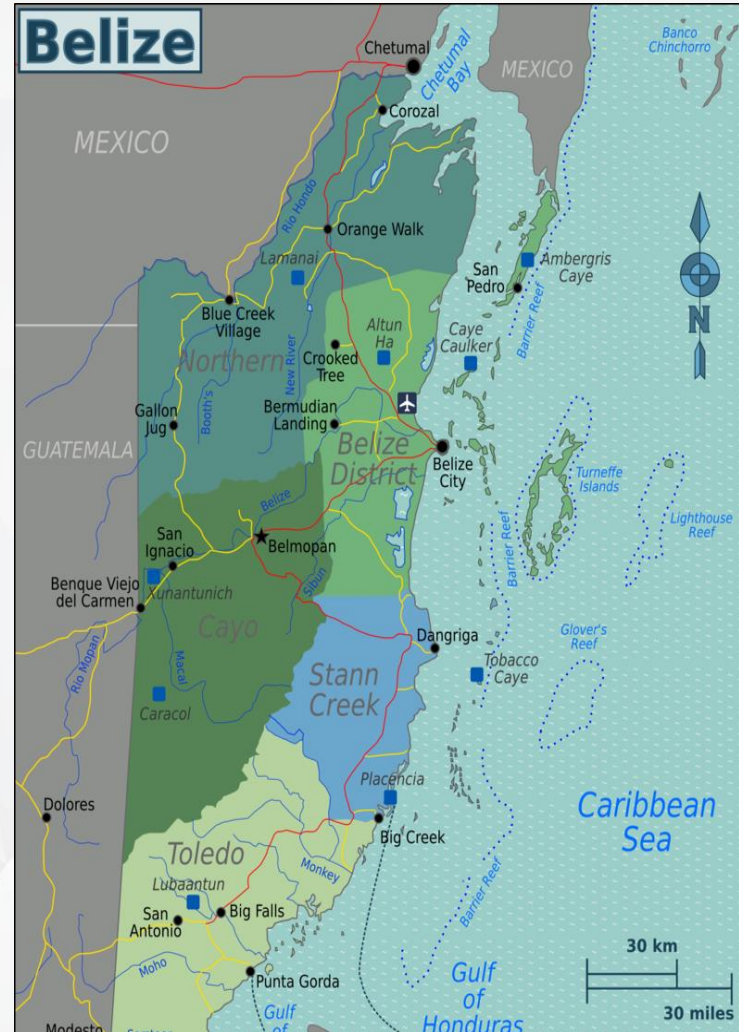


Overnight Arrivals

Tourism & Leisure

Current Room Stock and ARR by Region

Area	Ave. Room Rate	Room Stock
Belize Dist.	\$149.62	1,083
Cayo Dist.	\$245.04	1,304
Orange Walk	\$156.97	267
Ambergris Caye	\$498.56	2,288
Toledo	\$229.26	313
Caye Caulker	\$203.68	855
Corozal	\$117.31	375
Placencia	\$398.39	972
Stann Creek	\$101.67	688
Other Islands	\$581.48	433



Total Room Stock (2020)
 Total hotels: 924
 Total room stock: 8,587

Overnight Market Analysis



Average daily expenditure- \$149.83
Average length of stay- 6.26 days
Visitor Satisfaction Rate- 89.8%

(source BTB 2020)

Tourism & Leisure

Investment Opportunities

Leisure & Entertainment

- Flagship Urban Hotel
- Shopping & Entertainment

Sun & Beach

- Private Island Development
- Boutique Hotel

Current Opportunities:

- Branded Hotel Development
- Business Conference Hotel

Nature

- Adventure Eco-Lodge
- Leisure Eco- Lodge
- Diving Lodge

Nautical

- Marine Rentals
- Marina Mix Development

CURIO
A COLLECTION BY HILTON™

Marriott
RESORTS



FOUR SEASONS
RESORT AND RESIDENCES
CAYE CHAPEL, BELIZE



NCL
NORWEGIAN
CRUISE LINE®

WYNDHAM
HOTEL GROUP

AUTOGRAPH
COLLECTION®
HOTELS

A THOR URBANA . GFA . INMOBILIA DEVELOPMENT

Success Stories



Four Seasons: Caye Chapel Ltd.



**Alaia Belize Autograph Collection
by Marriott**



Nape Blue Zen Ltd.



**Mahogany Bay Village: Curio by
Hilton**



Sunset Caribe Ltd.

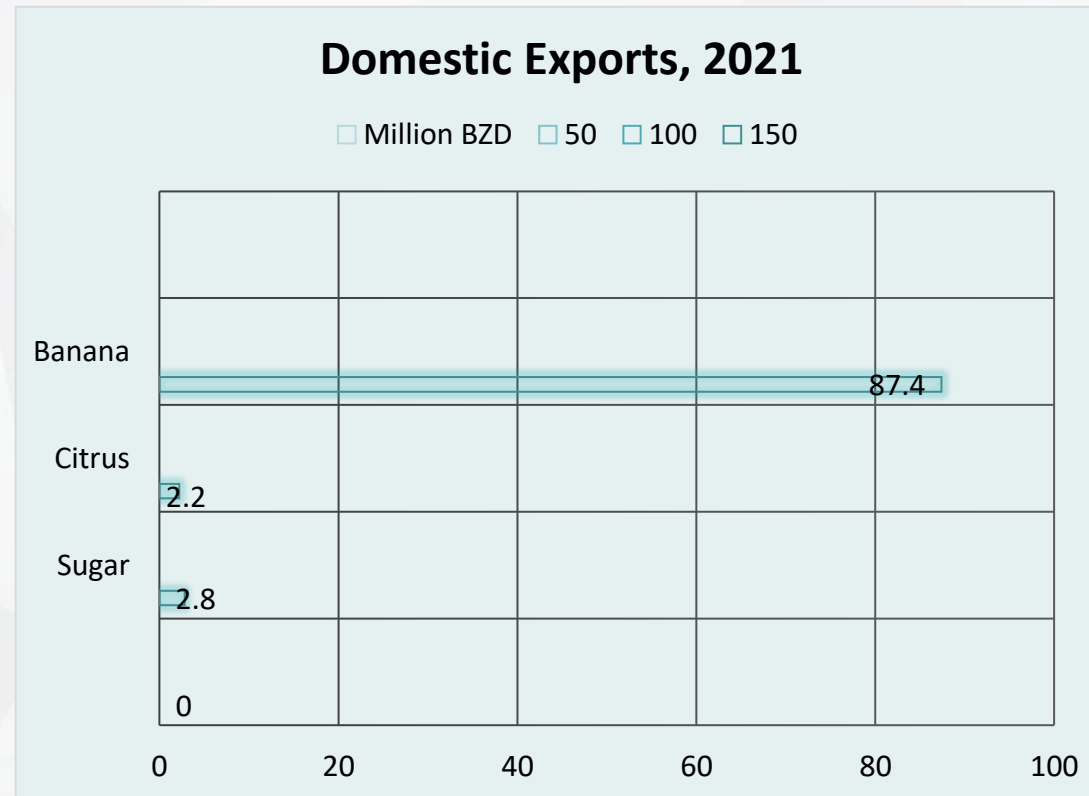


AgriBusiness & AgroProcessing



Investment Outlook

- Agriculture currently contributes to about 11% of the Country's GDP.
- Traditional industries (sugar, banana, citrus) are undergoing transformation.



Investment Outlook

- Availability of high yield arable land: about 38% of total land mass is considered suitable for agricultural use.
- Well positioned for eco- labeled and organic production.
- All year round- mild average water temperature of 80F (27F).



Agri-business & Agro- processing

Investment Opportunities

- Raw produce production- traditional & non- traditional
- Organic raw produce- through hydroponics and other methodologies.
- Biofuels- for power generation (ethanol or bio diesel)
- Input material production- organic fertilizer, animal feed, packaging materials etc.

Investment Opportunities: Emerging Industries

- Coconut
- Spices
- Grains
- Honey
- Cocoa
- Pitaya



Value Addition Products:

- Coconut oil
- Coconut water
- Charcoal
- Cocoa powder
- Corn flour
- Propolis
- Soy bean oil



Success Stories



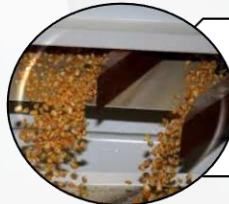
Santander Group Ltd.



Naledo Belize Ltd.



Citrus Products of Belize Ltd.



BelCar Export and Import Ltd.



Copal Tree Distillery Ltd.



Fisheries & Aquaculture



Fisheries & Aquaculture

- Contributes to about 7% of the Country's GDP (USD \$33 Million dollars).

Current Capture Species: (39% of total earning in the Fisheries Industry)

- Spiny Lobster
- Queen Conch

Current Culture Species:

- Pacific White Shrimp
- Pink Shrimp
- Nile Tilapia
- Red Tilapia
- Silver Tilapia

Export Markets:

Europe
U.S
Mexico
CARICOM
Guatemala



Fisheries & Aquaculture

Investment Opportunities



- **Freshwater Cage-** farming systems in inland lagoon areas.
- **Earthen Embankment Ponds-** to accommodate aquaculture along the coastal plain as well as inland areas.
- **Raft Culture and Rope Culture-** for seaweed farming.



Investment Opportunities

- Bio- prospecting for the cosmetic industry.
- Production of quality fish feed.
- Production of livestock feed.
- Value addition for fisheries commodities.



Success Stories



Paradise Shrimp Farm Ltd.



Royal Mayan Shrimp Farm Ltd.



Fein Catch Ltd.



Tex Mar Too Ltd.



Four Hands Ltd.

Offshore Outsourcing




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Offshore Outsourcing Digital Services Investment Outlook



8,000+ employment in the BPO Industry (Jan 2022)



Export Markets: North America, Europe, Central America



37 Active Contact Centers (May 2022)



80% Sector Growth

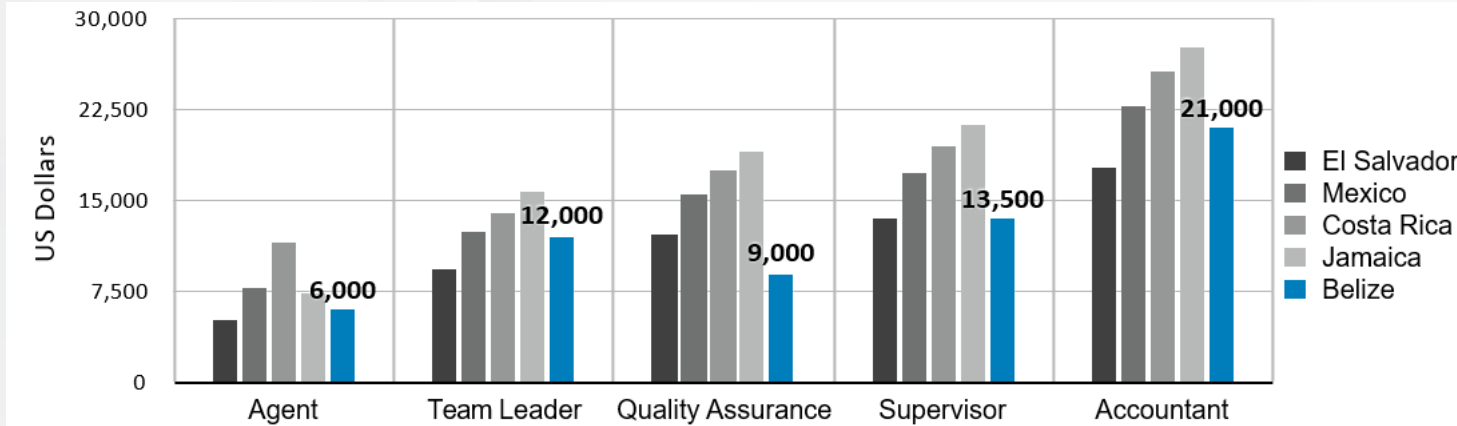


Attrition rate of 10%



Investment Outlook

Average Cost of Labour



Overall average cost of labour: \$2.50 USD an hour entry level and \$3.00- \$6.00 USD an hour supervisory level.

Average cost of commercial space ranges from USD\$0.25 per sq. ft to USD\$0.75 without amenities; USD\$1.00 per sq. ft to USD\$1.50 with amenities.



Investment Outlook

Current BPO (digital) services presently in Belize:

Customer Service	Collections & Transactions	Quality Assurance, Sales
Telemarketing Technical Service	Inbound/ Outbound calls & sales	Email/ Chat support
Dedicated Agent, Inbound Service	Business processes & Back office outsourcing	Software Development
Remote Infrastructure Management & Security Operations Centre	Online & Offline Business Data Entry	Lead Generation
Medical Record Preparation	Medical Transcription	Virtual Office
New Product Launch	Credit Card Validation & Processing	Sales Generation
Real Estate	Travel & Vacation	Tax Support



Offshore Digital Outsourcing

Investment Opportunities

- Establishment of Tech Parks- semi furnished
- New investments in I.T.O (Information Technology Outsourcing) & K.P.O (Knowledge Processing Outsourcing).
- Continued establishment of Business Processing Centers outside of Belize City.
- Establishment of Commercial Centers



Success Stories



Transparent BPO Ltd.



Ready Call Center Ltd.



The Office Gurus



Alta Resources (Belize) Ltd.



Protel BPO Ltd

Light Manufacturing



Light Manufacturing

- Belize can be used as a trading hub between **CARICOM** and **LATAM**.
- **Geographic proximity** withing 2-4 hours of flight from key U.S cities being physically located in Central America with linkages to the Caribbean Region.
- Regional integration through **multiple trade agreements** including CARICOM, the EU, North and Central America.



Light Manufacturing

Investment Opportunities

- **Packing Material:** Bottles, Bags, Boxes etc. (Biodegradables).
- **Furniture Making**
- **Value Added Agricultural Products:** dried fruit, banana chips, cassava chips, fruit purees, bottled juices and other beverages.
- **Value added Fisheries Products:** Fish Feed



Success Stories



Caribbean Premier Products Ltd.



Cementos Progreso Belize Ltd.



Montpelier.com Ltd.



Sri Luk Plastics Ltd.



Belize Foam & Company Ltd.



Awards & Recognition



Cayo Espanto, Coco Plum Island Resort, Victoria House Resort & Spa

The Best Places To Retire Abroad In 2020

Forbes



San Pedro, Ambergris Caye named a Leading Fishing Destination for 2019.



Micro-batch- Plain/origin milk chocolate bars

A photograph of a large, modern government building at night. The building is illuminated with warm yellow lights, and its windows are lit from within. A flag is flying on a tall pole in front of the building. The sky is dark blue. In the foreground, there is a well-maintained lawn with some landscaping and a few trees.

Government Incentives

Investment Incentive Programs (Administered by BELTRAIDE)

- **(1) Fiscal Incentive (FI) Program**

- The Fiscal Incentive Program aims to encourage genuine investments in Belize for new and reinvestments through the granting of **Customs Import Duty and Revenue Replacement Duty Exemptions** for up to 15 years across the priority sectors.

- **(2) Designated Processing Areas (DPA) Program**

- Supports investments that engage in international trade and value addition including technology transfer, employment generation and production standards for **10 years** with options for renewal. It provides import duty, tax exemptions and other benefits.

Fiscal Incentive

There are two programs under the FI Regime

Micro, Small and Medium Enterprise

- The business can be a natural/legal person or an incorporated business.
- Must have 51% Belizean Ownership

Regular Program

- Must be an incorporated company under the Laws of Belize.
- No restriction on business ownership.
- Investment size of 300,000.00 and over.

Fiscal Incentive: Government Endorsed Activities

Tourism Related Activities



Fisheries & Aquaculture



Healthcare, Medical Tourism



Manufacturing



Arts & Cultural Activities



Computer & Information Technology



Handicraft, Wood Carving and Jewellery Making



Auto Rental



Agriculture, Agro-processing



Fiscal Incentive

Eligible Categories for Customs Duty and Revenue Replacement Duty Exemptions

- ✓ Building Materials & Supplies
- ✓ Fixtures & Fittings
- ✓ Utility & Transport Vehicles
- ✓ Marine Crafts
- ✓ Airplanes & Spare Engines
- ✓ Office Equipment & Appliances
- ✓ Plant Machinery & Supplies
- ✓ Raw Materials & Packaging Materials
- ✓ Specialized Tools

Business Proposal Components

- ✓ Formal Letter
- ✓ Company & Ownership Profile
- ✓ Description of Business Model
- ✓ Conceptual Architectural Layout
- ✓ Marketing Plans
- ✓ Phases & Timeline of development
- ✓ Financial Projection
- ✓ Proof of Source of Funds
- ✓ Master List
- ✓ Proof of Legal Access to Property
- ✓ Company & Ownership Documents
- ✓ Two Government Clearances- DOE & CBA

Fiscal Incentive Program

What is the Process?



STEP 01 Submission to BELTRAIDE

- Completed application in accordance with FI Guidelines.



STEP 02 Application Advanced to Ministry and Government Partners

- Completed application vetted by the Ministry of Finance, Economic Development and Investment and Government Partners.



STEP 03 Application reviewed by Minister of Investment.

- Completed Application submitted to the Minister with responsibility for Investment for consideration.



STEP 04 FI Decision

- CEO of the Ministry of Investment Trade and Commerce issues FI Status.

BELTRAIDE works with applicants throughout the entire process.

Designated Processing Areas

Designated Processing Areas Developer

Developers provide a factory space, communications, water/ sewage networks, power, and other facilities to companies in the Zone.

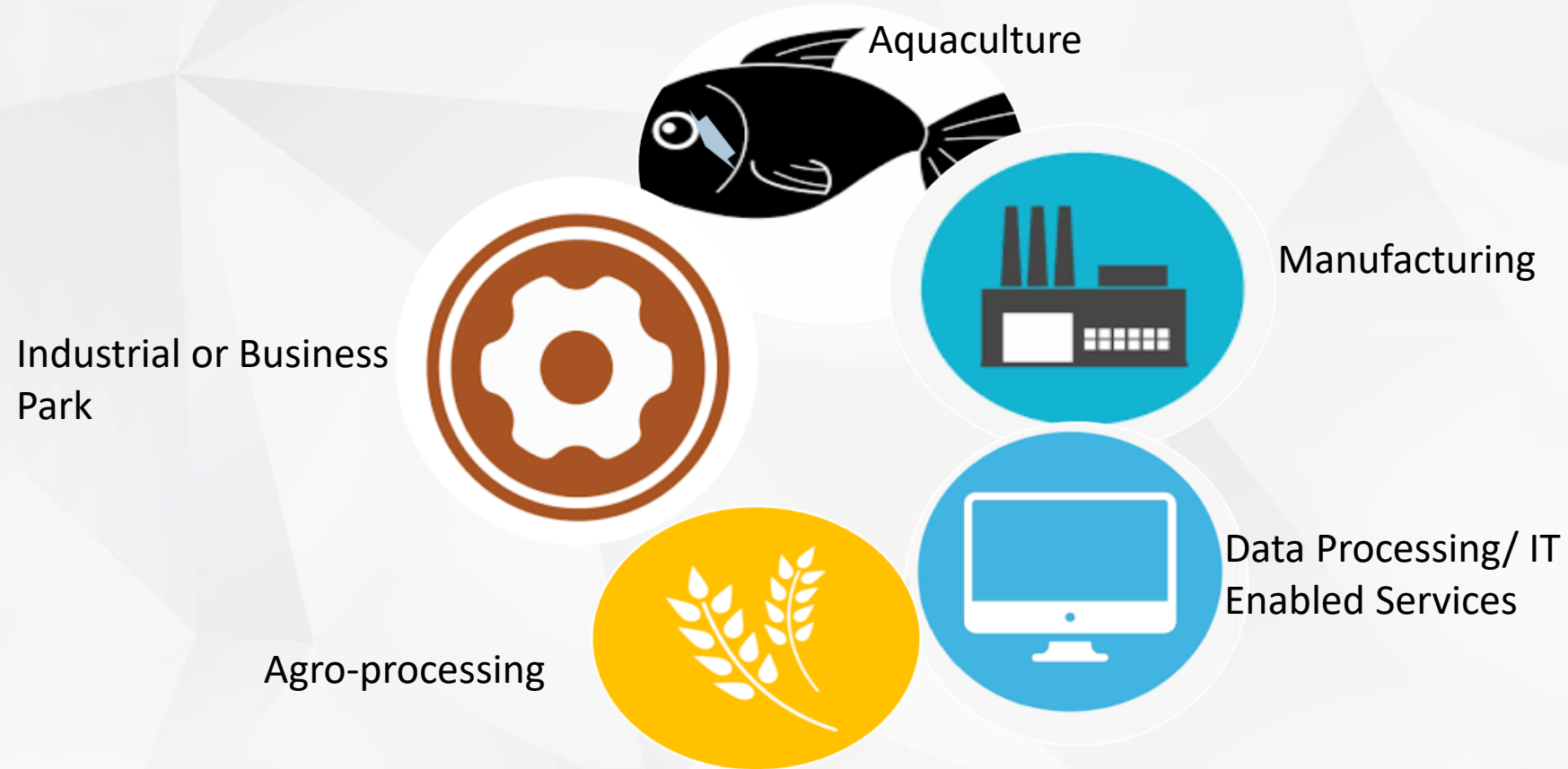
Designated Processing Areas Business

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

Special Designated Processing Areas

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

Designated Processing Areas: Government Endorsed Activities



Designated Processing Areas Incentive

Benefits of the Designated Processing Areas:

- Import Duty & Tax Exemptions
- Exemption on Property & Land Tax on the designated area.
- Exemption on Excise & Consumption Tax (GST) on imported items.
- Opportunity to open a foreign currency bank account in Belize.
- Opportunity to lease or transfer goods & 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

Eligible Categories for Customs Duty

- ✓ Building Materials & Supplies
- ✓ Fixtures & Fittings
- ✓ Utility Vehicles
- ✓ Plant Machinery & Equipment
- ✓ Raw Materials & Packaging Materials

Business Proposal Components

- ✓ DPA Application
- ✓ Formal Letter
- ✓ Company & Ownership Profile
- ✓ Background & scope of project
- ✓ Marketing strategy
- ✓ Physical Master Plan & Overall Layout
- ✓ Proposed Construction schedule
- ✓ Technology & Production
- ✓ Capital Cost Estimate
- ✓ Proof of Source of Funds
- ✓ Ownership, Staff, and Management Organogram
- ✓ Proof of Legal Access to Property
- ✓ Company & Ownership Profile
- ✓ Two Government Clearances- DOE & CBA
- ✓ Ten (10) Year Income Statement
- ✓ List of non- controlled Items

Designated Processing Areas (DPA) Program

What is the Process?



STEP 01 Submission to BELTRAIDE

- Completed application in accordance with the Designated Processing Area Guidelines.



STEP 02 Application Advanced to Ministry and Government Partners

- Completed application vetted by the Ministry of Finance, Economic Development and Investment and Government Partners.



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

- Completed Application submitted to DPAC for consideration.



STEP 04 Designated Processing Areas (DPAC) Decision

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

BELTRAIDE works with applicants throughout the entire process.

Publications



Belize Investment Portfolio



The Belize Investment Portfolio (BIP) was developed to promote your private sector shovel- ready investment projects to potential interests.

Being featured on this platform increases your chance of potentially being matched with a viable interest.

INVEST Belize Magazine



<https://www.beltraide.bz/magazine.html>

Belize Investment Spotlight Newsletter



Belize
INVESTMENT
SPOTLIGHT

SHOWCASING ECONOMIC UPDATES, INVESTMENT OPPORTUNITIES AND SUCCESS STORIES.

May 31, 2022 - BELIZE INVESTMENT SPOTLIGHT VOLUME 38

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Sports Illustrated 2022 Magazine shoot done in Belize



The cover of the 59th issue of the 2022 Sports Illustrated Magazine was shot in Placencia Village, Belize. This issue celebrates, "28 women in an inclusive range of backgrounds and body types."

While the cover photo featured Placencia Village, other parts of the 4 cover- issue magazine were done in various parts of Belize, promoting the Country's natural wonders and pristine landscapes.

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Made In Belize Catalogue



https://www.beltraide.bz/uploads/6/4/9/6/64967361/2019_mib_catalogue_digital.pdf



Thank you!



Beltraide
making **business** happen

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