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STRENGTHENING INTERNATIONAL ALLIANCES IN THE GLOBAL MARKET



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MARKET



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 **ROSCONGRESS**



UNIDO - LAC Division

LIST OF ACRONYMS

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1. INTRODUCTION

The Latin America and Caribbean (LAC) Region encompasses 33 countries, all of which are UNIDO Member States. Total population for the region was roughly 600 million people in 2014, most of who were already benefitting from improved living conditions. For example, more than 94% of the total population had access to improved drinking water sources; 82% had sanitation services coverage; and 79% lived in urban areas. But there is room for future improvement, as seen in the smaller percentages of the population that had access to potable water (82%) and sanitation in rural areas (63%) in 2014.

The region comprises a total surface area of more than 20 million km² with vast natural resources, including ample water resources and a flourishing biodiversity. Around 47% of the land surface is covered by forest. The Central and South American sub-regions provide the most abundant fresh water resources per capita worldwide. The region accounts for substantial reserves of oil, silver, copper, coal, bauxite, lithium and nickel.

LAC's Member States range from large, rapidly growing High- and Middle-Income Countries (MICs) like Brazil, Mexico and Argentina to small, fragile and vulnerable states like Haiti.

Latin America and the Caribbean (LAC) represents a region which counts with steady economic growth and an increasing number of trade and investment opportunities. These circumstances reflect the rising interest in deepening integration and establishing effective commitments for joint actions to promote Inclusive and Sustainable Industrial Development (ISID).

To achieve the goal it is important to raise the presence of the region in forums on major issues and events on the global agenda strengthening cooperation on areas of common interest which cannot remain on a regional level. The aim is to build a common space with the purpose of deepening the political, economic, social and cultural integration focusing on dialogue, interaction and synergy among the regional and sub-regional integration mechanisms of Latin America and the Caribbean in order to deepen integration and accelerate regional development.

One of LAC's main objectives is the diversification of its markets and investments: Nontraditional partner countries are their priorities. However, there is the lack of qualified information related on the regulations and mechanisms governing the trade and business strategic alliances. Hence, inter-regional cooperation is an important component for achieving this goal that reflects the common vision of Latin America and the Caribbean in promoting international dialogues.

1.1 UNIDO

UNIDO is the specialized agency of the United Nations system dedicated to promote industrial development for poverty reduction, inclusive globalization and environmental sustainability.

The mission of the United Nations Industrial Development Organization (UNIDO), as described in the Lima Declaration adopted at the fifteenth session of the UNIDO General Conference in 2013, is to promote and accelerate inclusive and sustainable industrial development (ISID) in developing countries and economies in transition.

ISID ensures that (i) No-one is left behind in benefiting from industrial growth, and prosperity is shared among women and men, urban and rural communities and large and small enterprises in all countries; (ii) Every country achieves a higher level of industrialization in their economies, and benefits from the globalization of markets for industrial goods and services; (iii) Broader economic and social growth is supported within an environmentally sustainable framework, so that industrial expansion does not jeopardize the well-being of future generations; (iv) The unique knowledge and resources of all relevant development actors are combined, including those of the private sector and international financing institutions, to maximize the development impact of ISID.

The relevance of ISID as an integrated approach to all three pillars of sustainable development is recognized by the recently adopted 2030 Agenda for Sustainable Development and the related Sustainable Development Goals (SDGs), which will frame United Nations and country efforts towards sustainable development in the next fifteen years. UNIDO's mandate is fully recognized in SDG-9, which calls to "Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation". The relevance of ISID, however, applies in greater or lesser extent to all SDGs.

Accordingly, the Organization's programmatic focus, adopted by its Member States, is structured in three thematic priorities, into three thematic priority areas: Creating Shared Prosperity, Advancing Economic Competitiveness, and Safeguarding the Environment; each of which represents different aspects of ISID.

Each of these programmatic fields of activity contains a number of individual programmes, which are implemented in a holistic manner to achieve effective outcomes and impacts through UNIDO's four enabling functions: (i) technical cooperation; (ii) analytical and research functions and policy advisory services; (iii) normative functions and standards and quality-related activities; and (iv) convening and partnerships for knowledge transfer, networking and industrial cooperation.

UNIDO has substantially increased its mobilization of financial resources, testifying to the growing international recognition of the Organization as an effective provider of catalytic industrial development services. In addition, UNIDO promotes South-South cooperation.

2. WORKSHOP QUITO, ECUADOR

1.2 Strengthening International Alliances in the Global Market

Based on the successful experience of the last four UNIDO-GRULAC Expert Group Meetings (2006, 2007, 2011 and 2012) and the two Ministerial Conferences (Lima, December 2013; San Jose, April 2014), organized by the LAC Division jointly with GRULAC and respective LAC governments, a request emerged in the efforts to expand the international trade to new, nontraditional markets.

Therefore the planning of the International Expert Workshops in Quito, Ecuador and subsequently in St. Petersburg, Russia addressed national representatives of the 33 CELAC countries, as well as the Heads of National Export facilitation agencies and selected experts/responsible parties.

The purpose of the Workshops has been the exchange of information to identify opportunities regarding export and import in the public and in the private sector, investment opportunities and to encourage a diversification of interregional trade structures. Principal demanded products, potential areas of cooperation and challenges to enter the partner markets have been highlighted. Experts from National Export Agencies have provided guidance strengthening the path to internationalize SMEs searching for new markets. In addition, information about product certification requirements to enter the regional markets has been highlighted as well.

The first edition: “LAC – Eurasian Economic Union with the participation of BRICS Countries Strengthening international Alliances in the Global Market” was held in Quito, Ecuador, 14–17 July 2015. The event was organized in cooperation with the Ministry of Foreign Trade of Ecuador and the Russian Federation Government addressing the Eurasian Economic Union and BRICS to engage cooperation with CELAC countries.

The second edition: “UNIDO side event at the St. Petersburg International Economic Forum 2016: Strengthening international SMEs alliances between the Russian Federation and Latin America and the Caribbean” was held in St. Petersburg, Russia, 13-15 June 2016. The event was organized in cooperation with the Ministry of Foreign Affairs of the Russian Federation addressing LAC and Russian SMEs, representatives of National Export Agencies from LAC and Russian businessmen.

UNIDO LAC Division has been engaged in the planning, agenda preparation, background papers, facilitation of the workshops discussions, identification of participating experts and with accommodation and travel arrangements.

The exchange of knowledge between the regions has contributed to the enhancement of cooperation, partnership and building of business strategic alliances in trade and investment. A special focus is thrown on small and medium-sized enterprises (SMEs) as one of the main actors in national economies generating employment and encouraging international development. SMEs benefited directly from the workshops by getting first-hand information on the requirements for import/export in their specific areas.

The UNIDO Workshop LAC-BRICS-EEU “Strengthening International Alliances in the Global Market” was held from 14-17 July 2015 in the Hotel Marriott in Quito, Ecuador.

In cooperation with the Ministry of Foreign Trade of Ecuador and the Russian Federation Government, UNIDO invited Head of Latin America and Caribbean (LAC) countries National Export Facilitation Agencies, Senior Director Experts from the Eurasian Economic Union (EEU) and experts of BRIC countries to participate. In total, 75 representatives from 32 countries participated: 5 participants of BRIC countries (Brazil, Russia and China), seven participants of the EEU (Belarus, Russia, Kazakhstan and Kirghizstan), around 35 international experts from Latin America and the Caribbean and over 28 national representatives from Ecuador attended.

The Workshop was inaugurated by the Ministry of Foreign Trade of Ecuador, Mr. Diego Aulestia, the Ambassador of the Russian Federation in Ecuador, Mr. Yan A. Burliy, Mr. Roman Mayorga, Director of International Relations for Integration and Cooperation of SELA (Latin American and Caribbean Economic System) and Mr. Carlos Chanduvi-Suarez, Chief Latin America and Caribbean Bureau of UNIDO. Furthermore, the Andean Community (CAN), represented by Mr. Santiago Segovia, was involved and an important partner for the success of the Workshop.

UNIDO’s assistance aimed to contribute to enhance the potential of SMEs, cooperation between the SME sector from LAC countries, Eurasian Economic Union (EEU) and BRICS countries by providing a platform for exchange of trade regulation (product certification requirements) and mechanisms for strategic alliances. The Workshop participants agreed on several recommendations about possible actions with the will to create a community of information exchange and encourage actions facilitating trade between the regions in order to identify potential sectors and opportunities of association to diversify the trade sector. The importance to establish instruments for efficient support of SMEs and enabling access to borrowing limits as well as guidance through international norms to facilitate the path to international protocol information and the connectivity of the markets were shown. The aim of strengthening interregional trade alliances between LAC, BRICS and the EEU countries was promoted emphasizing different aspects of trade capacity-building in each presentation.

Some of the outcomes were the knowledge exchange through an Electronic Referral Portal: www.pymes-exportan.com.ec containing all regulation and procedures necessary for import/export, investment and certification, preferences for investment projects, market intelligence, market access regulations, labelling, packaging and contacts of major distributors, as well as social networking through LinkedIn. The exchange of information regarding protocols and technical norms between the regions EEU and BRIC was effective as well as the creation of focal points guaranteeing continuous communications among stakeholders and the preparations for follow-up activities.

For more information: <http://www.unido.org/strengtheningalliances>

3. WORKSHOP ST. PETERSBURG, RUSSIA

The UNIDO side event at SPIEF (St. Petersburg International Economic Forum): “Strengthening international SMEs alliances between the Russia Federation and the LAC region” was held from 13 June to 15 June 2016 in St. Petersburg, Russia. Cooperation took advantage of the platform provided by the SPIEF, an annual international conference dedicated to economic and business issues which has become a leading international platform for the discussion of the key economic issues facing the world as a whole. UNIDO and the government of Russian Federation decided to exploit this opportunity as an efficient platform to address the action plan formulated during the international workshop in Quito, 2015, to establish business contacts between the regions, and to support SMEs development. For the planning of the event, UNIDO cooperated with Russian stakeholders: the Ministry of foreign affairs of Russian Federation, The Roscongress Foundation; Autonomous Non-Commercial Organization North-West Agency for Development and Fundraising and the media partner Business Magazine “Business Excellence”.

Forty participants from 19 LAC countries attended the forum representing ministries, national export facilitation and investment agencies, association of manufactures and agribusiness. Over 50 participants from Russian Federation represented the government and public organisations, producers and services companies, investment and banking sectors. The program comprised of UNIDO roundtables with LAC regional blocks (CARICOM and Caribbean, CAN, SIECA and MERCOSUR) and two round tables of Russian Federation (Official speakers and Business representatives) followed by business dinners and networking.

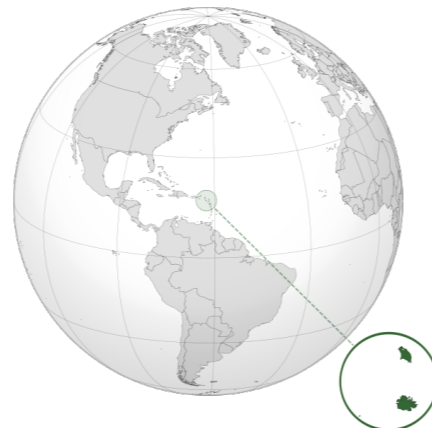
Speaker from LAC presented the country export profiles and shared also their experience in helping small and medium-sized business to establishing export. The new mechanisms and forms of cooperation able to add value for national economics were discussed during the LAC sessions such as: transfer and application of technologies and introduction of innovative solutions; joint marketing strategies; joint product development and synergies in distribution channels.

Conclusion made by Forum participants was that the synergistic effect can only be obtained by common strategy development for opportunities advancement on all the markets of countries involved. Some topics for further collaboration were noted: common business portal for data collection and sharing on the most relevant international conventions, customs and tariff regulation in Russia and LAC region countries, financial assurance, interregional logistics, certification and registration for exported products; thought a constant communication and collaboration platform for LAC countries and Russia formulated to facilitate cooperation of SMEs from both regions.

For more information: <http://www.unido.org/strengtheningalliances2016>

3.1 Country factsheets





ANTIGUA AND BARBUDA

Brief background:

Antigua and Barbuda is a twin-island country in the Americas, lying between the Caribbean Sea and the Atlantic Ocean. It consists of two major inhabited islands, Antigua and Barbuda, and a number of smaller islands. The permanent population numbers about 81,800 (at the 2011 Census) and the capital and largest port and city is St. John's, on Antigua. Tourism dominates the economy, accounting for more than half of the GDP. Antigua is famous for its luxury resorts and is nicknamed "Land of 365 Beaches" due to the many beaches surrounding the islands.

National Export Agency:



Main goods exports:

- Textile articles
- Aircraft, spacecraft
- Electrical, electronic equipment

Trade instruments and SMEs:

- Specific legal instruments, such as:
- Tourism and Business (Special Incentives Bill)
 - Investment Authority Act
 - Small Business Development Act

Useful Links:

- www.ab.gov.ag
- www.visitantiguabarbuda.com
- www.investantiguabarbuda.org



ARGENTINA

Brief background:

Buenos Aires is the capital of the Republic of Argentina and the official language is Spanish. The estimate population of 2015 was 43,417,000 inhabitants. The climate is ranging from subtropical in the north to subpolar in the far south. The GDP is about 22,554 (census 2015). Tourism in Argentina is characterized by its cultural offerings and its ample and varied natural assets. The tariffs for water supply and sanitation in Argentina are relatively low, the service quality reasonable.

National Export Agency:



Main goods exports:

- Soja
- Vehicles
- Cereals

Trade instruments and SMEs:

- Business advising, local contacts and agenda coordination
- Export capacitation, federal coordination, institutional stand
- Export networks
- International fairs

Useful Link:

- www.inversiones.gov.ar/en



BARBADOS

Brief background:

Barbados is an eastern Caribbean island and an independent British Commonwealth nation. It has a population of 280,121 people, predominantly of African descent. Bridgetown, the capital, is a cruise-ship port with colonial buildings and Nidhe Israel, a synagogue founded in 1654. Around the island are beaches, botanical gardens, the Harrison's Cave formation, and 17th-century plantation houses like St. Nicholas Abbey. Barbados is ranked as a leading tourist destination in the Caribbean. Local traditions include afternoon tea and cricket, the national sport.

National Export Agency:



Main goods exports:

- Alcoholic beverages
- Medicines
- Sugar cane
- Cement

Tradeinstruments and SMEs:

- Cost-benefit assessment
- Bankers sector support for SME community

Useful Links:

- www.carib-export.com/



BELIZE

Brief background:

Belize is a nation on the eastern coast of Central America, with Caribbean Sea shorelines to the east and dense jungle to the west. Offshore, the massive Belize Barrier Reef, dotted with hundreds of low-lying islands called cayes, hosts rich marine life. Belize's jungle areas are home to Mayan ruins like Caracol, renowned for its towering pyramid. Belize has a diverse society, composed of many cultures and languages that reflect its rich history. The population totals 368,310 as of 2015. Belize has the lowest population density in Central America.

National Export Agency:



Main goods exports:

- Sugar, citrus and bananas
- Crude
- Marine products

Tradeinstruments and SMEs:

- Export Processing Zone (EPZ) Program: Boosts production for export markets and focuses on manufactured goods and non-traditional agricultural products and services
- An EPZ classification: Non-customs territory of the host state and export-oriented activities are undertaken in the manufacturing, processing, assembly, and service sectors

Useful Links:

- www.belizeinvest.org.bz/
- www.baha.bz (Belize Agricultural Health Authority (BAHA))
- www.sib.org.bz (Statistical Institute of Belize (SIB))
- www.belipo.bz (Belize Intellectual Property Office (BELIPO))
- www.bbs.gov.bz (Belize Bureau of Standards (BBS))
- www.customs.gov.bz (Customs Department)



BOLIVIA

Brief background:

The Plurinational State of Bolivia is a landlocked country located in western-central South America, with a varied terrain spanning Andes Mountains, the Atacama Desert and Amazon Basin rainforest. Its administrative capital, La Paz, sits on the Andes' Altiplano plateau, at more than 3,500m. The country's population, estimated at 10 million, is multiethnic, including Amerindians, Mestizos, Europeans, Asians and Africans. Its main economic activities include agriculture, forestry, fishing, mining, and manufacturing goods such as textiles, clothing, refined metals, and refined petroleum. Bolivia is very wealthy in minerals, especially tin.

National Export Agency:



Main goods exports:

- Mineral fuel
- Ores
- Pearls, precious stones, metals

Tradeinstruments and SMEs:

- Multilateral agreements: OMC (Member state since September 1995);
- Regional agreements: ALADI (August 1980); COMUNIDAD ANDINA (October 1969); MERCOSUR (Full Member); ALBA - TCP (29 April 2006)
- Bilateral agreements: ACE - 22 Chile (April 1993); ACE - 47 Cuba (May 2000); ACE - 66 México (May 2010)
- Reference unilateral programs for Bolivia «GPS»: European Union; Canada; Japan; New Zealand; Norway; Turkey; Switzerland; Russia

Useful Links:

- www.rree.gob.bo
- www.produccion.gob.bo
- www.promueve.gob.bo



BRAZIL

Brief background:

Brazil is the largest country in Latin America and the fifth largest country in the world. It is a rising economic power and belongs to the BROCS. The largest city is São Paulo and the capital is Brasilia. The language is Portuguese, counting with a population of around 200 million. Brazil has a mixed economy with abundant natural resources; it has a diversified economy that includes agriculture, industry, and a wide range of services. The country has been the largest producer of coffee for more than a hundred years.

National Export Agency:



Main goods exports:

- Ore (minerals)
- Oil
- Sugarcane, coffee, soybeans, cocoa, wheat, rice, corn
- Beef

Tradeinstruments and SMEs:

- Investors enjoy full protection and security and investments can't be expropriated except for reasons of public utility or social interest.
- The State guarantees that the benefits granted are maintained during the period for which they were granted. The term business authorization may be extended by the authority that granted it
- Free transfer abroad in freely convertible currency, without payment of taxes or other encumbrance of dividends or profits for the foreign investor.
- You can sell or transfer their rights to the state, the parties to the association or to a third party, prior government authorization

Useful Links:

- www.apexbrasil.com.br/



CHILE

Brief background:

Chile is a long, narrow country stretching along South America's western edge. The arid Atacama Desert in northern Chile contains great mineral wealth, principally copper. Santiago, the capital, sits in a valley surrounded by the Andes and Chilean Coast Range mountains. The city's Plaza de Armas contains the neoclassical cathedral and the National History Museum. Chile is one of South America's most stable and prosperous nations. The country is a founding member of the United Nations, the Union of South American Nations and the Community of Latin American and Caribbean States.

National Export Agency:



Main goods exports:

- Copper
- Manufactured goods
- Agriculture and livestock
- Wine
- Fish
- Timber

Trade instruments and SMEs:

- National Chain for Internationalization support
- Export credits
- Export capacity development

Useful Links:

- www.prochile.gob.cl



COLOMBIA

Brief background:

Colombia is a country at the northern tip of South America. Its landscape is marked by rainforests, Andes Mountains and numerous coffee plantations. Cartagena, on the Caribbean coast, has a walled colonial Old Town, a 16th-century castle and nearby coral reefs. Colombia is a middle power and a regional actor with the fourth largest economy in Latin America, is part of the CIVETS group of six leading emerging markets and is an accessing member to the OECD. Colombia has a diversified economy with macroeconomic stability and favorable growth prospects in the long run.

National Export Agency:



Main goods exports:

- Mining and energy
- Agriculture
- Agribusiness

Trade instruments and SMEs:

- Maritime and aerial connectivity and 13 trade agreements for the duty free access.
- International Trade Societies: Sale of Colombian products abroad with fiscal benefits for national purchase.
- Export-Import Special Program (Plan Vallejo): Total taxes and duty exemption for temporary import of raw materials and inputs, as long as they are used to produce goods for exportation.
- Authorized Economic Operator (OEA): Companies taking part in the international supply chain; the operator organizes activities that guarantee safe and reliable external trade operations.

Useful Links:

- www.procolombia.co/
- www.dane.gov.co/
- www.dnp.gov.co/Paginas/inicio.aspx
- www.mincit.gov.co



COSTA RICA

Brief background:

Costa Rica is a rainforest Central American country with coastlines on the Caribbean and Pacific. Though its capital, San Jose, is home to cultural institutions like the Pre-Columbian Gold Museum, Costa Rica is known for its beaches, volcanoes, and biodiversity. Roughly a quarter of its area is made up of protected jungle, teeming with wildlife including spider monkeys and quetzal birds. Costa Rica is known for its progressive environmental policies, being the only country to meet all five UNDP criteria established to measure environmental sustainability.

National Export Agency:



Main goods exports:

- Fruits
- Optical, photo, technical, medical, etc. apparatus
- Edible preparations

Trade instruments and SMEs:

- Success on attracting world-renowned companies
- Quality of Life
- Qualified work force. Salaries and labor regulation.
- Tax incentives

Useful Links:

- www.comex.go.cr
- www.procomer.com
- www.cinde.org/en
- www.procomer.com/contenido/log%C3%ADstica-de-exportaci%C3%B3n.html
- <http://servicios.procomer.go.cr/estadisticas/inicio.aspx>
- www.procomer.com/contenido/categories/alertas-comerciales.html
- www.procomer.com/contenido/recursos-de-informaci%C3%B3n.html



CUBA

Brief background:

Havana is the capital of the Republic of Cuba and the official language is Spanish. Census 2015 the population has 1,239,004 inhabitants. The climate is moderate subtropical with a predominance of tropical maritime conditions. The main cities are Santiago de Cuba, Holguín, Camagüey and Villa Clara. Cuba is considered the largest of the Antilles and counts as any other Caribbean destination, with a tourist product characterized by the popular hospitality, exceptional attractive natural, indigenous heritage, artistic and cultural life, a unique health development, political stability and safety for tourist.

National Export Agency:



Main goods exports:

- Sugar, coffee (Arabico Typical South), cocoa
- Rum
- Apiarian production (organic honey)
- Charcoal

Trade instruments and SMEs:

- Investors enjoy full protection and security and investments can't be expropriated except for reasons of public utility or social interest.
- The State guarantees that the benefits granted are maintained during the period for which they were granted. The term business authorization may be extended by the authority that granted it
- Free transfer abroad in freely convertible currency, without payment of taxes or other encumbrance of dividends or profits for the foreign investor.
- You can sell or transfer their rights to the state, the parties to the association or to a third party, prior government authorization

Useful Links:

- www.minrex.gob.cu/es/mincex
- www.cubagob.cu/gobierno/fichas/fmincex
- www.cepec.cu/



DOMINICA

Brief background:

Dominica is a mountainous Caribbean island nation with natural hot springs and tropical rainforests. Morne Trois Pitons National Park is home to the volcanically heated, steam-covered Boiling Lake. Dominica has been nicknamed the “Nature Isle of the Caribbean” for its unspoiled natural beauty. The population was 72,301 at the 2014 census. Dominica’s economy depends on tourism and agriculture. The country’s capital, Roseau, is located to the west and is known for its colorful timber houses and botanic gardens. The Sisserou parrot is the island’s national bird and is featured on the national flag.

National Export Agency:



Main goods exports:

- Fresh agricultural produce along with some manufactured products such as Coconut oil, soaps, paints, etc.

Trade instruments and SMEs:

- Agro-processing: Condiments, Beverages, Teas, herbs, spices, essential oils
- Agriculture (fresh produce) Root crops, Coconuts, Peppers, Coffee
- Energy and Natural Resources, Geothermal, Water, Pumice
- Cultural Industries: Music, Performing arts
- Professional Business Services: Engineering, Architectural services, Construction and related services
- Tourism: Agro-tourism - farm tours, Adventure tourism – hiking, diving, Health and wellness – spas and mineral pools, Heritage and Cultural tourism

Useful Links:

- www.dominica.dm/
- www.imf.org/external/pubs/ft/wp/2010
- www.ndfd.dm
- www.dexiaexport.com
- www.necsdominica.com
- www.investdominica.com



DOMINICAN REPUBLIC

Brief background:

Dominican Republic is a sovereign state occupying the eastern five-eighths of the island of Hispaniola, in the Greater Antilles archipelago in the Caribbean region. The western three-eighths of the island are occupied by the nation of Haiti. Both by area and population the Dominican Republic is the second-largest Caribbean nation (after Cuba). It accounts for 10.08 million people; approximately three million live in the metropolitan area of Santo Domingo, the capital city. Music and sport are part of the Dominican culture, with Merengue and Bachata as the national dance and music, and baseball as the favorite sport.

Main goods exports:

- Agricultural: avocados, peppers, coconuts, etc.
- Agribusiness: cigarettes, rice, corn, coffee, etc.
- Industrials: cane rum, footwear, switchers, etc.
- Craftsmanship: jewelry, art paintings, pottery, wood, etc.

Trade instruments and SMEs:

- Law Nr. 84-99 of Incentives to foster Exports: Elimination of rights and import taxes on those goods aimed to be re-exported within a period lower than 18 months.

Useful Links:

- www.aduanas.gob.do/
- www.mirex.gob.do/
- www.cnzfe.gob.do/
- www.seic.gov.do



EL SALVADOR

Brief background:

The Republic of El Salvador is the smallest and the most densely populated country in Central America. As of 2015, the country had a population of approximately 6.38 million, consisting largely of Mestizos of European and Indigenous American descent. El Salvador is known for its Pacific Ocean beaches, surf spots and mountainous landscape. San Salvador, El Salvador's capital and largest city with a dramatic backdrop of volcanoes, has numerous museums and the National Theater. El Salvador is the only Central American country that has no Caribbean coastline.

National Export Agency:



Main goods exports:

- Offshore assembly exports, coffee, sugar, textiles and apparel, gold, ethanol, chemicals, electricity, iron and steel manufactures

Tradeinstruments and SMEs:

- Stands at 79 in the ranking of 189 economies on the ease of resolving insolvency
- Stands at 73 in the ranking of 189 economies on the ease of trading across borders
- Inflation rate 1.1% (2014 est.)

Useful Links:

- www.proesa.gob.sv



ECUADOR

Brief background:

Ecuador is a country straddling the equator on South America's west coast. Its diverse landscape encompasses Amazon jungle, Andean highlands and the wildlife-rich Galápagos Islands. In the Andean foothills at an elevation of 2,850m, Quito, the capital, is known for its largely intact Spanish colonial center, with decorated 16th- and 17th-century palaces and religious sites, like the ornate Compañía de Jesús Church. Ecuador is also known for its rich ecology, hosting many endemic plants and animals, such as those of the Galápagos Islands. It is one of 17 megadiverse countries in the world.

National Export Agency:



Main goods exports:

- Fresh products: bananas, flowers, non-traditional fruits
- Semi-processed products: coffee, cacao, fishing and agribusiness
- Processed products, pharmaceutical and services

Tradeinstruments and SMEs:

- Development of promotion strategies by productive sector, in cooperation with the Export Promotion Offices.
- Technical advice on strategies to access new markets.
- Identification, dissemination and monitoring of trade opportunities.
- Services: Development of business contacts; specialized advice; inter-institutional articulation; trade promotion events

Useful Links:

- www.proecuador.gob.ec/



GRENADA

Brief background:

Grenada is an island country consisting of Grenada itself and six smaller islands at the southern end of the Grenadines in the southeastern Caribbean Sea. The country is also known as the “Island of Spice” because of the production of nutmeg and mace crops, of which it is one of the world’s largest exporters. Its size is 344 square kilometers (133 sq. mi), with an estimated population of 110,000. Its capital is St. George’s. The national bird of Grenada is the critically endangered Grenada dove.

National Export Agency:



Grenada Industrial
Development Corporation

Main goods exports:

- Agricultural Produce: Nutmeg, Other spices, Soursop, etc.
- Agro processed Goods: Jams, jellies and marmalades, other rum and essential oils, etc.
- Other: Clothing, Waste and Scrap metals, Fish fresh or chilled

Trade instruments and SMEs:

- Free trade and processing zone act, 2015
- Mechanism to promote export: Export Development Unit in the Ministry of Trade; Grenada Investment Promotion Strategy; Trade Agreements such as Economic Partnership Agreement (EPA) and the CARICOM Single Market & Economy (CSME).
- Local Agencies: Grenada Industrial Development Corporation, Grenada Bureau of Standards & Produce Chemist Laboratory, MINIB & Other Commodity Boards, Grenada Coalition of Services (GCSI), and Regional Agencies: OECS Trade Policy Unit, Caribbean Export Development Agency, Organization of Eastern Caribbean States (OECS) Competitive Business Unit (CBU).

Useful Links:

- | | |
|--|--|
| • www.grenadaworld.com/ | • www.gdbs.gd/ |
| • www.thegcic.org/ | • www.grenadagrenadines.com/ |
| • www.gov.gd/ministries/environment.html | • www.carib-export.com/ |
| • www.tradegrenada.gd/ | • www.caribfoodexport.com/ |
| • www.mnib.gd/#!/home/mainPage | • www.crosq.org/ |



GUATEMALA

Brief background:

Guatemala, a Central American country south of Mexico, is home to volcanoes, rainforests and ancient Mayan sites. With an estimated population of around 15.8 million, it is the most populous state in Central America. The capital, Guatemala City, features the stately National Palace of Culture and the National Museum of Archaeology and Ethnology. Antigua, west of the capital, contains preserved Spanish colonial buildings. The country is also known for its rich and distinct culture, which is characterized by a fusion of Spanish and Indigenous influences.

National Export Agency:



Main goods exports:

- Sugars
- Fruits
- Articles of apparel

Trade instruments and SMEs:

- Promotion Platform, International Trade School
- Electronic Services, Competitive Support for SMEs
- International Trade Fairs, visits to local producers, commercial missions
- Virtual catalogue, business networks

Useful Links:

- www.investinguatemala.org
- www.export.com.gt
- www.minegocio.gt
- <http://vupe.export.com.gt>



GUYANA

Brief background:

The Co-operative Republic of Guyana is a sovereign state on the northern mainland of South America. It is, however, included in the Caribbean Region due to its strong cultural, historical, and political ties with the Caribbean Community (CARICOM). Its capital, Georgetown, is known for British colonial architecture, including St. George's Anglican Cathedral. Guyana has one of the largest unspoiled rainforests in South America. The main economic activities include agriculture (production of rice and Demerara sugar), bauxite mining, gold mining, timber, shrimp fishing and minerals.

National Export Agency:



Main goods exports:

- Sugar, rice, fresh and processed foods, rum
- Bauxite
- Lumber

Tradeinstruments and SMEs:

- Trade Information
- Participate in National and International Trade Expositions
- Expediently address problems faced by exporters
- Information packages, seminars and training programs
- Inward Missions and Matchmaking
- Export Allowances for Non-Traditional Exports to Markets outside of CARICOM – the amount deducted depends on the proportion of Export Sales to Total sales

Useful Links:

- www.goinvest.gov.gy (Guyana Office for Investment)
- www.newgmc.com (Guyana Marketing Corporation)
- www.fpdmcguy.org (Forest Products Development & Marketing Council)



HAITI

Brief background:

Haiti is a Caribbean country that shares the island of Hispaniola with the Dominican Republic to its east. It has a population of estimated 10.6 million people, making it the most populous country in the Caribbean Community (CARICOM) and the second-most populous country in the Caribbean as a whole. Though it's still recovering from a 2010 earthquake, many of Haiti's landmarks dating to the early 19th century remain intact. These include Citadelle la Ferrière, a mountaintop fortress, and the nearby ruins of Sans-Souci Palace.

Main goods exports:

- Mango, coffee, cocoa
- Sea foods, vetiver oils, artisanal products
- Textile and garment

Tradeinstruments and SMEs:

- Deal in services, goods and manufacturing exports
- The Investment Code
- Intellectual Property Rights
- Regions potential and diversity
- Multilateral Investment Guarantee Agency

Useful Links:

- www.mci.gouv.ht
- www.mef.gouv.ht
- www.ihsi.ht
- <http://cfihaiti.com>
- <http://pich.ht>



HONDURAS

Brief background:

Honduras is a Central American country with Caribbean Sea coastlines to the north and the Pacific Ocean to the south. It has a population of above 8 million. Honduras is known for its rich natural resources, including minerals, coffee, tropical fruit, and sugar cane, and for its growing textiles industry, which serves the international market. In the tropical rainforest near Guatemala, the ancient Mayan ceremonial site Copán has stone-carved hieroglyphics and tall stone monuments. In the Caribbean Sea are the Bay Islands, a diving destination that is part of the Mesoamerican Barrier Reef.

NationalExport Agency:



Main goods exports:

- Textiles
- Electric harnesses
- Coffee
- African palm, oriental vegetables
- Shrimp

Tradeinstruments and SMEs:

- Specialized Capacitation Packages through the National Institute of Professional Training and Polytechnic Centro American Institute.

Useful Links:

- www.hondurasinfo.hn (Fundación Inversión y Exportaciones (FIDE))
- [www.hondurassiexporta.hn](mailto:dpe@fide.com) (Correo para consultas directas dpe@fide.com)
- www.prohonduras.hn (Secretaria de Desarrollo Económico)
- www.sre.gob.hn (Secretaria de Relaciones Exteriores)
- www.bch.hn (Banco Central de Honduras)
- www.iht.hn (Instituto Hondureño de Turismo)
- www.cohep.com (Consejo Hondureño de la empresa Privada)
- www.ahm-honduras.com (Asociación Hondureña de Maquiladores)



JAMAICA

Brief background:

Jamaica, a Caribbean island nation, has a lush topography of mountains, rainforests and reef-lined beaches. With 2.8 million people, Jamaica is the third-most populous Anglophone country in the Americas. The isle is a Commonwealth realm, with Queen Elizabeth II as its monarch and head of state. The country is famous for its all-inclusive resorts, diving and snorkeling sites. Jamaica is famed as the birthplace of reggae music, and its capital Kingston is home to the Bob Marley Museum, dedicated to the famous singer..

NationalExport Agency:



Main goods exports:

- Agro processing, services, fresh produce and non-food manufacturing

Tradeinstruments and SMEs:

- Attract and facilitate investment projects
- Business matchmaking and coordinate improvements in business climate
- Identify and market business opportunities
- Find markets for exporters and build their capacity
- Enterprise Development for Export Growth program, called Export Max, launched in April 2015

Useful Links:

- www.tradeandinvestjamaica.org (JAMPRO)
- www.filmjamaica.com (Film Jamaica)
- www.jamaicacsi.org (Jamaica Coalition of Services)



MEXICO

Brief background:

Mexico is a Republic located between the U.S. and Central America. It is known for the beaches and its diverse landscape of mountains, deserts and jungles as well as Ancient ruins scattered throughout the country and Spanish colonial-era towns. Mexico has an estimated population of over 120 million. It is classified as an upper-middle income country by the World Bank. The country is considered both a regional power and middle power, and is often identified as an emerging global power considering to be the 8th economy in 2050.

National Export Agency:



Main goods exports:

- Light automobiles, automobile parts, transport equipment, aeronautical parts
- Smartphones, computers parts, electronic devices
- Petroleum, silver
- Coffee, fruits, beer
- Surgical, dental instruments

Trade instruments and SMEs:

- International certifications, international trade training, consulting services
- Agenda coordination with local providers
- Promotional events, samples shipment, international fairs, business publications advertising
- Attract and facilitate investment projects
- Business matchmaking and coordinate improvements in business climate
- Find markets for exporters and build their capacity
- Enterprise Development for Export Growth program, called Export Max, launched in April 2015

Useful Links:

- www.promexico.gob.mx
- www.economia.gob.mx
- www.sagarpa.gob.mx
- www.senasica.gob.mx
- www.aserca.gob.mx
- www.salud.gob.mx
- www.cofepris.gob.mx
- www.promexico.gob.mx
- www.bancomext.com
- www.economia.gob.mx
- www.inadem.gob.mx
- www.pronafim.gob.mx
- www.fondopyme.gob.mx
- www.emprendetic.gob.mx



NICARAGUA

Brief background:

Nicaragua, set between the Pacific Ocean and the Caribbean Sea, is the largest country in the Central American isthmus. Its capital, Managua, is the country's largest city and the third-largest city in Central America. The multi-ethnic population of six million includes indigenous peoples, Europeans, Africans, and Asians. The country is known for its terrain of lakes, volcanoes and beaches. The population is of over 6 million people, the unemployment rate is of 6.7%.

National Export Agency:



Main goods exports:

- Textiles
- Automobile harness
- Bovine meat
- Coffee
- Gold
- Shrimp

Trade instruments and SMEs:

- Information on local regulations and incentives, legal advice
- Visit and agenda preparation
- Prospection service to connect local providers with international buyers
- Location of root goods

Useful Links:

- www.pronicaragua.gob.ni



PANAMA

Brief background:

Panama is a country on the isthmus linking Central and South America. The capital and largest city is Panama City, whose metropolitan area is home to nearly half of the country's 3.9 million people. The Panama Canal, a famous feat of human engineering, cuts through its center, linking the Atlantic and Pacific oceans to create an essential shipping route. Revenue from canal tolls continues to represent a significant portion of Panama's GDP, although commerce, banking, and tourism are major and growing sectors. The country is the second most competitive economy in Latin America,

National Export Agency:



Main goods exports:

- Coffee
- Agricultural products

Trade instruments and SMEs:

- Juridical Stability unless causes are related to public utilities or social interest,
- Tax Stability in the national order,
- Tax Stability in the Municipal order,
- Stability in the customs regimes that are derived from the Special Laws.

Useful Links:

- www.proinvex.mici.gob.pa/
- <http://2016.export.gov/panama/>



PARAGUAY

Brief background:

The Republic of Paraguay is a landlocked country in central South America. Due to its central location in South America, it is sometimes referred to as "the Heart of South America". The capital and largest city is Asunción, of which the metropolitan area is home to nearly a third of Paraguay's 6.8 million population. In contrast to most Latin American nations, Paraguay's indigenous language and culture, Guaraní, remains highly influential. Guaraní is recognized as an official language alongside Spanish, and both languages are widely spoken in the country.

National Export Agency:



Main goods exports:

- Soya
- Bovine meat
- Corn

Trade instruments and SMEs:

- Single Export Window
- Export and Investments network (REDIEP)

Useful Links:

- www.mic.gov.py
- www.rediep.gov.py
- www.vue.org.py
- www.bcp.gov.py
- www.maquila.org.py
- www.uip.org.py



PERU

Brief background:

Peru is a country in South America which is home to a section of Amazon rainforest and Machu Picchu, an ancient Incan city high in the Andes mountains. The Peruvian population, estimated at 31.2 million in 2015, is multiethnic, including Amerindians, Europeans, Africans and Asians. The region around Machu Picchu, including the Sacred Valley, Inca Trail and colonial city of Cusco, is rich in archaeological sites. On Peru's arid Pacific coast is Lima, the capital, with a preserved colonial center and important collections of pre-Columbian art.

National Export Agency:



Main goods exports:

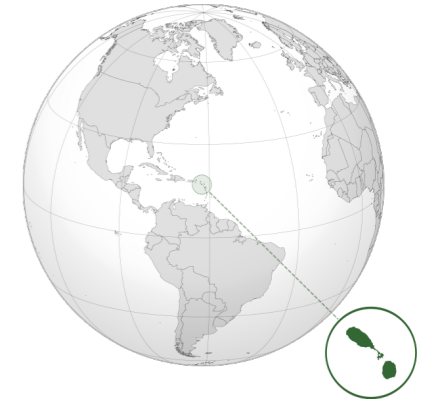
- Grapes, nuts, citrics
- Fish

Trade instruments and SMEs:

- Quality Program
- Assessment on corporative image

Useful Links:

- www.peru.gob.pe/
- ww2.mincetur.gob.pe/
- www.promperu.gob.pe/
- <http://nacional.peru.info/>
- www.siicex.gob.pe/siicex/portal5ES.asp?_page_=160.00000



SAINT KITTSAND NEVIS

Brief background:

Saint Kitts and Nevis is a dual-island nation situated between the Atlantic Ocean and Caribbean Sea. It's known for cloud-shrouded mountains and beaches. Many of its former sugar plantations are now inns, used for agricultural purposes or atmospheric ruins. The larger of the two islands, Saint Kitts, is dominated by the dormant Mount Liamuiga volcano, home to a crater lake, green vervet monkeys and rainforest crisscrossed with hiking trails. The country is a Commonwealth realm, with the British monarch (currently queen Elizabeth II) as head of state.

National Export Agency:



St. Kitts Investment Promotion Agency (SKIPA)

Main goods exports:

- Sugar cane

Trade instruments and SMEs:

- St. Kitts caters to small closely held companies
- Easy Application Process
- Reasonable rates
- Regulatory body that meets international standards
- Experience and knowledgeable staff
- The relatively small size of our industry makes available more choices for company names compare to other jurisdiction that are more well known

Useful Links:

- www.investstkitts.kn/
- www.stkittsnevisuk.com/index.php/doing-business-in-st-kitts-and-nevis



SAINT LUCIA

Brief background:

Saint Lucia is a sovereign island country in the eastern Caribbean Sea on the boundary with the Atlantic Ocean. Its coast is home to volcanic beaches, reef-diving sites, luxury resorts and fishing villages. Trails in the interior rainforest lead to waterfalls like the 15m-high Toraille, which pours over a cliff into a garden. The capital, Castries, is a popular cruise port. Saint Lucia is a Commonwealth realm. Queen Elizabeth II is the Head of State, represented on the island by a Governor-General.

National Export Agency:



Main goods exports:

- Agro-processed goods, paper products, essential oils, perfumes
- Bananas and plantains, breadfruits, edible fruit and nuts, cocoa
- Rum and beer

Trade instruments and SMEs:

- Incentives, mechanism to promote export
- Unrestricted repatriation of Profits and Capital.
- Free Zones benefits, including exemption from custom duties, taxes and related charges.

Useful Links:

- www.investstkitts.kn/
- www.tepa.org.lc
- www.stlucia.org
- www.stats.gov.lc
- www.investstlucia.com
- www.stluciachamber.com
- www.slcsi.org.lc
- www.commerce.gov.lc



SAINT VINCENT AND THE GRENADINES

Brief background:

St. Vincent and the Grenadines is a southern Caribbean nation comprising of a main island, St. Vincent, and a chain of smaller islands. With yacht-filled harbors, chic private isles and volcanic landscapes, it is known for its major sailing destinations such as reef-lined Bequia Island off Admiralty Bay, bordered by white-sand beaches like Princess Margaret. The main island is home to the capital, Kingstown. Saint Vincent has a French and British colonial history. The main mother tongue is Vincentian Creole and the official language is English.

National Export Agency:



Main goods exports:

- Flour, rice
- Beer, malt beverages
- Feeding stuff for animals
- Dasheens, fresh, chilled, frozen or dried
- Flat-rolled products of iron or non-alloy steel, clad, plated or coated
- Eddoes, fresh, chilled, frozen or dried.
- Bananas, fresh

Trade instruments and SMEs:

- Incentives
- Vat is waived on exports
- Developing legislation that is SME specific
- Providing support in Market research

Useful Links:

- www.investsvg.com
- www.investsvg.com/Default.aspx
- <http://svg-cic.org>
- www.discoversvg.com
- www.gov.vc



SURINAME

Brief background:

Suriname is a small country on the northeastern coast of South America. It is defined by vast swaths of tropical rainforest, Dutch colonial architecture and a melting-pot culture. Suriname has a population of approximately 566,000 most of whom live on the country's north coast, in and around the capital and largest city, Paramaribo. Suriname is the only territory outside Europe where Dutch is spoken by a majority of the population. The people of Suriname are among the most diverse in the world, spanning a multitude of ethnic, religious, and linguistic groups.

National Export Agency:



Investment and Development
Corporation Suriname (IDCS)

Main goods exports:

- Gold, Petroleum, Alumina (88% Exports),
- Some Agro: Rice, Fish, vegies and Timber

Trade instruments and SMEs:

- Incentives and mechanism to promote export, import and manufacture are in the making for the 2016-2020 period
- No import duties on inputs for production
- 75% reduction on import of capital goods
- Statistical and Consent Rights on all imports and exports outside CARICOM and EU, no more than 2%.
- Harmonization and simplification of laws, rules and procedures (business establishment, licensing, labor and migration, trade facilitation)
- Improvement of judicial system incl. Competition Authority (draft law finalized)
- Strengthening the mandate and powers of IDCS

Useful Links:

- www.cbvs.sr
- www.surinamechamber.com
- www.gov.sr
- www.sbbsur.org



THE BAHAMAS

Brief background:

The Commonwealth of the Bahamas is an archipelagic state consisting of more than 700 islands, cays, and islets in the Atlantic Ocean. The most populous islands are New Providence, where Nassau, the capital and largest city, is located; and Grand Bahama, home to the second largest city of Freeport. The Bahamas is a Commonwealth realm, retaining Queen Elizabeth II as its monarch. In terms of GDP per capita, the Bahamas is one of the richest countries in the Americas (following the United States and Canada). Its economy is based on tourism and finance.

Main goods exports:

- Refined petroleum
- Passenger and cargo ships

Trade instruments and SMEs:

- Preferential trade arrangements that provide concessionary access of goods produced in The Bahamas to major world markets

Useful Links:

- www.bahamas.gov.bs
- www.geographia.com/Bahamas/investment/
- www.arawakagency.com/impexp.html



TRINIDAD AND TOBAGO

Brief background:

The Republic of Trinidad and Tobago is a twin island country situated off the northern edge of the South American mainland. Trinidad and Tobago is the third richest country by GDP (PPP) per capita in the Americas. It is also recognized as a high-income economy by the World Bank. Unlike most of the English-speaking Caribbean, the country's economy is primarily industrial, with an emphasis on petroleum and petrochemicals. Trinidad and Tobago is known for its Carnival and is the birthplace of steelpan, limbo, and the music styles such as calypso, chutney, and rapso.

National Export Agency:



Main goods exports:

- Petroleum and petroleum products, liquefied natural gas, methanol, ammonia, urea, steel products
- Beverages, cereal and cereal products, sugar, cocoa, coffee, citrus fruit, vegetables and flowers

Trade instruments and SMEs:

- Trade Agreements with strategic markets. Currently, there are agreements with Dominican Republic, Venezuela, Colombia, Costa Rica and Cuba through CARICOM. Bilateral agreement with Panama.
- Assistance to SMEs in overcoming Non-Tariff Barriers (NTBs) and Technical Barriers (TBTs)
- ExporTT is the national export facilitation organization of Trinidad and Tobago. It works alongside a number of other organizations which focus on exports, such as Namdevco; EximBank; CreativeTT

Useful Links:

- www.tradeind.gov.tt
- www.investt.co.tt
- www.exportt.co.tt
- www.eximbanktt.com
- www.ttfzco.com
- www.ttbs.org.tt
- www.namdevco.com



URUGUAY

Brief background:

Uruguay is a South American country known for its verdant interior and beach-lined coast. Uruguay is home to an estimated 3.42 million people, of whom 1.8 million live in the metropolitan area of its capital and largest city, Montevideo. Uruguay is an important global exporter of combed wool, rice, soybeans, frozen beef, malt and milk. On a per-capita basis, Uruguay contributes more troops to United Nations peace-keeping missions than any other country. Uruguayan culture is strongly European and its influences from southern Europe are particularly important.

National Export Agency:



Main goods exports:

- Soja, rice, honey,
- Wool, fabric,
- Meat, milk derivatives, leather

Trade instruments and SMEs:

- Tax return
- Drawback of temporary material and machinery
- Automobile export incentives and tax exception

Useful Links:

- www.uruguayxxi.gub.uy/



VENEZUELA

Brief background:

The Bolivarian Republic of Venezuela is a federal republic located on the northern coast of South America. Along its Caribbean coast are tropical resort islands including Isla de Margarita and the Los Roques archipelago. To the northwest are the Andes Mountains and the colonial town of Mérida, a base for visiting Sierra Nevada National Park. Venezuela has the largest oil reserves and the eighth largest natural gas reserves in the world, and consistently ranks among the top ten world crude oil producers.

National Export Agency:



Main goods exports:

- Minerals
- Plasticgoods
- Fruits
- Shrimp
- Rum

Trade instruments and SMEs:

- International Fairs, commercial training
- Drawback of import taxes
- Tax exceptions
- Customs benefits for temporary imports
- Export bonds, export credits

Useful Links:

- www.bancoex.gob.ve
- www.venezuelatrade.com
- www.ine.gov.ve
- www.mincomercio.gob.ve
- www.seniat.gob.ve

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