



# **“Successfully Investing in Haiti”**

**NAHP Symposium, Newark, NJ  
July 2012**

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Executive Director**

Amcham Haiti

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Trade & Investment

Investments for a more Competitive Haiti

Future -- 2030

# Amcham Haiti

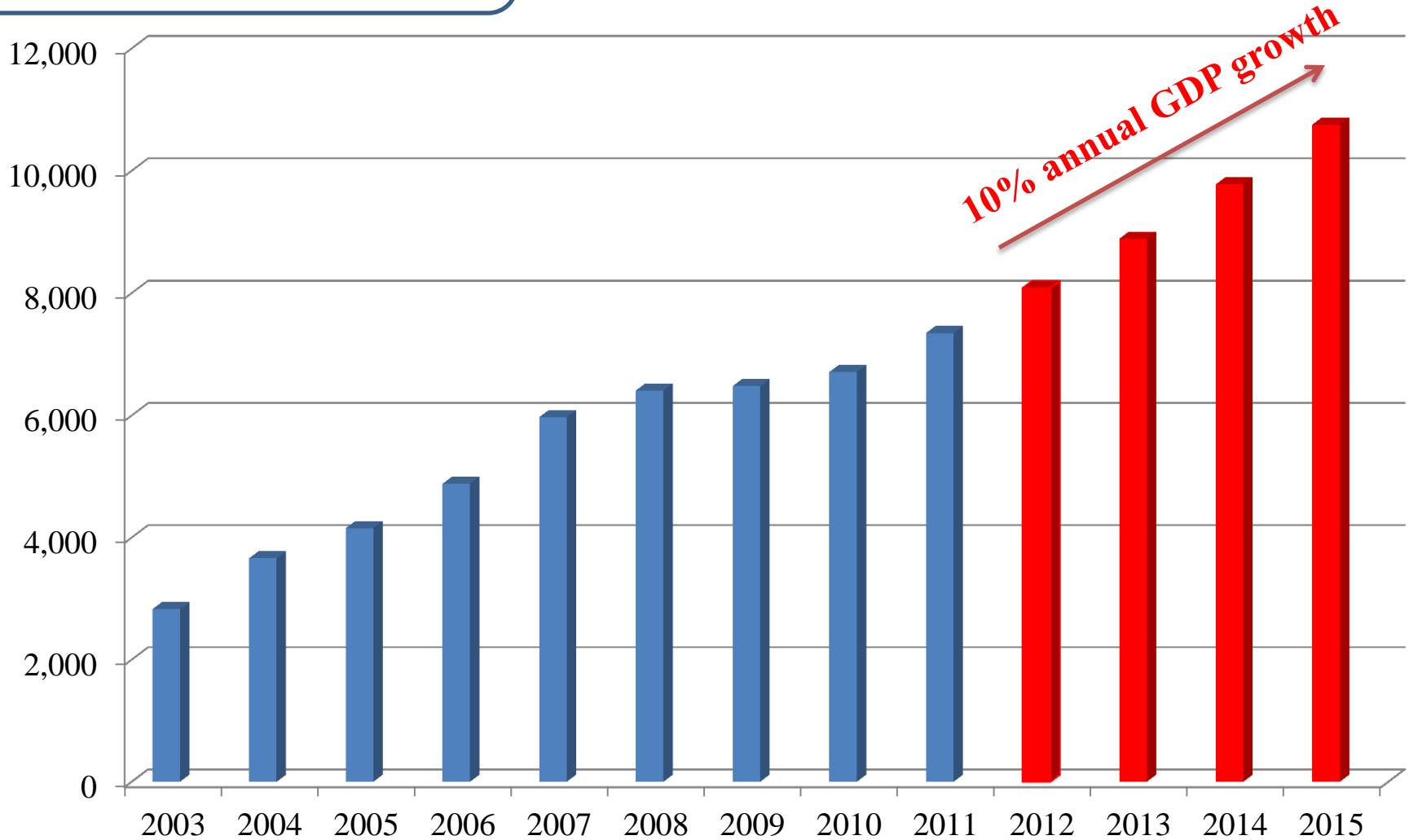
- 1) In existence since 1980
- 2) One of the largest and most active Private Sector Associations with over 90 Members paying more than 50% of taxes collected
- 3) Member of the American Chamber of Commerce f Latin American and the Caribbean (AACCLA) – 23 Amchams and over 20,000 companies under the umbrella of the US Chamber Commerce.
- 4) Mission is to promote Trade and Investments between the US and Haiti
- 5) 4 Pillars: Trade Facilitation, Rule of Law, Arbitration and Intellectual Property Rights

# Recent Events



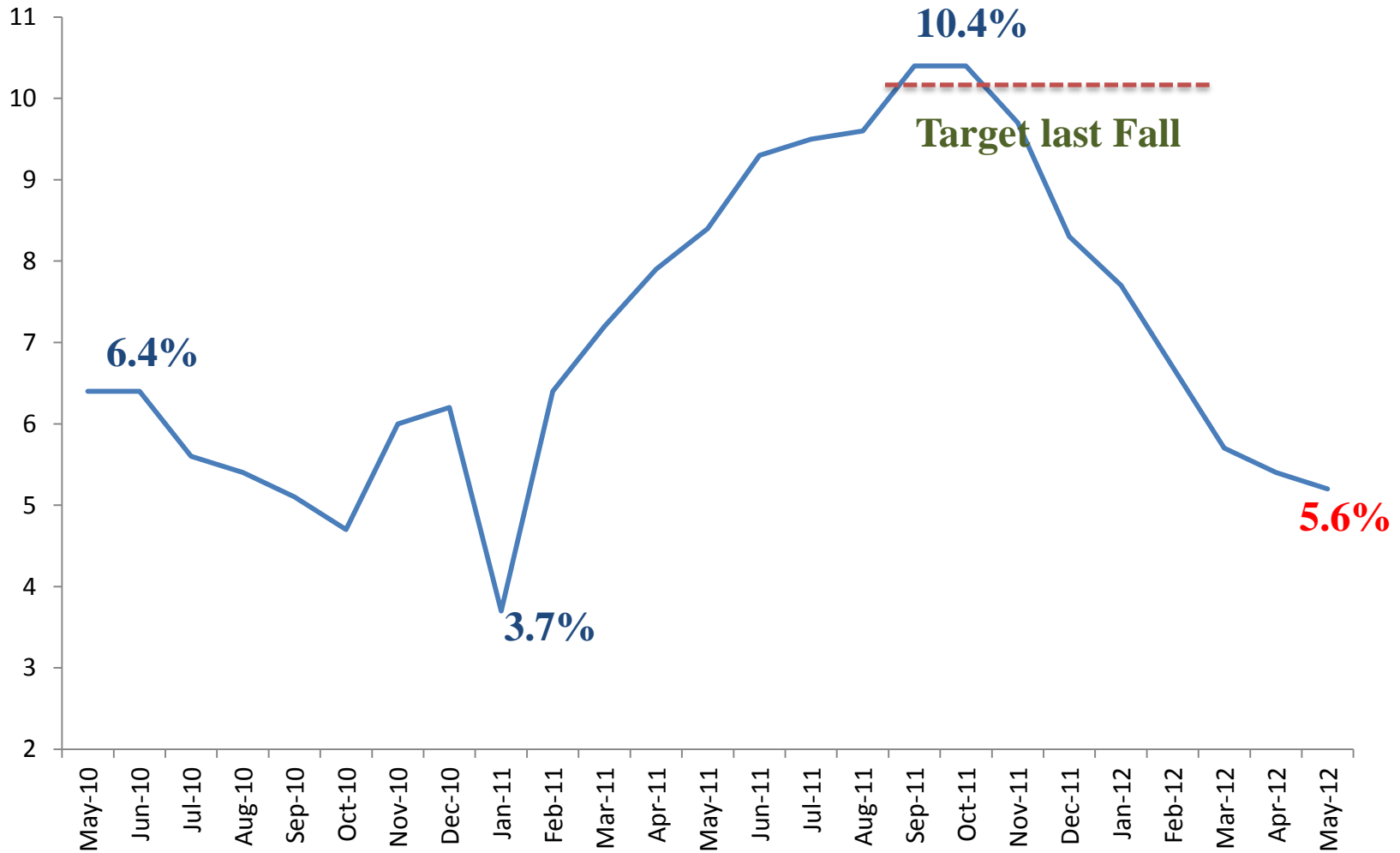
7% to 15% of Population is Middle class according to USAID earning \$500 to \$4,000/ month

# GDP



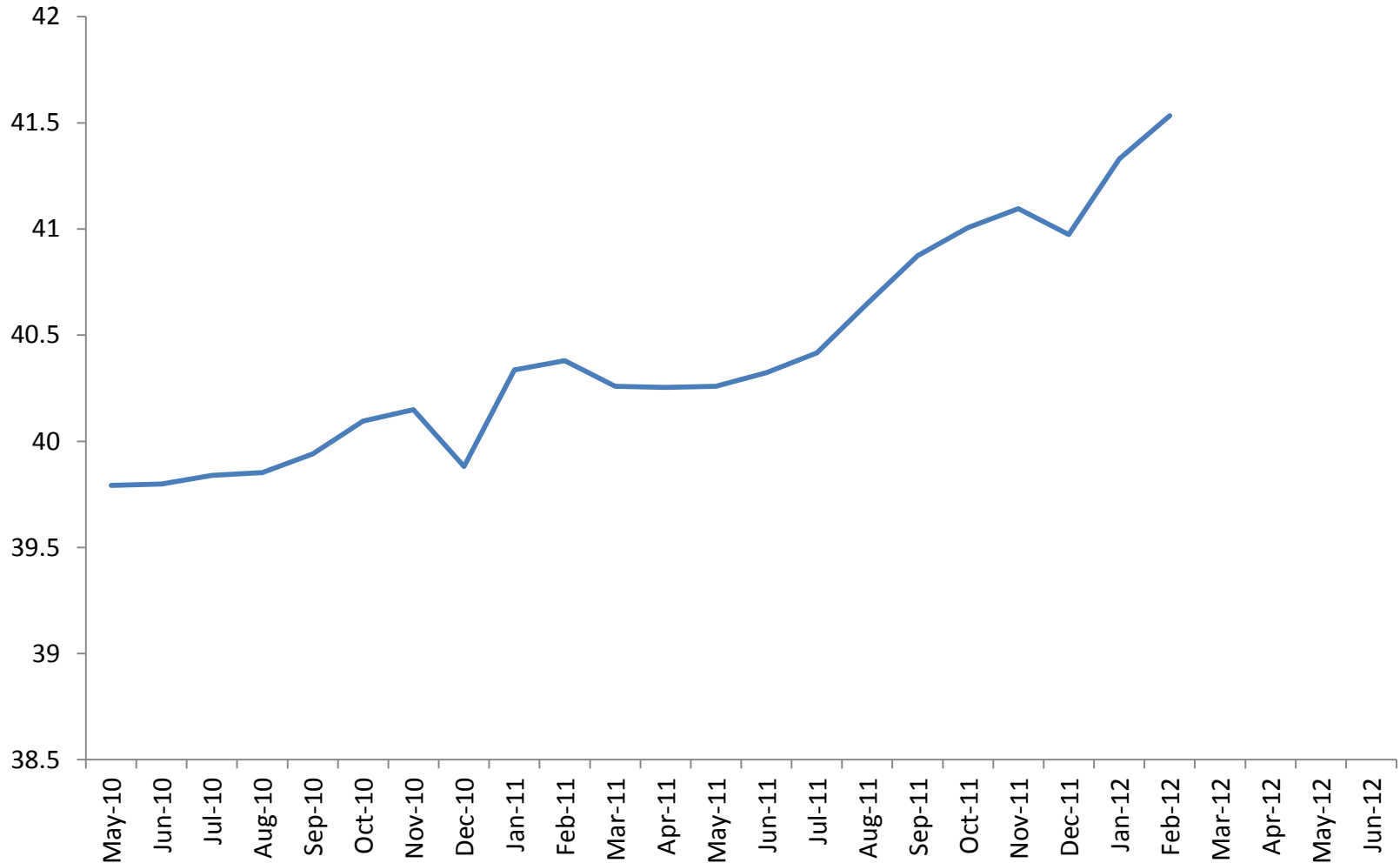
Source: Worldbank.

# Inflation



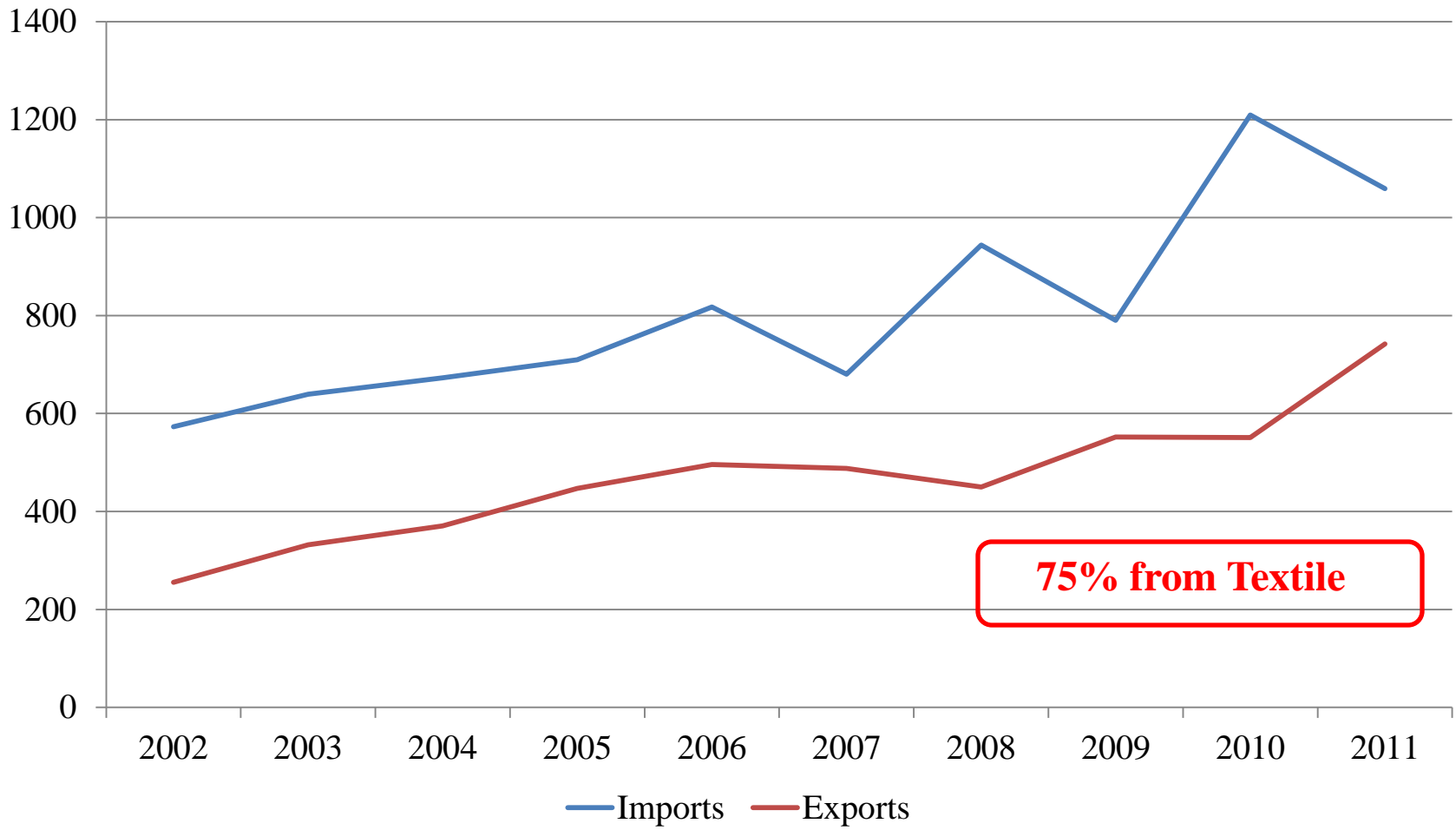
Source: Banque Republique d'Haiti (BRH).

# Exchange Rate



Source: Banque Republique d'Haiti (BRH).

# Trade Balance with US



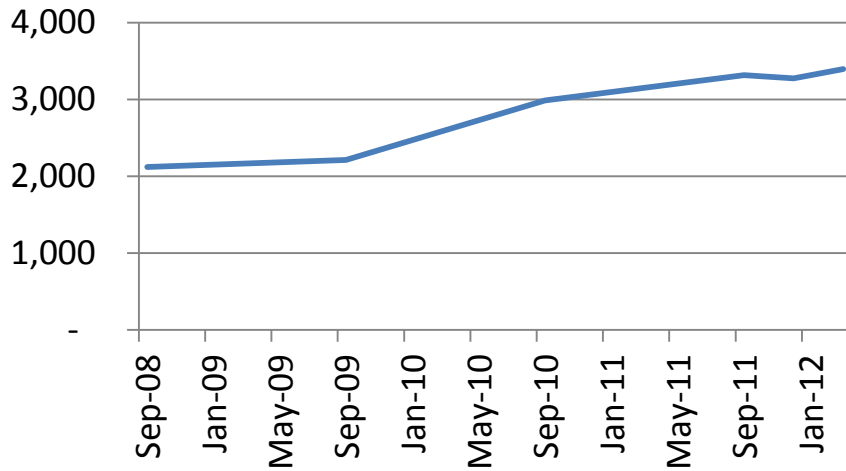
Source: US Department of Commerce.



# Banking sector - Deposits

(In US\$ millions)

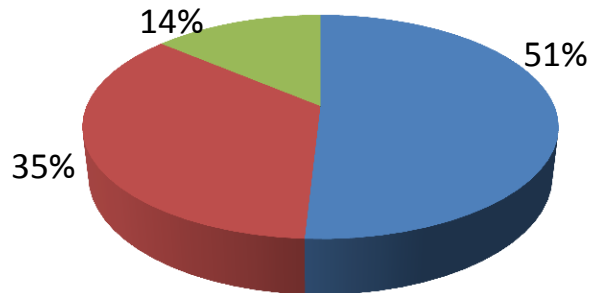
## Deposits Growth



## Deposits by Institution

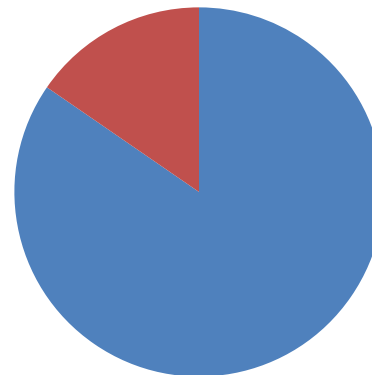
Bank	Deposits (US\$ mm)
Unibank	994
BNC	921
Sogebank	906
Capital Bank	176
Scotia	99
Citibank	96
Sogebel	79
BUH	79
BPH	42

## Deposits by Type



■ Checking ■ Savings ■ CD

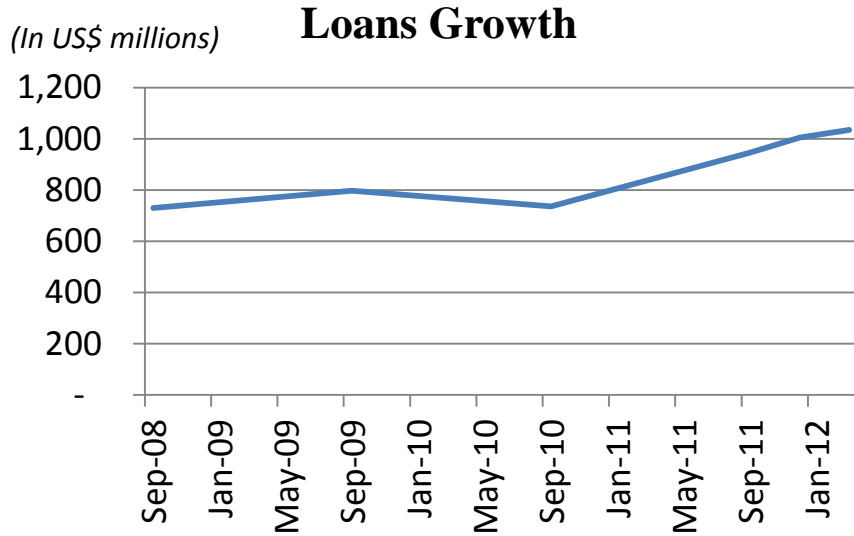
## Deposits by Region



■ PAP ■ Provinces

Source: Banque Republique d'Haiti (BRH).

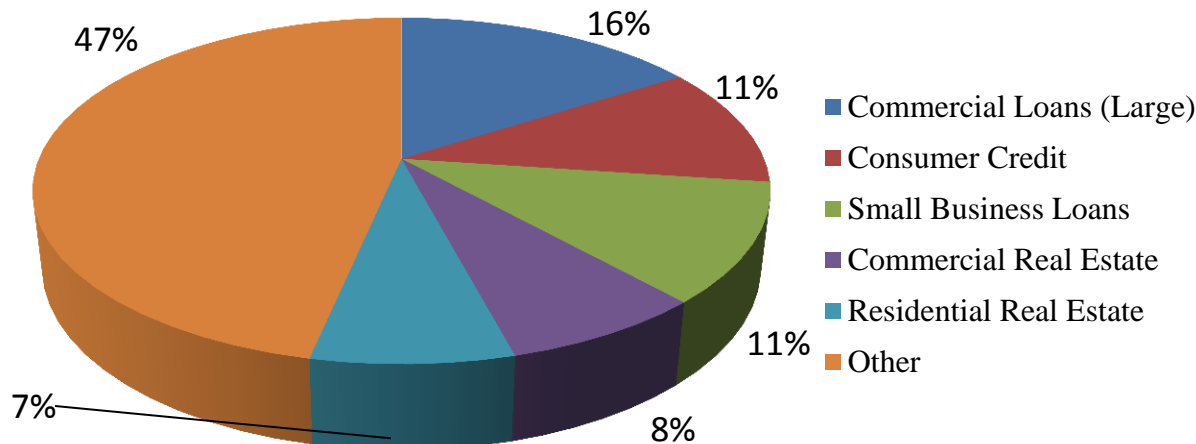
# Banking sector - Loans



## Loans by Institution

Bank	Loans (US\$ mm)
Unibank	334
Sogebank	310
BNC	117
Capital Bank	93
Scotia	47
Sogebel	45
Citibank	43
BUH	29
BPH	17

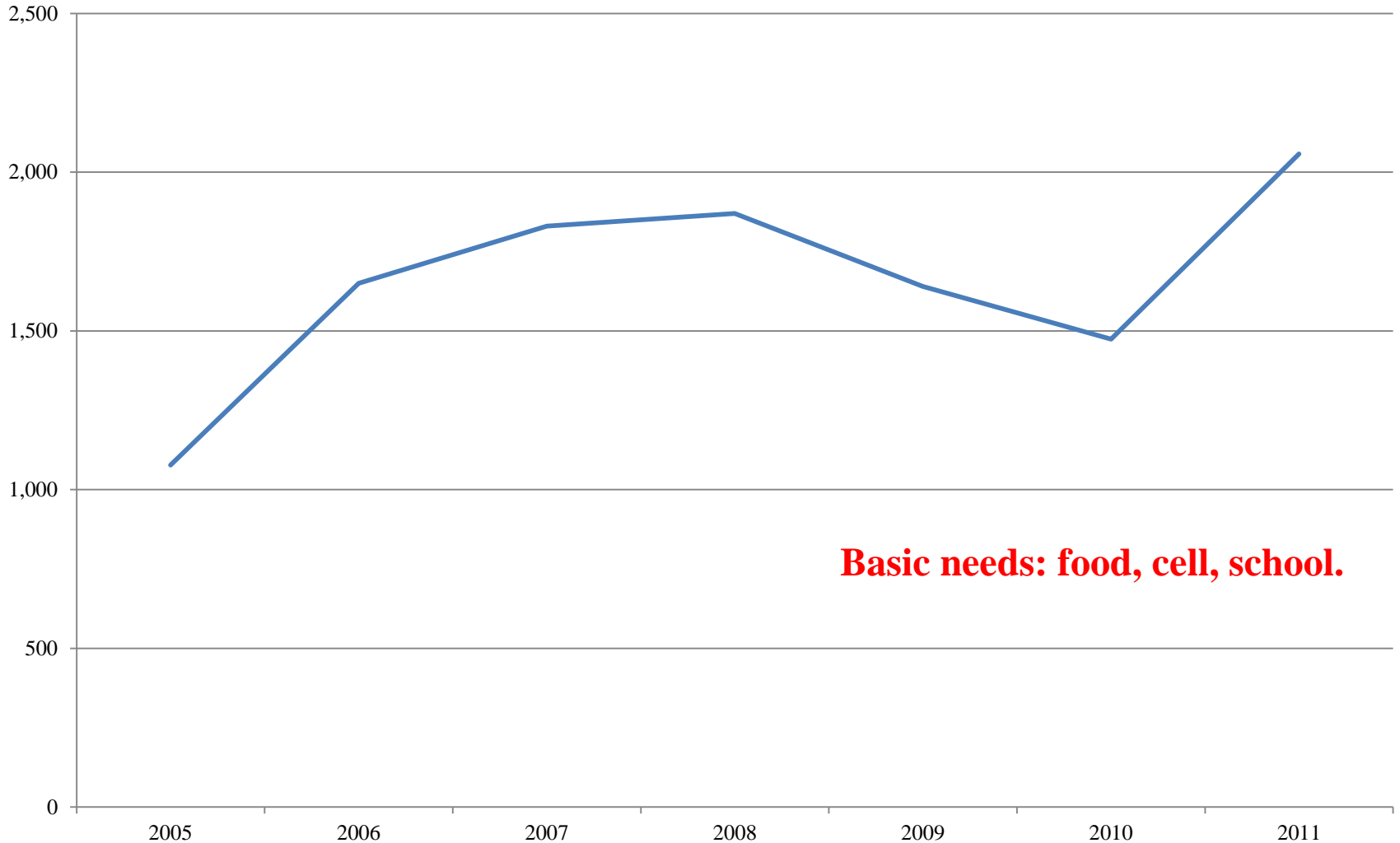
## Loans by Sector



**\$900 million in banking system to lend**

Source: Banque Republique d'Haiti (BRH).

# Remittances to Haiti



**Basic needs: food, cell, school.**

Source: Multilateral Investment Fund (MIF)/ FOMIN

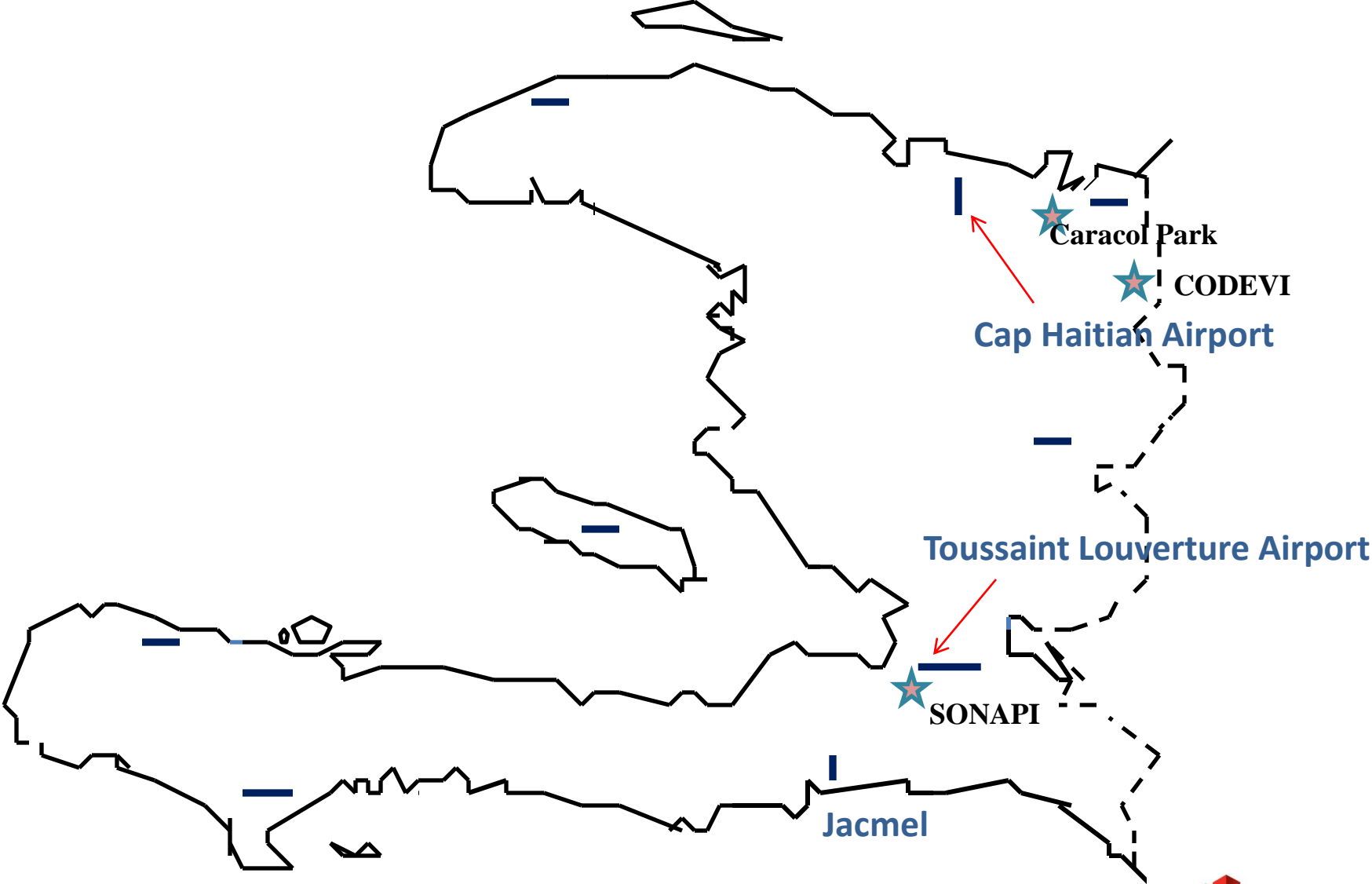
# FDI Investments to Latin America

	2000 - 2005	2006	2007	2008	2009	2010	2011
<b>Haiti</b>	<b>12</b>	<b>161</b>	<b>75</b>	<b>30</b>	<b>38</b>	<b>150</b>	<b>181</b>
Caribbean	3,612	5,694	6,317	10,049	5,623	4,996	4,443
Central America	2,578	5,756	7,400	7,564	4,529	6,044	8,246
Latin America	67,469	74,866	116,869	137,001	81,589	120,880	153,448

Source: Economic Commission for Latin America and the Caribbean (ECLAC).

**Heineken, Digicel, NATCOM deals**

# Airports/ Ports/ Industrial Parks



# Investment Options in the US

- Real Estate (Residential, Vacation, Commercial)
- Mutual Funds/ Hedge Funds
- Stocks
  - SP 500
- Bonds
- CDs      0.1% - 1.1% (1 yr<)
- Currency

# Investing in HAITI

- **Directly** by starting a business (restaurant, bar, import/export, supermarket, hardware store)
- **Indirectly**
  - Bonds
  - Investment Fund
- Raising Capital in the US
  - regulations (Federal and State) where funds over a certain amount (\$150 mm) or after surpassing a number of investors (@ 50)

# HAITI

## assets

- 1) 1 out of 4 of the largest Cruiseship ports
- 2) The largest Industrial Park
- 3) Largest Hospital in the Caribbean in Mirebalais built by Partners in Health
- 4) Mines of Gold, Silver, Marble
- 5) Thousands of miles of undeveloped beachfront property
- 6) 3 of the largest lakes: Miragoane, Bassin de Peligre and Lac Azuei
- 7) Citadelle Laferriere, and Palais Sans Souci



# Business Focused Agenda

**Register business in 10 days**

**Construction permits in 10 days**

**Revised customs code**

**Judicial Reform:  
contract enforcement**

**Infrastructure: power, roads,  
airports, ports, roads**

# Construction

## Reconstruction

3% of schools

5% of churches

Most Govt Ministries

National Palace

Parlement

Main Court

## Infrastructure

PAP Port - \$50 million

PAP Airport - \$4.4 million

Cap Haitian Port & Airport

Fort Liberte Port - \$100+ million

44 km roads - \$54 million

Hotels - \$400+ million

General Hospital- \$50 million

# Housing

Low income monthly rent varies from  
\$65/ month to \$250/ month  
Or homes valued at \$23,500 - \$90,000

Demand from homes lost after  
earthquake = \$7 billion

Annual demand growing @ 100,000  
or \$5.6 billion

+ Demand for Upper Income

U.S. exports to Haiti:  
\$18 million in prefab buildings

World Bank & UN:  
\$60 million in housing  
reconstruction

USAID approved 2 projects:  
- 750 homes in Caracol area to  
Thor Construction  
- 150 homes in Cabaret to  
Cemex

- 400 homes financed by IDB  
through \$30mm grant were  
completed 1<sup>st</sup> Qtr 2012 in Les  
Orangers  
- Villa Rosa in PAP \$350k for 750  
beneficiaries

# Manufacturing/Apparel

## Manufacturing Sector

\$517 million in 2010

18% growth in 2011

Parallel business opportunities

## Caracol Industrial Park

246 Hectares (largest in the Caribbean)

IDB investments: \$180 million

US investments: \$125 million

65,000 new jobs

10 MGW Power plant - \$35 million



# Tourism

600,000 cruiseship arrivals in 2001 – surpassing Dominican Republic

4<sup>th</sup> in Latin America:  
Hotel rooms under construction

Royal Caribbean Cruise Lines



Poles: Jacmel and Cap Haitien

- Adventure
- Ecotourism
- Historic
- All inclusive

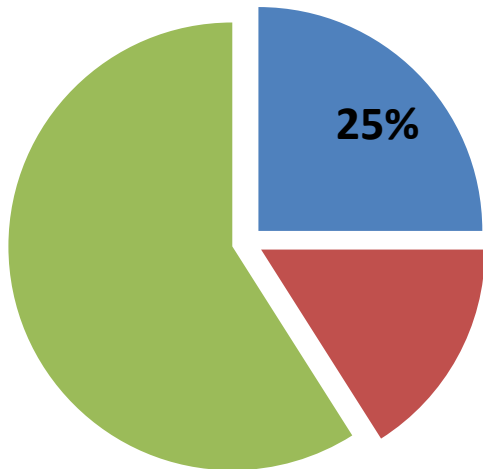
# Agribusiness

**Increase  
Agricultural  
Productivity**

**\$50 million USD – World Bank**  
**\$18.7 million USD – Heifer Int'l**  
**\$41.9 million USD – IDB**  
**\$3 million USD – IMF and IDB**



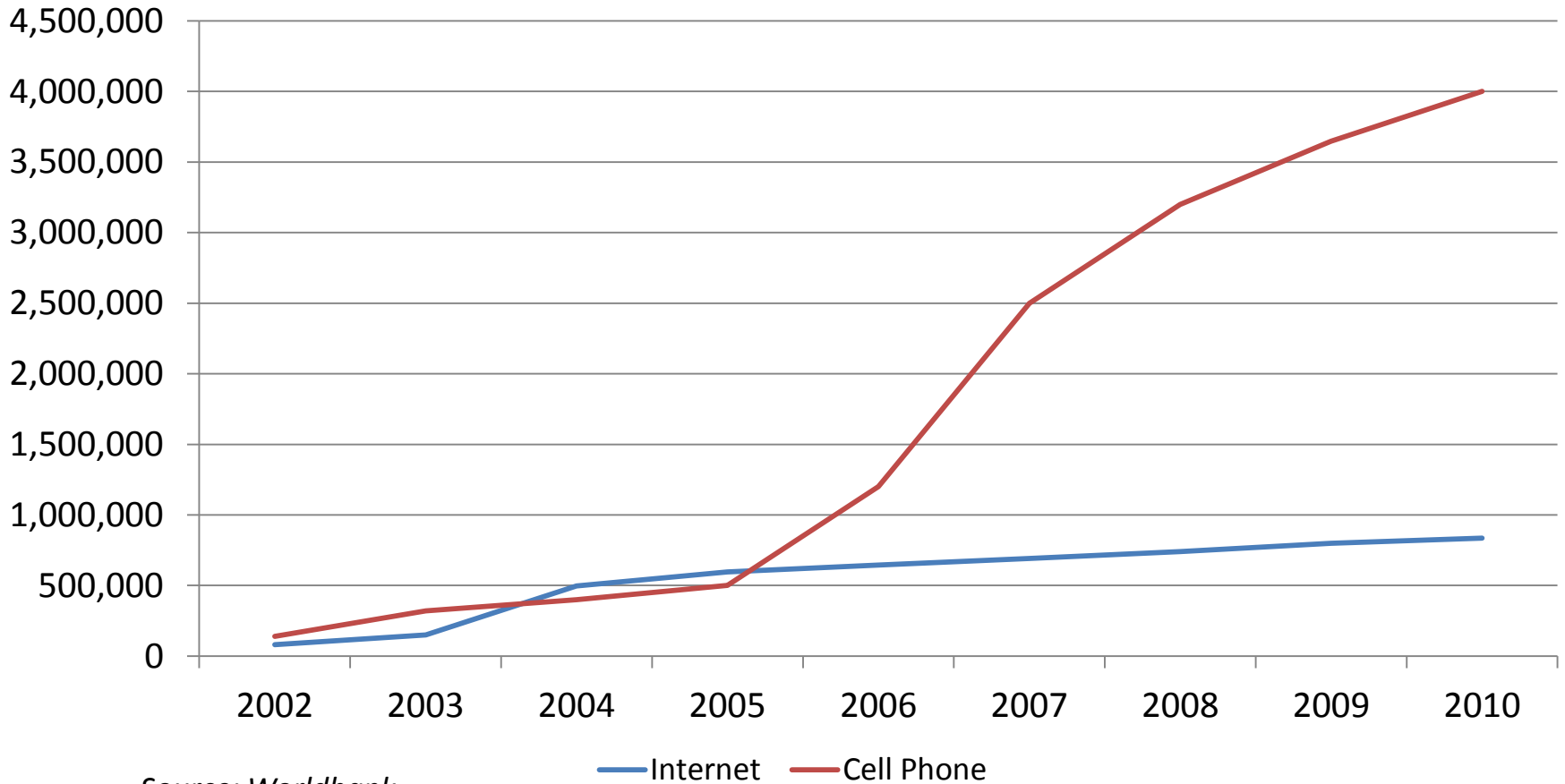
## Haiti GDP, 2010



■ Agriculture  
■ Industry  
■ Services

- 1) Rather than exporting fresh fruits – dry fruits, canned fruits, juice, puree, jelly
- 2) Cacao to cacao butter, pineapple juice

# Telecommunication

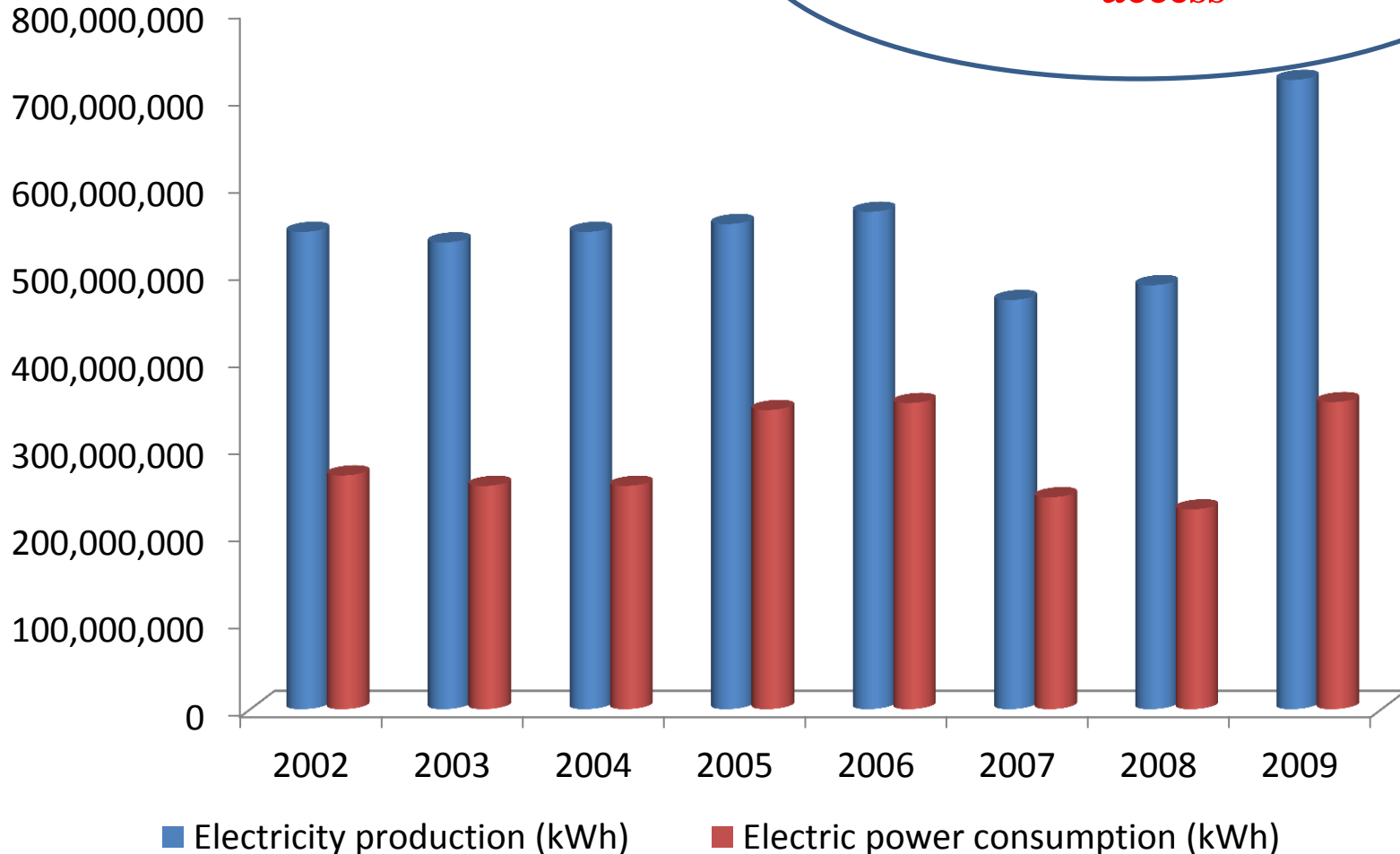


**Fiber Optic cable by NATCOM and soon by Digicel**

# Energy

25% of population has access  
5% of rural population has electricity

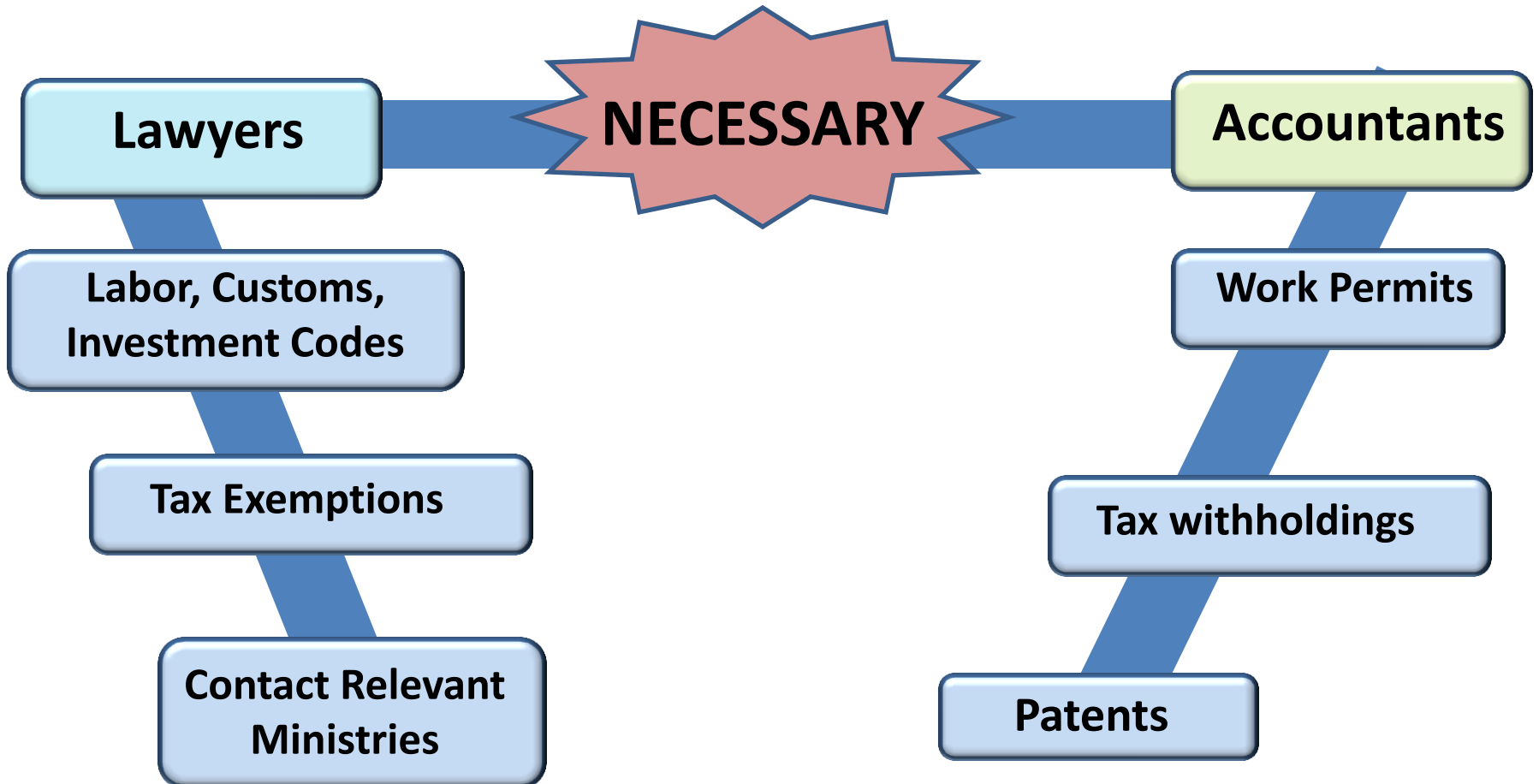
**\$300 - \$500 million investment  
to rewire country for 24 hour  
access**



Source:: Worldbank.



# Registering Your Business



# Setting up Partnerships



**Find partners through local  
Chambers of Commerce**

**Create a local Entity**

**Create a Joint Venture**

# Opportunity to transform HAITI



**With 10% annual GDP growth over next decade**

- How much will Haiti will need in Investments per year?
- GDP per capita will increase to \_\_\_\_\_
- Middle class population will surge to x% of pop.
- Poverty rate (\$1/ day) will decline
- Graduate to MDC country



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