



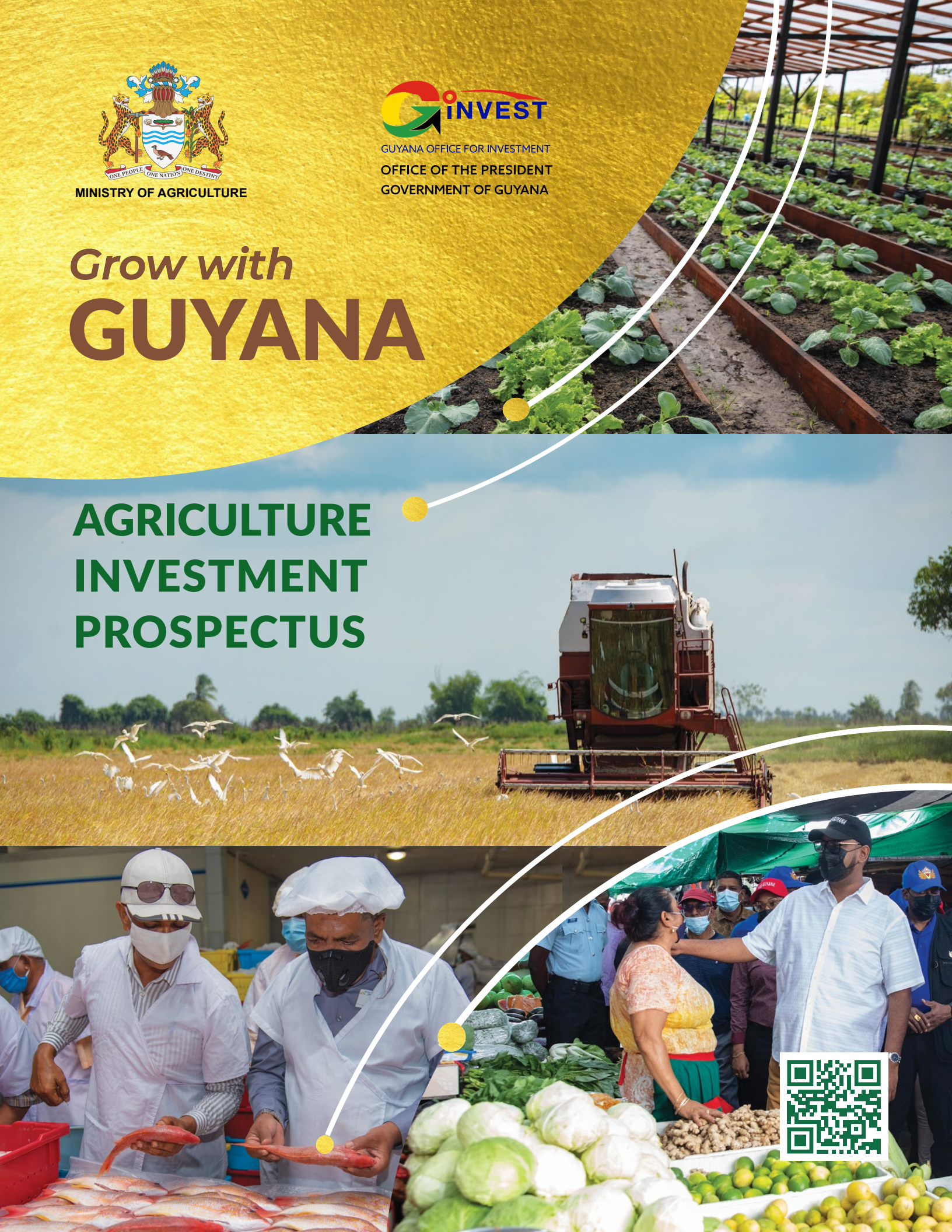
MINISTRY OF AGRICULTURE



GUYANA OFFICE FOR INVESTMENT
OFFICE OF THE PRESIDENT
GOVERNMENT OF GUYANA

Grow with
GUYANA

AGRICULTURE INVESTMENT PROSPECTUS



THIS PAGE REPRESENTS THE INSIDE FRONT COVER

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Message by His Excellency Dr. Mohamed Irfaan Ali, President of the Co-operative Republic of Guyana

Food insecurity is now an extant threat to humanity. Almost a third of the world's population is without food or unable to eat a healthy, balanced diet regularly. *The State of Food Security and Nutrition in the World 2021 Report* notes that the world is not on course to realize the goal of eradicating hunger and malnutrition by 2030. Consequently, more than half a billion persons are likely to face hunger by the end of this decade.

We, the people of the Caribbean, face our own food security challenges. More than 70% of the Region's food imports are imported. This dependence has increased the Caribbean's vulnerability to exogenous shocks in global food prices.

Presently, the Caribbean is reeling from the combined effects of imported food inflation as a consequence of the COVID-19 coronavirus pandemic, the supply-chain crisis, the war in Ukraine and climate change. This has impacted adversely on regional economies, increasing our already bloated food import bills and unsettling balance of payments problems.

The Caribbean Community (CARICOM) is taking steps to reduce these effects and to ensure greater economic resilience through food security. An initiative has been launched to slash extra-regional food imports by 25% by 2025. The success of this initiative is vital to regional food security. Over the long term, however, the Caribbean must be prepared to produce more of what it consumes and to consume more of what it produces.



CARICOM has recognized the importance of modernizing regional agriculture. This involves expanding regional production, introducing new and appropriate technologies, investing in human capital development and research and development, and intensifying intra-regional trade in agricultural commodities and products.

Investment and financing are vital to the transformation of regional agriculture. It was with this in mind that a decision was made for Guyana to host an agricultural investment conference to mobilize investment for the transformation of regional food systems.

The Agri-Investment Forum and Expo 2022 is that conference. It is aimed, inter alia, at furthering the Region's food system agenda, including the 25 by 2025 initiative. The Forum and Expo will highlight specific areas where investments and financing are needed. It will bring together investors and stakeholders and point them to emerging opportunities. And it will match bankable projects with available public and private financing.

I am confident that given its focus on practical outcomes, this Forum and Expo will be a tremendous success. Regional food security can only be enhanced by this event.

I welcome all the delegates and other participants to the Cooperative Republic of Guyana and to the Agri-Investment Forum and Expo 2022. My best wishes are extended for a successful event and for the future of regional food security.



Message by the Hon. Zulfikar Mustapha, Minister of Agriculture

Welcome to Guyana's premier Agri-Investment Forum & Expo.

The Agri-Investment Forum and Expo is an important step toward the goal of reducing CARICOM's food import bill of US\$6 Billion by 25% by the year 2025. It seeks to attract targeted investments in bankable projects within the agri-food systems of CARICOM Member States.

Our community undoubtedly has the resources and capacity to ensure greater regional food production and security. Reaching this goal, however, will require us to pool our collective resources to create a consortium capable of putting CARICOM on a path towards a sustainable agri-food system we all envision.

A major part of the equation for reducing our food imports and increasing production is investment in the agri-food value chain. The Agri-Investment Forum and Expo as a result, was conceived particularly with the intention of providing a platform for matching bankable projects with investment opportunities throughout the entire value chain.

Guyana has expressed its commitment in providing a business environment that is favourable for agri-investment. The Forum will provide critical information, and facilitate discussions directly related to Caribbean investment opportunities in the sector. The focus will be on agriculture financing, trade opportunities, cross-border investment zones, and infrastructural development needs.

We must not only dream about being efficient in food production, but be bold in taking the steps necessary, to make us leaders on the global front. It is my hope, that this Forum will serve to stimulate the kind of interest in fuelling investment in the sector. It therefore gives me great pleasure in welcoming you to the Agri-Investment Forum and Expo as full participants in this important process of driving investment in the sector.





Foreword by Dr. Peter R. Ramsaroop, MBA Chief Investment Officer/CEO, GO-Invest



Guyana's rapidly growing economy and improved transport infrastructure will vigorously impact trade with regional partners and expand the "El Dorado Corridor" with Suriname and Northern Brazil. Hence, this will establish a robust transport economy to move our agricultural products efficiently and reliably to market. The commencement of the Corentyne River bridge, will link Suriname and Guyana and will radically enhance trade and investments in Guyana. Both Guyana and Northern Brazil will benefit from the upgrading of the long-planned Linden to Lethem road and the Deep Water Harbour being developed in Berbice will further open the door to bilateral trade.

The year 2022 is unprecedented in Guyana's economic transformation into a regional powerhouse. Food security and expansion of agriculture is a central pillar in President Ali's vision for Guyana. We are creating a high yielding Agriculture sector to reduce the food import bill on CARICOM by 25% by 2025. The agriculture sector is poised to become one of the largest non-oil contributors to GDP. In 2021, the Agriculture sector accounted for 14% of GDP and \$72.5 billion in foreign earnings and is poised to become one of the largest non-oil contributors to GDP.

Approximately 8.4% of Guyana's land is currently used for Agricultural activities and is projected to grow to 60% in the medium term. Guyana is well positioned to become the regional breadbasket for the Caribbean by increasing productivity and fulfilling a larger share of the more than US\$10 billion CARICOM market. Attractive incentives exist to encourage large scale investments in the sector as well as fiscal measures implemented through the 2020, 2021 and 2022 national budgets to stimulate investments in Agriculture and Agro-processing.

The Guyana Office for Investment is committed to furthering our national agenda for Agriculture and offer the **following fiscal incentives to facilitate your investment after review of projects' eligibility:**

- Waivers of Import Duty and VAT on a wide range of machine and equipment for land preparation and cultivation including agricultural hand tools
- Waivers of Import Duty and VAT on agro-processing equipment
- Waivers of Import Duty on a wide range of agrochemicals (e.g., insecticides, herbicides, fungicides, etc.)
- No VAT on fisheries inputs
- No VAT on electricity and water
- No VAT on building and construction materials
- Tax concessions on Agriculture Investment in Agro-processing Facilities, Cold Storage and Packaging
- Tax Deductible Allowances for expenditures incurred—for development and cultivation purposes
- Concessions for large scale livestock farming



Opportunities for investors with a vision and a capacity to deliver are immense. Guyana is open for investments with its vast natural resources: a young, educated and English-speaking population; and stable and open financial markets. Guyana is well known as a progressive and business-friendly destination offering a wide range of attractive incentives and protections for foreign investors. In a microcosm, these incentives can range from exemption from Custom-Duty on most plant machinery and equipment, zero-rate of Value-Added-Tax on exports, and most importantly, full and unrestricted repatriation of capital, profits, and dividends.

President Ali's Administration is strongly committed to transforming and positioning Guyana as a leader in food security in the region. To this end, tangible commitments are being made by the Administration to achieve these goals. Guyana is poised to experience an economic boom in the medium- to long-term outlook. Projected GDP growth for 2022 is 47%, thereby positioning Guyana as the fastest and strongest growing economy in the world. Both Foreign Direct Investment and Local Content Investment are the engine for economic growth and development. The Guyana Office for Investment looks forward to its continued contribution to the growth of the economy.

Go-Invest looks forward to working with You, as an investor in our efforts to foster growth and development as well as tapping into the many lucrative and exciting opportunities on offer. We welcome You!

Why Guyana is *THE* Attractive Destination for Investors

Global agriculture investors have many options when it comes to directing capital. In 2022, [Guyana is the premier destination](#) for this with strong productive capacity, access to large regional and global markets, and supportive institutions committed to the sector’s development. While undergoing a rapid economic transformation, Guyana has chosen to invest in the infrastructure and conditions that facilitate the growth of the agriculture sector. We invite you, the investor, understand the tremendous opportunities available in Guyana and the compelling reasons for joining in the country’s evolution.

| Guyana by the Numbers | |
|--|--|
| Population (2022) | 792,971 |
| Official Language | English |
| Geographic Area | 215,000 square kilometres |
| Arable Land | 420,000 hectares |
| GDP (2021) | US\$5.47 billion |
| GDP Growth Rate (2021) | 19.9% |
| Non-Oil GDP Growth Rate (2021) | 4.6% |
| GDP per Capita (2021) | US\$6,956 |
| Exports (2021) | US\$4.36 billion |
| Currency | Guyanese Dollar (GYD) |
| Exchange Rate | 210 GYD: 1 USD |
| Inflation | 5.7% YoY (2021) |
| Agriculture and Agro-Processing Exports (2020) | US\$438 million |
| Top Export Destinations (2020) | <ol style="list-style-type: none">1. USA (US\$799 million)2. Canada (US\$418 million)3. Trinidad and Tobago (US\$282 million)4. Jamaica (US\$205 million)5. United Arab Emirates (US\$178 million) |

Sources: World Bank, GO-Invest, UN Comtrade/Observatory of Economic Complexity

World’s Highest Economic Growth Rate with Growing Demand for High-Value Food Products: Guyana had the world’s highest growth of GDP in 2021. Guyana will continue to have one of the most robust rates of economic growth globally and in the region, with the IMF forecasting growth of 47.2% in 2022 and 34.5% in 2023. Income per-capita will grow robustly, boosting domestic demand for high value agricultural products. Guyana’s growth is more remarkable in that it has proven resilient through the COVID-19 pandemic and now the war in Ukraine

that has made Guyana’s oil resources if anything more vital to the global economy. Economic growth is not new to Guyana. Over the decade ending in 2015, the year of the first major oil discovery, Guyana averaged 3.8% annual GDP growth according to the World Bank. By comparison, growth in the Latin America and Caribbean region over the same period was just 3.1%.

Vast Markets in North America, South America, and CARICOM: Markets are wider than just Guyana itself. Guyana is a member of CARICOM, which has a market of nearly 20 million citizens and receives more than 30 million annual visitors. CARICOM’s recently launched “25 by 2025” initiative sets a target to reduce regional agricultural imports, currently nearly US\$6 billion, by 25% by 2025. Guyana has long been called the “breadbasket of the Caribbean” and will play a key role in achieving this objective. Guyana’s strategic location links South America to the Caribbean and the Atlantic. Northwest Brazil finds its best outlet to markets through Guyana, a fact that will be enhanced with the investments to improve road linkages and port infrastructure.

Preferential Trade Agreements: Over 75% of Guyana’s exports enter destination markets duty-free. Guyana enjoys excellent relationships with its trading partners, including Brazil and the United States. Guyana also enjoys preferential access to major markets, including the United States, Canada, United Kingdom, European Union, and CARICOM.

Ideal Climate and Geography: Guyana offers a Climate between 25° C and 29° C all year round. Its tropical climate has long growing seasons, with two rainy seasons from May to August and November to January. Guyana’s location is away from both hurricane and earthquake zones. There is a diverse range of productive geographies including coastal land, inland savannahs, forests, and extensive water resources and coastline.





Facilitative Investment Environment: Guyana has a very generous and attractive investment regime for both local and foreign investors with stable macroeconomic conditions. Investors are permitted the unbridled repatriation of profits. The Investment Act affords foreign and domestic investors equal treatment and protection under Guyanese law.

Pro-Enterprise Government: The Government of Guyana is making robust investments in economic diversification and is committed to supporting the agricultural and agro-industrial sector through policies and investment incentives aimed at fostering private sector investments and growth. Sugar and rice are the traditional crops which have been key agricultural exports. In recent years, a range of non-traditional crops and products have seen impressive export growth. There will be major investments in infrastructure, facilitating further expansion of agriculture in a sustainable way.



My investment experience with the Guyana Office for Investment has been amazing & trustworthy. Time to time valuable advice from the relationship with the Investment Officers always maintained my confidence. This ultimately made my company grow to achieve my set financial goals. From guiding me in the initial days of my investment to streamlining a successful and profitable company at present, the support throughout the application process, facilitation has been incredible. The Government agencies involved always ensured accountability during monitoring and due diligence to ensure that all concessions are maximized and utilized as intended. GO-Invest has definitely played an important role in developing my company and the country by extension.

Shameer Mohamed – Owner, Royal Chicken

Focusing on a Low Carbon Development Strategy 2030: Guyana's already green credentials from its vast forests and biodiversity were further enhanced when with Norway, it established one of the first models of payment for forest climate services. This came as part of the country's Low Carbon Development Strategy which seeks as one of its pillars, to embrace new, low carbon economic sectors while also expanding traditional sectors such as agriculture with major emphasis on value addition.

Abundant Energy Resources: The cost of electricity will be cut in half within 36 months as excess natural gas associated with offshore oil wells will be piped onshore and fed into a new power plant. Solar and wind energy are expanding, and a major hydroelectric project will begin construction in 2022.

The human capital capacity among young people in Guyana is one of the most compelling factors for investing in Guyana's agriculture sector.

Kapil Mohabir - Head Grower, Plympton Farms

Capable Guyanese Partners: International investors will find capable Guyanese partners, many of whom are members of the Guyana Manufacturing and Services Association (GMSA). The Government of Guyana enjoys excellent private sector cooperation through the Private Sector Commission (PSC), Guyana's umbrella private sector body. The American Chamber of Commerce (AMCHAM) also plays an active role in working with the Government and making international investors feel welcome and well-informed. The Georgetown Chamber of Commerce and Industry (GCCCI) is matched by proactive chambers in Guyana's other regions eager to welcome you, connect you and support you.



Skilled Human Resources: Guyana has a skilled and trainable workforce with one of the most competitive manufacturing wages in the Caribbean and Central America. Guyana has invested in agricultural education to serve the sector. The Guyana School of Agriculture, a post-secondary specialized college, has played a role in both research



and training to support the sector. A dynamic food and beverage sector already produces a range of high value products and exports to many global markets. Successful international partnerships with globally recognized brands bear testimony to the potential of the country to fulfil the investment and growth goals of international firms.

AgroServices Inc.

We believe in using efficient systems that provide effective results. We are one of the few local companies that have met the standards of the international markets. We have worked closely with the relevant government agencies to ensure our facility is up to standards. Our main focus is to ensure a steady and reliable supply of fresh food to the Oil and Gas Industry as well as all major supermarkets and restaurants. AgroServices Inc. stands ready to partner with international investors to expand our processing facility to meet the demand of regional and other international markets. We are ready for investment, are you?

Godfrey Scott – Director, AgroServices Inc.

Why Guyana's Agriculture Sector Has Become So Attractive

Agriculture Has Always Been a Leading Sector for Guyana: The agricultural sector, led by sugar and rice production, has traditionally been a critical segment of the Guyanese economy. In 2021, agriculture accounted for nearly one-quarter of non-oil GDP and over 13% of employment. In recent years, agricultural production has diversified and new opportunities have emerged in coconut, palm, peppers, and a range of horticulture products. Dynamic agro-processors have been a cornerstone of Guyana's broader manufacturing sector and long involved in the export of products to regional and

global markets. With its plentiful and varied land endowments, Guyana has long been vital to the food security of the Caribbean. This has been reinforced recently with the CARICOM 25 by 2025 initiative and growing market linkages.

Guyana's Agriculture is Diversifying and Moving to Higher Value Products: While sugar and rice have made up the bulk of Guyana's agricultural exports, there is now a trend towards higher value products and to agro-processing with higher value-added food products.

With suitable climatic conditions and abundant arable lands, Guyana is an ideal agriculture investment destination. With current efforts to reduce energy costs and further promote value added and manufacturing activities, the agriculture value chain is poised for strong expansion. The country's Free Trade Agreements as well as its location and proximity to Regional and North American Markets, auger quite well for Export Opportunities.

Patricia Bacchus – Managing Director, Caribbean Container Inc.

Opportunities Exist in a Wide Variety of Products: These include fruits and vegetables, coconuts, heart of palm, spices, peppers, herbs, tea, coffee, cacao, and many others. Processed food products include coconut water, jams, purees, sauces, spices, oils, vegetable oils, ice cream, and prepared foods. Non-food manufacturing based on agriculture includes biofuels, plant-based cosmetics, and plant-based packaging. While the traditional exports will remain important to the agricultural economy in Guyana (and continuing to present investment opportunities), the high-value agricultural products present growth and investment opportunities for investors looking to sell into domestic, regional, and international markets.

Access to Open Land: Substantial tracts of land amounting to 40% of Guyana's total area are available to investors, with much of this being well-suited for highly productive agriculture. The Government of Guyana recently announced that 25,000 acres of land is to be made available for lease to private investors in the agriculture sector – a continuation of the trend of expanding available land. Agricultural leases on public land range from 25 to 50 years, while 99-year leases are available.

Animal Products: The livestock, dairy, poultry, and small ruminant sectors are growing rapidly. Substantial amounts of land are available for livestock rearing to support this growth. With rising incomes and increasing numbers of visitors, domestic demand for beef looks to expand over the coming years. Guyanese agro-processors are already making a range of dairy products available in the market. The CARICOM market has strong demand for mutton and chevron products. The growth of these animal products will also be supported by growth in the production of corn and soya for feed.

Seafood: Guyana has ideal conditions for a dynamic seafood and fisheries industry. Aquaculture is a growth sector with shrimp, catfish, tilapia, and pacu,

among others, being produced. These make up one of Guyana's largest food product exports with sizable existing trade relationships with buyers in the Caribbean, North America, Europe, and Asia.

The Three "Cs" – Coconuts, Cocoa, and Coffee: The international coconut products market is booming. High quality cocoa is in high demand in international markets seeking to diversify from an over-reliance on West African production. Coffee production, with certain varieties and in some locations, is also feasible and has successfully been tried.

Grandeast Inc.

Grandeast Inc. was established with the principal objective of aquatic products processing, packaging and trading/export. We have had great success in Guyana as well as tremendous support from the Government of Guyana in our venture. The Ministry of Agriculture and the Guyana Office for Investment have been instrumental in ensuring that our investment was facilitated smoothly. We have completed construction of our seafood processing plant and have had successful testing of the product. We see Guyana as a premier destination for Agriculture not only regionally but globally. There is tremendous untapped opportunity in Guyana and we have already began sourcing through the fishing industry. Our goal is to increase the quantity and quality of packaged aquatic products for Guyana's export market to supply Asian, European and North American markets. We are earmarked to employ 250 persons in Guyana and look forward to continued cooperation in growing the Agriculture sector in Guyana.





Citrus and Tropical Fruit: Guyana's soil is suitable for fruit cultivation. Market potential exists for oranges, grapefruit, tangerines, limes, mangoes, zapota, papayas, pineapples, and passion fruit. Exporters must be able to establish modern post-harvest handling and quality systems to prevent spoilage in transit and must meet international phytosanitary controls.

Organic Products: Guyana has large tracts of land free of agricultural chemicals, providing a unique opportunity to meet a growing demand for organic products in North America and Europe. Organic cocoa, pineapple, and heart of palm are already grown for export. Opportunities exist for a range

of organic vegetables, such as cucumber, pumpkins, watermelon, melon, long beans, and callaloo within the Caribbean and North American markets.

Commercial soybean cultivation is suited for the Rupununi area. This can be used as an input into livestock locally. Guyana has partnered with Brazilian interests for commercial-scale soybean production.

Agricultural Support Inputs and Technologies: Since the non-traditional agricultural sector is still emerging, there is an ongoing need for investment in inputs, machinery, technology transfer, and support services. These include seeds, fertilizer, pest control, water management, agricultural machinery, agro-industrial equipment, packaging, and productivity-enhancing software.



Access To Dynamic Markets

Guyana's Domestic Market: Guyana, with its tropical climate and rich land and marine resources, is largely self-sufficient in food. But the rapid growth in incomes derived from oil resources will have many influences in the agricultural sector. First, people tend to eat a more varied diet in more meat and fish, fruits and vegetables (including organic), and processed foods. The local agricultural economy would best respond to this need by producing more grains (corn and soybean) to feed livestock, grow more organic and conventional fruits, and increased the amount of processed food available from local processors.

Second, it is important to invest in increased agriculture both to meet increased demand, but also create a diversified economy that can take advantage of market opportunities in both regional and international markets. Third, there will be opportunities to supply a growing business catering to tourists and business travellers. Emphasis is now

being put on both traditional crops as well as new and emerging ones by the Government and business.

Regional Integration: As a member of CARICOM and home of the organization's secretariat, Guyana is deeply integrated with a regional market consisting of more than 18 million consumers across 15 member countries. Within CARICOM, Guyana is a hub of regional economic activity and accounts for 30% of intra-CARICOM trade.

Guyana is committed to the CARICOM 25 by 2025 initiative which aims to reduce the US\$5 billion regional food import bill by 25% by 2025. Guyana is one of the few members that has sufficient land to ramp up agricultural production to meet this US\$1.25 billion target. The Government is working with the region to remove all historic barriers and impediments to intra-regional trade, promoting agribusiness and the complete transformation of regional food systems.

Demand for food in CARICOM goes beyond citizens. As a leading regional destination for tourism, the Caribbean saw 32 million annual international arrivals prior to the pandemic – a figure which is expected to rebound as international travel opens to meet pent up demand.

Retailers in the CARICOM region, including Massy Stores, EcoMax, Leader Price, and Carrefour, are interested in purchasing fresh and processed agricultural goods from Guyana if quality and quantity requirements can be met. There are excellent investment opportunities for the production of meat, poultry products, milk, and milk products for both domestic consumption and export to the Caribbean.

Guyana is located near a number of other countries which can be attractive markets such as Brazil and Venezuela. Brazil is a market destination and a source of investment capital and partners with expertise in large-scale agriculture such as soybeans and sugar.

Global Connections: Guyana is well integrated with the global economy through existing trade linkages and frameworks that facilitate trade and investment. Guyanese products enjoy preferential access to a number of key major global markets – including the United States, Canada, the European Union, and the United Kingdom.



Guyana has bilateral investment treaties in effect with China, Germany, Republic of Korea, Switzerland, and the United Kingdom. The country continues to push for increased integration into the global economy to facilitate investment and has agreements pending signature or ratification with Brazil, Cuba, Indonesia, Kuwait, and the United Arab Emirates and ongoing negotiations with several other countries.

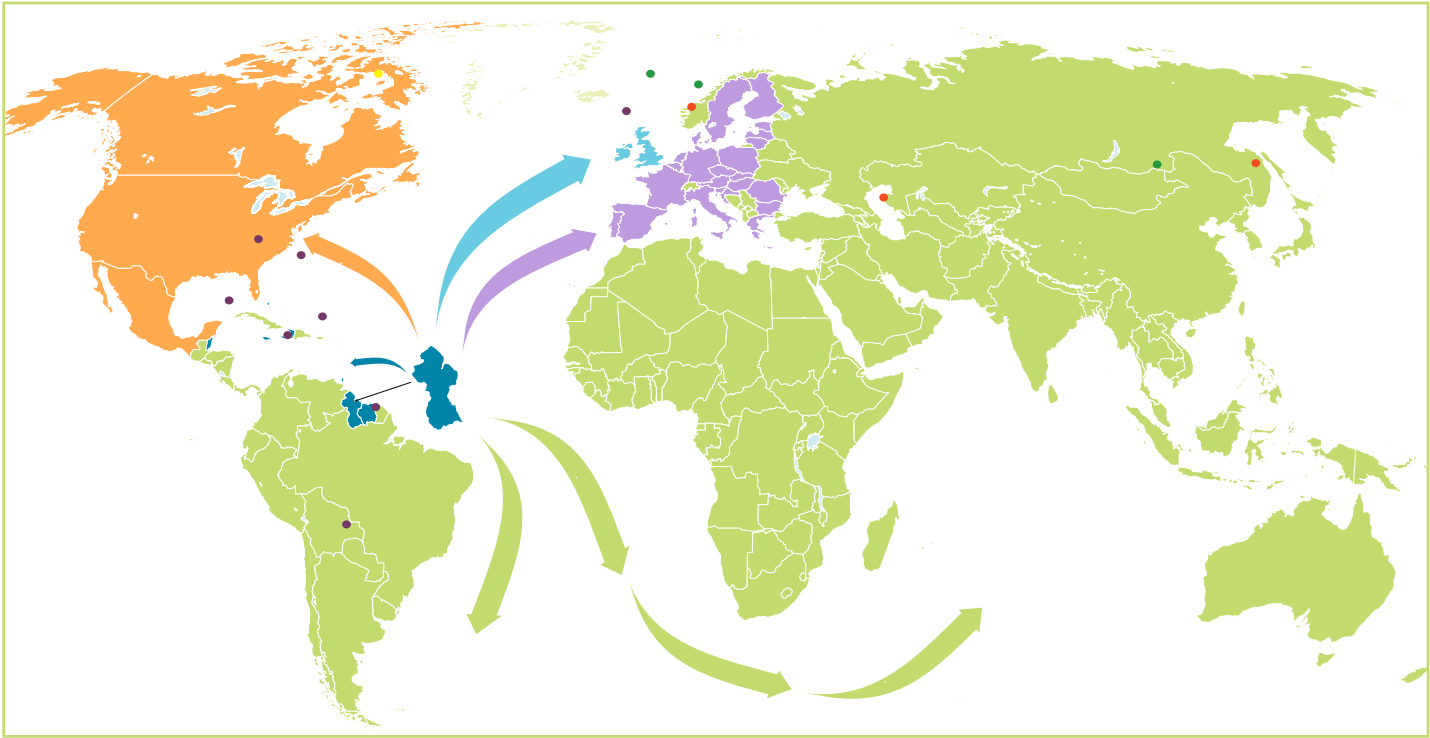


Demerara Distillers Limited (DDL) is a public company with shares traded on the Guyana Stock Exchange. Delivering a diverse range of products and services, DDL operates with a social conscience and a deep commitment to environmental sustainability. For three centuries, the core business of our company has been the production of Demerara Rum. From the establishment of the Guyana Office for Investment and its mandate to provide assistance to access government's fiscal incentives and investment promotions and facilitation, the agency has always supported DDL with distinction. GO-Invest has marketed our products across the world at world stage events giving us and Guyana significant mileage. Our company recently embarked on the modernization of our Bottling Plant. With the assistance of GO-Invest we were able to invest in the most technological advanced machines and equipment.






Under our Tetra Pak line, healthy and delicious fruit juices are also produced by TOPCO brand. The fruit juice operations range from fresh juice delivered to homes and premier restaurants and hotels to conveniently packaged juices done in a state-of-the-art Tetra Pak packaging plant. Again, with the support from GO-Invest DDL were able to benefit from investment incentives for the successful establishment of the juice line. DDL wish to encourage support for GO-Invest and its continued development.



Guyana's Global Reach







Agricultural Exports

| Destination | Exports (USD) | Share |
|---|-------------------------|-------------|
|  CARICOM | \$ 78.0 million | 17.8% |
|  North America (US, Canada, Mexico) | \$ 77.0 million | 17.6% |
|  United Kingdom | \$ 37.2 million | 8.5% |
|  European Union | \$ 109.2 million | 24.9% |
|  Rest of World | \$ 136.9 million | 31.2% |
| Total | \$ 438.3 million | 100% |

Agricultural exports defined as Animal Products, Vegetable Products, Animal and Vegetable Bi-Products, Foodstuffs, and Animal Hides
Source: UN COMTRADE/Observatory of Economic Complexity

Treaties

-  **CARICOM**
Antigua, Bahamas, Barbados, Belize, Dominica, Grenada, Haiti, Canada, Jamaica, Montserrat, Saint Lucia, St. Kitts and Nevis, St. Vincent and the Grenadines, Suriname, Trinidad and Tobago
-  **Investment Treaties**
Kuwait, South Korea, Switzerland
-  **Trade Agreements (Bilateral and Regional)**
Argentina, Colombia, Costa Rica, Cuba, Dominican Republic, Venezuela, USA, EU, Brazil
-  **Investment and Trade Agreements**
China, UK, Germany

Guyana's Reform Agenda Means the Time is Right for Investors

The Government sees improving the regulatory environment of the country as imperative to help create jobs, attract new and retain current investments, facilitate business growth, and transform the oil revenue into shared prosperity for all Guyanese. The focus is on improving the quality of public services and creating a conducive environment for doing business. Actions are underway to incorporate technology-based solutions and make paying taxes less costly for companies by removing the VAT on electricity, water, cell phones, exports, and machinery and equipment.

Simplifying Registration Procedures: The Ministry of Tourism, Industry, and Commerce (MinTIC) is coordinating the implementation of several priority initiatives to lower the cost and time of doing business. Specific initiatives include a Single Window for Trade; a comprehensive review of the business processes for all trade-related agencies;

a Single Window for Construction Permits and the One-Stop Shop for Business Registration. This single entry point system will provide a faster, more efficient process for new business registrants, importers, exporters or new developers.

Boosting GO-Invest: At the same time, GO-Invest is also being strengthened as a vehicle to attract and facilitate investment and export promotion. GO-Invest will be your partner in the investment process.

Facilitating Digital Government Interaction: The National Data Management Authority is executing the national eGovernment programme, guided by the “Digital Government Roadmap” developed in collaboration with the Government of Estonia, the world leader in eGovernment. Guyana’s digital transformation will improve business-government interface through transparent and efficient processes.

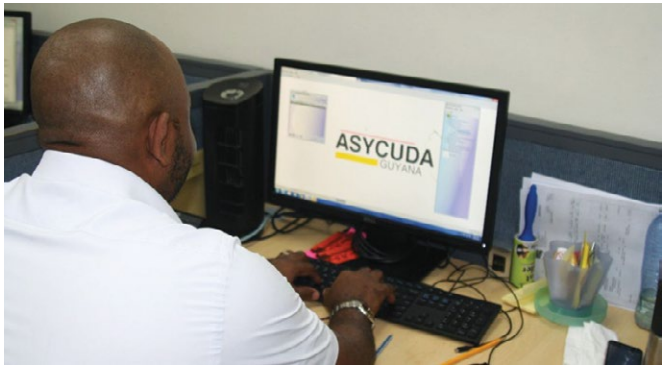


Improving Access to Credit: Private credit has expanded in recent years and, per the Bank of Guyana, lending to businesses increased by 10.4% year-over-year in 2021. The agriculture sector saw even higher growth in lending during that period with 19.4%. The Government of Guyana is currently working to develop a Secured Transaction Framework (STF) to enhance the credit environment in Guyana. The introduction of supporting legislation and the development of an electronic registry system to register and publish security interests assigned by borrowers to creditors will also provide an effective mechanism for securing credit.

Streamlining Revenues: The Guyana Revenue Authority (GRA) is pursuing a number of initiatives to improve the delivery of its services such as comprehensive reviews of

legislation, implementation of additional non-intrusive methods of Customs examinations; implementation of the Single Window Automated Processing System (SWAPS); expanding e-payment facilities; completion of the roll-out of the Automated System for Customs Data (ASYCUDA); and first phase roll-out of the Optimal software solution to bring together taxpayer information, transaction, and communications within one system.

Enhancing Payment Systems: The Government intends to engage financial systems vendors to further integrate the systems in central government with the National Payment System. This will enhance the processing of all payments electronically thus reducing reliance on paper-based payments. When fully operationalized, all Government payments, as well as business to business payments through the banking systems will be instantaneous and the security of financial transactions will be substantially improved. MinTIC is proceeding with the finalization of the Electronic Communications and Transactions Bill of 2019, which will provide for the facilitation and regulation of secure electronic communications and transactions and for their legal recognition; promote the development of the legal and business infrastructure necessary to implement secure electronic commerce; and increase use of electronic records.



Guyana's National Budget 2022: Proof of Government's Commitment to Economic Growth

The 2022 National Budget demonstrates the Government's strong commitment to fostering economic growth for the country and investing in the agriculture and agribusiness sector as one of the drivers of the Guyanese economy. The US\$2.6 billion budget is the largest ever for Guyana and includes funding for transformational investments in the energy sector and infrastructure which will lead to more competitive firms and enhanced connections to markets.

Agriculture Investments and Initiatives Are Backed by the Budget: The budget demonstrates that the Government's commitment is backed by commitments in water resources, plant breeding, production, livestock, fisheries, and commercialization. Approximately 5.2% of the budget is allocated to agriculture. Let the financial facts speak for themselves:

• Agriculture Investments and Initiatives

- US\$62 million allocated to further upgrade drainage and irrigation
- US\$1.4 million for plant breeding, agronomy, plant pathology, entomology and value-added products
- US\$4.8 million to further advance corn and soya bean production in 2021 and 2022
- US\$4.7 million allocated for livestock development
- US\$3.6 million will be allocated to support the fisheries and aquaculture sectors
- Hosting of regular Farmers Markets across the country - this will help farmers find ready markets for their produce

• Energy Investments

- US\$139 million for the energy sector including:
 - US\$99 million for the Gas-to-Energy Project which encompasses a 300 MW power plant, for which construction is expected to start in the third quarter of 2022 and be completed by the fourth quarter of 2024
 - US\$7.6 million for projects to upgrade Guyana Power and Lights distribution network
 - US\$5.2 million for solar farm intervention this year, adding 2.25 MW of power
 - US\$2.8 million for the construction of a 1.5 MW hydropower plant and the rehabilitation and upgrading of an existing 700kW hydropower plant
- Amaila Falls Hydropower Project with an expected capacity of 165 MW will begin construction in 2022 and be completed by 2027



• Infrastructure Investments

- US\$234 million for roads including funding for highways, rehabilitation of several primary roads, and funding for hinterland roads
- US\$131 million for bridge construction and rehabilitation, including the construction of a new four-lane bridge across the Demerara River
- US\$9.5 million for airport and airstrip infrastructure across the country, including US\$4.4 million to modernize Cheddi Jagan International Airport to fully comply with air transport international standards
- Ongoing collaboration with the Government of Suriname to bridge the Corentyne River, facilitating bilateral exchange



Guyana's Economic Enablers

Facilitating Guyana's development are enabling factors which support all economic sectors and contribute to a dynamic and rapidly evolving economy.

Transportation and Logistics

Guyana has an evolving transportation network linking the country domestically and internationally through roads, bridges, ports and harbours, ferries, airports, and airstrips.

With Guyana's economic transformation, the Government has committed to implementing an integrated national infrastructural development programme comprising improving international, hemispheric, and regional connectivity; creating, re-establishing, and improving communication linkages between and among major urban, rural, hinterland and inland centres; and prioritizing farm to market access to promote increased production and reduce the cost of production as well as improve trade and competitiveness.

The bridges and roads networks are undergoing a process of comprehensive upgrading and expansion across the country's 10 administrative regions. The Government has recognized that a high-quality transportation fleet is a necessary complement to the improved road network. The Government is therefore committed to enabling Guyanese businesses to renew and expand their transport fleets by acquiring, newer, safer, and more efficient vehicles.

Guyana has two international airports. The Cheddi Jagan International Airport (CJIA) and Ogle International Airport are both close to Georgetown. CJIA is the main international airport while Ogle Airport is the principal airport serving hinterland destinations. Expansion and upgrading of CJIA to meet world class standards will be completed this year. To facilitate hinterland development, the Government has placed emphasis on the upgrade and enhancement of the services provided by hinterland airstrips and aerodromes, including nearly US\$3 million for improvements in 2022 alone.

Construction on Guyana's first deepwater port began in 2021 at the mouth of the Berbice River, 110 kilometres from Georgetown. The US\$130 million project is anticipated to be completed by 2023. The port will include dedicated facilities for agricultural exports. Planning for an additional deepwater port in Eastern Guyana are also underway. This second port will be able to accommodate large cargo vessels and position Guyana as a hub for trade among other South American countries.



Energy

While electricity availability and costs were once major barriers to Guyana's industrial development, the ongoing transformation of the economy is supporting rapid and ongoing improvements. In 2021 alone, the electricity supply grew by 4.7% and major projects are underway to substantially increase the supply of affordable electricity. The Government has targeted a 50% reduction in the cost of electricity over the next 5 years.

Diversification of the energy matrix is a priority for the Government as the focus is placed on shifting power generation from heavy fuels-based sources, toward natural gas and renewable sources of energy such as hydroelectricity, biomass, wind, and solar sources, to supply the electricity in the most economical and reliable way. As part of this process, increasing private sector participation in the energy sector will set the path for optimal and economical expansion of the generation system in Guyana. To incentivize the deployment of renewable energy, the

Government is providing tax incentives to ensure that prices for renewables remain competitive with conventional imported resources.

The Government has initiated a transformational Gas-to-Energy project, recognizing the potential of natural gas as a transition fuel. This project will allow for the phasing out of the use of expensive and carbon-intensive heavy fuel oil and will reduce costs substantially below the current levels. This project encompasses the establishment of a power plant to generate 300 MW of power as well as a Natural Gas Liquids plant that will cover domestic demand.

Construction of the Amaila Falls Hydro Project, with an expected capacity of 165 MW is expected to begin in 2022 and be completed by 2027. Once operationalized, the facility will significantly reduce the cost of energy for both businesses and households.



The Government is also funding smaller scale projects for solar and hydro power that will increase supply in the immediate term. Upgrades to the distribution network will also increase reliability of the grid and expand access to new areas.

Banking and Finance

Guyana's long history of stable and prudential macroeconomic policy supported a banking sector which is itself stable and liquid with commercial interest rates on par with regional peers Jamaica and Suriname, despite the challenges of the pandemic



and changing global conditions. The financial system consists of a combination of licensed commercial banks, insurance companies, small lenders, credit unions, and licensed non-bank financial institutions. The sector is growing rapidly, with several new banks entering the market in recent years and more entrants pending.

The Government has underscored the importance of a rapid upgrading and strengthening of Guyana’s financial services sector to meet the needs of increasingly demanding clients. To support this, the Government has made significant progress in modernizing payment systems infrastructure, led on digitization, and encouraged greater bank savings.

Information and Communications Technology

On assuming office in August 2020, the Government liberalized the telecommunications sector. This was driven by their recognition of the vast transformative potential of the telecommunications sector. Immediately following this liberalization, three operators were granted new telecommunications licenses. The Government maintains an open-door policy for international companies wanting to enter the local telecommunications market. To further support the development of the sector, a national Information and Communications Technology (ICT) policy is slated for completion during the first half of 2022.

Network infrastructure is improving across the country driven by both public and private investments. The Government has recently added 30 kilometres of fibre optic cable with expanded LTE coverage. Meanwhile, a new sector entrant announced in February 2021 plans to invest US\$200 million in a subsea fibre-optic cable. Additionally, the Government has increased connectivity across the country through new connections. The Government is increasing the number and quality of access points across the country, particularly in remote areas with previously limited access.



The Government is committed to improving ICT literacy so that the employability and productivity of the population are improved. In 2021 alone, over 1,300 young people benefitted from training in areas ranging from word processing to robotics, networking, and programming. The Government is targeting another 3,000 beneficiaries this year, through events such as innovation and coding camps.



Water

Ensuring access to quality water nationwide is paramount. The Government is committed to expanding potable water coverage and improving water supply infrastructure nationwide. To guide these efforts, the Guyana Water Incorporated (GWI) commenced the implementation of its new strategic plan for 2021-2025 to improve access to potable water, enhance the quality of service and reduce

non-revenue water. This move will substantially increase water-use efficiency across all sectors and improve the sustainable management and availability of our water resources. The Government is also working towards the establishment of a National Water Council to rationalize the country’s water resources through an Integrated Water Resources Management Framework.

Water is a critical input for agricultural production. Therefore, the Government will continue to strengthen the drainage and irrigation network nationwide to reduce flooding and improve water access to approximately 36,300 acres of farmlands. Additionally, the Low Carbon Development Strategy 2030 makes provision for support to be given to the development of a national water management strategy that addresses surface water, groundwater, rainwater, as well as watershed management. This will help develop an efficient water use system for crops and animals to enhance productivity and conserve natural resources for the benefit of downstream users and ecosystem services.



Inputs and Technical Assistance

Agricultural production is supported by a strong network of institutions and service providers offering technical assistance, skill development, and other supporting services. There are many distributors of farm equipment ranging from very large tractors and farm equipment to the small hand-held tillers, as well as seeds, irrigation equipment, fertilizer, and agricultural chemicals.



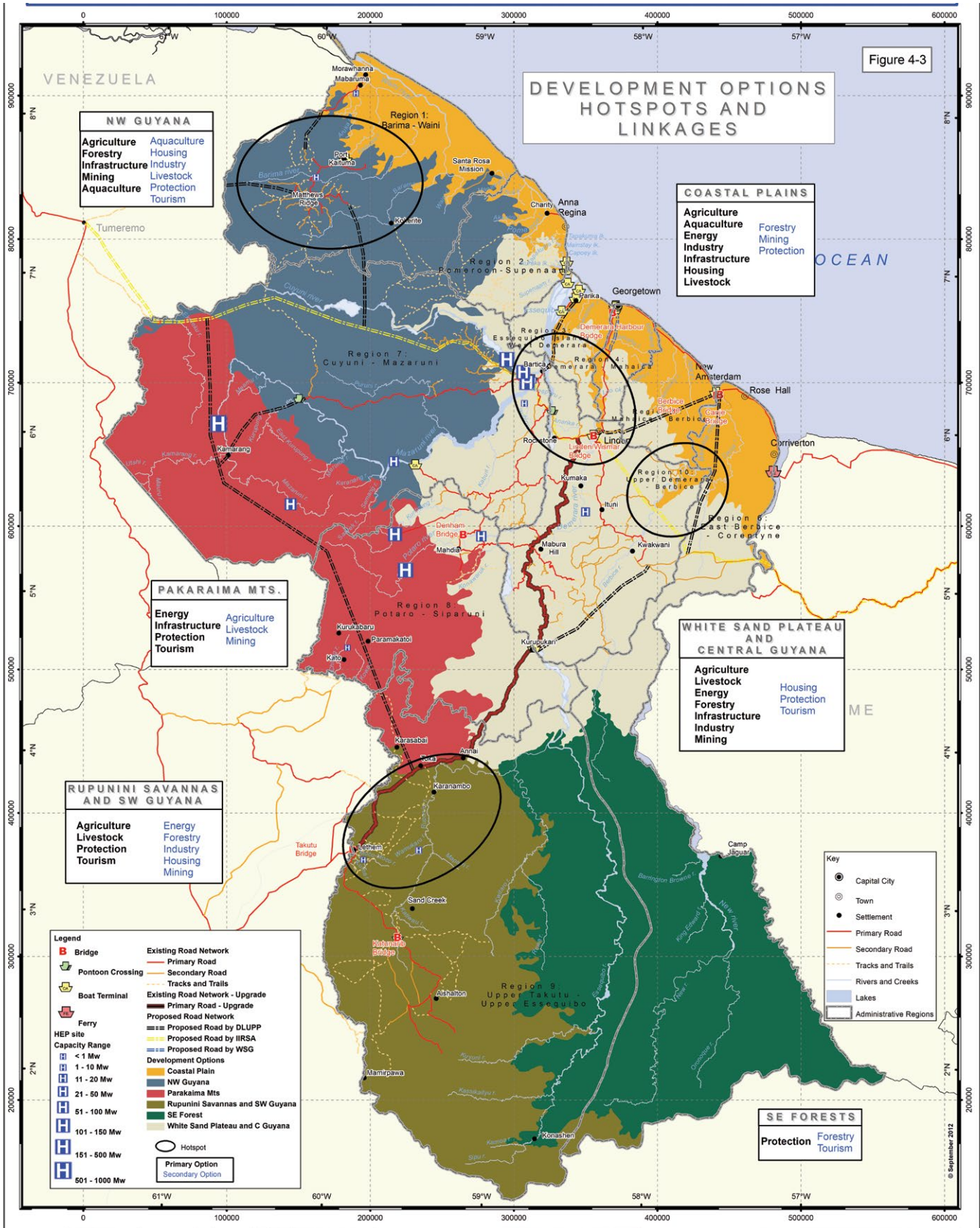
The National Agricultural Research and Extension Institute (NAREI) is Guyana’s premier research and extension organization supporting the non-traditional crops sector (fruits and vegetables) while the Guyana Marketing Corporation (GMC) promotes the cultivation and export of Guyana’s non-traditional agricultural crops to regional and extra-regional markets.

Several international development partners including the Inter-American Institute for Cooperation on Agriculture (IICA), the Food and Agriculture Organization (FAO) and Global Affairs Canada provide agriculture technical assistance within Guyana in areas such as sustainable livestock and crop production systems, climate smart agriculture, technology application, and value chain development.

Infrastructure to Facilitate Growth: Recent, Current and Planned Projects

| | | |
|---|------|---|
| Cheddi Jagan International Airport Modernization Project starts | 2018 | |
| | 2018 | Sherriff Street-Mandela Highway Expansion Project starts |
| Upgrading of electronic payments system initiated (Guyana Payments Systems Project) | 2018 | |
| | 2020 | Diamond to Mocha Interlink Road starts |
| Stabroek Redevelopment Project starts | 2020 | |
| | 2020 | Georgetown Seawall Enhancement Project starts |
| Berbice Deepwater Port starts | 2021 | |
| | 2021 | 2021: Eccles to Great Diamond Four Lane Highway starts |
| 2021: Mandela-Eccles Road Project starts | 2021 | |
| | 2021 | Diamond to Mocha Interlink Road starts / completed |
| Upgrade the River and Coastal Water Transportation Network starts | 2021 | |
| | 2021 | Hope Wind Farm Project starts |
| Housing Expansion Program | 2022 | |
| | 2022 | Sherriff Street-Mandela Highway Expansion Project completed |
| Ogle to Eccles Bypass Road Project starts | 2022 | |
| | 2022 | Mandela-Eccles Road Project completed |
| Amaila Falls Hydro Project starts | 2022 | |
| | 2022 | Gas-to-Energy Project starts |
| New Demerara Harbour Bridge starts | 2022 | |
| | 2022 | Vreed-en-hoop Deepwater Port Project starts |
| Corentyne Main Road from Palmyra to Crabwood Creek starts | 2022 | |
| | 2022 | First phase of the Road to Brazil (Linden to Mabura Hill Road Project) starts |
| Rehabilitation of major hinterland bridges - Kurupukari to Lethem corridor starts | 2022 | |
| | 2022 | Guyana/Barbados Food Terminal starts |
| Corentyne Bridge linking Guyana to Suriname starts | 2023 | |
| | 2023 | Eccles to Great Diamond Four Lane Highway completed |
| Hope Wind Farm Project completed | 2023 | |
| | 2024 | New Demerara Harbour Bridge completed |
| Stabroek Redevelopment Project completed | 2025 | |
| | 2025 | Gas-to-Energy Project completed |
| Amaila Falls Hydro Project completed | 2026 | |

Geo-Map of Agro-Ecological Zones and Investment Opportunities



Guyana's Specific Investment Opportunities

Building on Guyana's strong fundamentals, the agriculture sector presents a range of high potential opportunities for investors from inputs to production to processing to marketing. Highlighted here are several vibrant growth areas which will be at the forefront of Guyana's agricultural expansion. For each of these we provide an overview and identify specific areas of opportunity that investors may pursue as they join in the country's transformation and growing prosperity.



LIVESTOCK, DAIRY, POULTRY, AND SMALL RUMINANTS

| Beef | |
|---------------------------------|-------------------|
| Production Volume (2020) | 3,023 tonnes |
| 5-Year Production Growth | 48.5% |
| 5-Year Annual Growth Rate | 8.2% |
| Head of Beef Cattle (2021) | 135,000 (est.) |
| Poultry Meat | |
| Production Volume (2020) | 47,112 tonnes |
| 5-Year Production Growth | 49.4% |
| 5-Year Annual Growth Rate | 8.4% |
| Eggs | |
| Production Volume (2021) | 57.3 million |
| 5-Year Production Growth | 195.6% |
| 5-Year Annual Growth Rate | 24.2% |
| Mutton and Chevron | |
| Production Volume (2021) | 106,488 kilograms |
| Head of Sheep (2021) | 42,603 |
| Head of Goat (2021) | 23,200 |
| Source: Ministry of Agriculture | |

Fuelled by strong domestic and export demand, Guyana's livestock, dairy, poultry, and small ruminant sectors are experiencing annual growth that will only accelerate as per capita incomes rise and export market opportunities expand.



Cattle and Livestock

There are five ranches in Guyana that have 1,000 to 10,000 head of cattle and 68 ranches with 100 to 1,000 head of cattle. There are also some 1,900 ranches of medium and small size. **There is pastureland available in the intermediate savannahs in the interior of the country.** This expanse of savannah is open reducing the need to burn hence reducing the level of deforestation.

There are approximately four registered abattoirs in operation in Guyana that meet local standards. With some upgrading, they will be able to reach international standards. A new state of the art abattoir is presently under construction at Onverwagt, West Coast Berbice and will be able to reach the requisite international standard for export. In Guyana, meat production reached 2,927 tonnes in 2020 and is forecast to reach over 3,700 tonnes by 2026.

Investment Opportunities in the Cattle Sector

- Cattle rearing in the intermediate savannahs thereby reducing the conflict presently experienced with rice farmers and cattle farmers. Accessibility is primarily by water, roadways and by air. The land is primarily high land area which experiences no threat from flooding or high tides.
- Establishment of large-scale fattening facilities in an effort to reach export market within specified timeframe.
- Investment opportunities exist in the establishment of processing plants to process various cuts of meat at acceptable standards.
- Production of halal meat and milk, for both large and small ruminants.
- Production of value-added products such as minced beef, salted beef and further processing, such as production of leather from hides.

Dairy

The main production areas for milk are in the coastal plain (Regions 2,3,4,5, and 6). There are 519 dairies in operation. Locally produced fresh milk is often marketed directly by the farmers to nearby consumers as raw (unpasteurized and warm) milk. Customers routinely boil the milk and consume it daily (no storage or further processing). However, with the influx of attractively imported powdered, and more recently, pasteurized liquid milk, competitively priced, consumers nationwide have more choices.

Sterling Products Limited produces butter, margarine, ice cream, ghee, and yogurt. Most of these products are made from reconstituted milk.



A new investment by Amaya Milk Company will create a modern plant for pasteurizing milk and eventually the production of milk-based products and flavoured milk. With the introduction of these locally produced milk products, Guyana’s milk import bill, currently estimated to be US\$35 million annually, will see a significant reduction.

Sterling Products Limited utilizes locally produced fruits to make two sets of dairy products, the Igloo and Royal Ripple premium line of ice creams and YO’great Yogurt. The company’s sales of these products have skyrocketed since the oil and gas boom, as we supply the offshore rigs.

Based on demand, Sterling currently imports its milk to produce its dairy products, but the company would prefer to buy local milk once it is available. Sterling is happy to know that the Government of Guyana is taking steps to restart and strengthen the milk industry and it has started with the investment in the importation of animals, Guyana has the land, the climate is good, and the experience is there.

Soon, Sterling will be launching a line of Greek Yogurt products and plans are also underway to expand the ice cream line of products.

In terms of investments in the coconut industry, Sterling has made a US\$60M investment to establish a UHT packaging plant and coconut estate to expand its coconut water line of products which is currently made from locally grown coconuts on Guyana’s coast. The initiative will also look at planting other crops such as cassava, eddo, and plantains to produce pre-cooked products and chips.

My word of advice to investors, Guyana is a place where significant investments are being made in the agriculture sector and there are a lot of foreign direct investment interests. Local businesses need to seize these opportunities and look for partnerships. The Government has already demonstrated its commitment to improving the agriculture sector by making land available, offering attractive incentives, and enacting the right policies. The agriculture sector is the biggest sector to take off!

Mr. Ramsay Ali - Chief Executive Officer, Sterling Products Ltd

Investment Opportunities in the Dairy Sector

- Production of value-added dairy products (UHT fluid milk, butter, cheese, yogurts, and others)
- Creation of cooling and collection sites for the production of small farmers, as well as refrigerated trucks for hauling raw milk to processing plants.
- Establishment of a modern milk processing facility to produce milk powder
- Establishment of a puree plant to produce value-added milk-based products incorporating tropical fruits
- Investments in commercial dairy enterprises to increase local milk production
- UHT milk production
- Production of goat milk and by-products such as goat cheese
- Processing of milk into specialty cheeses (e.g., Paneer)

Poultry

There are approximately six hundred commercial chicken producers in Guyana, raising an estimated 2,500,000 chickens. Many of the chicken producers are relatively small. However, there are few larger growers/processors. For example, Toucan and Royal Chicken INC. rear their own chickens. Bounty Farm have contract farmers that assist in producing chickens for their processing activities. The poultry producers purchase feed from three feed producers: Guyana Stockfeeds Limited, Bounty Farm Limited, and Dence Feed Mill. Much of the feed is imported from the United States. Guyanese broiler meat production increased from 42 to 49.8 million kg between 2018-2021, while production of table eggs rose from 32 million to 57.3 million during the same period.



Guyana is largely self-sufficient in fresh/ frozen poultry meat products but imports in excess of US\$3 million worth of processed products annually. Likewise, the country anticipates increased demand in the local market, including through tourism coupled with the offshore oil sector.

Investment Opportunities in Poultry

- Increased production and marketing of broiler meat, table eggs, and layers including raising Jersey Black Giants, one of largest dual-purpose breeds.
- Producing other types of specialty birds including duck, geese, and quail.
- Production of value-added product for the domestic market.
- Production and export of niche market and value-added poultry products for regional and international export markets.

Small Ruminants

Guyana currently has 130 registered sheep farmers and 50 registered goat farmers raising an estimated 42,600 sheep and 23,220 goats. Meat production and slaughtering takes place on both a formal and informal basis. In the formal setting regulations and main standard practices must be adhered to such as Good Agricultural Practices (GAP), Good Manufacturing Practices (GMP) etc. The slaughter and handling of animals and carcasses are done in a hygienic manner to minimize contamination. In the informal setting the basic hygienic practices may be over-looked, for example, there is no cold storage for carcass after slaughter.

According to the FAO, 95% of slaughtering of small ruminants is informal in Guyana, whereas only 5% is formal. Presently there are no laws or regulations surrounding the slaughter of small ruminants as they are for cattle. As such “bottom-house slaughter” is the common practice. Marketing for mutton/chevon is a challenge since the informal setting for slaughtering dominates in the small ruminant industry. Local production has a specific target market which deals with chopped mutton sold at meat stalls in the markets. **Rosignol Butchery** has contracted farmers who adhere to specified requirements. Local production does not supply the high-end local market.



Guyana imported 13.8 tonnes of mutton valued at US\$10.5 million. CARICOM imports for mutton and chevron products amounted to US\$19 Million in 2018 and the region imports approximately 10,000 tons of mutton and lamb annually from Australia and New Zealand alone. Four major markets for small ruminant meats in CARICOM are The Bahamas, Jamaica, Trinidad and Tobago, and Barbados, with Jamaica importing about 1,500 tonnes annually.

Guyana’s mutton production increased from 65,443 kg to 69,012 kg between 2019-2021 while production of goat meat grew from 98,188 kg to over 106,000 kg in the same period.

Investment Opportunities in the Small Ruminant Sector

- Increased production of lamb and goat meat and special cuts
- Improved breeding programs to introduce more productive species, like the Black Bottom species of sheep from Barbados.
- Specialized slaughterhouse facilities that meet Codex and ISO 9001 standards.
- Cold chain facilities and equipment to store and distribute meat products safely.
- Specialized meat processing facilities barbeque, smoked, etc.
- Export marketing and specialized domestic marketing - sale of hides for crafts, etc.

LIVESTOCK FEED

Guyana’s national feed consumption for the poultry industry is 113,000 tonnes annually, valued at US\$25 million annually. With additional imported feed demand expected to grow in the coming years, the Government of Guyana has taken steps to promote domestic cultivation of grains like corn and soya bean. For example, the Government in its 2020 Emergency Budget, removed Value-Added Tax (VAT) on agricultural machinery, fertilisers, agrochemicals, and pesticides, making it more feasible for such investments. An allocation of approximately US\$5 million has been earmarked during 2021 and 2022 for further infrastructural development related to corn and soy cultivation. Specifically, this will fund:

- Construction of a 47 KM road which will ensure accessibility to 61,000 hectares of prime farmland for corn and soy cultivation.
- Construction of a drying and storage silo to ensure adequate storage capacity and reducing post-harvest losses, possibly in a public-private partnership.

With ample suitable land available for grain production, the country presents opportunities for investment in the production of corn and soya, as well as sorghum. Up to 85,000 acres are available in the Intermediate Savannah (Ebini). Public investment has been earmarked for the cultivation of corn and soya bean, and other large-scale agricultural activities like the development of large farms near Ebini. Private land is available to foreign investors for purchase, or public land can be leased on a long-term basis.

Already, the owners of Guyana Stock Feed Ltd, Royal Chicken, Edun Farms, SBM Wood, Dubulay Ranch, and Bounty Farm Ltd, along with the Brazilian-owned NF Agriculture, have partnered to produce soya bean and corn for both the local and the



Large Scale Soybean and Corn Trial

This year, the massive corn and soya bean trial farm at the Dubulay Ranch at Ebini along the Berbice River has shown remarkable results. The trial project, saw the successful cultivation:

- **115 acres of soya bean, and 5 acres of corn** being cultivated.
- Yields of approximately 2.3 tons per hectare.

The initial aim is to cultivate **2,500 acres or 1,000 hectares** to be able to satisfy the local demand, after which, export markets in the region will be targeted.



regional markets, starting with a trial. Investors from Dubai, United Arab Emirates have also signalled their interest to cultivate corn and soybeans in the country.

Investment Opportunities in Soybean and Corn Production and Processing

- Production of soybeans, corn, and sorghum on the Intermediate Savannah with land available for purchase or lease.
- Private or public-private partnerships for drying facilities and storage silos.
- Feed mills and other processing facilities for products such as soybean oil, tofu, soymilk, edamame, soy nuts, etc.
- Processing of soybeans for biodiesel and industrial products such as paints, plastics, cleaners, engine oil, roofing, etc.

Tacama Gold Inc. is in its infancy stages. The company has recently concluded its 50 hectares pilot of the Soya beans. Going forward, Tacama Gold Inc. intends to cultivate an additional 22,000 hectares of soya beans and corn in the coming years. Production is going to be primarily in the intermediate savannahs of Guyana. A large export market currently exists for grains through the Caribbean Single Market Economy (CSME). Going forward, Tacama Gold Inc. expects to expand production from 1,000 HA in 2022 to 22,000 HA by 2028, making it the largest producer in Guyana and among the largest in the Caribbean region when this happens. Further, there will be significant opportunities for manufacturing and agriculture value-added products. Guyana currently imports a significant amount of grain to satisfy the local demand livestock feed production.



GRAPES SUCCESSFULLY GROWN IN GUYANA

Guyana 's Vice President, Dr. Bharrat Jagdeo on a recent Government Outreach to East Berbice, met with Mr. Devin Gillard, a farmer who has successfully grown a variety of Grapes on his plot. Dr. Jagdeo has since fast tracked the approval of 7.5 acres of new lands to expand his vineyard.

Agriculture Minister Zulfikar Mustapha subsequently visited with the East Bank Berbice farmer and complimented him on his success and confirmed his Ministry's support for this exciting and potentially viable new crop.

Mr. Gillard expressed his appreciation to Dr. Jagdeo and Minister Mustapha for their support.



AQUACULTURE

| Fish, Crustaceans, and Molluscs | |
|---|--------------------------|
| Production Volume (2019) | 39,330 tonnes |
| Fish (Fresh, Frozen, and Processed) | |
| Export Value (2020) | US\$40.9 million |
| Top Export Destinations | USA, Jamaica, France |
| Crustaceans and Molluscs (Fresh, Frozen, and Processed) | |
| Export Value (2020) | US\$23.1 million |
| Top Export Destinations | USA, Netherlands, France |
| Source: FAO, UN COMTRADE/Observatory of Economic Complexity | |

Aquaculture and fisheries are a growth industry worldwide and Guyana's long Atlantic coastline, offshore fishing, mariculture and abundant fresh water provide the resources for a dynamic and expanding aquaculture industry. Marine fishing activities are directed at exploiting its shrimp resources using shrimp trawlers, as well as farms, and its groundfish resources using wooden vessels and a variety of gear by artisanal fishermen.

The Government has developed an aquaculture research program and is encouraging the import of technology and resources to develop the full industrial potential. The Government is planning to test cage rearing. Identification and obtaining coast aquaculture sites, usually on a long-term lease, should be addressed to the Guyana Lands and Surveys Commission.



Fish

Fish is landed at various sites along the coast and purchased by middlemen and local processors. Currently the industry is primarily focused on fin fish and shrimp fishing. Fin fish, both ocean and fresh water, are primarily marketed in country, as fish is a popular protein source. There are 45 licensed fish processors, and three companies are certified to export to EU countries. It is estimated that 15,000 persons are employed in the sector.

Shrimp

There are 89 shrimp farms covering 2,000 hectares in brackish water locations along the Atlantic coast in the Corentyne (Region 6). The principal varieties farmed are *Penaeus*, *schmitti*, *P. aztecus* and *P. brasiliensis*. The Government is currently assisting the farmers in the area through rehabilitation and improving the infrastructure to increase production. There is not a larva hatchery, and the farming is not intensive. Most of the frozen shrimp is exported to USA and Canada.

Investment Opportunities in Aquaculture

- **Aquarium Fishes:** A lucrative export market exists and the vast hinterland of Guyana with many rivers, lakes and streams makes it an ideal location for the development of ornamentals fishery. Currently this sector has not been developed and catching in the wild and development of a nursey is also possible.
- **Shrimp Farming:** Shrimp farming both in the marine and sweet water environment represent huge possibilities as an alternative to reduced supplies of wild caught shrimp. Lands available in the former Wales estate and lands along the Corentyne coast are suitable areas for such investments
- **Fish Ranching/Mariculture:** With the increasing pressure on marine resources and the global reduction in marine production, aquaculture/mariculture is becoming an attractive investment to replace this gap. Guyana is blessed with abundant land and freshwater resources along with a favorable all year-round climate.

COCONUT

| Coconut | |
|---|---|
| Production Volume (2020) | 148,490 tonnes |
| 5-Year Production Growth | 63.2% |
| 5-Year Annual Growth Rate | 10.3% |
| Production Area (2020) | 11,790 ha |
| Export Value (2021) | US\$10.8 million |
| Top Export Destinations | Dominican Republic, Trinidad and Tobago, USA |
| Source: FAOSTAT, Guyana Ministry of Agriculture | |

The Guyana Coconut Industry Development Road Map, compiled through the joint efforts of the International Trade Centre (ITC) and a broad-based National Stakeholders Platform (NSP), sets a visionary target for the coconut sector of contributing 6% to GDP with 100,000 acres (40,000 ha) cultivation and trees more than 5 years old yielding an average of more than 6,000 nuts per acre by 2026.

With more than 25,000 acres of coconut trees and approximately 3,000 coconut producers in the Lower Pomeroon and Essequibo, coconut is Guyana’s largest non-traditional crop. Exports



consist mainly of fresh and dried coconuts, though value-added exports products also include coconut water, coconut crude oil and copra. Bottled coconut water in particular is a US\$500 million industry. It is consumed widely in Guyana and can therefore contribute to import substitution replacing by carbonated sports/energy drinks.

The coconut industry is a sleeping giant waiting to be awakened. Our company, Guyana Ideal Life, is excited by this opportunity and eager to be involved. Additional private investment in the industry will help to unlock tremendous growth for producers and processors.

Beni Sankar – CEO, Kayman Sankar Group of Companies

The Government of Guyana is currently looking at new ways to promote commercially grown coconuts to meet the increased demand for coconut products (dried whole, copra, and coconut water). Therefore, it will assist investors in acquiring land that can be rapidly developed by installing traditional drainage and irrigation canals which can also double for in-farm transport. Recent industry developments include:

- Establishment of **four new coconut nurseries** at Wakenaam, Leguan, Canal No. 2 and Corentyne, each of which will produce 1,500 to 3,000 coconut seedlings, every three months.
- **Technical training** on inter-cropping and cultivation to be provided to coconut farmers.

Precision Global Inc., a division of the Precision Group of Companies, has diversified to agro-processing of coconut products under the trade name “Only Coconuts”. It is one of the most recent investments in the coconut industry, which coincides with the significant global increase in demand for coconut and its by-products. Precision’s state of the art automatic coconut processing facility is the only one of its kind in Guyana and the Caribbean. Precision line of products includes virgin coconut oil, coconut flour, desiccated coconut, baked coconut chips, and refined coconut. Our entry into the market created a pretty positive buzz as customers welcomed our offerings.



Investment Opportunities in Coconut

- Expansion and mechanization of coconut production
- Value-added products including coconut water, flour, milk, dried coconut, and virgin coconut oil
- Coconut Waste Management converting coconut waste into green fibre and bio char for soil amelioration and possibly air and water filtration.



COFFEE AND COCOA

| Coffee | |
|---------------------------|------------|
| Production Volume (2020) | 360 tonnes |
| 5-Year Production Growth | -14.3% |
| 5-Year Annual Growth Rate | -3.0% |
| Production Area (2020) | 458 ha |
| Cocoa | |
| Production Volume (2020) | 479 tonnes |
| 5-Year Production Growth | -3.0% |
| 5-Year Annual Growth Rate | -0.6% |
| Production Area (2020) | 1,170 ha |

Sources FAOSTAT

For pioneering entrepreneurs in the expanding coffee and cocoa sectors, Guyana represents an attractive opportunity to build on a long experience with these crops. The National Agricultural Research and Extension institute (NAREI) has recently started a coffee and cocoa revitalization program, producing seedlings at three nurseries. As this program matures, the country is poised to take centre stage with vast and largely untouched production areas open for expansion and tremendous opportunities for production of specialty varieties.

Coffee

In several regions of Guyana, small-scale farmers have been producing quality coffee for centuries. Although volumes are still relatively small, this production demonstrates the suitability of the country’s climatic and agronomic conditions for large-scale expansion of the coffee sector.

Guyanese production is primarily of the *liberica* variety - a rare species accounting for less than 1%



of global coffee production. Unlike the *arabica* and *robusta* varieties, *liberica* has larger beans and tend to be lower in caffeine, generating a premium price. It is also more resistant to disease and are known for greater resiliency than other varieties. *Liberica* beans are highly regarded for their distinct sweetness and low acidity, presenting coffee specialists an opportunity to participate in the fine coffee market. In addition, opportunities exist to produce *arabica* and *robusta* varieties in the higher regions of the country.

Cocoa

Located near the epicentre of cacao evolution in the northern Amazon rainforests, Guyana also has a heritage of small-scale and artisanal production of cocoa products. With the expansion of research and planting material production already underway, entrepreneurs will find opportunities for production, processing and marketing specialized varieties commanding premium prices. In the near future, there will be further opportunities for scaling up enterprises along the entire value chain including tapping locally produced sugar for the production of chocolates and other end product confectionaries.

Investment Opportunities in Coffee and Cocoa

- **Coffee:** Investment in coffee cultivation presents opportunities for establishing commercial mills and other processing facilities. Opportunities also exist for marketing facilities or buying agents and other development projects and activities
- **Cocoa:** Cocoa investment opportunities include chain bean cultivation/production, processing of beans into power, manufacturing, and distribution of end product chocolate.

CROSS-CUTTING INVESTMENT OPPORTUNITIES

Irrigation

In 2010, total harvested irrigated cropped area was estimated at 179,000 hectares. Rice accounted for 131,000 ha or 73% of the harvested irrigated copped area. Sugarcane represented 41,600 ha (23%), vegetables 4,000 ha (2%), and citrus 2,000 ha (1%).

All the drainage and irrigation systems in Guyana are open surface channels, with gravity flow or pumped from conservancies or rivers. However, during dry spells, when the water supply level falls below the field intake, pumps are used to meet irrigation requirements.

The main irrigation and drainage works and schemes were executed in the early to mid-twentieth century. In the last decades, the area under irrigation has decreased due to the poor and deteriorating state of canals, drains, sluices, pumps and other necessary structures. Most irrigation infrastructure needs extensive rehabilitation, with the exception of some sugar estates and some infrastructure that is being maintained by large-scale farmers.

Roughly 90% of the population is concentrated within the coastal area and thus all residents of the coastal area depend wholly on groundwater supply to meet their domestic needs. One exception is the Georgetown area, which utilizes about 10% of surface



water from the East Demerara Water Conservancy (EDWC). Intermediate savannahs and hinterland used a mixture of surface and groundwater. Nationwide, water supply facilities included about 178 groundwater wells and eight surface water sources in 2000. In Guyana, many businesses that use large quantities of water have their own wells to meet their needs. These include the bottling of beverages, water, other manufacturing, and food processing industries.

Estimated values give a total water withdrawal in 2010 of 1.445 km³ , of which 94.4% was for agricultural purposes, 4.2% for municipal and 1.4% for industrial purposes.

Investment Opportunities in Irrigation

- Private sector contracts to support Government plans to spend US\$61 million on rehabilitating the irrigation infrastructure
- Provision of new types of irrigation in response to rising demand: center pivot irrigation for extensive crops such as soybeans and corn, and drip irrigation for high value crops grown in the field and greenhouses
- Solar pumps to supply systems far from the electrical grid

Agri-Technology and Farm Services

There are many private distributors of farm equipment ranging from very large tractors and farm equipment to the small hand-held tillers. In fact, within the private sector there is a wide range of available suppliers of agricultural inputs, fertilizer, seeds, equipment, and services.

The Government is also interested in investments in fertilizer production/assemblage. Approximately 68,000 tons of fertilizer is imported annually into Guyana. This quantity is distributed among sugar, rice, and fruits and vegetable producers. In most cases fertilizers represent almost 20% of the cost of production of these commercial crops. Since all of the fertilizers are imported from extra regional sources (as far as Europe) there is a significant shipping cost attached. Therefore, the production and assembling of fertilizers in Guyana should result in savings for farmers as well as resulting in expanded use and production.



The National Agricultural Research and Extension Institution (NAREI) is the principal Government agriculture technology supporting agency. The Government will invest US\$4 million in agricultural infrastructure including agro-processing and packaging facilities. The Guyana Livestock Development Authority (GLDA) is the premiere entity for the provision of artificial insemination services for the livestock sector and private genetic companies are welcome to compete in this sector.

Select Private Agricultural Technology Suppliers in Guyana

| | |
|-----------------------------------|---|
| • Farm Supplies Ltd. | Equipment for agriculture, forestry, and mining |
| • Tractors PK | Massey Ferguson and New Holland tractor dealer |
| • Machinery Corporation (MACORP) | Caterpillar dealer |
| • Agri Parts Machinery & Services | Equipment and parts |
| • Countryside Agri Center | Agrochemicals |
| • Industrial Supply of Guyana | Broad range of equipment, parts, and lubricants |
| • Amazon Agri Center | Agricultural chemicals |
| • Guyana Livestock & Pet Supplies | Livestock and veterinary products |

Investment Opportunities in Agricultural Technology and Farm Services

- Improved Seeds, including GMO seed if permitted
- Production and assembly of fertilizer and fertilizer products locally
- Production of organic fertilizer and supply of organic pesticides
- Greenhouses and shade cloth
- Cold storage facilities for meat and fruits and vegetables
- Dry storage facilities for grains and other agricultural commodities
- Advanced and small-scale agricultural processing machinery
- Software for productivity enhancement and commercialization
- Agricultural insurance

Logistics and Transport

Cold storage plays an important role in maintaining marketability of agricultural products for both exports and imports, by reducing the rate at which perishable produce deteriorates. This is achieved by reducing the rate of biochemical changes in fresh foods known as ‘respiration’ and ‘senescence’. The economic viability of cold storage depends largely on the level of capacity utilization. If a cold storage facility is moving product at a high rate of capacity, it is able to pay its operating costs (salaries, energy, and debt servicing) and be profitable.

In many places, the private sector provides most of the cold storage facilities for the agricultural sector. This is often for farming operations and agribusinesses with sufficient scale to operate and maintain such facilities. In Guyana, where the fruit and vegetable sector is comprised of relatively small entities, there is little cold storage available. The only private sector company offering cold storage is Weiting and Richter. They only do storage for meats and not for fruits and vegetables. All other cold storages are at the fishing plants for their own purposes.

The Guyana Marketing Corporation (GMC) has invested in cold storage facilities at both of its packaging facilities: **Sophia Central Packaging Facility** and the **Parika Agro-Packaging Facility**. These facilities are available to all farmers and exporters that are registered with the GMC. In



addition, GMC has acquired two large, refrigerated trucks that can be rented by farmers and exporters to reduce post-harvest losses and temperature control as goods are transported from the field to packing sheds and warehouses.

As farmers, farming cooperatives, and agribusinesses expand their operations for products requiring cold storage, they will want to invest in their own cold storage facilities and operate them on a private basis.

Government investment in port, airport, and road infrastructure, especially farm to market roads, will be critical in the private sector logistics companies being able to provide cost-effective transportation to local, regional, and international markets. Air freight can often be an important part of the export of highly perishable agricultural goods to markets in Europe and the United States. There are a number of private logistics and freight forwarding companies in Guyana.

Investment Opportunities in the Logistics and Transport sector

- Build or expand cold storage facilities for fruits and vegetables.
- Create transport companies that can provide refrigerated transport as the fruit and vegetable sector grow in size and importance.
- Build roads into remote agricultural areas to access farmland and reduce the costs of transported agricultural product to local, regional, and international markets.
- Port improvements by private companies to export agricultural products efficiently.
- Investment in air cargo capabilities, including cold storage at the airport for agricultural products

Processing and Packaging

While the vast majority of Guyana’s agriculture and agro-processing is made up of unprocessed and semi-processed rice, sugar, crustaceans, and fish, a small but growing cluster of **high-value food and non-food agricultural-based products** represents an important area of non-oil investment and potential.

The Guyana food processing sector is made up of several large multi-product corporations and specialized producers for the domestic and export market, particularly the Caribbean market. Guyana’s specialized fruits and vegetables are mostly sold domestically and represent an untapped export opportunity. AMCAR’s heart of palm products and Pomeroon Trading’s coconut water are leading the way for locally processed foods finding success in export markets. Other small but dynamic processed exports in 2021 include cassava cassareep (US\$352,155), assorted sauces (US\$276,500), frozen breadnut (US\$113,00). Non-food agriculture-

based products, such as biofuels (ethanol) and plant-based packaging are largely untapped. A number of small, emerging eco-friendly cosmetics, personal care products, and medicinal herbs are also notable exports.

The development of the agro-processing industry remains a priority for the Government. GMC plays a proactive role as a one-stop service in assisting the private sector identify marketing opportunities and develop new food processing businesses. To further support agro-processing new ventures, the Government plans to retrofit and equip processing facilities at White Water Creek, Charity, and Shulinab.

Market demand is growing for a variety of foodstuffs as an influx of international business travellers, tourists, Guyanese diaspora, and international visitors create a market serviced through hotels, high-end restaurants, and supermarkets.

Manufacturing quality food is our passion at Edward B. Beharry & Co Ltd. We are the largest users of flour and spices locally converting these to products that are exported to more than 30 countries. We have been partnering with NAREI to process locally produced turmeric. The quantities have been small so far but of required quality. We are very interested in the promise this could hold for large scale production. We are also very keen on the possibility of producing wheat locally.

Raymond Ramsaroop – Production Executive, Edward B. Beharry & Co Ltd.



The multitude of opportunities available in the sector alone should be an incentive to invest. The Government has provided verified support for the Agri sector which is very evident in its drive to reduce the food import bill by 25% by 2025. In addition to the potential to invest in the primary and value-added areas, there are virgin opportunities in other parallel industries such as Agrotourism, among others. Our company has recently invested in the processing of primary produce with aim of enhancing shelf life through canning and pasteurization techniques. This inevitably plays its role in food security, reducing import requirements as well as reducing waste during surplus.

Chris Persaud – Managing Director, UMAMI Incorporated



Investment Opportunities in Food Processing

- Rice Products – pasta, noodles cereals and wine
- Sugar Products – candy, bakery, and snack foods
- Vegetables and Fruit – juices, pulp, sauces, and coconut products
- Spices, Teas and Medicinals – ginger, nutmeg, turmeric, black pepper, hot (chili) peppers



Overview of Investment Incentives

Guyana Offers a Wide Range of Incentives and Benefits for Investors in the Agricultural Sector. These include:

General Incentives for All Investors

- Unlimited carry over of tax losses from previous years (except financial sector)
- Accelerated depreciation on machinery and equipment for tax purposes
- Benefits of Double Taxation Treaties with the UK, Canada, Kuwait and CARICOM

Fiscal Incentives for Agricultural Investments

- Waivers of Import Duty and VAT on a wide range of machine and equipment for land preparation and cultivation including agricultural hand tools
- Waivers of Import Duty and VAT on agro-processing equipment
- Waivers of Import Duty on a wide range of agrochemicals (e.g., insecticides, herbicides, fungicides, etc.)
- No VAT on fisheries inputs
- No VAT on electricity and water
- No VAT on building and construction materials
- Tax concessions on Agriculture Investment in Agro-processing Facilities, Cold Storage and Packaging
- Tax Deductible Allowances for expenditures incurred—for development and cultivation purposes
- Concessions for large scale livestock farming
- Recent reductions in land lease fees and water charges



2021 Non-Traditional Agricultural Exports (Fresh and Processed)

| COMMODITY | VOLUME (tonnes) | VALUE (US\$) |
|----------------------------|-----------------|--------------|
| COMMODITY | VOLUME (tonnes) | VALUE (US\$) |
| Total: Fresh and Processed | 11,176 | 13,490,197 |
| FRESH | 10,105 | 9,871,401 |
| Awara | 0.15 | 259 |
| Bora | 6.51 | 12,774 |
| Boulangier | 5.19 | 8,599 |
| Breadfruit | 2.1 | 5,314 |
| Callaloo | 4.59 | 5,989 |
| Cassava | 0.12 | 148 |
| Coconut (dry) | 9,575.54 | 9,167,404 |
| Eddo | 84.55 | 95,492 |
| Ginger (fresh) | 44.18 | 58,435 |
| Lime | 45.79 | 51,716 |
| Mango | 15.21 | 22,664 |
| Minica | 0.68 | 2,133 |
| Ochro | 3.38 | 4,650 |
| Pepper (Wiri Wiri) | 8.3 | 14,177 |
| Plantain | 9.33 | 11,659 |
| Pineapple | 62 | 100,470 |
| Pumpkin | 133.34 | 157,791 |
| Saeme | 0.89 | 3,063 |
| Squash | 5.28 | 14,567 |
| Sweet Basil | 1.71 | 1,536.33 |
| Soursop | 2.06 | 6,651.00 |
| Sweet Pepper | 0.96 | 3,853.00 |
| Sweet Potato | 1.53 | 2,908 |
| Thyme | 7.06 | 5,848 |
| Watermelon | 84.54 | 113,302 |

| COMMODITY | VOLUME (tonnes) | VALUE (US\$) |
|---------------------------|-----------------|--------------|
| PROCESSED | 1,070.93 | 3,618,795 |
| Achar | 11.52 | 48,210 |
| Cassava Bread | 0.11 | 444 |
| Cassava Casareep | 84.99 | 352,155 |
| Ceraisse Tea | 0.24 | 914 |
| Coconut Oil | 0.09 | 248 |
| Coconut Crude Oil | 0.08 | 181 |
| Coconut Choka | 4.15 | 17,331 |
| Crushed Pepper | 18.48 | 77,055 |
| Coconut Water | 389.73 | 1,629,453 |
| Copra | 8.56 | 12,195 |
| Frozen Boulangier Choka | 0.22 | 918 |
| Frozen Eddo | 0.35 | 594 |
| Frozen Breadnut/Katahar | 36.4 | 113,469 |
| Frozen Thyme | 0.14 | 106 |
| Jams & Jellies | 15.44 | 42,037 |
| Heart of Palm | 356.69 | 946,973 |
| Honey | 1.74 | 6,513 |
| Mango (frozen) | 3.32 | 13,899 |
| Herbs & Bark | 0.13 | 321 |
| Pepper Wiri Wiri (frozen) | 0.5 | 2,095 |
| Pepper Sauce | 24.75 | 60,833 |
| Pickled Gooseberries | 0.1 | 218 |
| Pickled Lime | 0.11 | 240 |
| Preserved Fruits | 0.96 | 4,023 |
| Sauces | 106.98 | 276,570 |
| Green Seasonings | 3.61 | 7,908 |
| Spices | 1.37 | 1,442 |
| Virgin Coconut Oil | 0.18 | 2,450 |

Source: Ministry of Agriculture

Company Directory

AGRI-TECHNOLOGY

Farfan and Mendes Limited

In 1967, Farfan and Mendes Limited helped to introduce and pioneer the use of chain saws in Guyana, through demonstrations and a training programme sponsored by the UNDP. From that time onward, the name Farfan and Mendes has become synonymous with the timber industry in Guyana. During the 1980s, we reintroduced the STIHL range of chain saws, which went on to acquire the major share of the chain saw market. In the 1990s, Farfan and Mendes evolved into a reliable supplier of industrial equipment, including machinery for the timber, woodworking and the agricultural industries, as well as chemical fogging equipment and power tools.

Website: www.fmlgy.com

- Industrial Equipment, Chemical Fogging Equipment, Power Tools

Mr. Andrew Mendes, Managing Director

amendes@fmlgy.com

inventory@fmlgy.com

Tel: 592-265-7445

LOGISTICS

Laparkan Trading Company Ltd.

Established in 1983 to serve the personal effects needs in Guyana, Laparkan Group has grown to a network of 20 locations in the USA and Canada offering services to 28 markets within the Caribbean, Central and South America. Additionally, our Trinidad HUB operations, offer intra-Caribbean, Curacao and Panama cargo services.

Website: www.laparkan.com

- Freight Forwarding Service

Ms. Karyn Billey, Sales Supervisor

karyn.billey@laparkan.com

gy.marketing@laparkan.com

Tel: 592-226-1106, 592-226-1095/6/5,

592-225-3514, 592-223-9796, 592-223-9791

POULTRY/EGGS

Bounty Farm Ltd.

Founded in 1976, Bounty Farm Ltd. is Guyana's largest poultry producer. We pride ourselves in striving to offer superior quality, goods and services including Processed Chicken, Live Broilers, Broiler Chicks, Livestock Feed, Nationwide Supermarkets, and Poultry Supplies. Bounty Farm plans to expand to corn and soya in the future.

Website: www.jf-ltd.com

- Food Products, Poultry

Mr. David Fernandes, Assistant Managing Director

davidf@bountyfarmgy.com

Tel: 592-225-9311, 592-226-5877

PROCESSING AND PACKAGING

Anne's Products

Anne's Products began in 2013, when an innovative and resourceful agro-processor name Anne dedicated lots of time and energy to Guyana's agro-processing sector with the production of high-quality local condiments made from fresh local ingredients. The products are a variety of achar, hot sauce, chinese and cassareep sauce.

Website: www.uncappedmarketplace.gy/vendor/annes-products/

- Pepper Sauce, Green Seasoning, Mango Achar, Tamarind Achar, Chinese Sauce

Ms. Anne Bristol, Proprietor

annebristol65@gmail.com

Tel: 592-629-7185

Banks DIH Ltd.

Banks DIH Ltd. is a publicly-traded food and beverage manufacturer in Guyana that can trace its origins back to 1840. It is one of the leading local manufacturers.

The four principal businesses of Banks DIH Limited are the production of beverages, food products, restaurants and more recently the establishment of Banks Automotive and Service Inc. (BASI). The Company also owns 51% shares in Citizens Bank Inc. and bottles and distributes under license – Cola-Cola, Guinness/Hop House 13 Premium Lager Beer and Vita Malt.

The Company was recently appointed exclusive importer and distributor of Diageo Spirit brands including the world famous Johnnie Walker Whiskey, Smirnoff and Ciroc Vodka.

Other beverages include our award-winning Banks Beer, GT Beer, Malta Supreme, I-CEE, Soft Drinks, XM Rum, R1 Vodka, Banko Wine, D'Aguiar's Cream Liqueur, Tropical Mist, Rain Forest Waters and Estate Royale Rum Punch.

The restaurant division includes five Qik Serv Restaurants as well as OMG/Awarak Steak House and Crème Select Ice Cream Lounge.

Food Products include Trisco Crackers, Tastee Snacks and Frostee Cream/Fudge Pop and Demico Premium and Crème Select Ice Cream.

Website: www.banksdih.com

- Agro-processing, Rum, Beverages

Mr. Ramesh Dookhoo,
Business Development Executive

ramesh_dookhoo@yahoo.com

Tel: 592-226-2491/8, 592-225-8624

Braf's Manufacturing

Braf's manufacturing was founded by Lawrence Braithwaite. Braf's Instant Porridge is quickly becoming a hot item on the shelf for those on the go with our Instant Porridge. Braf's design his products for those on the go and will continue to focus on new ways to make this possible.

Website: www.uncappedmarketplace.gy/vendor/brafs-manufacturing

- Porridge Mix

Mr. Lawrence Braithwaite, Proprietor

Tel: 592-223-6123

Caribbean Container Inc.

Caribbean Container Inc. (CCI) has been engaged in the manufacture and supply of corrugated packaging solutions for almost 40 years; working with Customers from the design phase to ensure the production and delivery of cost effective and functional corrugated packaging that meet the highest quality standards. CCI caters to all Sectors by supplying tailored corrugated packaging suitable for storage, distribution and/or export of:

- Commercial Goods (Beverages, Chemicals, Food Products, Pharmaceuticals, Furniture, etc.)
- Fresh Produce (Fruits and Vegetables)
- Frozen Seafood (Fish and Shrimp)
- Specialty Items (Pizza Boxes, Carry-packs for Retail Ready Items, Filing/Archiving Boxes)

Website: www.cci.gy

- Printing and Packaging

Ms. Patricia Bacchus, Managing Director

patricia.bacchus@ccigy.com

Tel: 592-265-4247/9

Demerara Distillers Ltd.

Demerara Distillers Ltd. (DDL) is a publicly owned company headquartered in Georgetown. It is one of the leading manufacturing companies in Guyana and an internationally recognised producer of award-winning rums. Today, DDL is the leading producer of non-alcoholic beverages in Guyana. The company serves as the bottler for international brands such as PEPSI, Seven-Up and Slice and is the producer of its own range of carbonated soft drinks under its SOCA brand.

The company produces Diamond Mineral Water, Quenchers Juice Drink and has been producing top-of-the-line Fruit Jams and Jellies, and the well-known Three County Fruit Mix.

Healthy and delicious Fruit Juices are also produced by DDL, under its TOPCO brand. The Fruit Juice operations range from fresh juice delivered to homes and premier restaurants and hotels to conveniently packaged juices done in a state-of-the-art Tetra Pak packaging plant.

DDL further expanded into the distribution business through Distribution Services Limited, and the shipping industry through Demerara Shipping Company Limited.

Website: www.demeraradistillers.com

- Rum, Beverages, Juices

Mr. Vasudeo Singh,
Group Finance Director/ Deputy Chief Executive Officer
vsingh@demrum.com
Tel: 592-265-6000, 592-265-4190

Diekah's Spices

Diekah's Spices is a local manufacturing business that produces additive free, all natural spice condiments for households and businesses in Guyana.

Website: www.facebook.com/diekahspices29/

- Spices, Seasonings

Ms. Rodiekah De Freitas, Proprietor
rodiekahd@yahoo.com
rodiekah2019defeitas@gmail.com
Tel: 592-604-7476

Edward B. Beharry & Company Ltd.

The Edward B Beharry & Co Ltd started from humble beginnings in 1937 as a small importer, wholesaler and retailer of food products and has now evolved into a large conglomerate including manufacturing, marketing, financial services, vehicle dealership and recently, fast food.

Its products are widely recognizable in the wider Caribbean region, among the Caribbean community in North America and further into the United Kingdom and South America. The Company has since opened Distribution companies in Suriname and in Trinidad and is exploring other such companies in the Caribbean region.

Website: www.beharrygroup.com

- Noodles, Spices, Confectionery

Mr. Raymond Ramsaroop, Production Executive
r Ramsaroop@beharrygroup.com
Tel: 592-227-7823, 592- 227-2526

Essence of Herbs

The Essence of Herbs brand was started in 2015 by Princess Cosbert, a cancer survivor, who had a vision to craft naturally delicious and ethically sourced herbs and spices into teas, seasonings and other products to satisfy the Guyana market.

The company has grown over the years and has expanded its product line including dietary supplements and facial products among others.

Essence of Herbs products have received rave reviews and are on sale all across Guyana and select international cities.

Website: www.facebook.com/essenceofherbs

- Herbal Teas
- Ms. Princess Cosbert, Proprietor
essenceofherbs2021@gmail.com
Tel: 592-650-5159

Flexotech Inc.

Flexotech Inc. is a polymer Manufacturing Company that offers products in flexible plastic packages to a range of industries in Guyana as well as the Caribbean market.

Website: www.flexotechinc.com

- Plastic Packaging Material and Products
- Mr. Paulo Melo, General Manager
Paulo@flexotechinc.com
Tel: 592-216-3225, 592-216-3226

Mohamed Manufacturing Enterprise (Peppy's Food)

Mohamed's Manufacturing Enterprises, the Manufacturers of Peppy's Foods was established in the year 1971. This company offers a wide range of Noodles, Sauces and Spices in the best quality. As we grow more higher in the Food industry we learn that the customers not only look for the best quality but also the best prices., "We put the Pep Back into your Kitchen with Peppy's Foods"!! Try our products today and add a little flavour to your dishes!

Website: www.peppysfoods.business.site

- Noodles Sauces, Dried Seasonings, Dried Spices
- Ms. Saleema Mohamed, Proprietor
Tel: 592-220-6237, 592-649-0023

Nand Persaud & Company Ltd.

Nand Persaud and Company Ltd. is the home of Karibee Rice, Crown Rice, Pure Acreage Rice, Eve Rice, and Naisa Rice.

In 2001, the Company diversified into other major investments. The first was Nand Persaud

International Communications Inc (NPIC); a BPO and Contact Center with located at Tain, Port Mourant. In its 18 years, NPIC has become a major player in its field, providing efficient services that are on par with global standards, winning several prestigious international service awards.

NPG Packaging & Plastics was founded in 2005 and is located at Wellington Park, Corentyne, Berbice. This company began importing and printing poly bags, twine, rubber rolls, and plastic bags of various types and sizes. Over the years, the company has expanded and now carries some biodegradable products as well.

Website: www.nandpersaudgroup.com

- Parboiled Rice
- Mr. Mohindra Persaud, Chief Executive Officer
mohin@karibeerice.com
Tel: 592-325-3563/4

Prestige Manufacturing & Bottling Enterprise

Prestige Manufacturing & Bottling Enterprise started more than 15 years ago, producing only the finest quality essences, today we still boast the very best when it comes to essences and all the other products we have added to our line.

Website: www.prestigefoodgy.com
Chinese Sauce, Seasoning sauce, Pepper Sauce
Mr. Ramanand Prashad, Proprietor
prestigefoodsguyana@gmail.com
gimpex@gmail.com
Tel: 592-264-3720, 592-233-3512

Ricks & Sari Agro Industries Ltd.

Ricks & Sari Agro. Industries is one of Guyana's Leading Food Manufacturers with over 18 excellent products for you to choose from. We have been manufacturing quality Spices and condiments here in Guyana for over forty years.

Website: www.facebook.com/RicksandSari/

- Pepper Sauce, Curry Powder, Chicken Seasoning Salts, Chinese Sauce

Mr. Carlos Mendonca, Export Manager

carlos.mendonca.247@gmail.com

ricks_sari@yahoo.com

Tel: 592-225-4230

Roy's Extra Quality Spices

Manufacturer of ground spices and seasonings

Website: www.roysgy.com/

Ground Spices, Seasonings

Mr. Gobinda Singh, Proprietor

roysqualityspices@yahoo.com

Tel: 592-656-2228, 592-610-5228, 592-618-2243

Saj Rice Group Inc.

SAJ Rice Group Inc. is a privately owned rice company who has been operating in Guyana since 2006. During this time, we have become one of the country's' leading rice millers and wholesalers. We are specialized in rice manufacturing, processing, packaging, exporting and commercialism of rice and its by-products. With over 30 years' experience in this industry and our state-of-the-art facility we have the milling capacity to meet the urgent and bulk requirements of our numerous clients. For this reason, we export superior quality rice across the world. We also package rice in many forms of packaging that ensures optimum quality for longer shelf life, and safe delivery.

Website: www.sajrice.com

- Rice Milling

Mr. Dimitri Gabriel, Director

dgabriel@sajricegy.com

Tel: 592-226-6126

S.S. Natural Fruit Flavor

Manufacturer of Fruit BBQ Sauce, Seasonings & Coconut water

Website: www.facebook.com/ssbbqsauce/

- Fruit BBQ Sauces, Seasonings, Coconut Water

Ms. Sandra Craig, Proprietor

ssnaturalfruitflavor@gmail.com

Tel: 592-695-7627

Sterling Products Ltd.

Our mission is to be a leading manufacturer and marketer of Quality Food products and Cleaning Agents utilizing skilled human resources and modern technology to satisfy both the national and international markets.

Website: www.sterlingguyana.com

- Edible Fats, Laundry Detergents, Ice-Cream Products, Beverage

Mr. Ramsay Ali, Chief Executive Officer

rali@sterlingguyana.com rross@sterlingguyana.com

Tel: 592-265-7403/6

Tandy's Manufacturing Inc.

Tandy's Manufacturing Inc. is a well-established business with trade and manufacturing experience for over 30 years. We are a unique business that processes primarily locally grown food into manufactured goods. Tandy's started in the cottage industry, it was introduced to the local market by Proprietor Mr Burt Denny using his knowledge and skill of his family Recipe, response of consumers was overwhelming and very soon the demand for Tandy's Products Grew. As Time went by we added more products to our Production line.

Website: www.tandysinc.com

- Peanut Butter (Smooth and Crunchy), Jams and Jellies, Fruit Mix for Cakes, Guava Cheese, Green Seasoning, Mango and Tamarind Achar, Chinese Seasoning Sauce, Green Seasoning

Ms. Tandika Denny, Sales and Marketing Manager

tandys@tandysinc.com

Tel: 592-233-3845

UMAMI Inc.

UMAMI Incorporated manufactures a range of value-added, high-quality agro-processed food commodities including sauces, seasonings, and condiments. With tremendous focus placed on consistent product quality through the utilization of appropriate technology, the company's dedicated team works tirelessly to ensure optimum customer satisfaction.

Website: www.umamiltld.com

- Sauces, Condiments

Ms. Chanchal Persaud, Director

Mr. Chris Persaud, Director

cpersaud@umamiltld.com admin@umamiltld.com

chris@umamiltld.com

Tel: 592-220-9117

PRODUCER/PROCESSING

Agro Services Inc.

AgroServices is committed to excellence in the acquisition and delivery of the highest quality of agro products as well as other critical support services for our clients in a timely and cost-effective manner. Currently a major supplier of fresh food to the Oil and Gas Industry as well as international franchises. We utilize an extensive network of certified producers and agro-processors and we are strategically positioned as a reliable focal point for an unprecedented and dependable approach towards: Products and Services Sourcing,

- Strategic Market Linkages and Stakeholder Facilitation, Logistical Support, Innovative Marketing.

Website: www.agroservicesintl.com

Agricultural Producer, Service Provider

Mr. Godfrey Scott, Director

gscott@agroservicesintl.com

Tel: 592-670-3381, 592-663-4423

Amy's Pomeroon Foods Inc.

Amy's Pomeroon Foods Inc. (APFI) is a small food processing Company incorporated in 2013 with our factory located at Liliendaal, East Coast Demerara, Guyana. But the foods processed there originate in the agricultural regions of Guyana, especially Pomeroon River, Essequibo, an area that is part of the Amazon Basin. APFI process all the major crops produced in the Pomeroon.

Website: www.pomeroonfoods.com

- Ground Coffee

Mr. Louis Holder, Chairman and

Chief Executive Officer

Louis.holder@pomeroonfoods.com

Tel: 592-222-6927

Plympton Farms

Plympton Farms is a social enterprise with a three-part mission:

1. To develop and share with local farmers agriculture innovation that delivers significant improvement on yield and quality;
2. To create employment opportunities for communities on the Linden Highway, especially for women; and
3. To provide access to export markets for smallholder farmers

Website: www.plymptonfarms.com

- Greenhouse and hydroponic grower of traditionally imported vegetables
- Grower and processor of tropical fruits and vegetables

Mr. Kapil Mohabir, Managing Partner and Head Grower
info@plymptonfarms.com
592-661-7085

Pomeroon Oil Mill

Pomeroon Oil Mill Inc. is part of the grain and oilseed milling industry.

- Edible Oil (Coconut, Vegetable)

Mr. Alfro Alphonso, General Manager
pom-oil@networksgy.com
Tel: 592-223-5273

Roopan Ramotar Investment

Roopan Ramotar invested a portion of his savings in developing some of his rice lands into a coconut plantation; and from his years of investment in the rice, gold, and lumber industries, decided to take a bank loan, which he combined with some money of his own to roll out his new dream — a modern coconut industry.

- Bottled Coconut Water

Mr. Roopan Ramotar, Proprietor
ramotarinvestment@yahoo.com
Tel: 592-771-4834, 592-624-1607, 592-610-6019

OTHER

Eco Atlantic International Investment Inc.

A Leading regional company, dedicated to the development of Biodegradable, Environmentally friendly practices with its headquarters in Guyana. It is the only authorized distributor of Seventh Generation Products in Guyana
Website: www.ecoatlanticinvest.com

- Distribution

Ms. Diana Ramlall, Group Administrative Coordinator
dramlall@atlanticventuresgroup.com
Tel: 592-502-2729

Guyana Telephone & Telegraph Company Ltd.

The Guyana Telephone and Telegraph Company is a fixed Local Exchange Carrier based in Guyana, South America. It is the largest provider of telecommunication services in Guyana with a subscriber base exceeding three hundred thousand in a country with an average population of seven hundred thousand (Wiki)
Website: www.gtt.co.gy

- Industrial Telephone Services

Mr. Orson Ferguson, Chief Operating Officer of GT&T Business Solutions
oferguson@gtt.co.gy
Tel: 592- 227-0050, 592-227-5113

Pneumatic Suppliers Inc.

Pneumatic Suppliers Inc. sources, provide, and maintain world-class Pneumatic equipment for a variety of industries such as manufacturing, infrastructure, construction, automotive and oil and gas support service companies.

- Air Compressors, Air Dryers, and Purifiers, Abrasive Blast Equipment, Airless Paint Sprayers, Blast Cabinets, Dust Control Equipment, Oil & Water Separators, Service Garage & Lube Equipment, Fluid Transfer Equipment, PPE Operator Protection

Richard Singh, Sales & Marketing Manager
rsingh@psi.co.gy
Tel: 592-613-1535

Suncrest Farms Incorporated

Suncrest Farms Inc is a locally owned and family operated company that has been providing wholesome food and quality service since 1999.

The services we provide include provision of a wide range of agricultural products, landscaping and agricultural consultancy services. We are also manufacturers of a range of agricultural commodities including Suncrest Rainforest Honey.
Website: www.suncrestfarmsgy.com

- Agricultural Products, Landscaping, Horticultural Services

Ms. Sheraim Nelson
admin@suncrestfarmsgy.com
Tel: 592-688-9836

Techlify Inc.

We are a technology company that helps to improve business efficiency, customer service, communication, and business processes through the use of technology. Rich and diverse experiences in providing software development services have enabled us to develop solutions that give our customers/partners an edge over competitors. Our early footprints can be traced back to the beginning of 2011 when our founder started working as a freelancer Software Engineer. After several successful years of freelance development, Techlify Inc. has finally moved to be a registered company.
Website: www.techlify.com

- Computer Repairs, Website Building, Software

Mr. Joshua Kissoon, Chief Executive Officer
Joshua@techlify.com info@techlify.com
Tel: 592-223-3002



Ministry of Agriculture Farmers' Markets:

Small producers present a wide range of quality fresh produce



UncappedD:

Small businesses present a unique range of innovative agro-processed products.



Contacts

For further interest in investment opportunities in Guyana's Agriculture, please contact:

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Regent & Shiv Chanderpaul Drive, Georgetown, Guyana, South America

Tel: (592)-227-5049/225-8310/223-7291

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