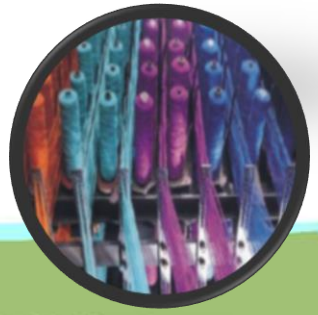
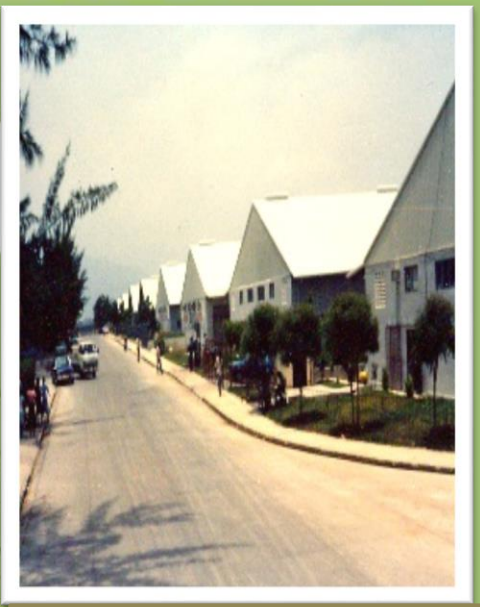
SONAPI

SOCIETE NATIONALE DES PARCS INDUSTRIELS



HAITI IS OPEN FOR BUSINESS



CPFO

HORIZON

Pacific sports. Haïti S.A.

peintures Caraibes

SUMMARY

- HAITI SOCIOECONOMIC DATA
- PRESENTATION OF SONAPI
- PRESENTATION OF THE METROPOLITAN INDUSTRIAL PARK (PIM)
- PRESENTATION OF THE CARACOL INDUSTRIAL PARK (PIC)

HAITI SOCIOECONOMIC DATA

- Total area : 27,750 km^2
- Population : 10.4 M
  - 65 % are less than 35 years old,
  - 57 % less than 24 years,
  - 48 % less than 18 years old
  - 12 less than 5 years old,
  - Growth rate 1.3 %.
- WORKING POPULATION ESTIMATED at 4.81 MILLIONS
- GDP U.S$13.42 billion (2013)
- GDP per capita U.S.$1,300
- EXPORTS : $876.8 million
- IMPORTS : $2.697 billion

Zones with great potentials of industrial development

INDUSTRIES & MANUFACTURES

- The Manufacturing sector represents 19.4 % of the GDP(GROSS DOMESTIC PRODUCT) and use 9 % of the formal workforce;

- The industry of the clothing represents total 90 % of the exports of Haiti with $U740 Millions.

Metropolitan area:

- **Metropolitan Industrial Park (PIM) : 66 ha**
- Industrial Park SHODECOSA : 30ha;
- Free zone of Palms : 4ha;
- Free zone SIDSA : 4ha.

Corridor the North / Northeast:

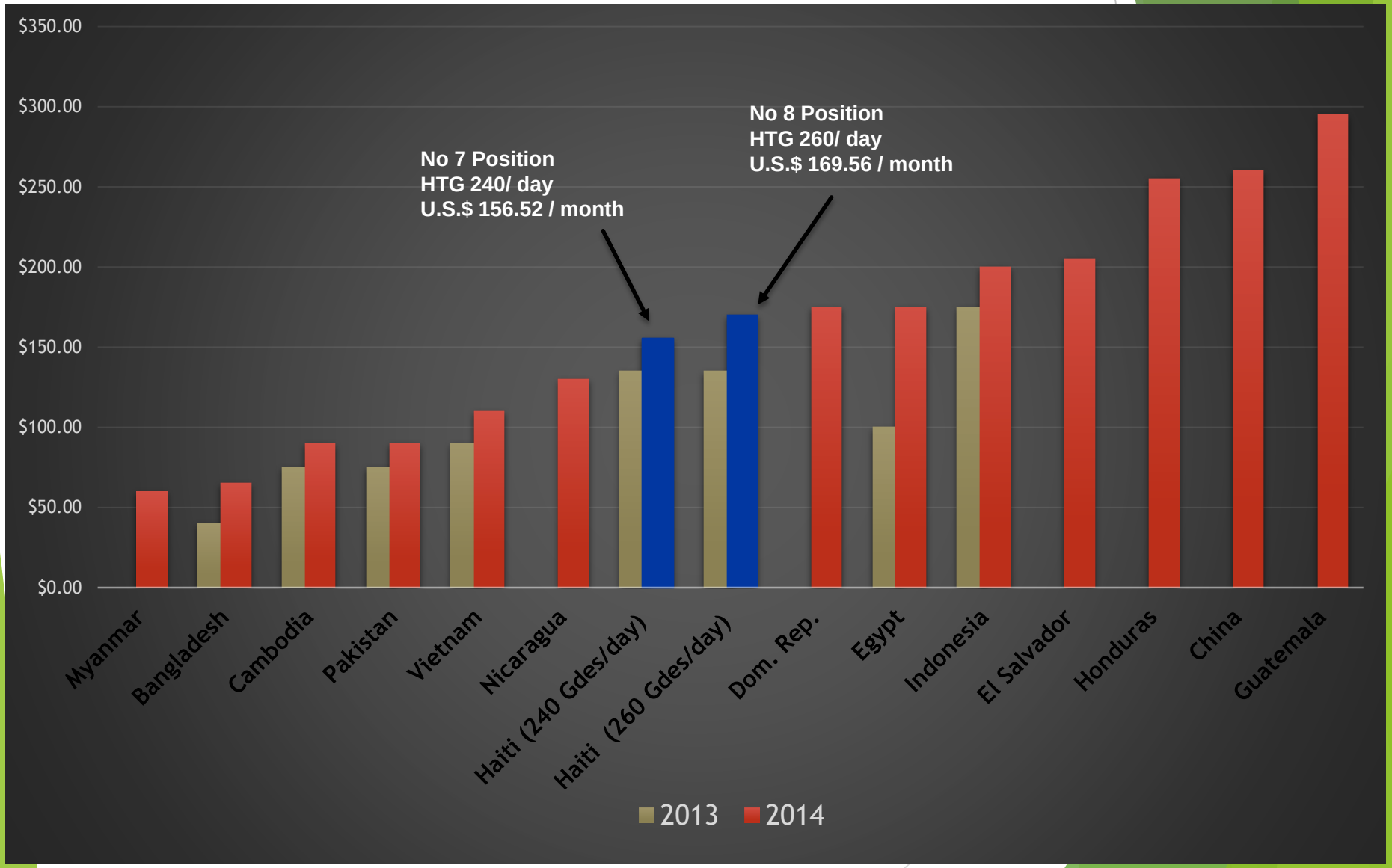
- **Industrial Park of Caracol (PIC) : 252ha;**
- Free zone of CODEVI : 40ha;
- Free zone NURIBIO : 980 ha (Agro-Industry).

Registered progress

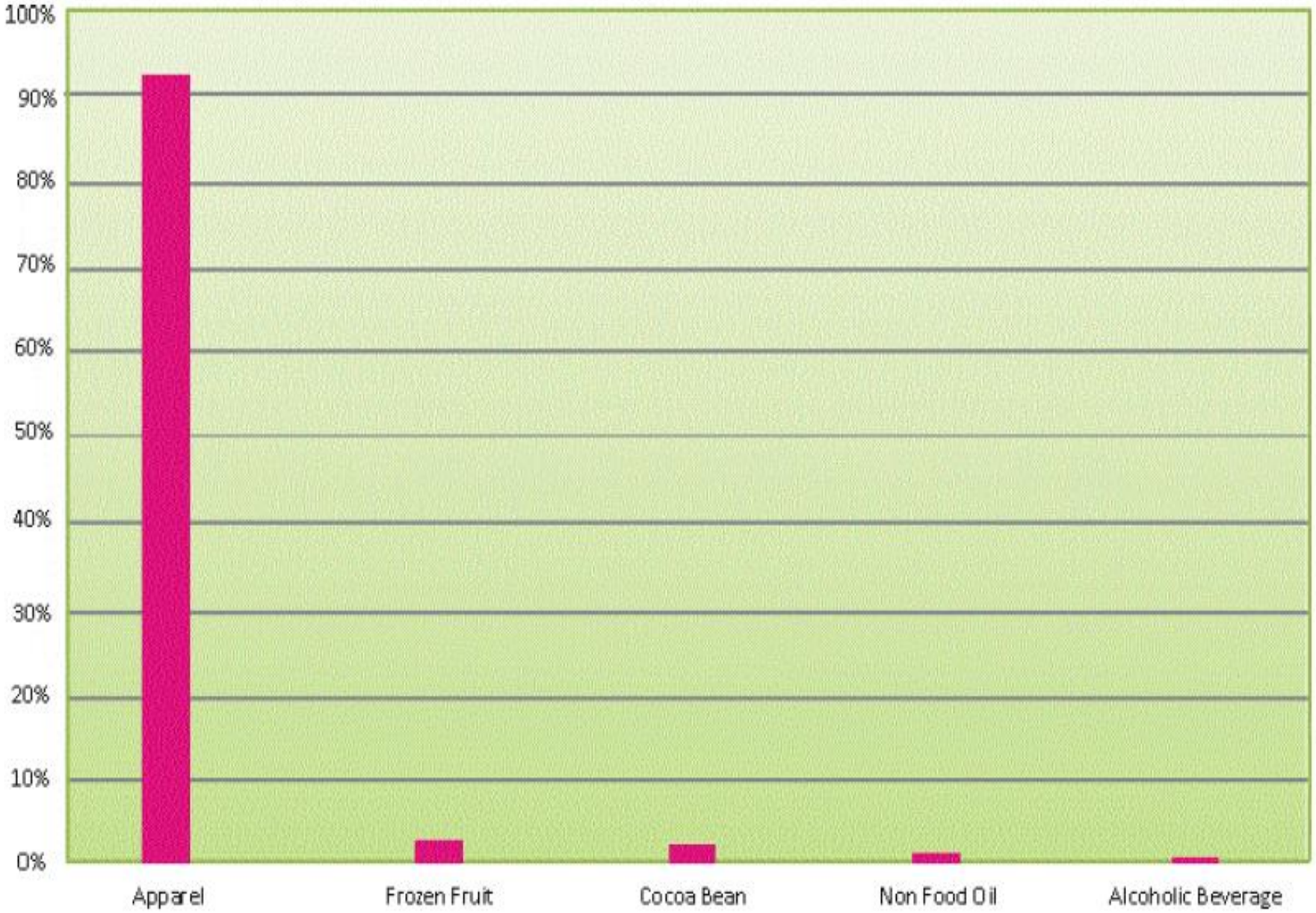
- In 2013, Haiti adopted the " Law on money laundering and terrorism ";
- The criminality is among most low in the Caribbean and in the Central America. (this change was published by the State Department of the United States during a consultative mission.)
- Economic performance:
  5.3 % inflation rate (July 2014);
  4,3 % growth rate (2013).
- Progress regarding safety(security), regarding the governance and regarding the transparency;

Minimum wage in the textile industry in the World

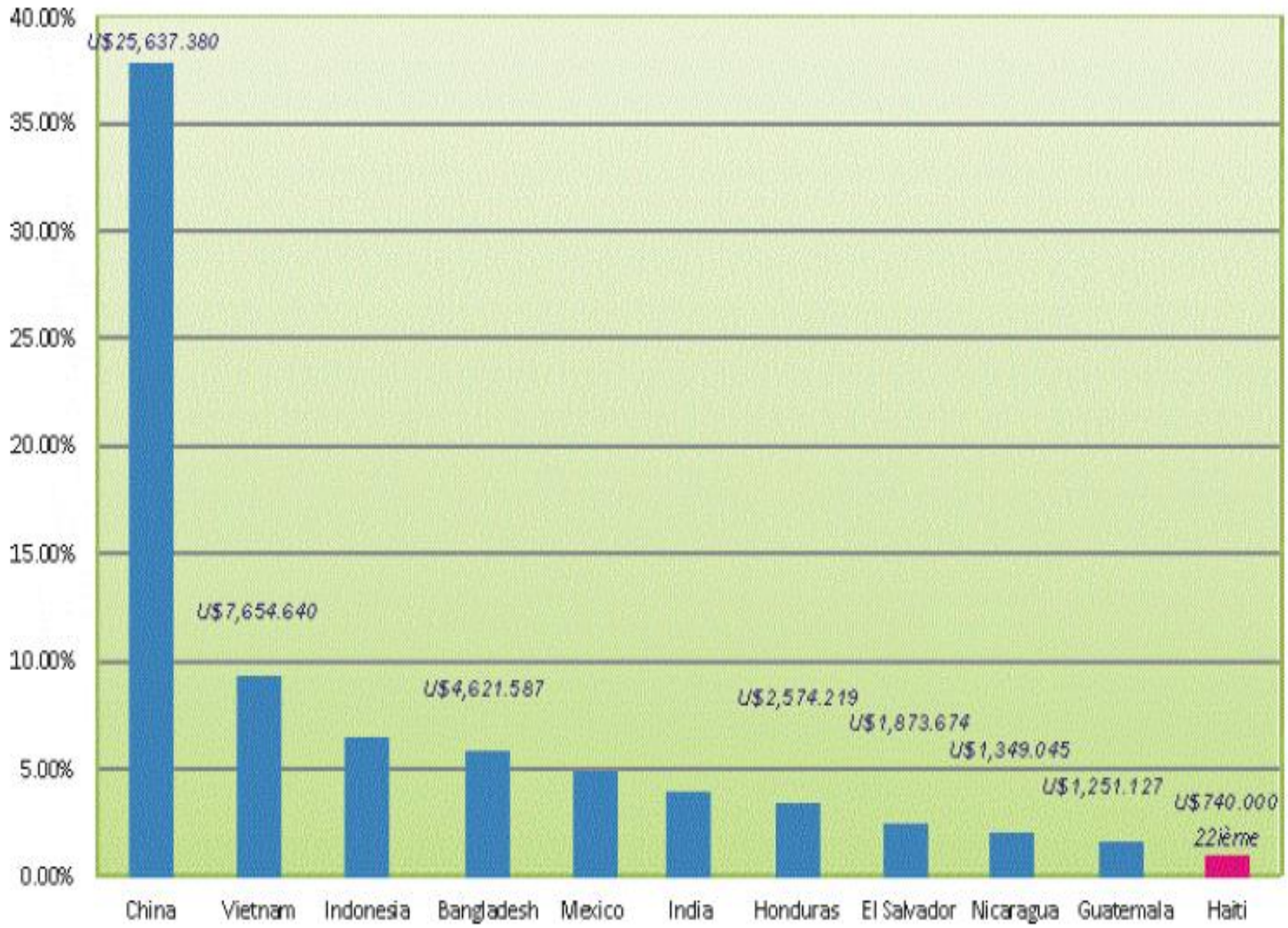
Haiti's Competitive Ranking



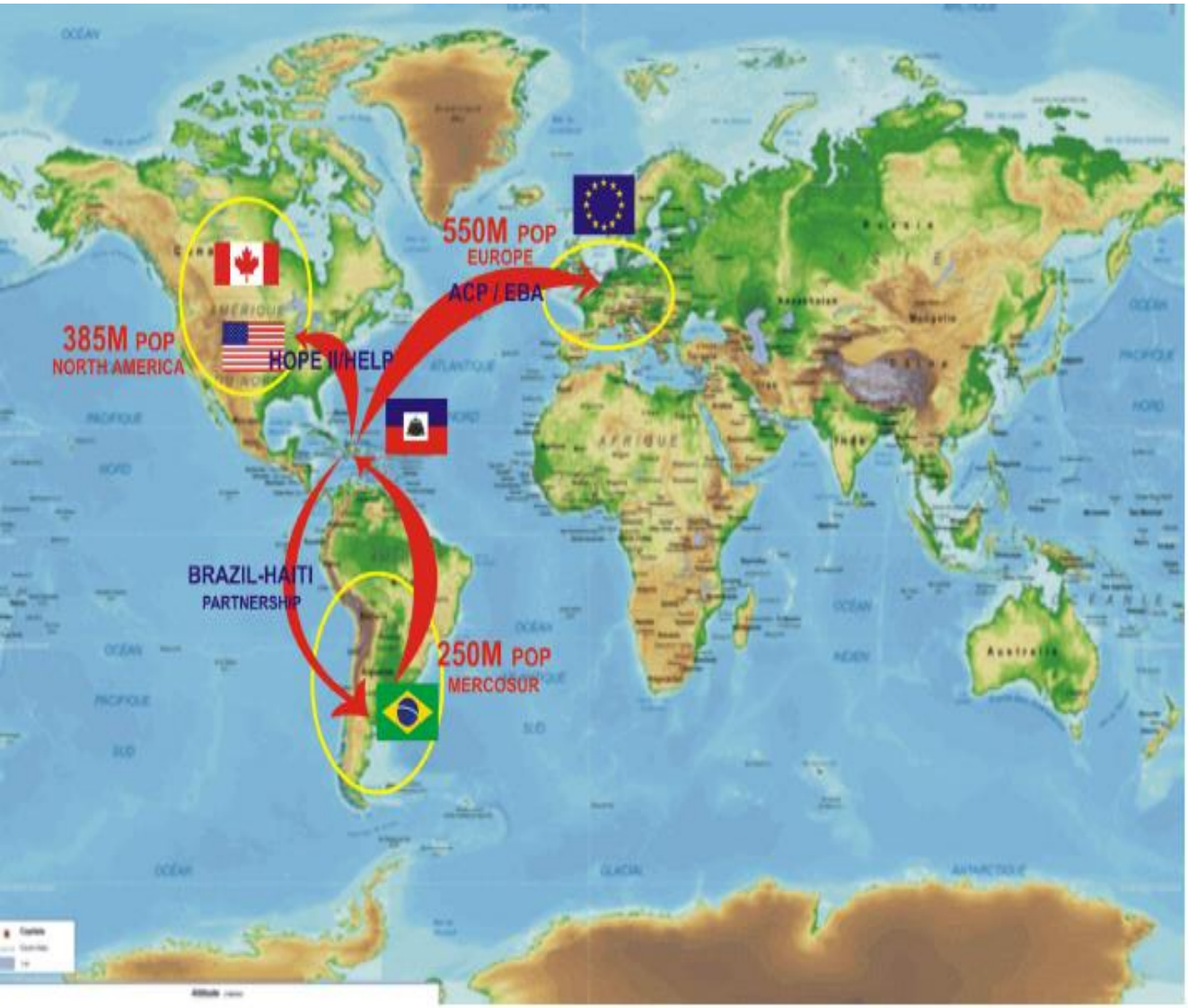
EXPORTS OF HAITI TO THE US MARKET



HAITI and the Rival Countries in the garment sector



Trade Agreements



- HOPE/HELP
- CANADA LDC
- DR-EPA
- CAFTA
- CBPTA

Trade Agreements

- **CBTPA:** Enacted in 2000. Primary imports under this program are men's/boys' T-shirts and certain knit apparel, requiring U.S. yarns and U.S. or regional fabric.

- **HOPE:** Enacted in 2007. Established U.S.'s most liberal rules of origin, allowing third-country fabrics for use in Haitian apparel.

- **HOPE II:** Enacted in 2008. Expanded preferences to include knit and woven apparel.

- **HELP:** Enacted in 2010. Expansion of TPLs, the basis for long-term substantial capital investment by foreign textile and apparel producers.

HELP DUTY FREE

- **Woven TPL- 70 million SME**

- Expands to 200 million SME upon 70% utilization

- **Knits TPL – 70 million SME**

- **Expands to 200 million SME upon 70% utilization**

- **Value added TPL- 348 million SME's (Variable)**
- -Linked to total US apparel import figure
- - 55% Value add requirement

CBTPA Limits

- **900 millions SMEs for knits**
- **12 million dozens for polo shirts**

PRESENTATION

OF

SONAPI

▶HISTORY

- created by the decree of October 22, 1981 which makes it an autonomous body governed by public law.
- Overseen by a Board of Directors, and its Ministry is the Ministry of Commerce and Industry (MCI).
- Headed by a General Director who is appointed by the order of the president of the republic of Haiti.

MISSION

- Ensure the establishment, organization and management of industrial parks intended to accommodate first and foremost industrial companies as provided by law.

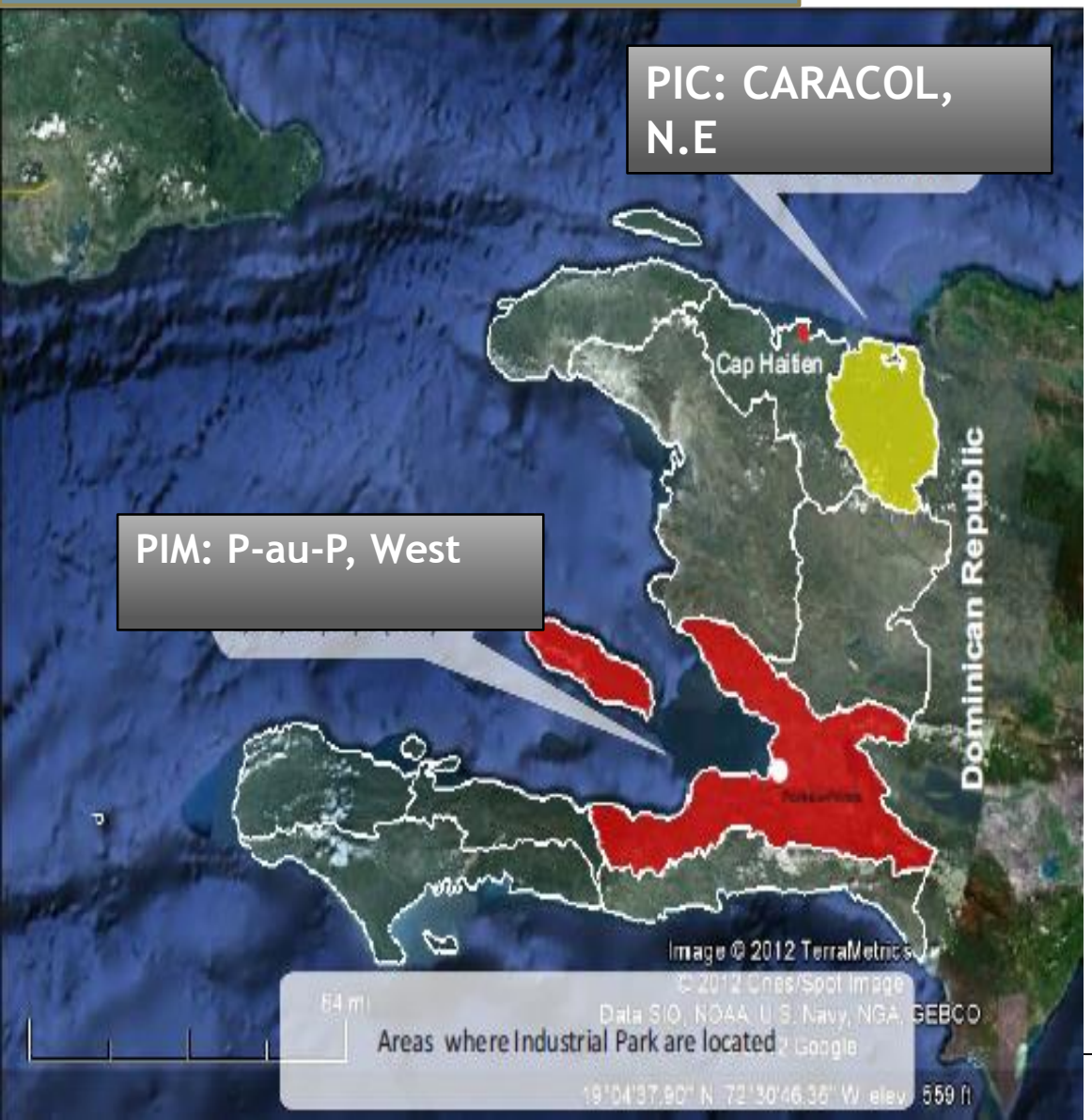
- Manages two public industrial parks that are the Metropolitan Industrial Park (PIM) and the Caracol Industrial Park (PIC)

VISION

- Multiply industrial parks throughout the country

- Managed them in order to satisfy companies that are implanted there.

LOCALISATION



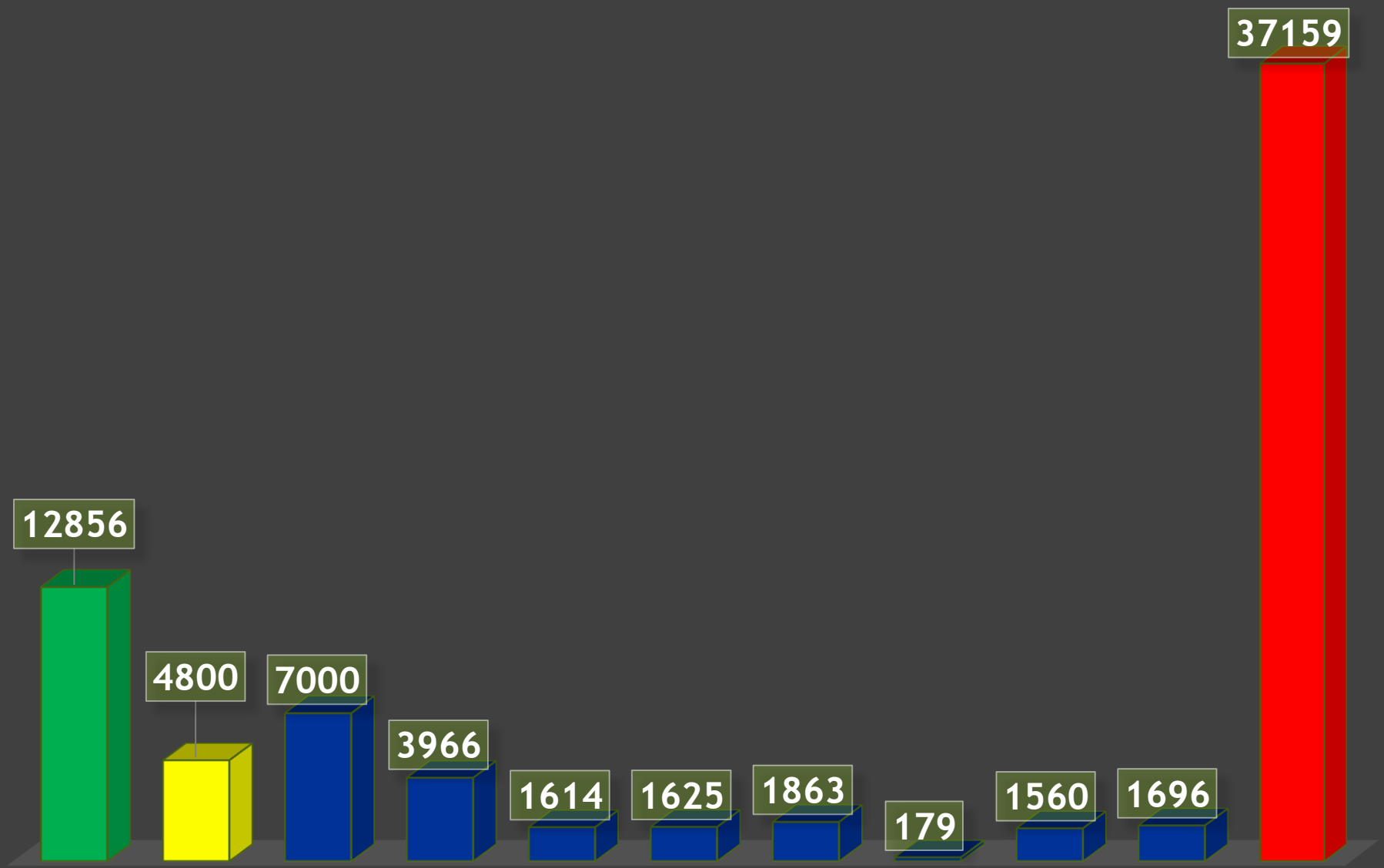
Haiti is just:

- 1.30 hr flight U.S.
- 3 hrs flight from Canada.
- 3 days by boat from the United States.
- 5 days by boat from Montréal.

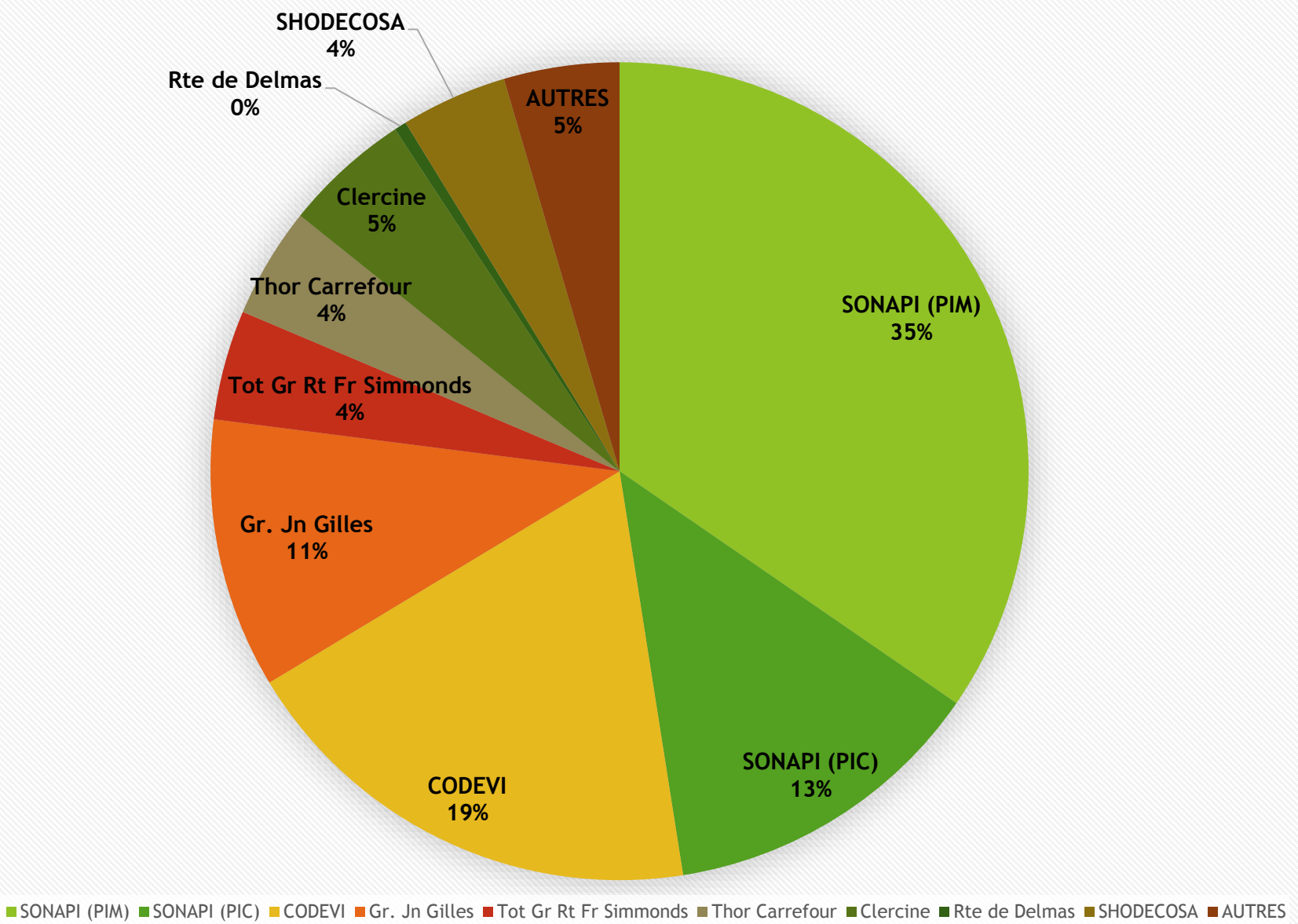
Two Industrial Parks

- Metropolitan Industrial Park (MIP)
- Caracol Industrial Park (PIC)

Socio-Economic Impact



Socio-Economic Impact



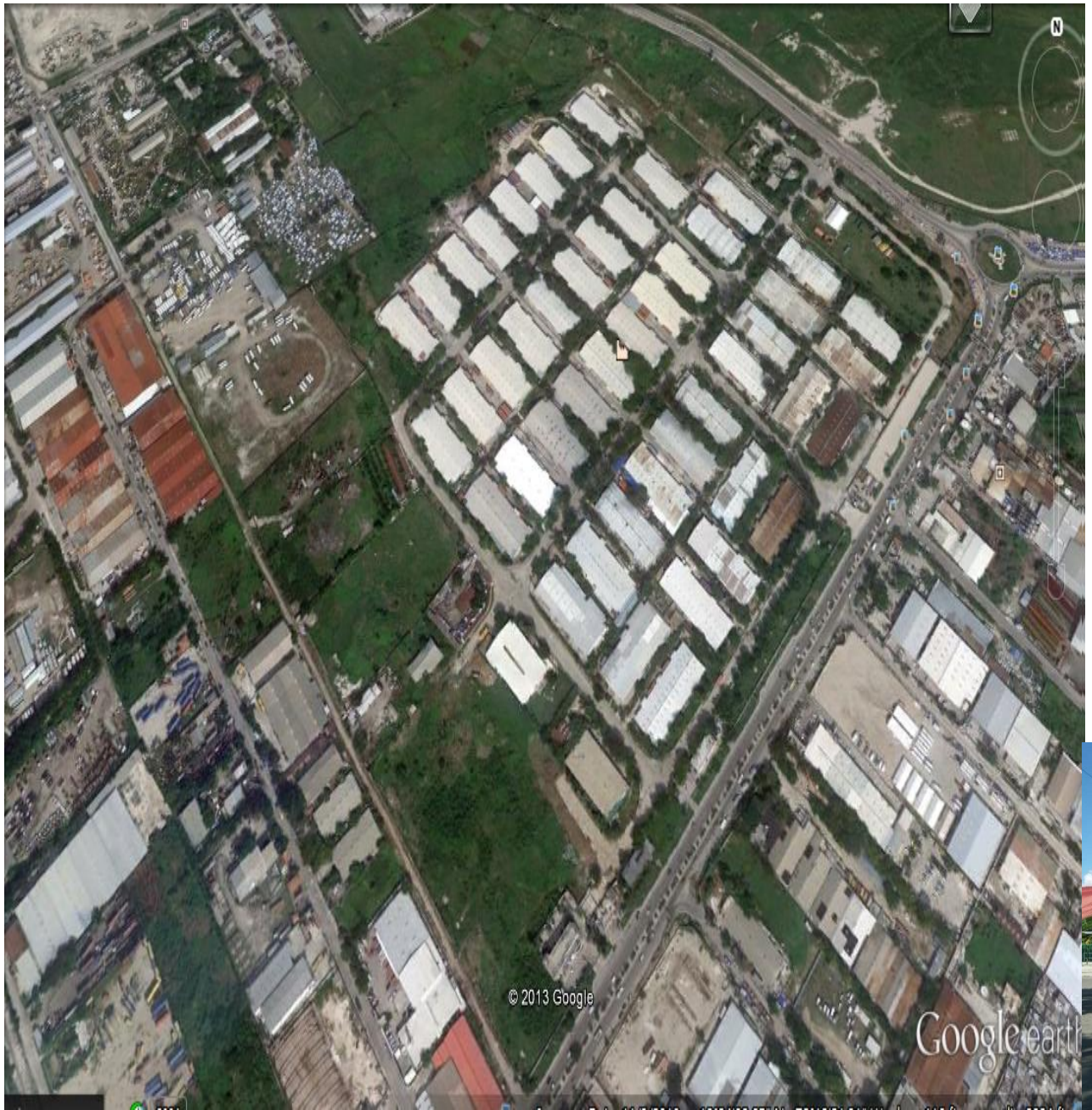
RENTAL RATES PER SQUARE METER

PRESENTATION
OF
METROPOLITAIN INDUSTRIAL PARK
(PIM)

SOCIETE NATIONALE DES PARCS INDUSTRIELS (SONAPI)

- Located in the municipality of Delmas, north of Port-au-Prince
- 4 km from the Port of Port-au-Prince
- Less than 1 km of the Toussaint Louverture International Airport.
- First public industrial park.
- 2hrs flight time from Miami
- 3 ½ Days by sea to Miami

INDUSTRIAL METROPOLITAIN PARK



- 66 hectares of area, completely fenced
- 53 Buildings varying from 1,700 to 3,250 square meters.
- 23 Companies established
- About 13,000 jobs.
- Security Services

Services available to PIM

Banking sector

Services available to PIM

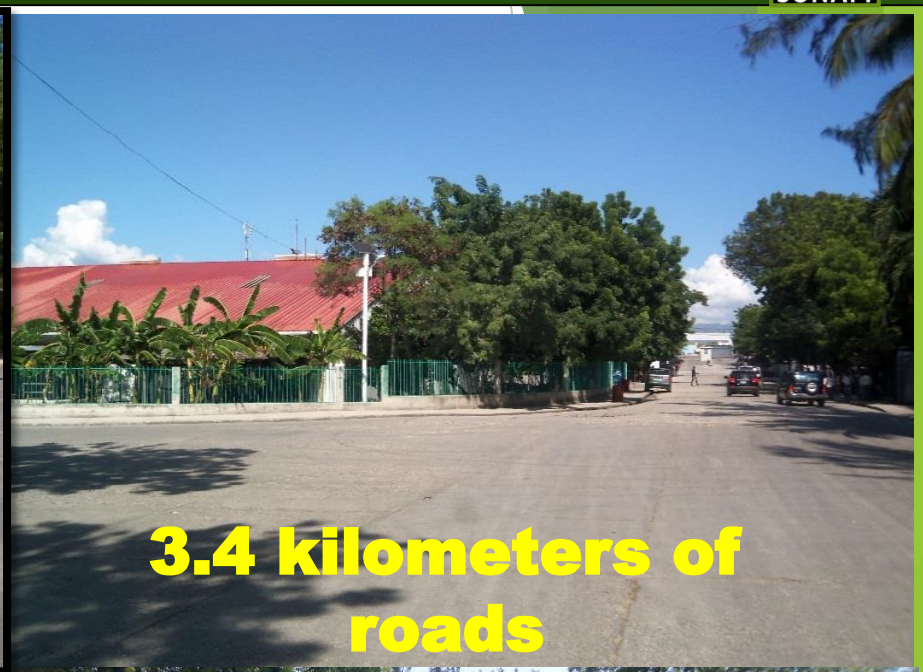
- Care facilities and training centers available
- Food court available

Services available to PIM

Telecommunications services

Drinking water services

PIM INFRASTRUCTURES



- 53 Buildings from 1,700 to 3,250 square meters

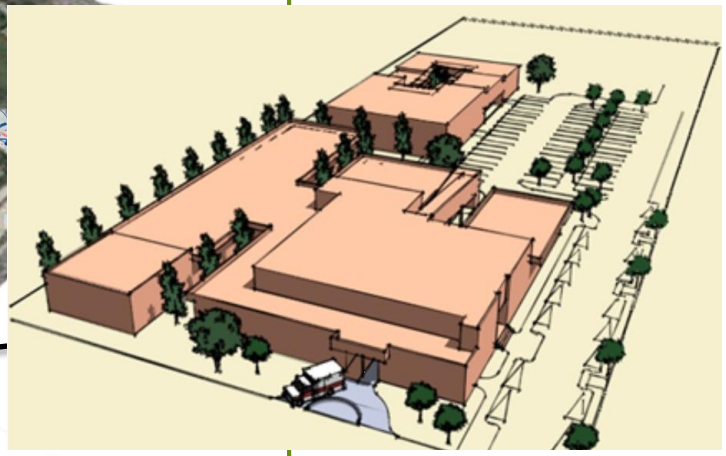
LIST OF COMPANIES ESTABLISHED

Company	*Products*	*Customers/ Brands*	*Approx. of workers*	*Current monthly output*	*Physical Capacity*	*Certification/ Affiliation*
Astro Embroidery S.A.	Embroidery and screen printing services	Blanket America, Willbes, One World Apparel	70	+18,000 units/week	35,000 sq ft	GAP
DKDR HAITI S.A.	Men suit, top coat, blazer, tuxedo, tailored pants	Jos A. Bank, FCGI, The Men's wearhouse, Tommy Hilfiger, Nautica	1,150	Coat: 3,000 doz/ month , Pants: 1,500 doz/ month Vestes	4 bldg of 30000 sq. ft	Bureau Veritas CSCC
Horizon Manufacturing	Wovens, boys casual and dress pants	Fishman & Tobin	390	36,000 pair/week	30,000 sq. ft	Walmart, JC Penney, Van Heusen
Interamerican Wovens	Boys' woven twill pants, adult medical uniforms	Fishman & Tobin, Landau	1695	36,000 pair/week	120,000 sq. ft.	Wal-Mart, Gap, Van Heusen

LIST OF COMPANIES ESTABLISHED (continued)

Company	*Products*	*Customers/ Brands*	*Approximate no. of workers*	*Current monthly output*	*Physical Capacity*	*Certification/ Affiliation*
Modas Gloria Apparel (MGA) S.A.	Twill and dress pants, Medical uniforms, skirts	Fishman and Tobin; Jeno Neuman; Dickies, DonnKenny, Aramark	955	40,000 pairs/week	60,000 sq. ft.	Cutting, Sewing, Packing
Multiwear S.A.	Tees, shirts, jackets, pants, knit tops	Hanesbrands Inc.	1,995	+75,000 dz/week	210,000 sq. ft	Design, Merchandizing, Embrodery, Screenprinting, Tie dye
Pacific Sports Haiti S.A.	Knits, T-Shirts	HYBRID, JC Penney, Walmart, Freeze, Mad Engine, Kohl's, Russell	990	210,000 dz	180,000 sq.ft	Washing
Will-Bes Haitian S.A.	Knits, tops and bottoms	Gap, Old Navy, Wal-Mart, JC Penney	2,500	175,000 dz/month	220,000 sq. ft.	Garment Washing and Screen Printing

PIM EXPANSION PLAN



TRAUMA CENTER

Construction of ten (10) new buildings

RESIDENTIAL DEVELOPMENT

SPECIFICATIONS:

- 210,000 Sq. f – of LAND
- 95,000 Sq. F of OFFICE Space – CLASS A – for Lease
- 10 Single Family PATIO Houses with 3 Bedrooms
- 10 Townhouses with 2 Bedrooms

Trade Mark representing in the PIM

SONAPI

RUSSELL BRANDS, LLC

GAP

JOS. A. BANK
ESTABLISHED 1905

Hybrid

GILDAN
ACTIVEWEAR

jcpenney

Walmart

OLD NAVY

Blanket America

Dickies

CHAMPRO
SPORT EQUIPMENT

Levi's

f&t
APPAREL LLC

TOMMY
HILFIGER

Champion

ARAMARK
Uniform Services

CINTAS
THE UNIFORM PEOPLE

Landau
MADE BETTER

Kohl's
Department Stores

Hanes

NAUTICA

donnkenny

PRESENTATION
OF
CARACOL INDUSTRIAL PARK
(PIC)

INDUSTRIAL PARK OF CARACOL

Overview of Province

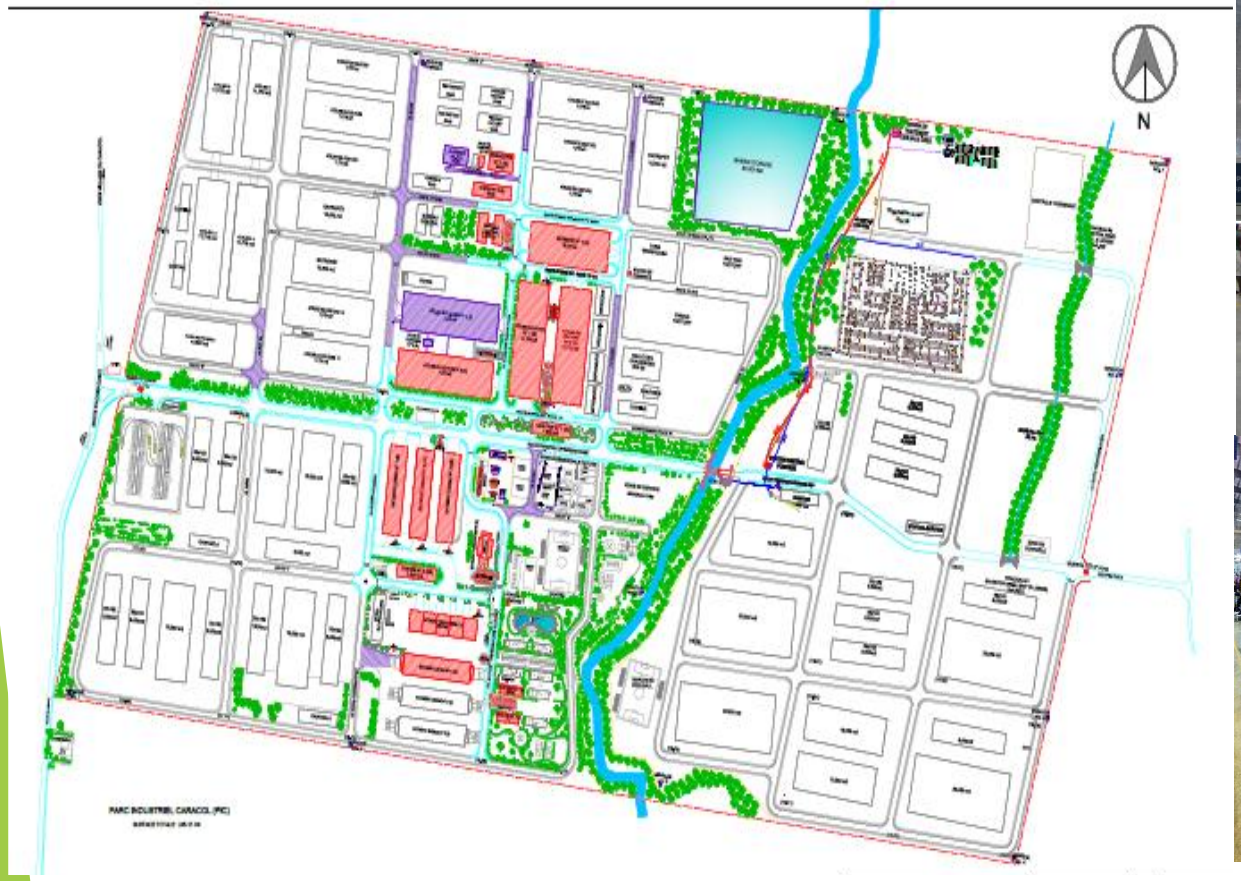
- **1.2 million people of which 40% are in the working age (14 to 40).**
- **The unemployment is more than 40% so there is plenty of unskilled and semiskilled labor available.**

INDUSTRIAL PARK OF CARACOL

I-General Information of Caracol Industrial Park (IP)	
Total Area	Total : 252 (ha)
Sectors of investment	Apparel, paints, fragrances, sisal products, construction components.
Lease Term	Years - 10 to 20 years. Negotiable and flexible for self financed companies.

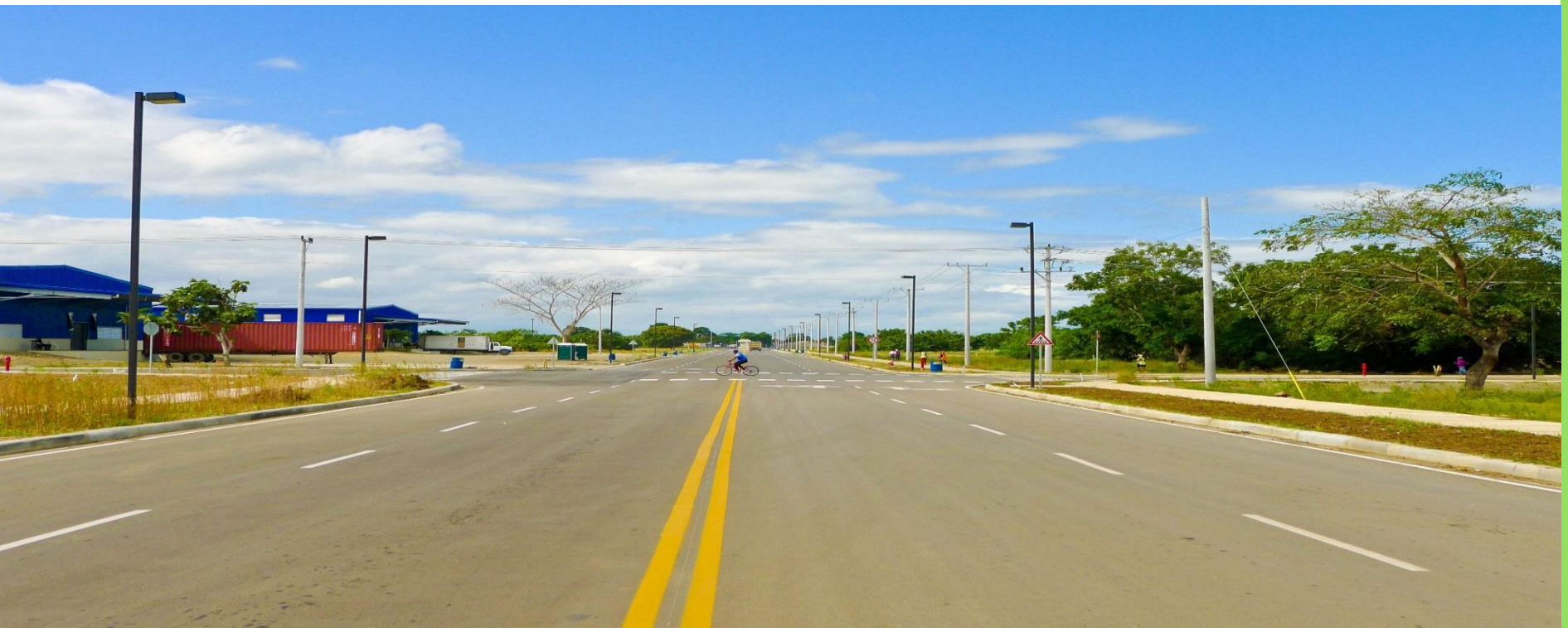
INDUSTRIAL PARK OF CARACOL

252 Ha with energy, water supply, WWTP, Solid waste disposal Transportation for workers



II- TRAFFIC

Road	The park is situated National Highway # 6 which runs from East to West across Haiti and into the DR.
Sea port	Port of Cap Haitian – 28 Kms.
Airport	International Cap Haitian Airport – 26 Kms.
Railway	N/A

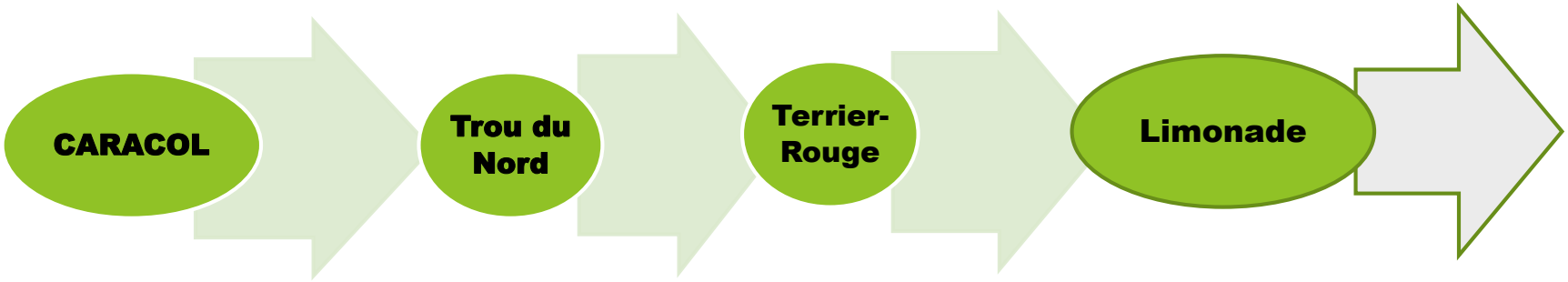


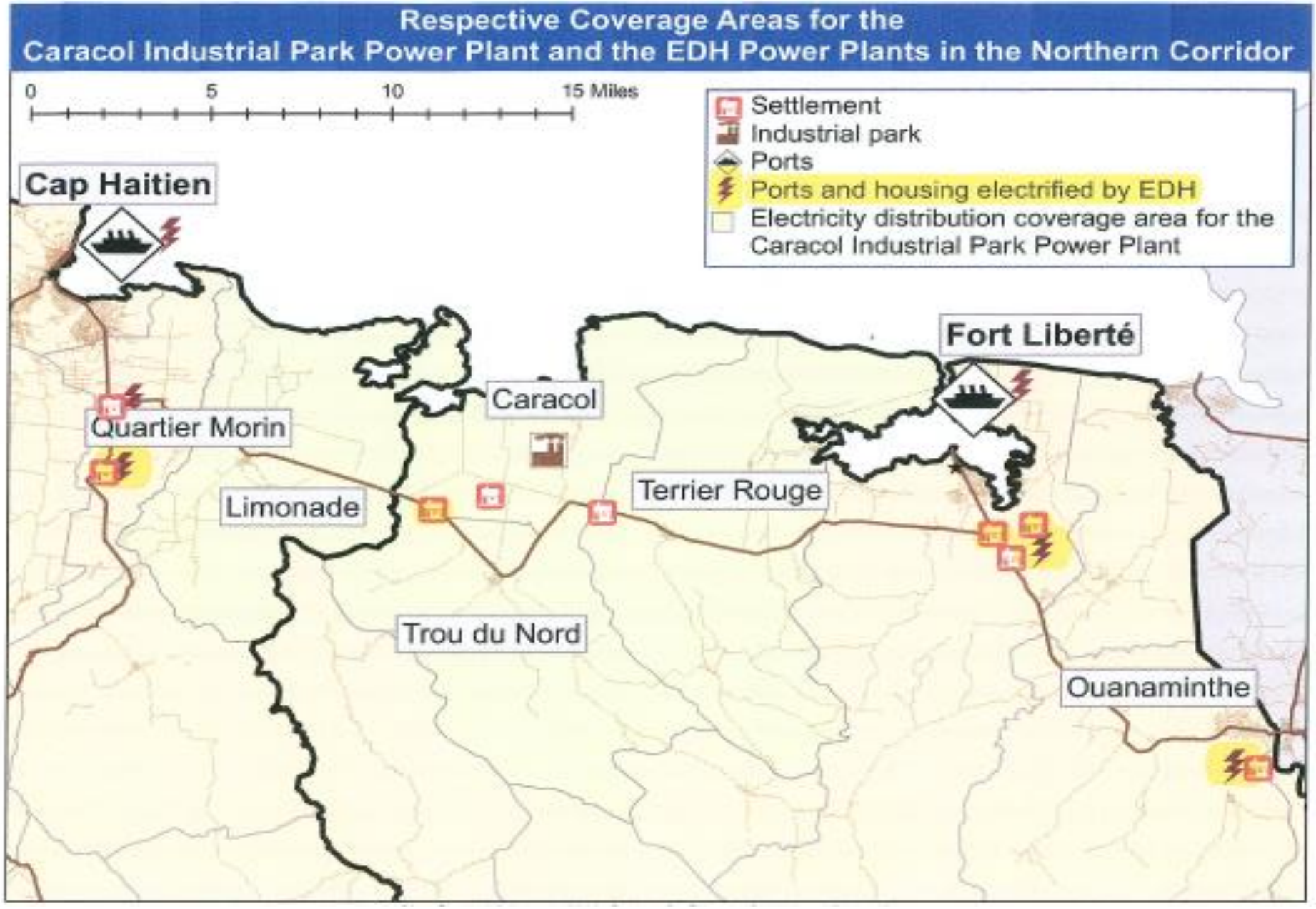
III-IN FRASTRUCTURE

Internal Infrastructure	On site 10MW Power station, industrial water supply, waste water treatment, solid waste disposal, secure perimeter, security force, cafeterias for workers.

Power supply	**System power supply:**	**23,000 Volts**
	Frequency :	**60 Hz**

Electrification Process




Respective Coverage Areas for the
Caracol Industrial Park Power Plant and the EDH Power Plants in the Northern Corridor
0
5
10
15 Miles
Settlement
Industrial park
Ports
Ports and housing electrified by EDH
Electricity distribution coverage area for the Caracol Industrial Park Power Plant
Cap Haitien
Fort Liberté
Caracol
Quartier Morin
Limonade
Terrier Rouge
Trou du Nord
Ouanaminthe

WATER SYSTEM

Clean water system	Capacity: 2400 m^3/day 4 800 m^3/day since october 2014
Waste water treatment	Capacity: 280 m^3/day - 1 800 m^3/day since august 2014 - 3 600 m^3/day in december 2014 Expandable up to 6,000 m^3/day

ENERGY Q3 (July- Sept) 2014

PPSELD for Q3			
Month	**July**	**August**	**September**
Energy produced kwh	982,338	1,158,833	1,547,633
Internal Energy Usage	77,733	77,634	77,634
PIC Tenants	307,667	350,229	361,580
Caracol (outside of CIP less Univ)	67,776	66,814	69,487
Trou du Nord (takeover)	309,732	319,024	328,595
Terrier Rouge (takeover)	106,787	121,292	123,718
Limonade (takeover)		107,185	110,401
Total Energy forecast/month in KWH	869,695	1,042,178	1,432,994
Average Load kW	1,169	1,401	1,488
Peak Demand kW	2,205	2,598	2,976
Estimated Fuel Requirement (Gals)	66,354	77,017	106,148

INFRASTRUCTURES

Telecommunication system

Telecommunication system
Two third party service providers – Natcom (Vietnamese owned), Digicel.

CONSTRUCTED BUILDINGS

Buildings	Area
3 Buildings of 11,776 m^2	35,328 m^2
1 Warehouse of 10,500 m^2	10,500 m^2
3 Canteens of 1600 m^2	4,800 m^2
2 residential buildings of 2,000 m^2	4,000 m^2
5 Generic buildings of 5,000 m^2	25,000 m^2
2 boiler's rooms of 200 m^2	400 m^2
1 laundry of 1,500m^2	1,500 m^2
1 Engine room of 385 m^2	385 m^2
2 Offices (one of 700 m^2 and 2,058 m^2)	2758 m^2
TOTAL	84,671 m2

Under Construction for Phase 3

Buildings	Area	
2 Workrooms of 12,000 m^2	**24,000 m^2**	- One To be delivered by end 2014 - The other to be delivered by Q3 in 2015
1 laundry	**5,500 m^2**	To be delivered by end 2014
1 cafeteria	**1,500 m^2**	- by end 2014
TOTAL	**31,000 m^2**	

IV- Investment cost

Services	Costs
Rent of buildings	$ 2.75 U.S./m^2/Month
Potable Water	$ 0.90 to $ 1.20 U.S. / m^3
Charge for treating sewage	$ 0.85 / m^3
Electricity	$0.32/kwH

Rent of buildings

Job creation is the primary goal of PIC, a graduated incentive scale is offered for the rent.

Number of persons employed	Rent in U$ per square meter per month
0 to 300 employees	U$ 3.25
301 to 600 employees	U$ 3.10
601 to 1,000 employees	U$ 2.95
1,001 to 1,250 employees	U$ 2.80
1,251 employees or greater	U$ 2.75

V- Social infrastructure and other services

Customs	On site.
Banks	BNC services; SOGEBANK (ATM) services
Post office	TBC
Accommodation for workers	SONAPI can help to provide land employers to build executive accommodation in the park or worker accommodation outside the park.
Security	Private security force and Haitian National Police on site.
Hospitals	TBC
Trauma center	TBC
Primary Care	OFATMA
Training colleges	KOICA center and Limonade University
2 HELIPAD	Use to transport people in critical care on PIC
Other enterprises	Paint factory, Fragrance factory, Sisal products, construction components and apparel.

VI- LABOR RESSOURCE

Labor cost of Industrial Park (USD/month) :	– Workers: Salary + Benefits = $156 U.S.

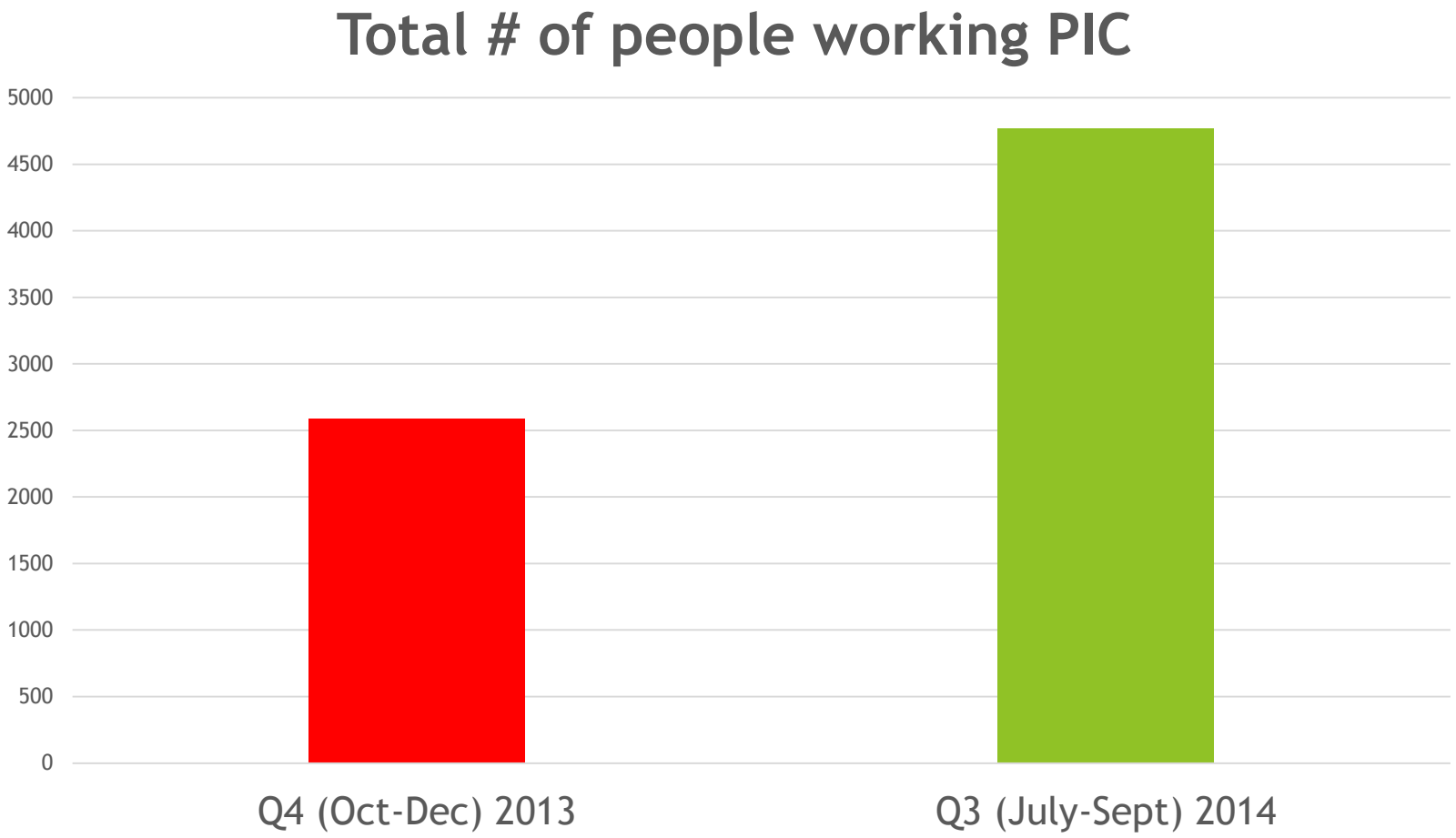
Employment impact of PIC in Northern Haiti

Worker Salary per day : 5$ USD (225 Gourdes)

Year	Number of workers	Salary per Month	Salary for 1 Year
2014	3,200	416,000 USD	4,992,000 USD
2015	5,000	650,000 USD	7,800,000 USD
2016	10,000	1,300,000 USD	15,600,000 USD
2017	20,000	2,600,000 USD	31,200,000 USD

The Caracol industrial park has already made a significant contribution to the economic expansion of the surrounding communities.

Comparison Q4 2013 and Q3 2014



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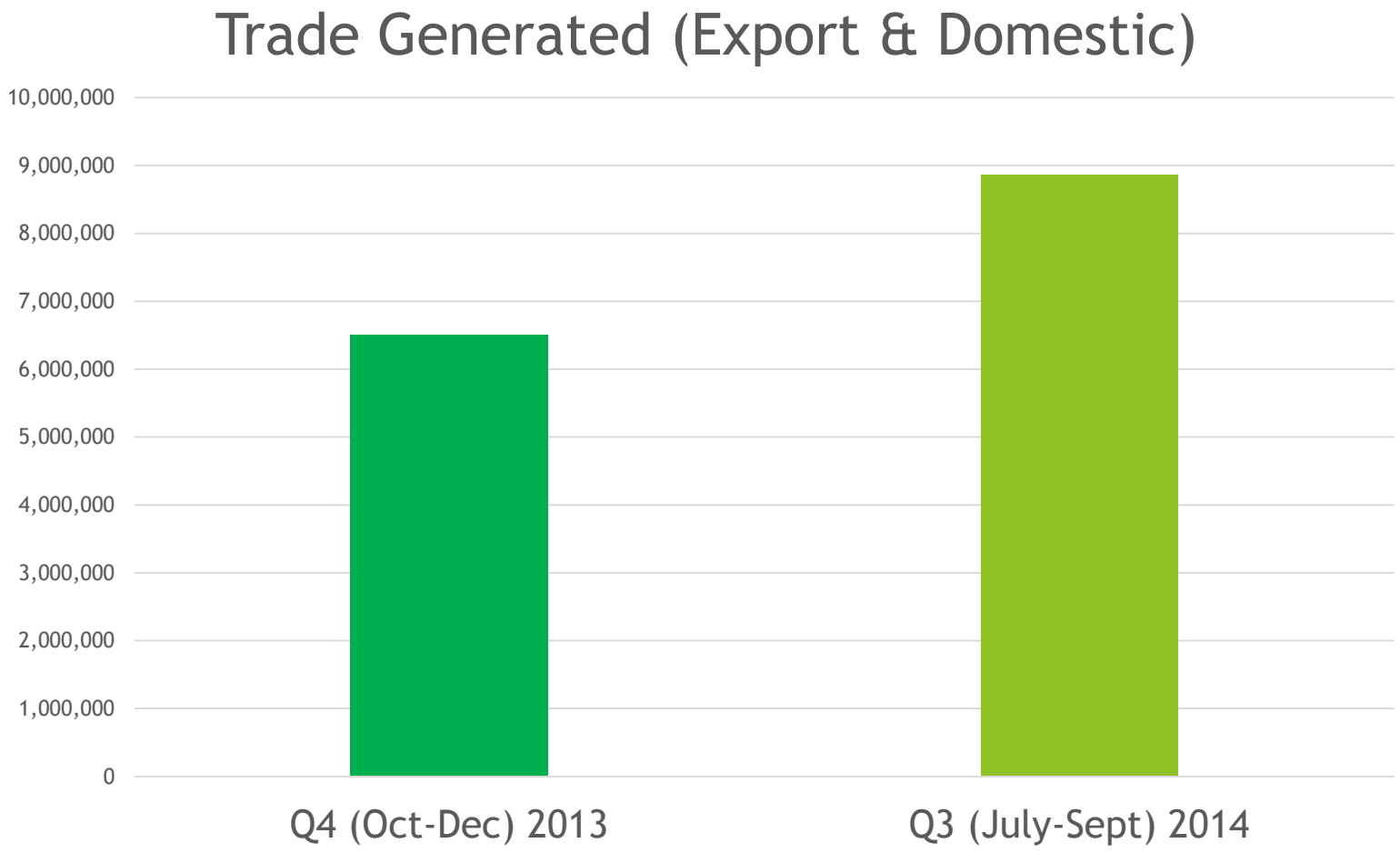

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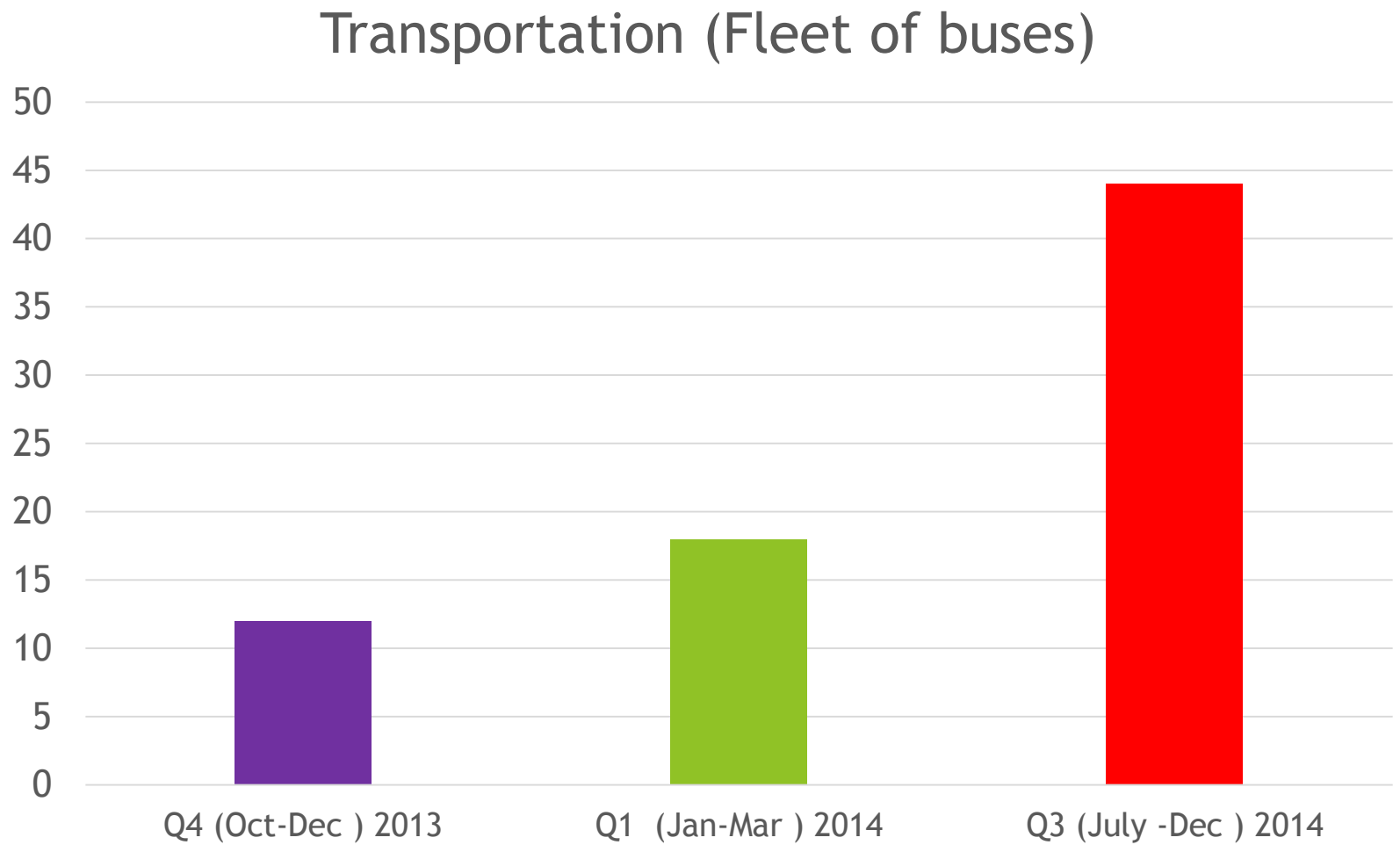

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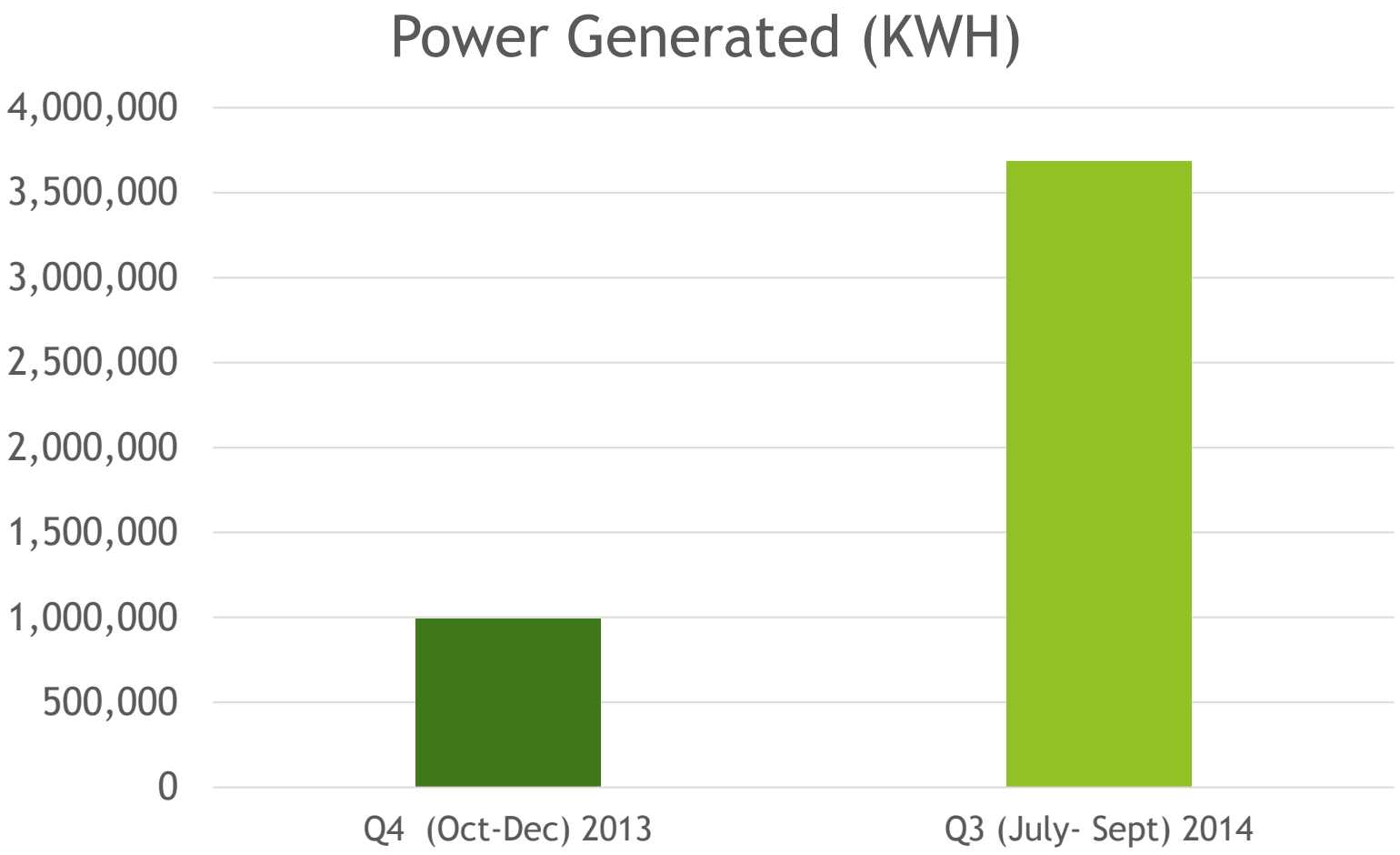

List of Companies Implanted in the PIC

	Sae-A	Peintures Caraibes	SAFI	UB Frag	Kaytek	Sisalco	Guardian	Coles	E&J	Tianjin	CREC	Total
Employment	20000	300	3750	74	160	124	<100	5000	300	400	200	30308
Investissement	>$76 M	>$1.2 M	>7.2 M	<$1M	<$1.6 M	<$1M	N/A	$7M	$1.5 M	$50M	$200	>350 M
Area	232,000	5,000	15,000	1,000	2,000	5,000	5,000	15,000	n/a	200,000	150,000	630,000
Water used (m^3)	6,000	min	min	min	min	min	min	n/a				
Energy Use	8MW	250KW	400KW	min	min	<1MW	<1MW	n/a				
Indirect employment	>2,000	>1,000	<1,000	>1,000	<1,000	>10,000	~1,000	n/a				
CSR	Elevé	n/a	n/a	n/a	Elevé	n/a	n/a	Elevé				
Port utilisation	Elevé	Elevé	n/a	Elevé	Elevé	oui	oui	Elevé				
Assinilation	Elevé	Elevé	n/a	Elevé	Elevé	oui	n/a	Elevé				

Customers in HAITI

RUSSELL BRANDS, LLC

GAP

JOS. A. BANK
ESTABLISHED 1905

Hybrid

GILDAN
ACTIVEWEAR

jcpenney

Walmart

OLD NAVY

Blanket America

Dickies

CHAMPRO
SPORT EQUIPMENT

Levi's

f&t
APPAREL LLC

TOMMY
HILFIGER

Champion

ARAMARK
Uniform Services

CINTAS
THE UNIFORM PEOPLE

Landau
MADE BETTER

Kohl's
Department Stores

Hanes

NAUTICA

donnkenny

FINAL CONSIDERATIONS

Up to this stage, we consider that Caracol industrial Park is real success as it brought great investments in our country and created workplaces, increasing the competitiveness of the North.

THANK YOU

SONAPI

Blvd des Industries et Rte de l'aeroport

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