



**TRADE
PROMOTION
EUROPE**

One voice for European trade promotion

EU Global Gateway Economic Mission

Making use of concrete business opportunities in Guyana, and in the Caribbean, Amazonia and the wider region.

November 20–22nd, 2023



Why Guyana and why now?



Cooperative Republic of Guyana

- **Population: 791,000**
- **Extension: 214,969 km²**
- **Capital: Georgetown**
- **GDP: US\$29,517 millones**
- **GDP per capita: US\$12,426**
- **Member of the Caribbean Community (CARICOM)**
- **Borders with Venezuela, Brazil and Suriname**
- **Expected growth 2023 (WB): 25.2%**



Sectors preselected



Agriculture



Renewable energy ICT



Forestry



Tourism & Ecotourism



Infrastructure



Manufacturing

Agriculture

- 40% of Guyana's land is available to investors
Agriculture will be a major anchor of the non-oil economy and contributes 27.1% of GDP
incentives for agriculture and land available
Guyana wants to be the food basket of CARICOM and beyond
- Need of agro technology-equipment and expertise
- Agriculture land will not affect forest and carbon credit
- Roads, port and other facilities are being built and projects continue



Forestry

- Forestry's contribution to GDP is approximately 3 % as a raw material.
- In 2021 estimated production was 340,000m³ and estimated exports valued USD 32 M
- The country has a Robust Legislative, Policy and Procedural Framework for the Forest Sector and forest harvesting / processing / export
- Interest in value added products



Infrastructure

- Infrastructure spending budget has tripled in the last 3 years and growth trend is expected to continue
- Need also for services such as project management, supervisory roles and systems, among others
- Opportunities in roads and bridges, deep water harbor and port development, sea and river defense, feasibility study for railway, 3D technology for provision of low-cost housing, port Management Information System, industrial Rail network



Renewable energy

- The country has a Low Carbon Development Strategy
- Want to ensure a diversified grid and already has hydroelectric, solar.
- Projects range will be smaller around 100 MW in scale
- Hydroelectric project of 165 MW
- High potential for wind power generation. Areas already identified
- Studies done



Tourism & Ecotourism

- Currently high demand of hotel rooms in Georgetown and. Other towns. Several under construction
- High end eco-tourism
- Know how on tourism
- Hospitality training



Manufacturing

- Manufacturers that export more than 50% of all its products qualify for the exemption from the payment of customs duty and zero-rating of value-added tax.
- Traditional investment area opportunities: agricultural products, forest products, pharmaceutical Industry, food & beverage industry, basic consumer items, jewelry manufacturing.
- Value-added investment area opportunities: agro-industry products, construction, foundry, machine related products, household products, water suppliers, livestock feed industry, garment industry, apparel industry, restaurants, craft , ceramics and more.



Other sectors

- **ICT:** great need on digitalization. Demands for government as well as private companies. Support, software in all sectors
- **Medical:** 15 new hospitals are expected to be built. Interested in turnkey solutions. Already Austrian investment in our of the hospitals
- **Pharmaceutical:** is medium term, but interest in medical devices and medicine production including vaccines.
- **Consultancies:** Needs on many areas, sector focus, but also general including project management, international marketing, etc.

Local stakeholders and partners



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GUYANA OFFICE FOR INVESTMENT



**CARIBBEAN ASSOCIATION OF
INVESTMENT PROMOTION
AGENCIES**



What local stakeholders recommends

Ideal to receive from EU, SMEs companies wishing to invest, partner and offer know how in Guyana

Large companies and multinational too, but there is more competition

Financing institutions also needed. It can include development bank as well as financing institutions that could support the EU companies

Some sectors require “local content” that is local partnerships

There are multiple opportunities in a growing, underdeveloped economy

Agenda of the economic mission

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November 19th – Arrival in Georgetown

November 20th – Opening ceremony
Seminar and sector presentations

November 21st – Business Meetings

November 22nd – Business Meetings & Field visits

Business meetings

Sector meetings

One on one meetings

Government entities where
incentives or regulatory framework
needs to be discussed

Field visits

- For Wednesday Nov. 22nd there will be field visits to near by areas of interest and it will be coordinated based on the sectors/areas represented
- If a participant wants to stay longer, there are day trips to sightseeing in the countryside, that we can connect on the people coordinating those type of activities.





Promoting the mission

**How we
will
support
the effort**

Landing page of the event for registration and facility to request one on one meetings

Option of a general webinar with Guyanese stakeholders end of September

Support with info sessions or meeting with group of companies or regional representatives

More info on Guyana or sector specific info as needed

What else would you need?

Landing page

<https://nexconsulting.kartra.com/page/rGU45>

The screenshot shows a landing page with a dark blue header. On the left, there is the European Union flag and the text "Funded by the European Union". On the right, there are navigation links: "Home", "Partners", "Why Guyana", "Sector reports", and "Agenda". A yellow button with the text "Join now!" and a right-pointing arrow is also present. The main content area features a dark background with a video player. The video player has a play button in the center. To the left of the video player, the text reads: "EU Global Gateway Economic Mission: new business opportunities in Guyana, Emerging Regional Hub for the Caribbean, Amazonia and beyond." Below this text, the dates "November 20-22nd, 2023" are displayed. At the bottom right of the video player, the text "EU AMBASSADOR MESSAGE" is visible. The background of the page shows a residential area with houses and trees.

Funded by the European Union

Home Partners Why Guyana Sector reports Agenda

Join now! >

EU Global Gateway
Economic Mission: new business opportunities in Guyana, Emerging Regional Hub for the Caribbean, Amazonia and beyond.

November 20-22nd, 2023

EU AMBASSADOR MESSAGE

Accommodation

Ramada Georgetown Princess Hotel

Track BS Block 'Z' Plantation, Providence

ramadageorgetown.com



Logistics - Traveling to Guyana

Main airlines traveling into Guyana:

- **British Airways** flights everyday via London Heathrow (1 stop)
Twice directly via St. Lucia
- **American Airlines** flights everyday via Miami International
- **American Airlines, JetBlue and Caribbean Airlines** flights everyday via JFK
- **Suriname Airways** flights Mon, Thu and Sat via Suriname (**KLM** flight to Suriname everyday except Wen)
- **Copa Airlines** flights Mon, Wen, Thu and Sun via Panama (return Mon, Tue, Thu, Fri)
- Other linkages via Trinidad and Tobago (**Caribbean Airlines** everyday) and Barbados (**InterCaribbean Airways** everyday)

Average ticket, economy class US1,051-US\$2,700

Visa requirements

People from **Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, The Netherlands, Norway, Portugal, Spain, Sweden** do not need a visa to enter Guyana.



**For
questions
or queries**

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Q&A

