



GUYANA
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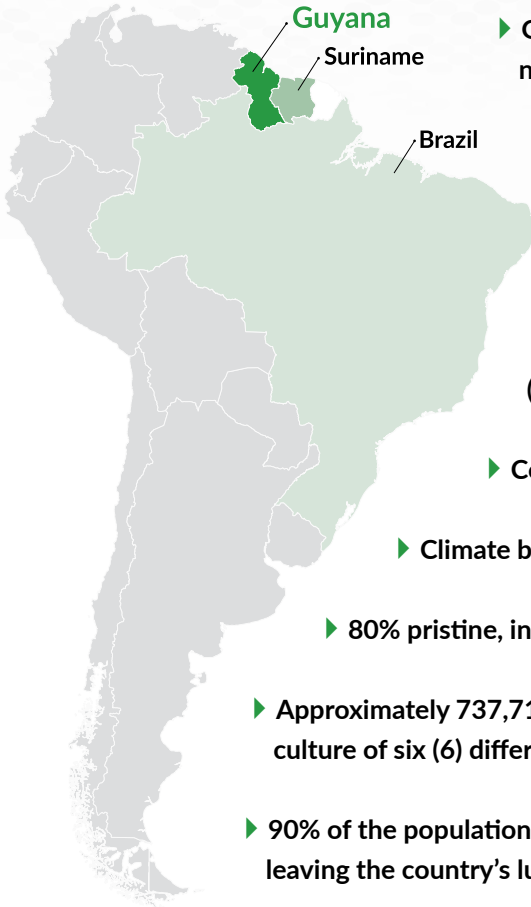
Agriculture Investment Portfolio









Hon. Zulfikar Mustapha, Minister of Agriculture

Highlights



- ▶ Guyana is located in the northern corner of South America 
- ▶ It is the only English-Speaking Country in South America
- ▶ 83,000 square miles (215,000 sq. km)
- ▶ Coastline 430 kilometers
- ▶ Climate between 25°C and 29°C
- ▶ 80% pristine, intact rainforest cover
- ▶ Approximately 737,718 with a diverse culture of six (6) different ethnicities
- ▶ 90% of the population lives on the coast  leaving the country's lush interior untouched
- ▶ Rainy Season (May-June, Nov-Jan) 
- ▶ Dry/Hot Season (July-October) 
- ▶ Hurricane Free
- ▶ 40% of Guyana's land is available to investors.



Overview of Guyana's Agriculture Sector



Agriculture, Forestry and Fishing
contributed **24.8%** to non-oil GDP in 2022

Trade - **US\$283.1 M** of export earnings come from
agriculture [2022] Earnings from exports

- a) Rice - **US\$195.6 M**
 - b) Fish - **US\$57.4 M**
 - c) Sugar - **US\$15.9 M**
 - d) Non-Traditional Agricultural Produce - **US\$14.1 M**
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Employment - **13.18%** of the Relative Share of Total
Employed Population is in Agriculture, forestry and fishing
(Labour Force Survey Q3 2021)

Tropical climate, large expanse of freshwater and vast tracts of
productive land (Arable land **~420,000** hectares)

Guyana produces **59%** of food for consumption (FAO 2015)



Approximately **4%** of the national budget is allocated to
agriculture (**G\$33.2 B** in 2023)

Agriculture, forestry and fishing sector projected to expand by
7.2% percent in 2023.

Budget 2023 Highlights

Guyana's agriculture sector plays a vital role in the country's economy and is an important source of livelihood for many people. Despite the recent developments in the oil and gas industry, agriculture remains a key contributor to Guyana's GDP and plays a critical role in feeding the country's population. The sector also provides employment for a large portion of the population, particularly in rural areas. As such, it is important that the government and other stakeholders continue to support and invest in the agriculture sector, even as the country experiences growth in other industries. This will ensure that Guyana's food security is maintained and that the country's rural communities continue to thrive.

Budget 2023 offers the following for Guyana's agriculture sector:

- \$4 billion to GuySuCo, including for the commencement of the construction of the Albion Packaging Plant and expansion of the capacity of the Blairmont Packaging Plant.
- Over \$300 million in research and development to improve yields and identify and implement alternatives to insecticides to control the paddy bug problem; constructing two new drying floors in Regions 3 and 5; introducing new bio-fortified rice varieties in 2023 and securing new markets for the rice industry.
- Continued expansion of non-traditional agriculture, with particular focus on research and development, and the production of high value commodities.
- Government remains committed to the cultivation of corn and soya bean in the intermediate savannahs, with the aim of being self-sufficient by 2025.
- \$150 million will be invested in the construction of a wharf in the Tacama area. This wharf will provide critical riverain access to the area under cultivation
- A new high yielding and disease resistant coconut variety will be introduced to farmers and eight demonstration plots to be established in Regions 2, 3, 4, 5 and 6.
- \$153 million to improve processing capacity at Hosororo, Parika and Linden/Soesdyke.
- \$200 million for the expansion of the Agriculture and Innovation Entrepreneurship Programme with the aim of engaging a further 100 new young agri-entrepreneurs and increasing the production of these high value crops by 50 percent.
- Invest in new agro-processing facilities in Crabwood Creek and Orealla
- Construct a new cold storage facility and Guyana Shop in Bartica and procurement of two new refrigerated trucks to support transport of inputs and agro products.
- Install Solar Dryers and shelling machines at Baracara and Crabwood Creek.

- Continue to support the industry by undertaking investments to help improve the quality of milk and milk products through better sanitation and hygiene practices, improve mutton variety and production, establish a bio-secured small ruminant breeding facility and invest in a broiler breeder facility which will reduce the dependency on importation of hatching eggs.
- \$349 million for the expansion of brackish water shrimp farms, and the establishment of vannamei shrimp farms.
- \$19.7 billion to upgrade the D&I systems across the country.



Why Invest in Guyana?

- The low coastal plain is flat, highly fertile, and below sea level. The well-established drainage and irrigation system supports the cultivation of rice, sugar cane, fruits and vegetables, dairy and beef production.
- The Hilly Sand and Clay region includes the immediate savannahs of large areas of brown, well-drained soils, which is good for beef, milk, citrus, corn, cashew nuts, legumes, peanuts, soybeans, dairy products, and orchard crops.
- Abundance of land with fresh water supply.
- Political will / business-friendly environment from the Government.
- Guyana's climate is very stable in that it is not in the hurricane and earthquake zones.
- Fastest growing economy
- Resource rich country
- Multi-sector opportunities
- Low operation costs
- Ideal location to access global markets
- Attractive Fiscal incentives for investments

Opportunities in Agriculture Sector

Crops

Rice | Sugar | Corn & Soya | Coconut | High Value Crops
Fruits & Vegetables | Cocoa and Coffee | Hemp | Millet
Cut flower (Roses) | Spices (Ginger, black pepper, turmeric)



Livestock

Poultry | Beef | Dairy | Small Ruminants- Sheep & Goat | Pork

Fisheries

Aquaculture

Agro-processed Products

Value added rice | Dehydrated fruits and vegetables
Seasoning & Spices | Sauces & Achars | Coconut Oil
Flours and Porridge Mixes



Major Agriculture Sector Incentives

Fiscal incentives offered for Agricultural investments:

1. Waivers of Import Duty and VAT on a wide range of machinery and equipment for land preparation and cultivation including agricultural hand tools;
2. Tax concessions on Agriculture Investment in Agro-processing Facilities, Cold Storage and Packaging;
3. Waivers of Import Duty and VAT on agro-processing equipment;
4. Waivers of Import Duty on a wide range of agrochemicals (e.g. insecticides, herbicides, fungicides, etc.);
5. Tax Deductible Allowances for expenditures incurred for development and cultivation purposes
6. Concessions for large scale livestock farming.

Rice



Government's Plans for Rice Expansion

1. Upgrade central Electrical Infrastructure and Electrical Installation at the Burma Rice Research Station
2. Increasing certified seed production to 50,000 bags
3. Procuring Accounting and Management software
4. Equipping the Value Added and Soil Laboratories
5. Construction of two drying floors at Cotton Tree WCB and Winsor Forest WCD

Government Support: Rice

1. The rice industry is expected to grow significantly by 8.3% in 2023. Continuing this momentum of significant increases, over the next 5 years we expect the rice industry to secure rice as the primary agriculture foreign exchange-earner by gradually increasing rice exports.

2. Waivers of Import Duty and VAT on a wide range of machinery and equipment for land preparation and cultivation
3. Agro-chemical VAT-free & Waivers of Import Duty on a wide range of agrochemicals (e.g. insecticides, herbicides, fungicides, etc.) and;
4. Reversed Drainage & Irrigation and Land Rent fees.
5. \$19.7 Billion has been allocated for Drainage & Irrigation works in 2023.
6. In 2023, government will be investing over \$300 million to promote production and productivity in the rice sector including on research and development to improve yields and identify and implement alternatives to insecticides to control the paddy bug problem.

Investment Opportunities

- Mechanization of the industry
- Rice production potential in Region 9 where vast Savannah lands are available;
- Increase in storage capacity and milling
 - ✓ milling waste to produce energy.
- Downstream processing of rice into pastas, noodles, cereals, snack foods, etc.

Key Rice Statistics

Guyana Rice Production and Exports

Year	2019	2020	2021	2022
Rice Production (M/T)	682,418	687,539	559,789	610,595
Quantity Exported (M/T)	526,617	588,783	435,421	357,608
Export Value (US\$)	222,726,000	243,239,000	201,416,568	195,621,274



Sugar



- Regional market for industrial grade white sugar - approx. 200,000 MT.
- The Guyana market for white sugar is 20,000 MT.
- Guyana benefits from a waiver of the 40% Tariff within the CARICOM region on all sugars related products coming into the region.
- White sugar price averages US\$530 per MT vs. brown sugar at US\$350.
- Access to a highly trained group of professional in sugar cane cultivation and sugar processing.
- Land for high-grade real estate development in close proximity to the main city (industrial sites, hotel development, residential communities, etc.)
- Land for value-added agricultural development (livestock, cash crop, aquaculture, corn, soya, etc.)

Opportunities

Skeldon - Refinery (industrial grade white sugar, glucose, raw brown sugar), Agro energy, Ethanol.

Albion - Agro energy, ethanol, bag raw brown sugar

Rose Hall - Ethanol

Blairmont - Packaged sugar, refined brown sugar, bag sugar

Enmore - Packaged sugar

Uitvlugt - Bag sugar and distillery

Key Sugar Statistics

Guyana Sugar Production and Exports

Year	2019	2020	2021	2022
Sugar Production (M/T)	92,256	88,868	58,025	47,049
Quantity Exported (M/T)	81,409	61,961	33,386	27,099
Export Value (G\$M)	5,922	5,398	3,224	3,362

Corn & Soya



Corn and soybean are the major ingredients demanded in poultry feed and fish feed

Corn and Soya Bean Meal Imports

Commodity	2019		2020		2021	
	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)	Volume (MT)	Value (USD)
Corn (& Rice)	68,874	28,792,988	76,746	25,865,133	49,711	22,746,733
Soya Bean Meal	39,532	20,522,698	31,385	17,641,749	36,241	25,240,475

Government Support – Corn and Soya

- Up to 85,000 acres available in Intermediate Savannah (Ebini)
- Special incentives are available for corn and soya bean producers
- An allocation of approximately G\$1 Billion (US\$5Million) has been earmarked during 2021 (G\$500M) and 2022 (\$492M) for further infrastructural development related to corn and soy cultivation. Specifically:
 - For the construction of a 47 KM road which will ensure accessibility to 61,000 hectares of prime farmland for corn and soy cultivation
 - for the construction of a drying and storage silo to ensure adequate storage capacity and reducing post-harvest losses
- In 2023, Government will invest \$150 million in the construction of a wharf in the Tacama area. This wharf will provide critical riverain access to the area under cultivation.
- All taxes and duties on the imports of machinery, equipment, and spares have been removed.

Coconut



Coconut and Coconut Water Production

Year	2018	2019	2020	2021	2022
Coconut (MT)	13,877	14,020	14,850	16,058	24,810
Coconut Water (MT)	17,129	14,692	15,653	20,486	24,328

- World Demand: the global coconut products market is valued at US\$ 5.7 billion
- Expected to increase to US\$ 9 billion by 2025 (Coherent market insights, 2020)
- The global coconut products Market is forecasted to grow at a compound annual growth rate of 9.65% during the forecast period (2020-2025).
- Tap into the US\$500 million bottled coconut water industry,
- Expansion and mechanization of coconut estates
- Coconut value added products – flour, milk, desiccated coconuts, virgin coconut oil
- Coconut Waste Management converting coconut waste into green fiber and bio char for soil amelioration and possibly air and water filtration.

Government Support – Coconut

- Free distribution chemicals to help to improve productivity by addressing pest and disease management and fertilization.
- Research and Development Initiatives including production of clean planting materials through embryos and the utilization of coconut by products to produce biochar and potting mixtures;
- Supply of quality and affordable planting materials via the establishment of Coconut Nursery in main coconut producing regions
- National Coconut Sensitization Programme

Poultry



Guyana Poultry Production

Year	2018	2019	2020	2021	2022
Boiler Meat Production (Million kg)	42.0	38.7	42.7	49.8	55.6
Table Eggs (Millions)	32.0	46.6	62.5	57.3	35.8

- In 2022, laying hens passed their egg production cycle and these hens were taken out of production in 2021. The repopulation was delayed due to the outbreak of the bird flu in the USA. These hens were replaced in October 2022.
- This presents a perfect opportunity for investors to enter this market and capitalize on the increasing demands for table eggs.

Opportunities

- Guyana is self-sufficient in fresh/ frozen poultry meat products but imports in excess of US \$3 Million worth in processed products annually
- Increase in demand: local market, tourism coupled with offshore oil sector.
- Maximize profitability through value added product development.
- Excess production can be exported to niche' markets regionally and internationally.
- In 2023, budgetary allocations were made for the construction of a broiler breeding facility to enable Guyana to begin the production of hatching eggs rather than depending on the importation of these eggs

Beef



Guyana Beef Production

	Year	Beef Production (MT)
Actual	2017	1,979
	2018	2,128
	2019	2,828
	2020	2,655
	2021	3,023
	2022	3,077
Projected	2023	3,258
	2024	3,421
	2025	5,821
	2026	6,268

Opportunities

- Halaal Value for meat and milk, for both large and small ruminants
- Production of Value addition products such as minced beef, salted beef and further processing etc.
- CARICOM import for Beef products amounted to US\$96 Million (2021)
- Commercial production of pelletized fodder.
- Production of leather from hide.



Small Ruminants



Guyana Small Ruminant Production

Year	2019	2020	2021	2022
Mutton Production (kg)	65,443	57,071	69,012	76,000
Chevon Production (kg)	32,745	19,609	37,476	34,000
Total Production (Kg)	98,188	76,680	106,488	110,000

Opportunities

1. World ovine meat exports expanded by 6.3 percent to just over 1 Million tons (2018)
2. CARICOM imports for mutton/chevon products amounted to US\$35 Million (2021)
3. CARICOM imports mutton and lamb is at 10,343 tons annually from Australia and New Zealand.
 - Four major markets for small ruminant meats in CARICOM are The Bahamas, Jamaica, Trinidad and Tobago and Barbados
 - Jamaica imported 1500 tons
 - Guyana imported 13.8 tons of mutton valued at G\$ 21 Million



Aquaculture



Opportunities

1. Develop a commercial-scale aquaculture sector to supply the international market via the establishment of
 - Shrimp Hatchery Facility
 - Fish and Shrimp Processing Facility
 - Feed Production Facility
2. Potential Markets: USA, Mexico and the EU.
 - The USA imported over 550,827 MT of frozen shrimp and prawns valued at US\$4.8 billion.
3. Guyana's comparative advantage is 2.15 times higher than any South American country's comparative advantage

Government Support

1. Reversal of taxes on fishing equipment, etc.
2. Provision of Technical Support to Farmers, R&D, Extension Services
3. Access to suitable lands, and support for Regularizing Land Tenure
4. Improved infrastructural support for Brackish Water Shrimp in Region 6
5. Exemption from Import Duty on fishing vessels, feed, seed stock, pond equipment and materials, water testing equipment and chemicals
6. Exemption from Import Duty and VAT on fish/seafood processing equipment, packaging material and other inputs for processing.
7. Tax concessions on Investment in Agro-processing Facilities, Cold Storage and Packaging;
8. Waivers of Import Duty and VAT on Agro-processing equipment;



General Incentives to Benefit Agriculture

1. No VAT on electricity and water
2. No VAT on building and construction materials
3. The reversal of the policy on used tires
4. The reversal of the 8-year limit on used vehicles
5. The reversal of high renewal fees for motor vehicle license.
6. Removal of 14% VAT on all-terrain vehicles
7. Address deficiencies in D&I Systems across the Low Coastal Plain
8. Provide farm to market roads in Regions 6 and 5
9. Reversal of land lease fees across all sectors and water charges back to 2014 rate, and the reversal of land taxes and drainage and irrigation charges back to 2014

Enabling Environment

1. Increase productivity through research and development into new strains of rice and improved pest control methods by the GRDB.
2. Restore budgetary support for adequate provision and maintenance of drainage and irrigation systems, and farm-to-market access roads.
3. Zoning to minimize conflicts between livestock farmers and rice and cash crop farmers.
4. Appropriate breeding stock, training, and facilities for cutting, packaging, and storage of meat.
5. Technical support provided by NAREI, GRDB, and GMC.



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