

INVEST IN THE NATURAL NICHE, INVEST IN

*Belize*



# 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



*Belize* THE NATURAL NICHE

- ❖ Maximizing (local and foreign) investment opportunities
- ❖ Connecting investors to key public and private sector stakeholders
- ❖ Enhancing Belize's competitiveness through policy advocacy
- ❖ Facilitating inbound site visits and investment missions
- ❖ Providing establishment compliance guidance and investment packaging support

# BelizeINVEST

promoting . generating . connecting



- ❖ Maximizing and promoting trade opportunities in Belize
- ❖ Providing export development and export promotion support services
- ❖ Enhancing the competitiveness of Belize's products and services for increased market access and trade
- ❖ Facilitating inbound site visits and trade missions
- ❖ Providing export business development guidance and research support

# EXPORTBelize

connecting global opportunities



- ❖ Providing customized needs-based services to Micro, Small and Medium Enterprises
- ❖ Enhancing the competitiveness and export readiness of MSMEs in Belize through training and business development support
- ❖ Enhancing Belize's competitiveness and innovation ecosystem
- ❖ Facilitating public and private partnerships



# SBDC Belize

making small  
business happen





- ❖ Providing demand-based training for industry specific needs
- ❖ Developing Belize's labor force and employability through job preparedness and technical training
- ❖ Assisting the business sector to fulfill employment demands within the labor force in Belize
- ❖ Facilitating public and private partnerships



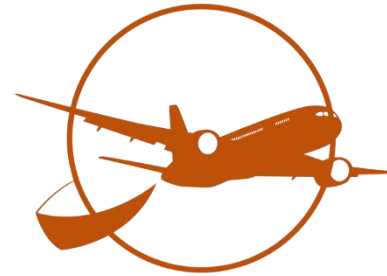
# Why Belize?



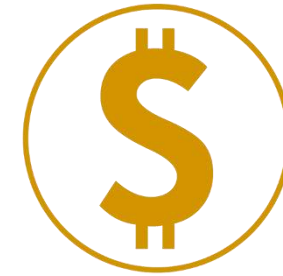
Bi – Lingual Language Skills and Cultural Affinity



Time Zone Advantage



Proximity & International Connectivity



Stable Currency



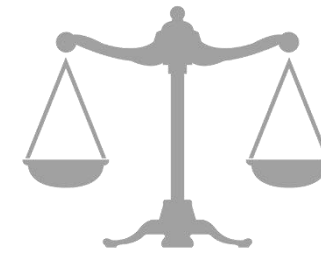
Competitive Investment Incentive Programs



Skilled Labour Force



Regional Integration through multiple Trade and Investment Agreements



Stable Environment & Strong Government Support



CANADA

U.S.A

MEXICO

HONDURAS  
GUATEMALA  
EL SALVADOR  
PANAMA



- 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)

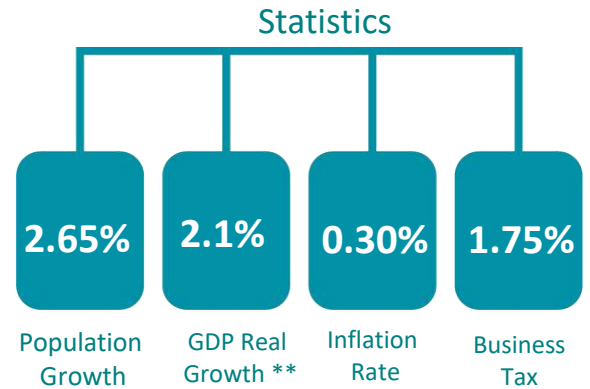
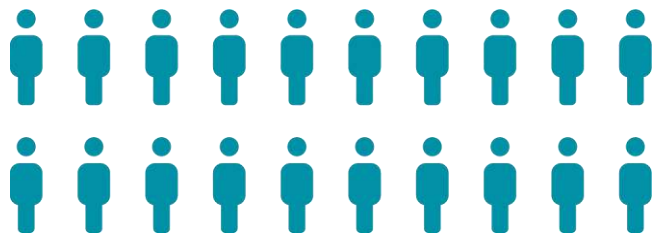
- Panama City, Panama (PTY)
- Roatan, Honduras (RTB)
- San Pedro Sula, Honduras (SAP)
- San Salvador, El Salvador (SAL)
- Toronto, CA, Canada (YYZ)



# The Economy



# Belize in Numbers - 2019



Average Cost of Electricity per kWh  
**\$0.179**

Average Cost of Water  
**\$4.36** (0-1,000 gals)  
**\$52.90** (7000 gals)

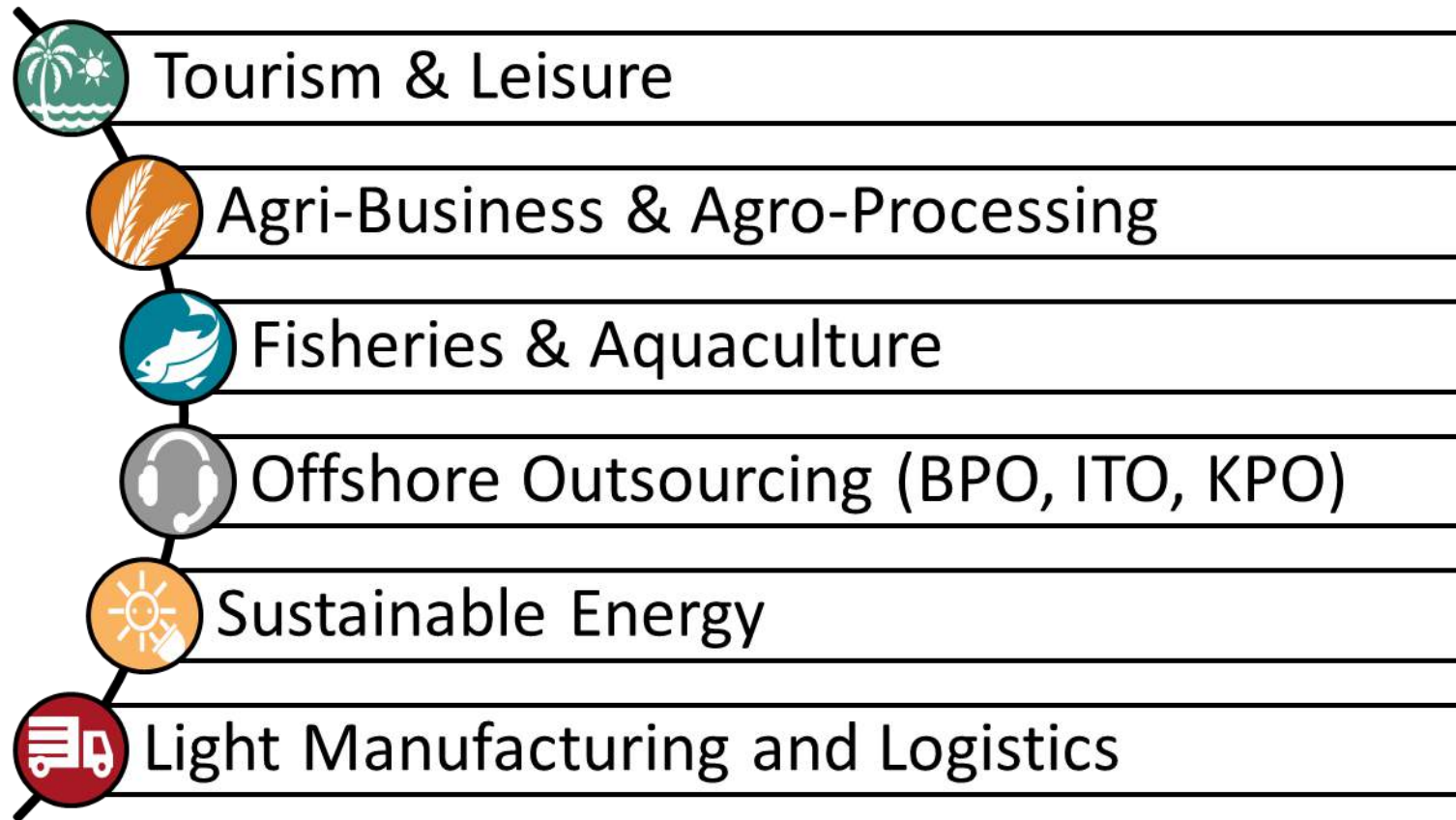


*Belize* THE NATURAL NICHE

\*All rates USD || \*\* Projected Numbers

# 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** as emerging industries



# 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.

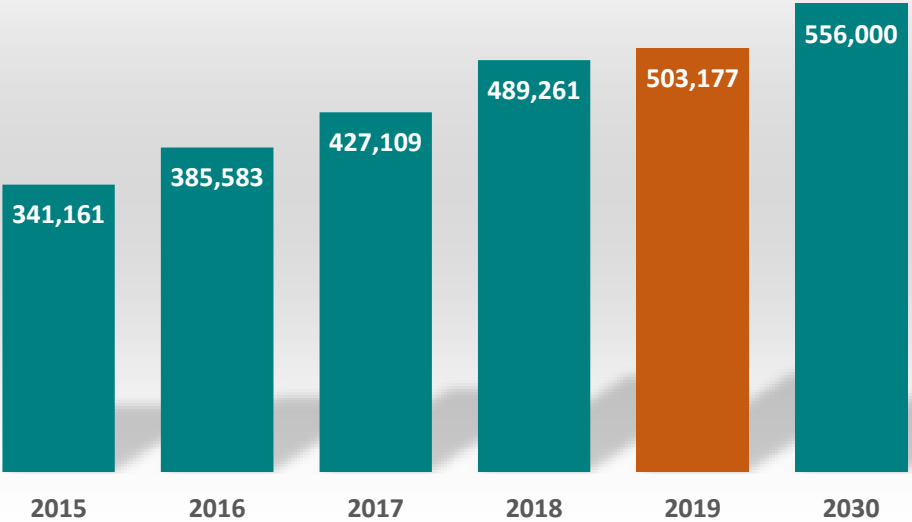


# Tourism & Leisure

## Overnight & Cruise Tourist Arrivals

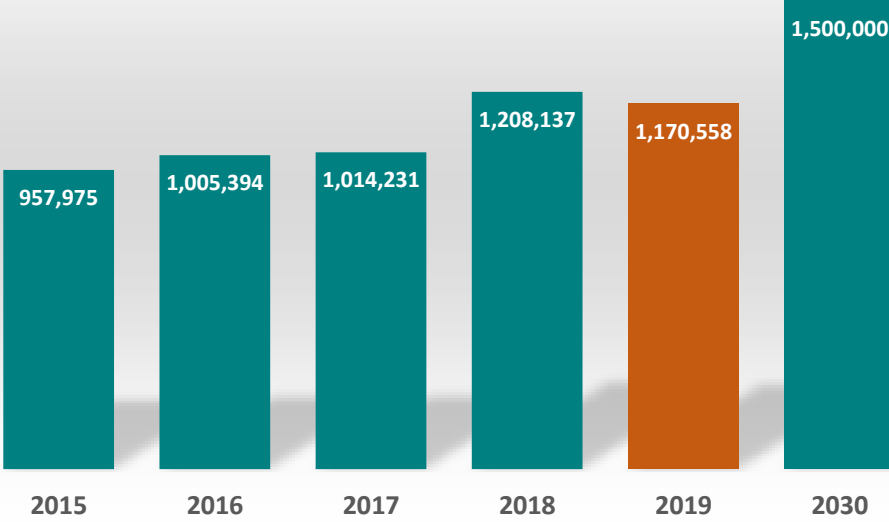
**Overnight Tourist Arrivals to Belize**

(Source: BTB 2019)



**Cruise Passenger Arrivals**

(Source: BTB 2019)



**CURIO**

A COLLECTION BY HILTON™

**WYNDHAM**

HOTEL GROUP

**Marriott**  
RESORTS

AUTOGRAPH  
COLLECTION®  
HOTELS



**FOUR SEASONS**  
RESORT AND RESIDENCES  
CAYE CHAPEL, BELIZE

A THOR URBANA . GFA . INMOBILIA DEVELOPMENT



**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

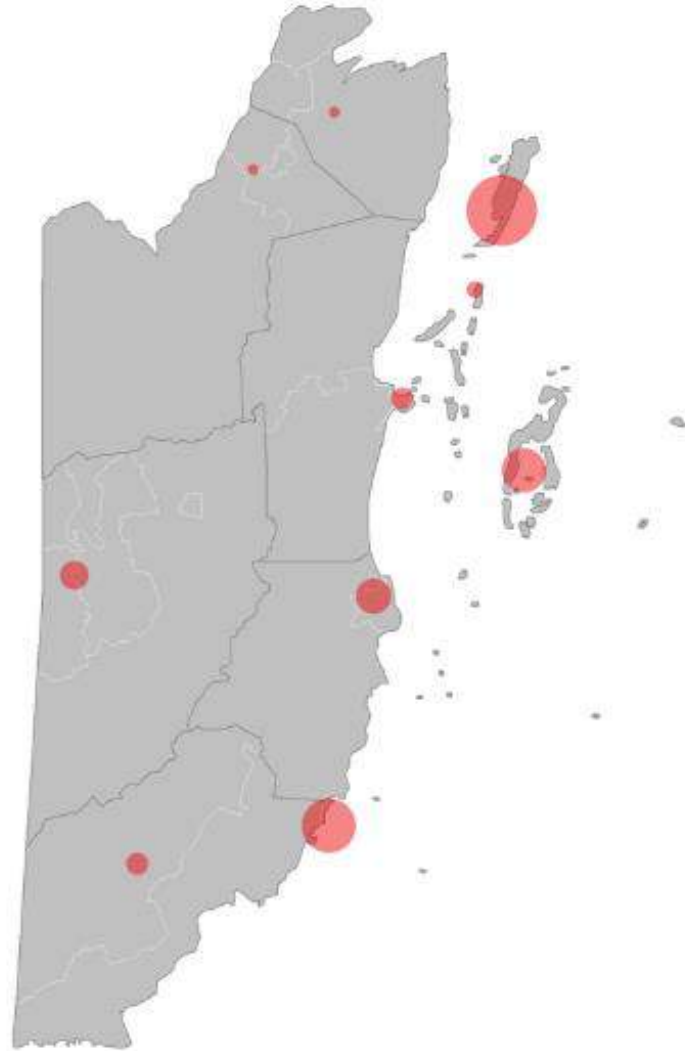


*Belize* THE NATURAL NICHE

# 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



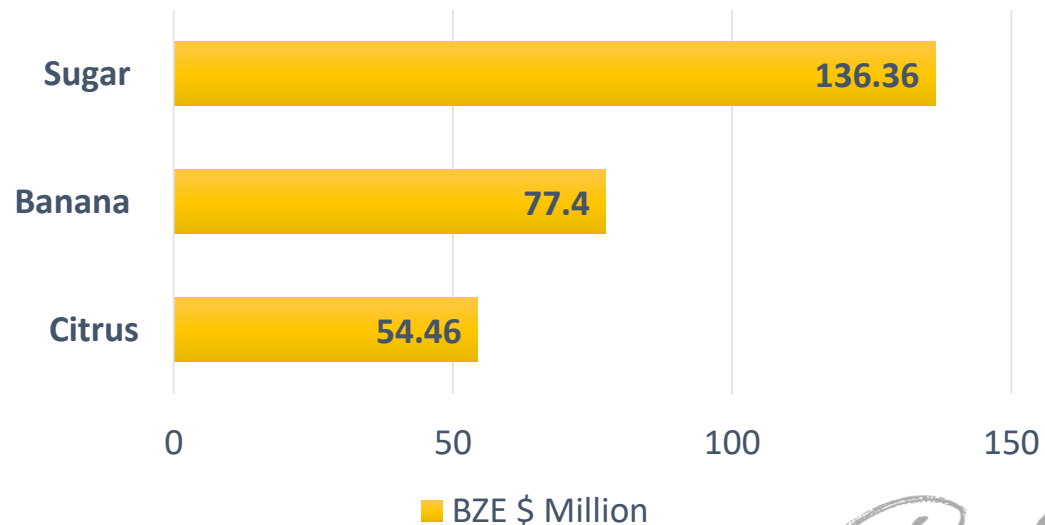
# AgriBusiness

## 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:

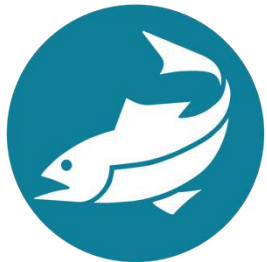
- ✦ Spiny lobster
- ✦ Queen Conch
- ✦ Sea Cucumber
- ✦ Finfish

### Current Culture Species:

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

### Main Export Markets:

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

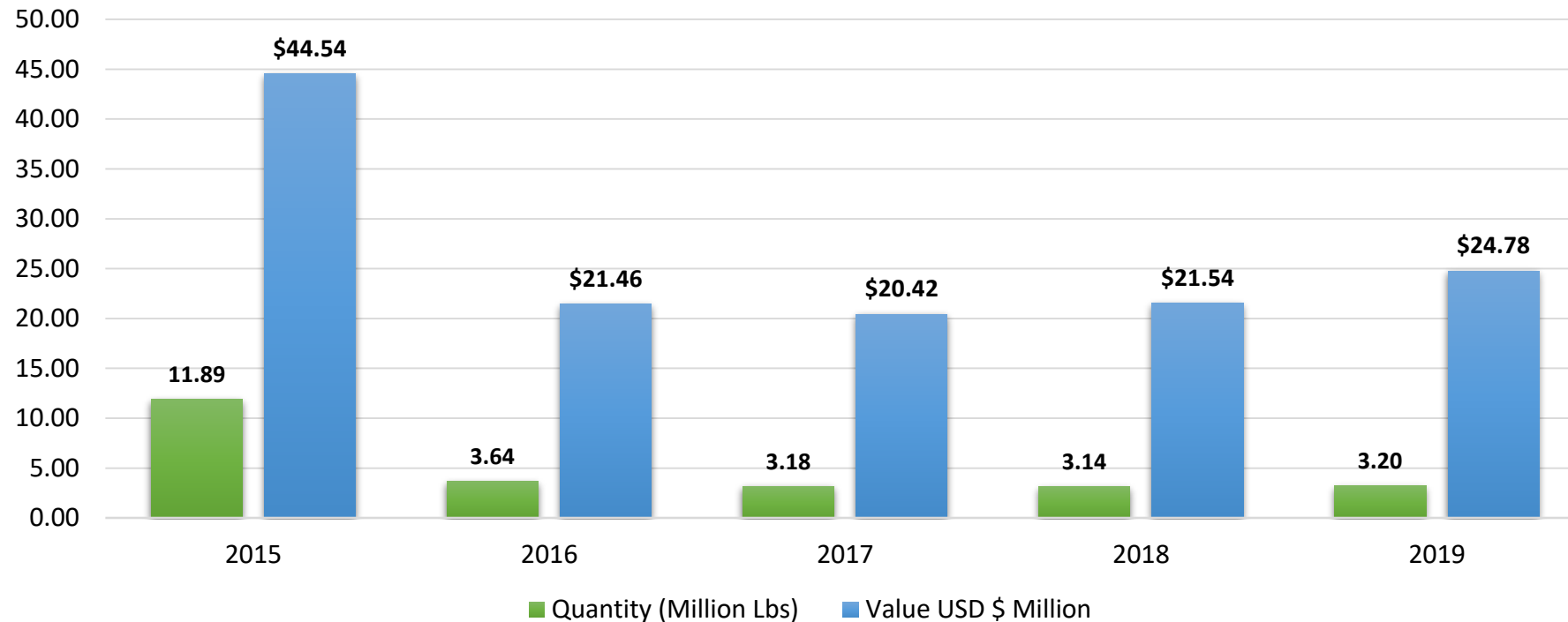




# Fisheries & Aquaculture

## Sector Profile

### Marine Exports 2015 - 2019

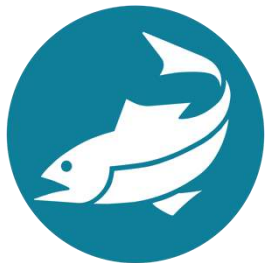


**Marine Export Products include:** Whole Fish, Fish Fillet, Lobster Tail, Lobster Meat, Shrimps, Conch, Crab, Ornamental Fish

# Fisheries & Aquaculture

## Investment Opportunities

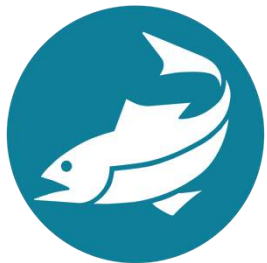
- ✦ **Marine Cage Farming** systems within the inner Barrier Reef Lagoon, which has major protection from Hurricanes due to the various Cayes and reef formation in the surrounding seas.
- ✦ **Freshwater Cage** farming systems in inland lagoon areas.
- ✦ **Earthen Embankment Ponds** to accommodate aquaculture 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

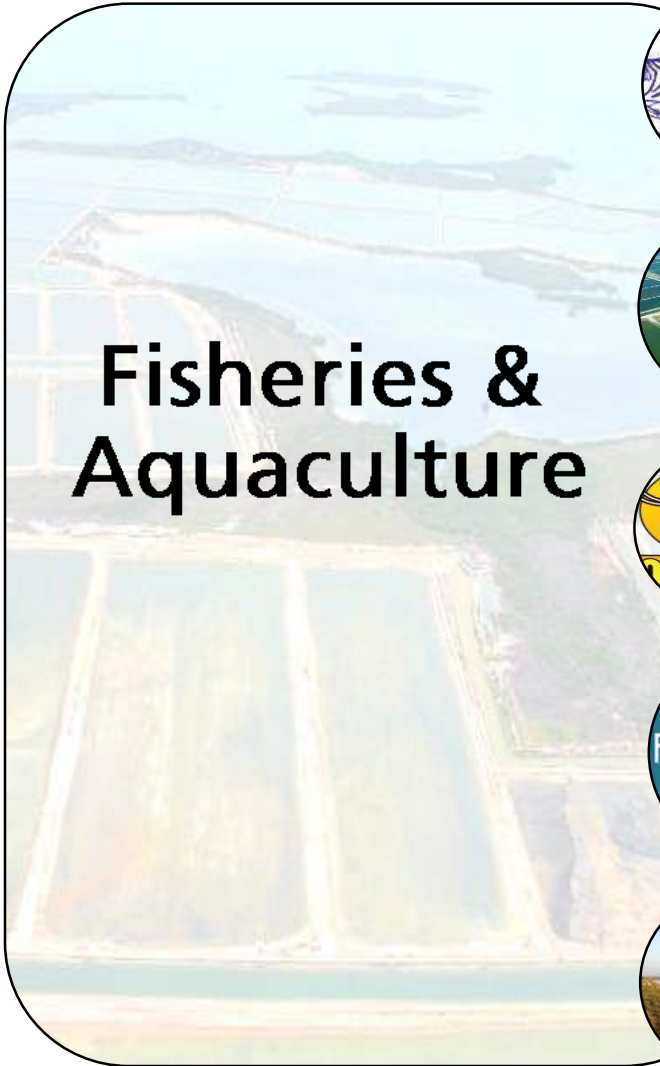
SEA  
CUCUMBER



SEAWEED



# Success Stories



**Fisheries &  
Aquaculture**



**Belize Aquaculture Limited**



**Paradise Shrimp Farm**



**Royal Mayan Shrimp Farm Ltd.**



**Fein Catch**



**Tex Mar Too**



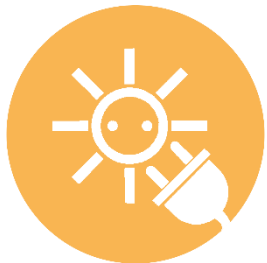
# Sustainable Energy



# 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)

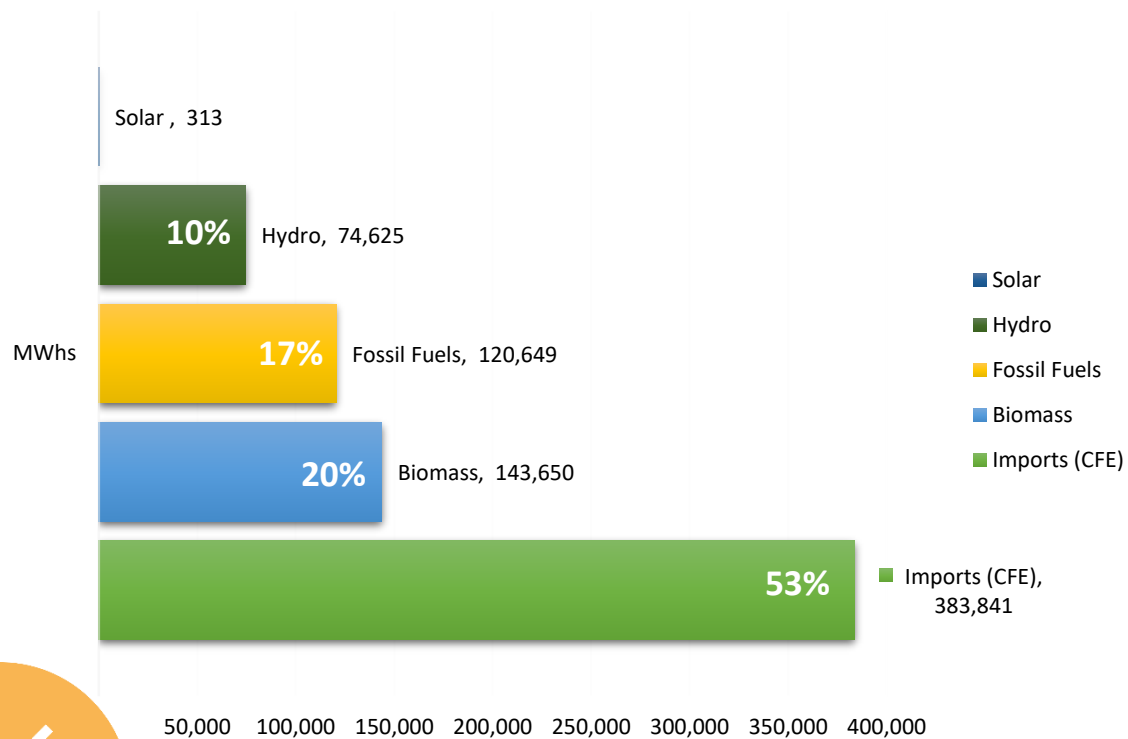


# Sustainable Energy

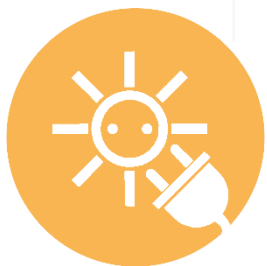
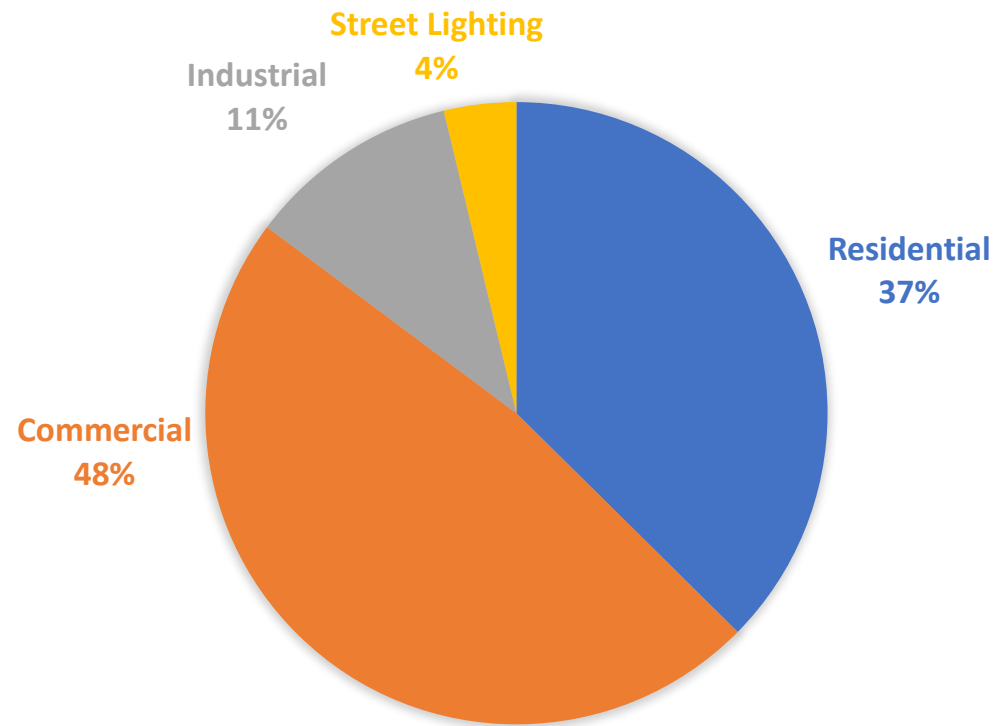
## Why Belize?

🌿 A keen focus on sustainable energy growth with export opportunities

### Energy Generated by Fuel Source 2019



### ELECTRICITY CONSUMPTION BY SECTOR IN 2019

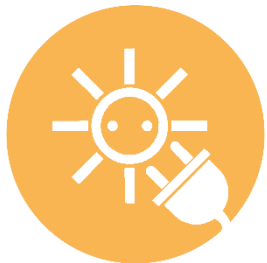




# Sustainable Energy

## 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**



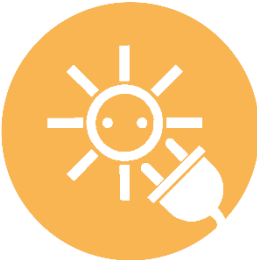
**Santander Group**



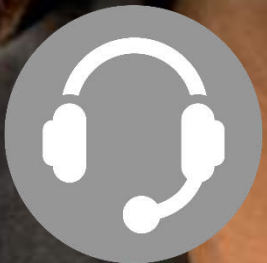
**BELCOGEN**



**BECOL**



# Offshore Outsourcing



  
**Beltraide**  
making  
business  
happen

# Offshore Outsourcing

## Sustainable Outlook

**26**

Active Contact Centers



**3,500+**

Workforce in the BPO Sector (2019)

**80%**

Sector Growth

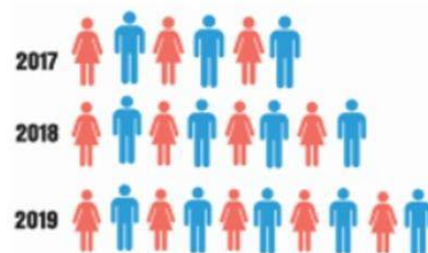


**Export Markets**

North America  
Europe  
Asia  
Australia

**23%**

Employment Annual Average Growth 2018 – 2019

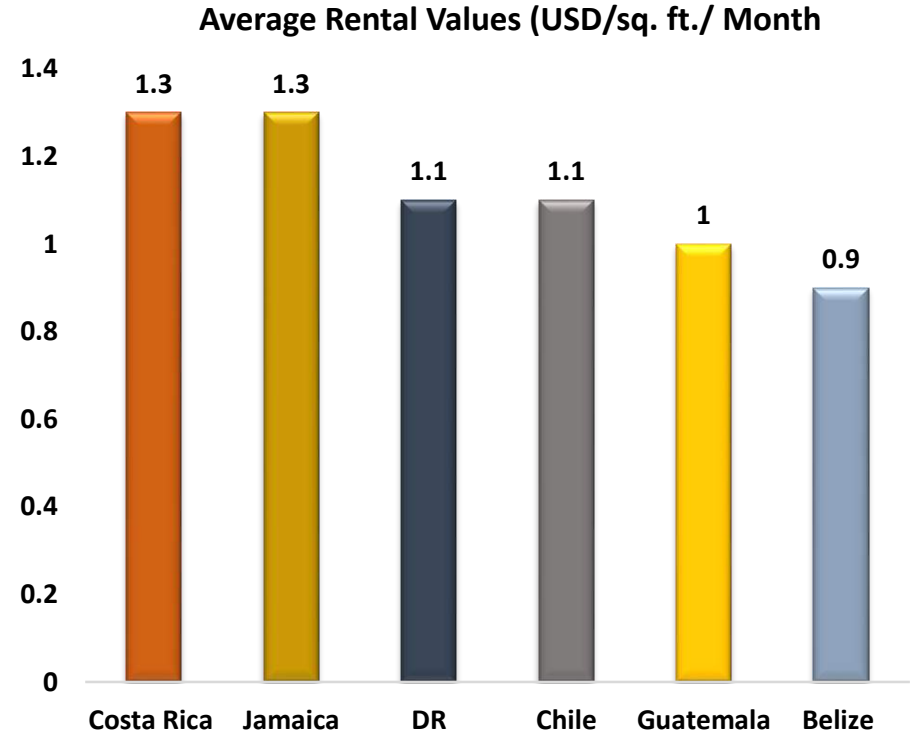
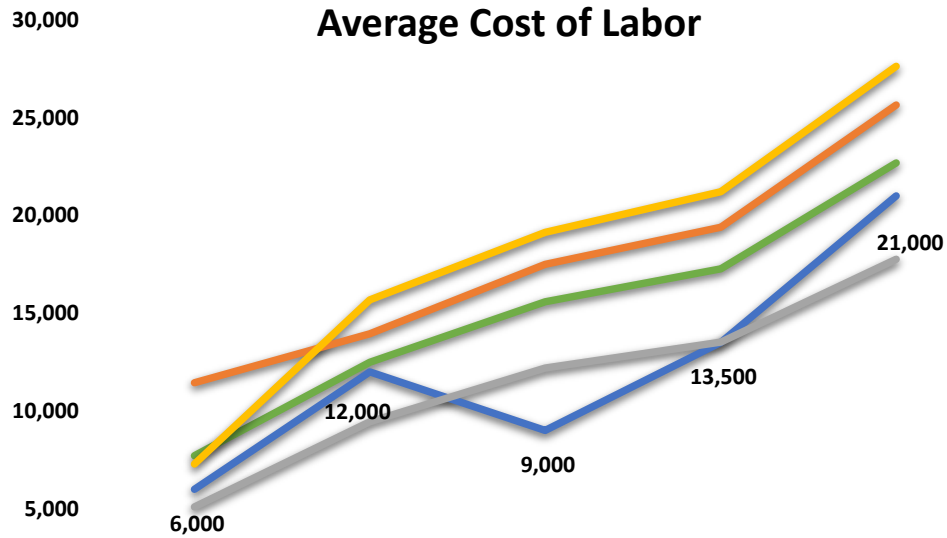


**11%**

Industry Export Growth

# Offshore Outsourcing

## Why Belize?



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

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

# Offshore Outsourcing

Major Brands Serviced



i'm lovin' it®

GLAMSQUAD

Morgan Stanley



# 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



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:**

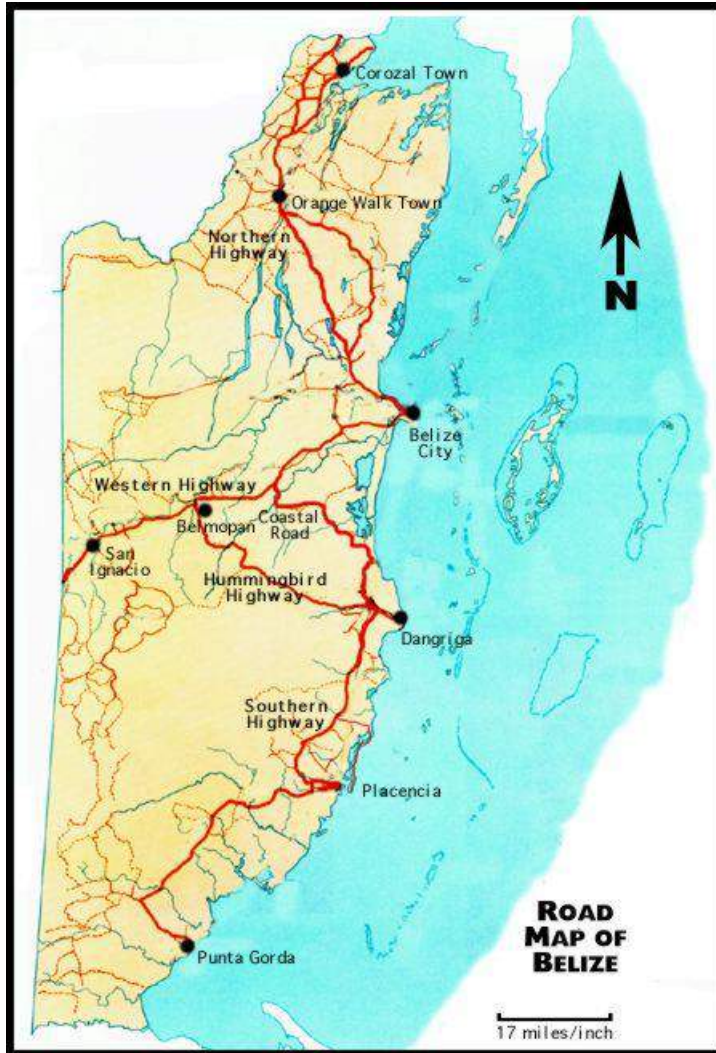
- Port of Belize Limited (privately-owned)
  - Port of Big Creek (privately-owned)
  - Commerce Bight Port (government-owned, under development)
- 
- **1 International Airport and 10 Newly Upgraded Domestic Aerodromes** for enhanced connectivity.
- 
- **1,900 miles** of road network and highway connectivity 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  
and 20 top destinations

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



**Beltraide**

making  
business  
happen



# 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

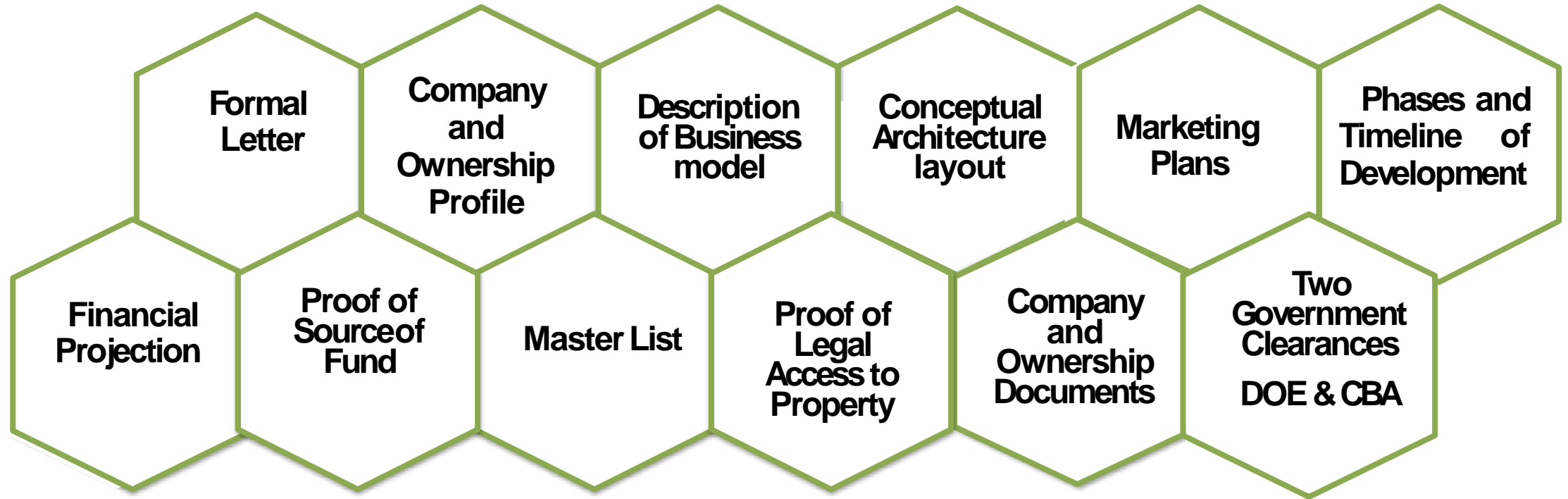


# Fiscal Incentive

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.

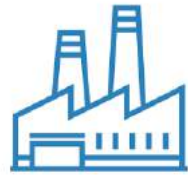


# Designated Processing Areas

## Eligible Activities



### Agro- Processing



### Manufacturing



### Data Processing



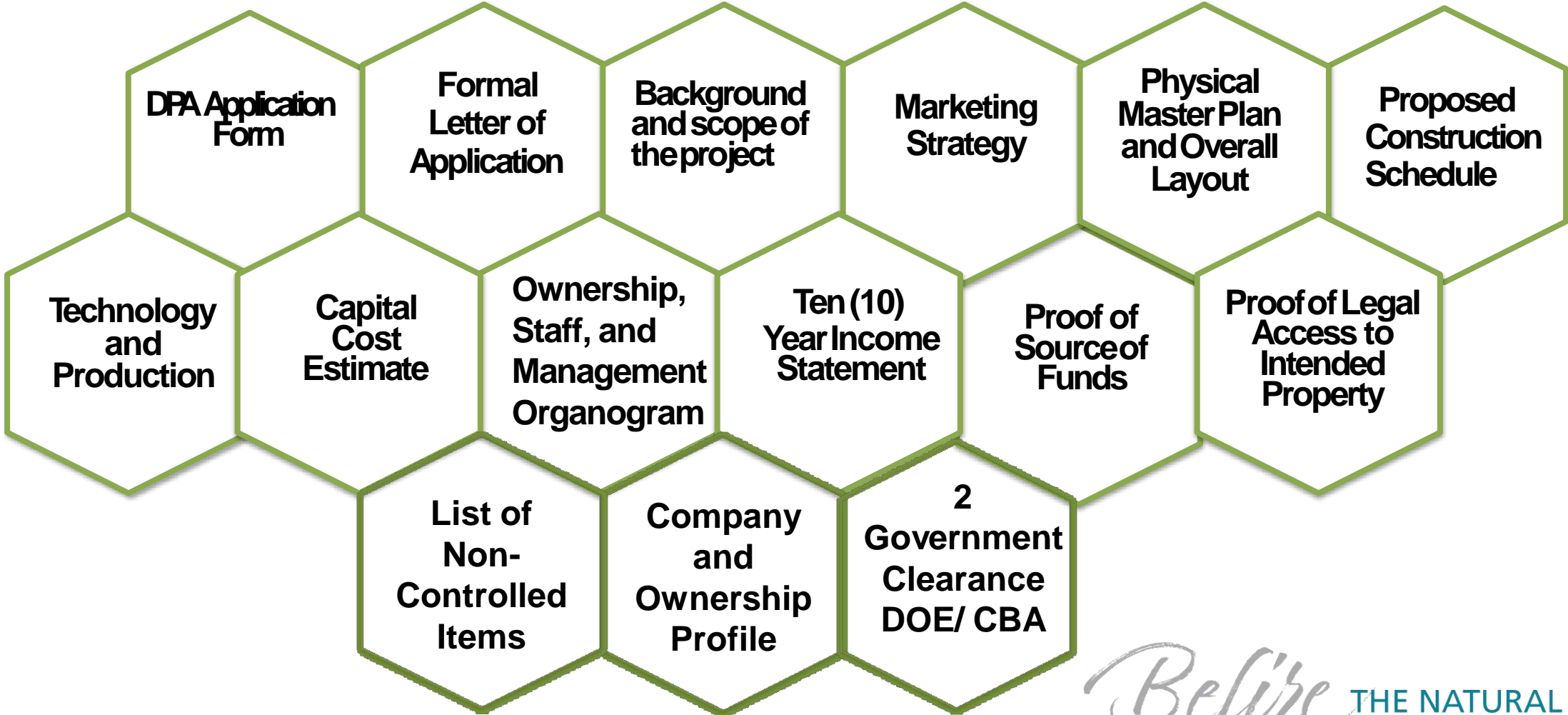
### Aquaculture

## 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.

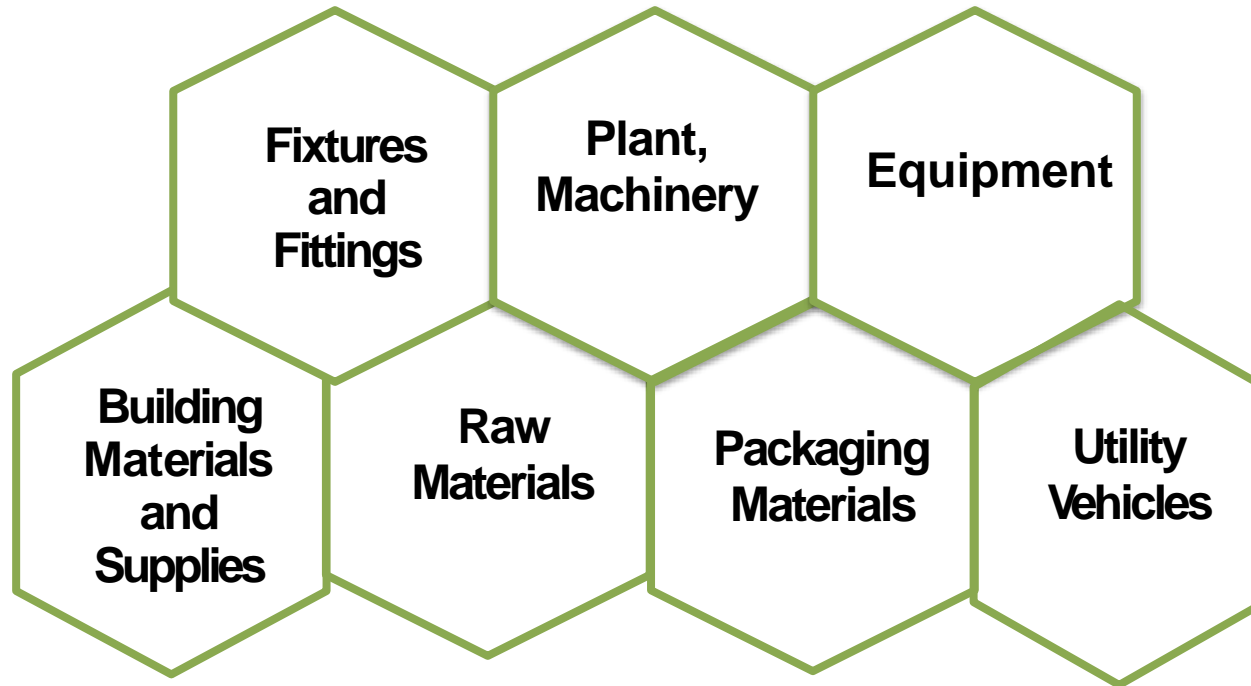
# Designated Processing Areas

## 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.



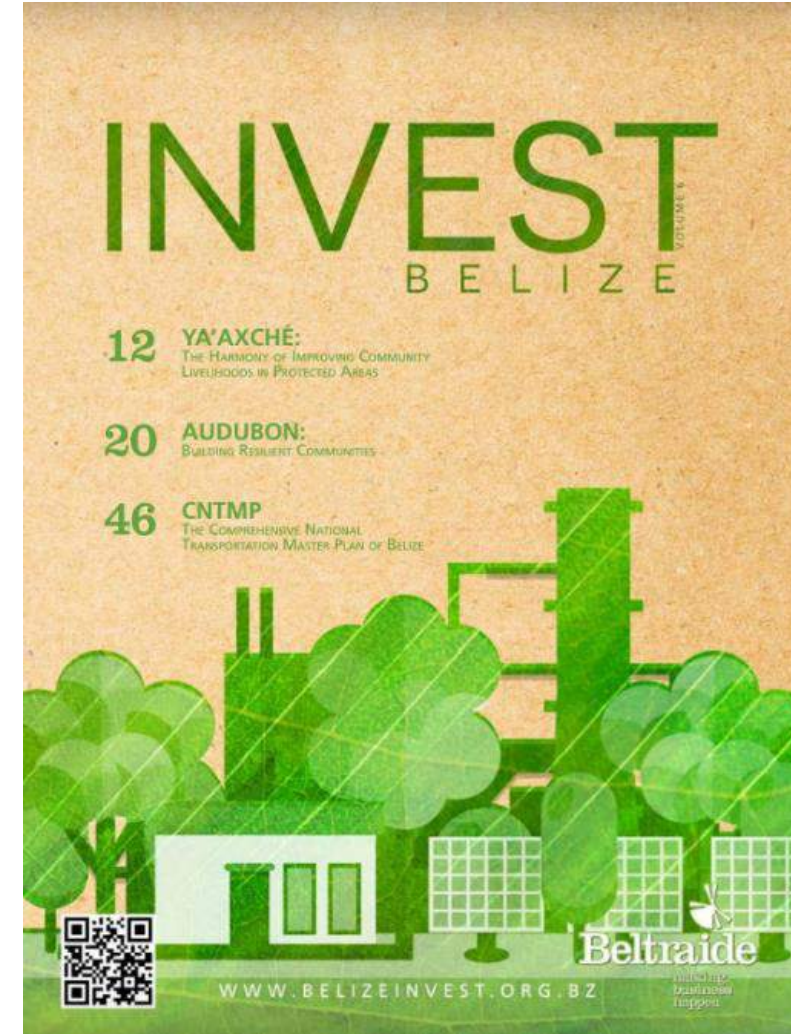
## STEP 04 Designated Processing Areas (DPAC) Decision

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

# Publications








# INVEST Belize Magazine



<https://www.investbelizemagazine.com/>


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# Belize Investment Spotlight - Newsletter

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## Belize INVESTMENT SPOTLIGHT

SHOWCASING ECONOMIC UPDATES, INVESTMENT OPPORTUNITIES AND SUCCESS STORIES.



June 30, 2018 - Vol 3: Agribusiness Diversification

### Agriculture: The Foundation of Belize's Economy



Historically, Belize is known for the production and export of traditional crops primarily: Sugar, Citrus and Bananas. As global markets grow more competitive and demand trends shift, the Belizean productive sector has diversified into the production and export of non-traditional crops such as grains (including rice and corn), a variety of beans, cacao, cotton, coconut, turmeric, and a variety of spices. Belize is a proven haven for investment opportunities in the agri-business and agro-processing sector, with close proximity to major markets including North, Central and South America as well as the Caribbean which serves as an attraction in itself for those seeking regional trade opportunities.

[Read More](#)

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[Agriculture: The Foundation of Belize's Economy](#)

[Success Story Video: Little Belize Exporters - Papaya](#)

[What is a CARICOM External Tariff \(CET\) Suspension](#)

[Improving community livelihoods through access to protected areas for Cacao and Honey.](#)

[Project Opportunity: YAXHA Ecological Resort](#)

### Investment News

June 11, 2018  
[Citrus Growers Share Experience](#)

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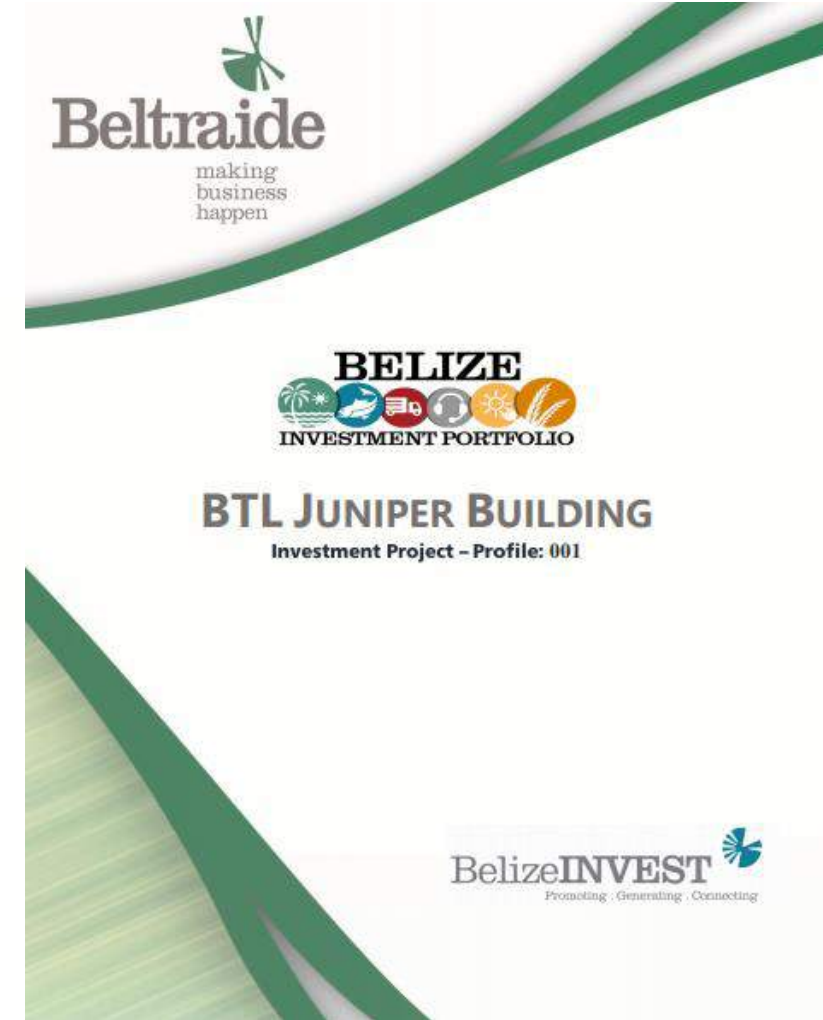
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# Made in Belize Catalogue





# Belize Investment Portfolio - Projects



<https://www.belizeinvest.org.bz/investmentprojects.html>

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# Thank You

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