

TEPA - Guyana Trade Mission



Business Mission to Guyana

Discover the markets, understand /determine Opportunities, meet key influencers and engage potential customers

ABOUT THIS MISSION

The Saint Lucia Trade Export Promotion Agency (TEPA), in keeping in its mandate to increase the aggregate exports of authentic Saint Lucian Products and Services, is seeking expressions of interest from Saint Lucian manufacturers and service providers to participate in a trade mission to Guyana. The purpose of this mission is to enable Saint Lucian exporters to explore and capitalize on the many existing opportunities in the Guyanese market.

The Mission will be led by TEPA.

Proposed Period: First Quarter 2015
Target Cities: Georgetown
Demerara

Expressions of Interest Due By: November 7, 2014

MARKET OVERVIEW

Over the past decade, the Government of Guyana has reported consistent positive growth in their economy. This has been realized primarily as result of the government's focus on developing its principal industries, namely, agriculture and the extractive industries. The Guyanese economy is heavily dependent upon the export of sugar, gold, bauxite, shrimp, timber and rice. However, their production is highly susceptible to adverse weather conditions and fluctuations in market prices.

Like most Caribbean countries, Guyana's imports include consumer goods, machinery, petroleum and food. In 2012, Guyana's import statistics from the following markets were: US 22.2%, Trinidad and Tobago 21.9%, China 12.3%, Cuba 6.1%, Suriname 4%. Trinidad and Tobago has made positive strides in the amount of food exports to Guyana. Notwithstanding this, there are significant opportunities for the introduction of new foods, other manufactured products and services to Guyana. Additionally, investment opportunities and access to raw materials remain a high area to explore business opportunities.

Its proximity to major South American countries (like Brazil) makes Guyana a lucrative gateway and partner to consider.

MISSION PARTICIPANTS – ELIGIBILITY AND SUPPORT

Participation in this mission is limited, and companies will be selected based on their export readiness, and the suitability of their service or product offering for the relevant markets.

Selected companies will work with the TEPA officer as part of a steering committee for the overall planning and coordination of the mission. TEPA is currently working with business support organizations and Chambers of Commerce in the respective countries to organize business matching, Business to Business (B2B) meetings, Business to Consumer meetings and Networking opportunities for participating companies.

DON'T MISS OUT – APPLY BEFORE NOVEMBER 7, 2014

Apply by completing the attached Expression of Interest form and submit via e-mail. A TEPA representative will contact you to facilitate further assessment, and to conduct specific market research for your company and products/service, in an effort to further assess the potential opportunities that are matched for your business.

Key Contacts

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TEPA – GUYANA TRADE MISSION EXPRESSION OF INTEREST FORM



Please complete this form and return via email by November 7, 2014

Attn: Gasper George | Tel: 758 468 2144 | Fax: 758 452 4606 | Email: ggeorge@tepa.org.lc

Company:

Address

Name of Representative

Job Title

Telephone

Fax

Is your company currently exporting to any of the proposed OECS Member States

Yes _____

NO

Indicate your business interest in the proposed mission countries

Who are your target customers (or sectors) in the proposed markets?

Do you have any knowledge of key competitors in the proposed markets?

Yes

NO

If you indicated "YES" to the question above, what is the key differentiator between yourself and these competitors?