



ACHIEVING 30 YEARS OF BUSINESS SUCCESS



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CURRENT PRESIDENT
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20 Great Reasons to Do

PEOPLE

1



Educated. Warm. English-speaking.
Jamaica boasts a productive workforce of over 1 million people to enhance your business operations.

GOVERNMENT

2



Committed to facilitating business opportunities for the benefit of the country and investors.

STABILITY

3



Open and transparent investment regime.

EASE OF DOING BUSINESS

4



Ranked number 70 out of 190 in the ease of Doing Business 2018 and climbing every year.

STRATEGIC LOCATION!

5



Location! Location! Location!
It's simple. Jamaica is the world's leading nearshore destination. Easy to get here, ideal time zone, easy access to communication.

EASY COMPANY OFFICE SETUP

6



We are the 5th easiest place to start a business in the world.
Just go online and complete a form.

CULTURE

7



Great music, dance and food
Why not associate your brand with one of the cultural powerhouses of the world?

CANNABIS OPPORTUNITY

8



Everything here is Irie.
Jamaica is conducting breakthrough research in the area of medical cannabis, having developed products to treat glaucoma, epilepsy and multiple sclerosis.

INNOVATION

9



Jamaicans are leaders and innovators .
We created the sorrel (hibiscus flower) harvesting machine 'mic drop'

DIVERSITY OF EXPERIENCES

10



Our experiences are not the only diverse offerings we have.
Jamaica has natural resources including bauxite, limestone, mineral springs and, yes, even a little gold.

Business in Jamaica

I.T. CONNECTIVITY

11



Jamaica's world-class and robust ICT infrastructure supports all the requirements for global connectivity and ranks among the most developed in the world.

COMPETITIVENESS

12



The passion and drive that Usain brings to the track, is what we bring to our lives and to our jobs. This competitiveness can only help your business grow.

EDUCATION

13



The Jamaican government has targeted all stages of educational development to ensure that Jamaicans are globally competitive.

WE'RE GLOBAL! (Multinationals)

14



Some of the world's biggest brands such as Heineken, DHL, Huawei and FedEx call us home. **Join us!**

LOCAL INVESTOR CONFIDENCE

15



Locally grown conglomerates such as Sandals Resorts and GraceKennedy have remained home with their operations

WE'RE WINNERS!

16



Jamaica was awarded Bloomberg's highest performing stock market in the world and Forbes' best country in the Caribbean to do business.

CREATIVE INDUSTRIES

17



Not only are we leaders in music but our film, animation and fashion industries have been garnering great interest in the international arena.

MEDICAL TOURISM

18



In addition to our first class medical facilities, **Medical Tourism** is one of the vibrant new sectors being promoted by the Jamaican Government.

AGRICULTURE

19



Jamaica has sun-ripened, fresh fruits that are available fresh, minimally processed, vacuum-packed or tinned for export.

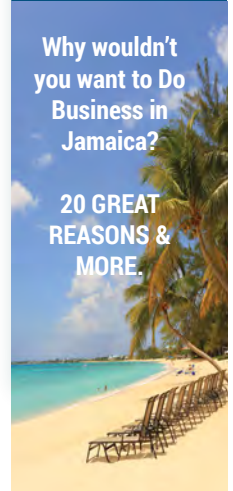
WHY JAMAICA?

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Why wouldn't you want to Do Business in Jamaica?

20 GREAT REASONS & MORE.



A Cheat Sheet on Investment Opportunities in Jamaica

Investment opportunities abound for savvy investors keen on snatching-up hidden deals in Jamaica, now seen as one of the fastest markets in recovery in the Caribbean.

There are deals out there which give a slice of industries contributing over US\$4.5 billion of Jamaica's US\$14 billion total output or GDP. The stable political and legal structure with its now stable macro-economy, led the island to rank second in the Caribbean for the Ease of Doing Business behind US territory of Puerto Rico, according to the World Bank's annual Doing Business Report 2018. Sectors on the move include tourism, mining, agriculture, manufacturing, business process outsourcing and others.

Agriculture

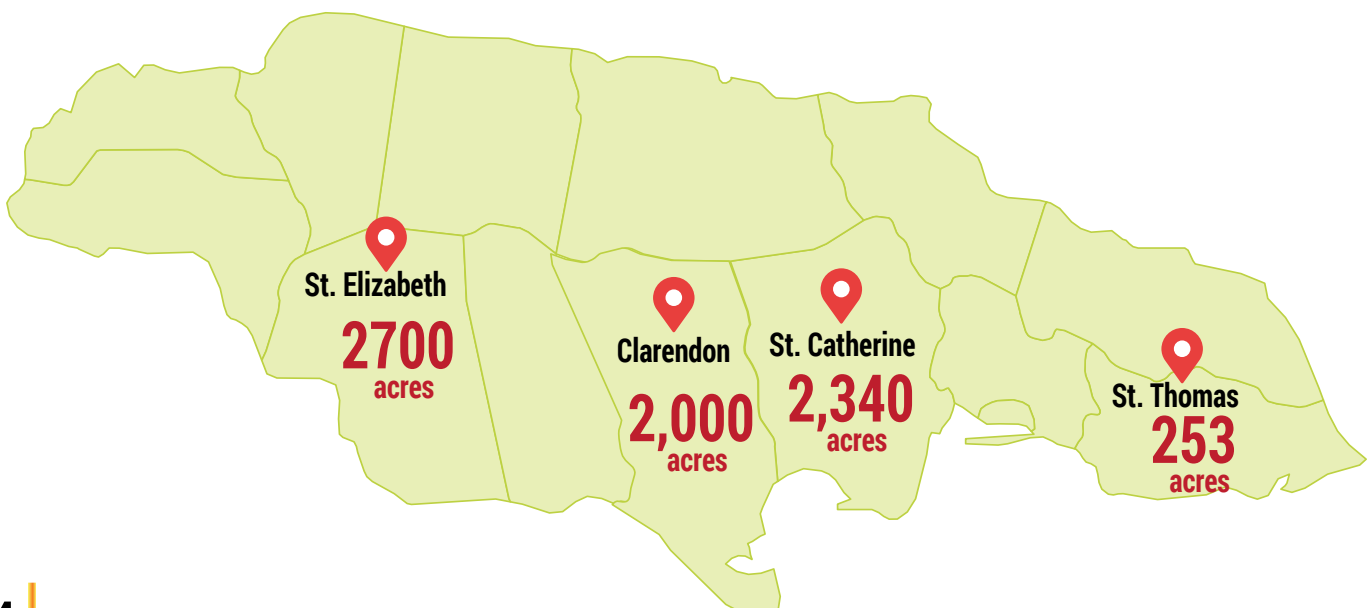
The agricultural sector provides some US\$1 billion in contribution to the economy. Current opportunities for investors are in three agro-parks suitable for production in order to fulfil the local and export market. These include over 2,700 acres for aquaculture in Elim, St Elizabeth. These agro-park lands are geared at fish production particularly tilapia fresh water fish in order to reduce the annual US\$60 million importation of fish and seafood into the island.

Plantation Garden River, a 253-acre parcel of land in St Thomas, is great for the production of roots and tubers, herbs and spices. But the opportunity lies in expanding into pumpkins, hot peppers, irish potatoes, and bananas.

The third park is at Amity Hall, a 2,340-acre park located in St. Catherine set to fulfil local, export and tourism demand. The value added opportunity lies in utilising the land for spices, sauces, canned goods and juices from ackee and citrus. Investors are also encouraged to utilise this space.

Then there are the Spring Plain and Ebony Park, which are two adjoining properties in Clarendon that offer 2,000 acres combined. They offer value-added and niche market opportunities for an increasing range of products (functional foods, nutraceuticals, ingredients, seasonings, condiments, spices and other authentic Jamaican food and beverages).

Lands Available for Investment



A CHEAT SHEET ON INVESTMENT OPPORTUNITIES IN JAMAICA

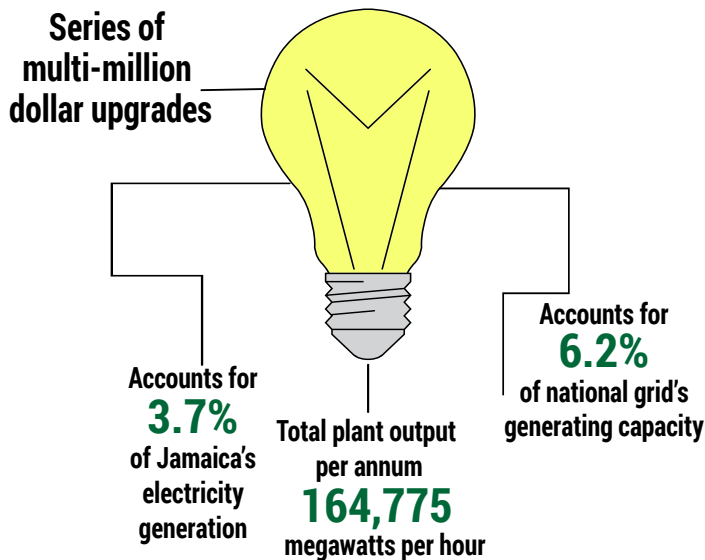
Energy

The energy industry, which contributes over US\$349 million to the economy, offers opportunities including green-field investments in renewables such as solar, wind, geothermal, biomass and hydro.

Currently, there plans to list Wigton Windfarm on the Jamaica Stock Exchange (JSE) in the short to medium term. This will provide an easily accessible investment opportunity for all interested investors.

While the size of the float remains undisclosed to date, the company has embarked on a series of multi-million dollar upgrades. Wigton Windfarm has a projected total plant output per annum of 164,775 megawatts per hour and accounts for 6.2% of the installed generating capacity on the national grid and 3.7% of the island's electricity generation.

Invest in Wigton Windfarm on Jamaica's Stock Exchange

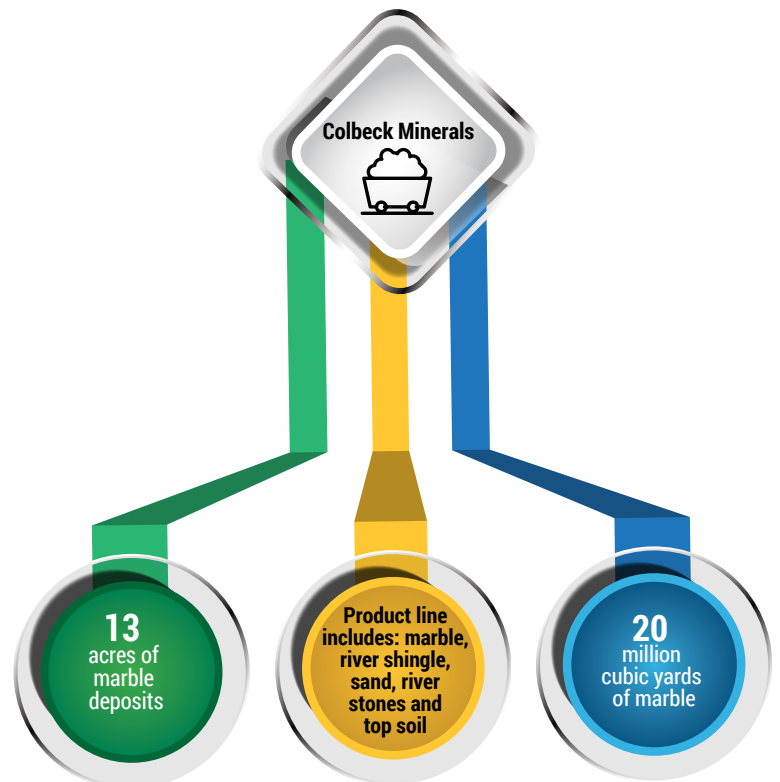


Mining

The mining sector now recapitalised with investments from new alumina and bauxite entities, still offers opportunities particularly in the small to medium sector.

For instance, Colbeck Minerals, a local company operating in the mining and quarry industry since 2015, wants to raise capital to better fulfil the local demand for marble kitchen counters. It is seeking to leverage the value-added production capabilities of its natural deposits. The company's marble deposits cover a 13-acre lot with an estimated 20 million cubic yards of marble of the white limestone variety. The current product line includes: marble, river shingle, sand, river stones and top soil. The expansion in the domestic construction industry for residential and commercial structures is increasing the demand for material inputs which Colbeck is targeting.

Invest in Colbeck Minerals



A CHEAT SHEET ON INVESTMENT OPPORTUNITIES IN JAMAICA

Business Process Outsourcing (BPO)

The BPO industry has an estimated US\$400 million earned annually by 60 companies. The country remains open to various types of BPO activity including higher-value fields such as legal and medical process outsourcing.

A key element to setting up shop in the island includes an office space. The Government plans to sell a 24-acre property in Old Harbour, St. Catherine, formerly the Cotton Polyester Factory that may be used in this venture. This property comprises a mostly open floor building covering 188,103.25 sq.

ft. in three main structures. This site provides the opportunity for the UDC to be catalytic in converting into ICT/BPO space as a Public private partnership or joint venture investments.

The availability of this property is part of wider plans to convert ICT/BPO space as public private partnership or joint investments. The property is located 1.1 km southwest of the Old Harbour Police Station, 35 minutes from downtown Kingston (by the highway) and 20 minutes from Portmore.

BUSINESS PROCESS OUTSOURCING



A CHEAT SHEET ON INVESTMENT OPPORTUNITIES IN JAMAICA

Tourism

The sector contributes over US\$800 million to the economy with over four million visitors annually.

Llandoverly Estates property comprises 1,000 acres of land in St Ann and about 50 minutes drive from the Sangster International Airport in Montego Bay, St. James. There are pre-designed plans for a major development to include a mix of resorts, residences, recreational and retail facilities, as well as a golf course. Preliminary approval for the development has been obtained from the National Environment and Planning Agency of Jamaica.

In Portland, there's a 600-acre virgin land and beach front property at San San Estate. This property is described as the perfect opportunity for a high-end resort development and golf course. The 600-acre property is located in Portland on the eastern end of the island and features the scenic San San Bay which consists of 10 acres with unsold villa lots and an 18-hole golf course.

While many other investment opportunities exist, these give a glimpse into what's readily available.

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Doing Business in Jamaica

The national Vision 2030 has as one of its crucial mandate, **‘to make Jamaica the place of choice to ... do business’** and worthy of note is the progression being made to accommodate a stable and growing economy.

In recent years, quite a number of local and foreign investors have seen it fit to capitalize on the growth in global trade and on-going advancement in various sectors aligned with the country’s vision.

A stable government, independent judiciary, highly talented, skilled and flexible workforce, modern infrastructure, strategic location and a friendly business environment are just a few of the reasons Jamaica is an ideal place to do business.

Jamaica maintains the rank as the best place in the English-speaking Caribbean to do business by the World Bank’s Doing Business Report 2018. Further, gains in competitiveness are expected as the country undertakes new measures to improve other areas of starting and operating businesses locally. So, if you are ready to move boldly within this global space, here is how you can start your business in the country.

According to Gail Barrett, Manager of the Project Implementation Department at JAMPRO, the first thing one has to do to operate in the formal business arena is to Register the Business.

“You can complete the application form online. We also advise that one gets advice, if they are unsure about how they want to structure the business; whether they just want a name or they want a full Companies Act with all the attendant requirements.”

Crucial to the process of registering the business is acquiring a Tax Registration Number (TRN), National Housing Trust (NHT) Registration and National Insurance Scheme (NIS) Number all of which can be done at the same time all of which can be done at the same time by visiting <https://www.orcjamaica.com>. Depending on the type of business and the expected revenue, you may also need to get a General Consumption Tax Number (GCT) which can be done by visiting <https://www.jamaicatax.gov.jm/trn1>

“Foreigners and locals need to have their personal TRN to register their business and that is very easy to get.” said Ms. Barrett.

While some persons may already know which Government agency is aligned to the area they wish to tap into, for example, Ministry of Tourism for an entrepreneur seeking to establish a hotel, there are still other key areas of note that must be engaged.

“Let’s say you are coming in to set up a hotel, you will need to engage a local architect. Even if you bring your drawings from overseas a local architect still needs to be brought in to review and sign off on the submissions that you will be taking to the municipal corporation (formerly parish council), who will approve your building plan...if it is that you don’t have the property on which to put the business we recommend that you contact a licensed real estate agent.”

Additionally, if these businesses are large-scale in the areas of mining, tourism, manufacturing etc., government agencies such as National Environment & Planning Agency (NEPA) among others, have to be engaged and this will be done through the municipal corporations.

Interestingly though Ms. Barrett revealed that quite often business persons fail to do thorough checks with all the key entities.

“When you have bought the land for agriculture, can it be used just for agriculture, or can you put a shopping complex on it? This is where they sometimes go wrong, buying land and not knowing what use it is zoned for, and often cannot get a Change of Use, which would be applied for through the municipal corporation, which will have the relevant Ministry or Agency approve it.”

She says JAMPRO has the responsibility to guide the local or international entrepreneur who comes in to start their business.

Another exciting aspect of doing business in Jamaica is that companies operating in Jamaica can benefit from a range of fiscal incentives, a number of which were introduced and revised in 2013 under the Omnibus Incentive Regime. By way of legislation, companies can gain benefits at two main stages, i.e. when they import items and when they file their taxes, via import duty and income tax relief, respectively.

Unregistered companies providing products and services fall outside of the formal business system of the country and can do no transactions with government agencies or be eligible for the benefits as stated.

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Read more about doing business in Jamaica at
<http://www.jamaicatradeandinvest.org/sites/default/files/resources/Investing%20in%20Jamaica%202018.pdf>
<http://www.jamaicatradeandinvest.org/trade>



CASTOR OIL INVESTMENT REAPS SUCCESS



If you have not heard, castor oil is revered as the miracle oil and has been used for medicinal and cosmetic purposes since the days of old. Owners of EYL, a Jamaican company, know this well and have capitalized on the thriving castor oil business. Interestingly, EYL is the Yiddish word for oil and is pronounced 'ile' just as it is said in Jamaican patois.

The story of EYL started in 2002 when the couple, Audrey and Mortimer Wilson, decided to find a solution to a personal issue. For Mortimer, castor oil was a must-have in his daily skincare routine, however to his amazement he was sent on a tireless search when his usual supplier ran out. He searched the markets of

Kingston for the nutrient-packed commodity, but to no avail. Surely, he missed his moisturizer and the yearning for the product led the couple to make their own. This was not an easy task, as it saw them often scouring the corporate area for castor seeds and even sometimes travelling to as far as Portmore in St. Catherine, collecting seeds from trees on the roadside.

As fate would have it, while the couple was producing castor oil for their personal use, their honey business started to fold due to problems facing the local bee industry at the time. Eventually and perhaps fortunately, they quickly made a business switch to producing castor oil on a large scale. "We said no, we have to find

CASTOR OIL INVESTMENT REAPS SUCCESS

something else to make an income,” reminisces Audrey. With castor trees growing wildly in Jamaica, the couple knew that they would be able to meet the demands of the market, since seed supply would almost be constant.

Currently, some 20 to 25 persons supply them with castor oil seeds. “We have a little network of people and it’s beautiful,” Audrey said smiling. At the helm of the management team is Mortimer who is in charge of production, Audrey executes the marketing and sales functions of the business and an employee deals primarily with the castor seeds. The product line now includes EYL castor Oil, EYL Castor, EYL Lavender, EYL Rosemary Oil, and EYL Castor Oil and Honey Soap. The number one selling product is, of course, EYL Castor Oil.

The company uses a cold pressed process to extract approximately 10 gallons of castor oil daily, which is twice the amount they produced in the early days of the business. “We sell a lot to the cosmetics market. Hairdressers and small manufacturers want the local natural oil as their main ingredient,” Audrey stated. She added that the castor, lavender and rosemary oil are the favourite on the retail market for maintaining hairlines, especially among young people.

The business couple however has a concern, “eighty percent of castor oils on the market that are branded ‘Jamaica’ are not made here,” Audrey said. Bootleg Jamaican castor oil is however not kicking them out of the business, as is evident by their growing fan base locally and internationally.

EYL Castor Oil is available online, as well as in local and overseas beauty supply stores and pharmacies. The company has penetrated markets in the United States of America, Canada, and the United Kingdom. Increasing demand of the products has seen the couple offering express three to five days shipping service, in addition to the regular four-week service.



EYL has
20 to 25
castor oil seed
suppliers



10 Gallons
of castor oil
are produced daily
(twice the amount
produced in the early
days of the business)

EYL has been in operation for 17 years and their products have been approved by several governing bodies, such as the Trade Board and the Bureau of Standards Jamaica. The company is also working to become a member of the newly formed Castor Oil association of Jamaica.

Contact EYL at eylja@yahoo.com.

Shelly-Ann Thompson
Contributor

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NEW FORTRESS ENERGY

A JAMAICAN INVESTMENT SUCCESS

For some, the thought of energy causes consternation of high costs to fuel their vehicles and power their homes. Energy, for Jamaicans, is just as critical as anywhere else in the world. It is a necessity to energise wifi technology, get automobiles across towns, expedite business transactions and provide cooler homes. New Fortress Energy is bringing that and more into the lives of Jamaicans, a cleaner energy source that not only reduces the price for access to the commodity, but consequently ascends Jamaica into the new frontier of energy infrastructure business.

The energy company develops projects from start to finish, funding the development and construction with its own capital. They have world-class expertise in power, infrastructure and transportation of Liquefied Natural Gas, LNG. The energy provider works with end users to deliver fully integrated infrastructure that improves energy efficiency and environmental footprint.

Managed by an affiliate of Fortress Investment Group based in the United States of America, New Fortress Energy investment in Jamaica was welcomed.

The company has committed more than a billion US dollars in investment in the country's infrastructure for the next several years in the transition to natural gas. Thus far, New Fortress Energy has invested hundreds of millions into modern energy infrastructure in Jamaica. New Fortress Energy maintains it is proud to invest in the transformation of Jamaica's energy landscape.

There is New Fortress Energy Montego Bay, St. James. Here, a state of the art terminal that delivers around 120 megawatt of LNG throughout Jamaica collaborating with the island's main electricity supplier, Jamaica Public Service Company, JPS. The partnership with JPS and the Government created the channel for the introduction of clean, reliable and affordable natural gas to the country.

“Jamaica is in the midst of a remarkable transition to clean and renewable energy, and NFE (New Fortress Energy) is thrilled to be part of this remarkable energy transformation taking place in the country.” Vice President of Public Affairs, Verona Carter said.



New Fortress Energy is also at work to break ground on the Jamalco Combined Heat and Power (CHP) plant in Halse Hall, Clarendon. This will be the next major development undertaken by New Fortress Energy in Jamaica. This new natural gas-fired power plant will generate 94 megawatt of power for Jamaica, significantly reducing greenhouse gas emissions and other atmospheric pollutants. The cost for building out Phase One is an estimated US\$265 million. The use of LNG by Jamalco will reduce the costs of alumina production, thus eventually affording the production entity to offer competitive rates.

Over in neighbouring parish St. Catherine, New Fortress Energy is in the midst of constructing the Old Harbour terminal. This terminal located offshore at Old Harbour Bay will power the nearby JPS plant with some 190 megawatt of LNG.

The first-world energy provider is also seeking to partner with a number of private and public entities for conversions to natural gas. They are Red Stripe; the University of the West Indies, Mona; Seprod; and Jamaica Urban Transit Company. Meanwhile, discussions are ongoing with a number of other potential industrial customers while the company continues “to work alongside JPS and the Government to ensure the country benefits from LNG”.

While the country stands to benefit from the direct costs for energy arising from these projects, there is also another spill-over effect of these new projects. Through these investments, New Fortress Energy has been able to bolster the nation’s development of a new skilled workforce. Hundreds of construction related jobs have been created. The LNG provider has also employed dozens of full-time employees in Jamaica. It is also expected that when more projects are completed hundreds more Jamaicans will be hired. This project will see Jamaicans working alongside and for the New Fortress Energy team, which has industry-leading experience, building and operating liquefaction facilities, onshore and offshore regasification terminals, pipelines, power plants and various small-scale solutions.

New Fortress Energy’s commitment to Jamaica is ambitious and somewhat unimaginable, yet their track record proves it is doable. At the helm of New Fortress Energy operation is individual safety, customer satisfaction and environmental stewardship. Those critical goals underpin LNG access to Jamaicans, that is safer, cleaner, economical and abundant.

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**US\$1 billion
committed for
investment in
infrastructure**



DoBusiness JAMAICA

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