



INFRASTRUCTURE INVESTMENT OPPORTUNITIES FORUM

May 11, 2022

PRESENTATION OVERVIEW

*Don Gittens, Manager,
Logistics, Energy and Infrastructure
Jamaica Promotions Corporation (JAMPRO)*

- i. Quick Facts about Jamaica**
- ii. Caymanas Special Economic Zone**
- iii. Kingston Logistics Park and**
- iv. Renewable Energy Opportunities**

*Ricardo Munroe, Manager
Public-Private Partnerships & Privatisation Services
Development Bank of Jamaica (DBJ)*

- i. P4 Programme**
- ii. Integrated Solid Waste Management Project**

*Glaister Cunningham, Vice President
Investment and Performance Monitoring
National Water Commission (NWC)*

- i. National Water Commission Projects**

*Rashida Wynter, Manager
Public-Private Partnerships & Privatisation Services
Development Bank of Jamaica (DBJ)*

- i. Greater Bernard Lodge Development Project**

Q&A



MODERATOR



Don Gittens

Manager Logistics, Energy & Infrastructure
Jamaica Promotions Corporation (JAMPRO)



QUICK FACTS ABOUT JAMAICA

1. Trade and Investment Promotions Agency, Jamaica Promotions Agency (JAMPRO)
2. Open and transparent investment regime
3. Stable and supportive democratic government
4. Educated and trained workforce of 1.3 million people (2020)
5. Largest English-speaking country in the region
6. Robust telecommunications infrastructure with built-in redundancy
7. Strong road infrastructure across the island
8. Trade agreements with several Countries
9. Double Taxation Treaties
10. No foreign exchange controls
11. Zero restrictions on foreign ownership
12. No restriction on repatriation of profit

Kingston Logistics Park (West Lands)



The Government of Jamaica through the Port Authority of Jamaica (PAJ) is well advanced in the development of a new world-class logistics park, on approximately 80 hectares of lands. The Kingston Logistics Park (KLP) is conveniently located in close proximity to the modern world-class container terminal, Kingston Freeport Terminal Ltd (KFTL), now operated by French Consortium, CMA-CGM. The KLP is ideally suited to integrate into global supply chains whether by sea or air and is connected to nearby international airport, the Norman Manley International Airport (NMIA).

Lease prices to clients will be very competitive compared to other regional locations. However, if the client is a strategic and anchor client, the PAJ is willing to negotiate special rates, depending on the nature, size and scope of operations, such as number of jobs generated

What are the benefits of the KLP?

- Proximity to major ports, KFTL and KWL immediately joining
- Near to Freezones: Kingston Freezone and Jamaica International Freezone
- Special Economic Zone Status
- Law Enforcement Facility adjoining the warehouse comprising units from Jamaica Customs and US Customs and Border Protection
- Proximity to major population centers: Portmore, Kingston and St. Andrew
- Mix developed/developing economies
- Easy access to modern road networks

OUR EXPECTATIONS

- Private Sector Involvement
- Capital Investment
- Know-How
- Innovative Solutions
- World-Class Clients and Their Partners
- Global Markets
- Cutting-Edge Technology
- Local Jobs

What are we offering?

- Near Port Lands (~80-100ha)
- An Attractive Logistics Platform
- On-port Facilities
- Multi-Modal Connectivity
- Air-Sea Connectivity
- 18,000 sm Modern Warehouse



What's next?

- Finalized Layout Options for the West Lands
- Technical Studies e.g., Geotechnical and Soil
- Traffic Studies
- Land Preparation
- Core Infrastructure e.g., Utilities, Roads
- Commence Construction

Caymanas Special Economic Zone (CSEZ) South Mandela Park



Description

- Sponsor: Planning Institute of Jamaica
PPP Logistics and business infrastructure project
- 10,000-acre master plan lifestyle community integrated with hi-tech industrial and commercial development for diverse industries
- Warehousing, ICT/BPO, manufacturing & logistics
- Globally competitive SEZ tax incentives
- Feasibility study completed

Financing & Operational Structure

- Total project cost: US\$190.6 M
- Dev IRR: 12.84%
- Project IRR: 13.58%
- Project EIRR: 63.52%
- Dev NPV: US\$13
- Project NPV: US\$31
- Project Eco. NPV: \$5,985
- Discount Rate for NPV: 12%
- Contracting Entity: Jamaica Special Economic Zone Authority

Social Impact

- New green technologies
- Creating job opportunities
- Transferring knowledge, technology, innovation to the local population and significantly contribute to the economic welfare of the country
- National Outcome 12: Internationally Competitive Industry structure

Renewable Energy Investment Opportunities

SIGNIFICANT GROWTH OPPORTUNITY IN ENERGY FROM RENEWABLE SOURCES WITH A DEFINED GROWTH PLAN

- The Government policy - the Integrated Resource Plan (IRP) which details the electricity generation investment required for each year 2018-2037 roadmap for investors.
- The Government of Jamaica (GoJ) plans to procure over 500MW of renewable energy generation capacity by 2025 in the first phase.
- The GoJ mandate to increase electricity generation through Renewable Energy to the National Grid of 50% by 2037 moving from its current generation of approximately 14%.
- The GoJ is commitment to a National Waste to Energy Investment solution.

Growing Energy Demand

- Private sector industrial buildings and complexes, tourism and housing sectors requiring renewable and affordable energy solutions.



2020-2025 REQUIREMENTS

- **320MW OF WIND AND SOLAR;**
- **120MW OF LNG;**
- **74MW OF HYDRO, BIOMASS OR WASTE TO ENERGY**

Generation Procurement Entity (GPE), a unit within the Ministry of Science, Energy and Technology (MSET) is responsible for procuring generation capacity under the IRP. This means that GPE will be able to prepare and issue RFPs for the above, in short order.

NATIONAL ENERGY PLAN GOALS

- ✓ **LOW COST AND RELIABLE ELECTRICITY SOLUTIONS FOR CUSTOMERS.**
- ✓ **A MODERN AND RESILIENT ELECTRICITY GRID.**
- ✓ **IMPROVED SUSTAINABILITY OF INDIGENOUS ENERGY RESOURCES.**
- ✓ **LESS RELIANCE ON IMPORTED ENERGY RESOURCES.**
- ✓ **ELECTRICITY GRID EFFICIENCY.**
- ✓ **LOWER CARBON FOOTPRINT.**

PRESENTER

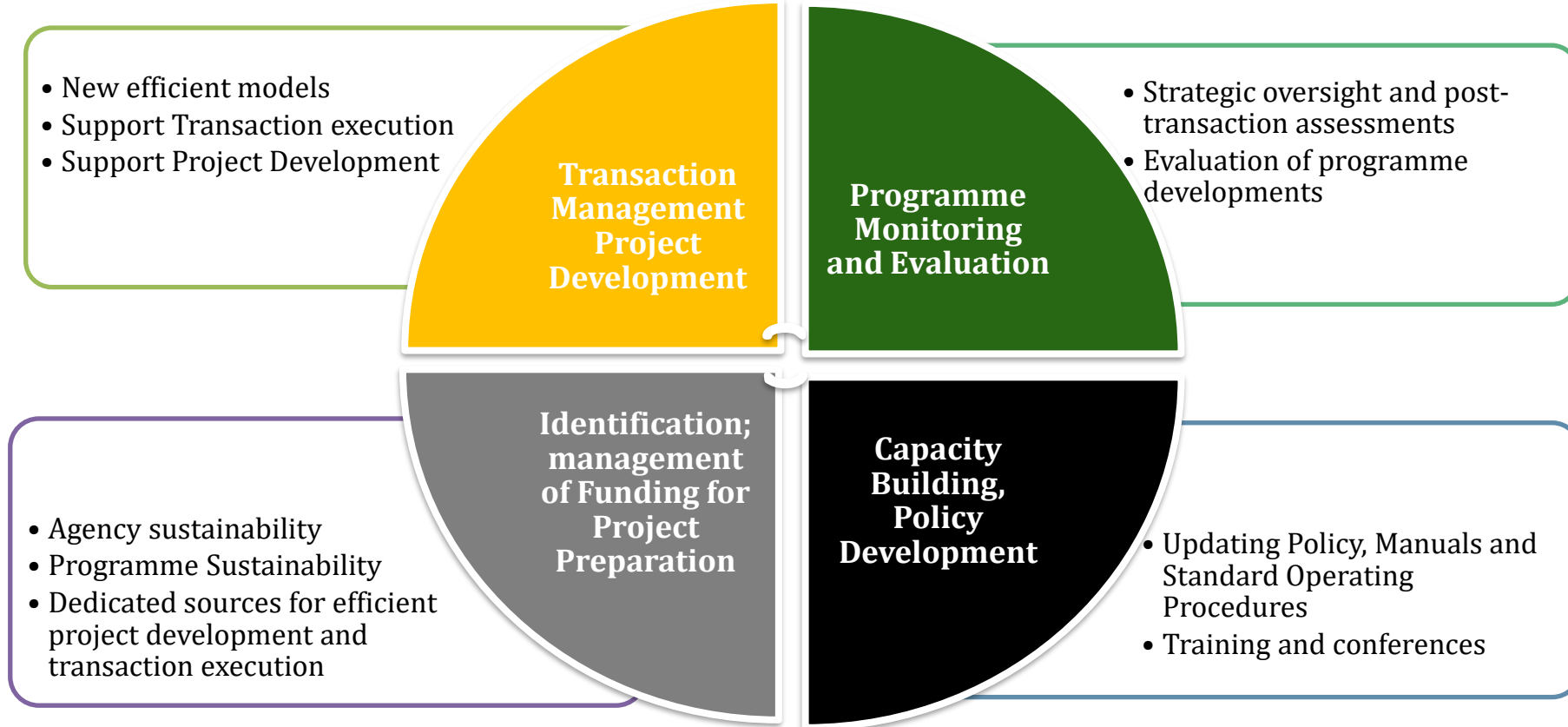


Ricardo Munroe

**Manager Public-Private Partnerships &
Privatisation Services
Development Bank of Jamaica**

The Development Bank of Jamaica

PRIVATISATION & PPP AGENCY



P4 Programme Objectives

Facilitate private investments in the economy.

01

02 Broaden ownership base and direct equity participation in the economy

Improve efficiency in privatised operations

03

04 Support the Government's fiscal/debt management programme

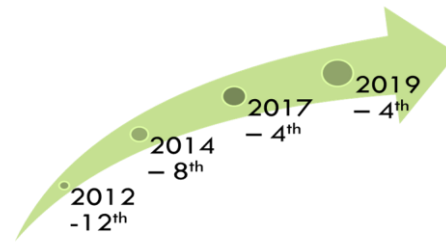
Monetise non-core assets allowing the Government to focus on core activities

05

P4 Programme Overview

- **PPP Policy:** Approved and published in October 2012 and updated in December 2017
- **5 Completed PPP Transactions:** Norman Manley International Airport, Kingston Container Terminal, North-South Highway, Highway 2000 and Sangster International Airport
- **25 Completed Privatisations (2009- 2020):** Energy, Tourism, Logistics, Agriculture, Transport

INVESTMENT VALUE OF PPP &
PRIVATISATION
TRANSACTIONS COMPLETED OVER
US\$1.7B



INFASCOPE RANKING

JAMAICA RANKS 4TH AS AT APRIL 2019 IN INFASCOPE RANKING.

INFASCOPE RANKS 21 LAC COUNTRIES BASED ON FACILITATION OF PRIVATE INVESTMENT IN INFRASTRUCTURE.

P4 Programme Success Stories 'Snapshot'



Wgt n
WINDFARM LTD

NMIA
AIRPORTS LIMITED
A subsidiary of the Airports Authority of Jamaica



MBJ
SANGSTER
INTERNATIONAL
AIRPORT



KINGSTON FREEPORT
TERMINAL LTD



HIGHWAY
2000

JAMPRO
TRADE & INVESTMENT JAMAICA

JAMAICAN EMBASSY
BEIJING

Development Bank
of Jamaica Limited
Facilitating economic growth and development

DoBusiness
JAMAICA
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Integrated Solid Waste Management Project

“Waste Management: Creating an Integrated and Efficient System”

Project Description

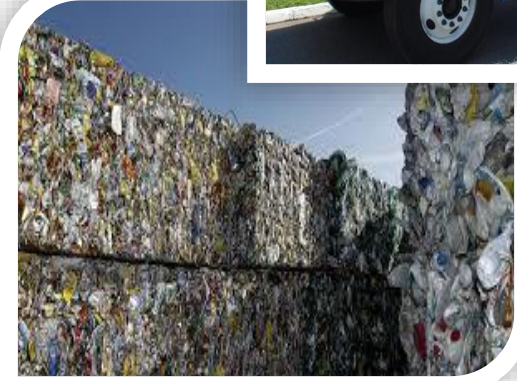
- Implementing an integrated solid waste management system for the island that incorporates a Waste-to-Energy component while reducing the country's reliance on landfills.
- Separating the regulatory and operational functions of solid waste management and the relocation and rehabilitation of the Riverton City landfill facility.

Status

- Pre-feasibility study and options analysis completed
- Waste characterization study (Commercial) and siting study - In Progress.
- Business Case and Transaction Structure –In Progress

Investment Value - To be determined

Next Step - Business case expected to be completed Q2 of 2022/23



THANK YOU

*Please visit our website at www.dbankjm.com to
review the Privatisation and PPP Policies and to stay
updated with the Programme.*

PRESENTER



Glaister Cunningham
Vice President
Investment and Performance Monitoring
National Water Commission

National Water Commission

"Projects Rationale"

CHALLENGES

- **Funding**
 - No government subsidy
 - No government guarantees for loans
 - Tariff is not adequate to support required investments
- **Social**
 - Lack of Willingness and ability to pay in some areas
 - Unwillingness to connect
 - Poor waste management practices
- **Operational / Technical**
 - Aged and inadequate infrastructure
 - Insufficient skilled operating personnel
 - Lack of infrastructure renewal

FINANCING OPTIONS

- Internal Revenue K-Factor
- Commercial Loans Local Institutions
- SG Loans / Grants Multi-Lateral / Bi-Lateral
- Public- Private Partnerships

Island-wide Non-Revenue Water Reduction

Project Description

- Network : 12,563 km / Connections: 501,693
- NRW = 70 - 80% (Physical = 75%, Commercial = 25%)
- ILI = 19.5, NWC falls in Cat. D (Greater than ILI = 16)

Proposed Transaction Structure

- NRW Target : 75% to 30 %.
- Period up to 15 Years
- Budget US\$300M / J\$44B
- Funding/Finance: K-Factor
- Modality: 15 Year - PPP, PBC/RBFOM.
- Project Area: NWC's Major Transmission/Distribution Network

Status - Business Case complete

Next Step - Structuring & Preparation of Tender Documents



Soapberry Wastewater Treatment Plant



Project Description

- CWTC : (NWC / ABS), Constructed - 2007.
- CWTC 75,000M³ /day WW Stabilization Pond
- Capacity to be doubled to 150,000M³ /day

Budget - US\$86M

Impact - 500,000 persons

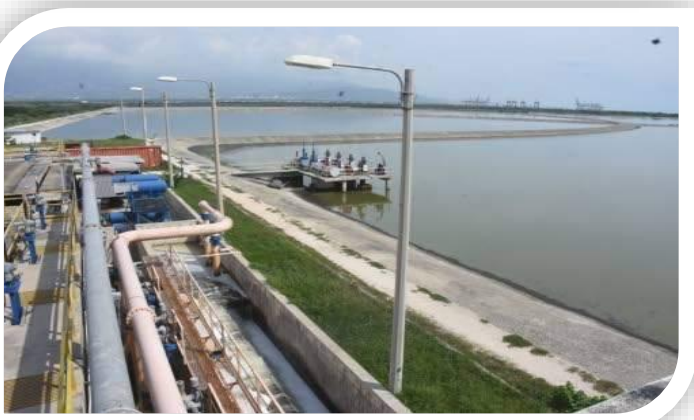
Revenue Source - NWC Tariff

Opportunities – Recycling, Renewables

Next Step: Business Case preparation

Other potential Wastewater PPP arrangements

- Southern Towns Centralized Sewerage Systems
- Falmouth Centralized Sewerage



Negril Wastewater Improvement

Project Description

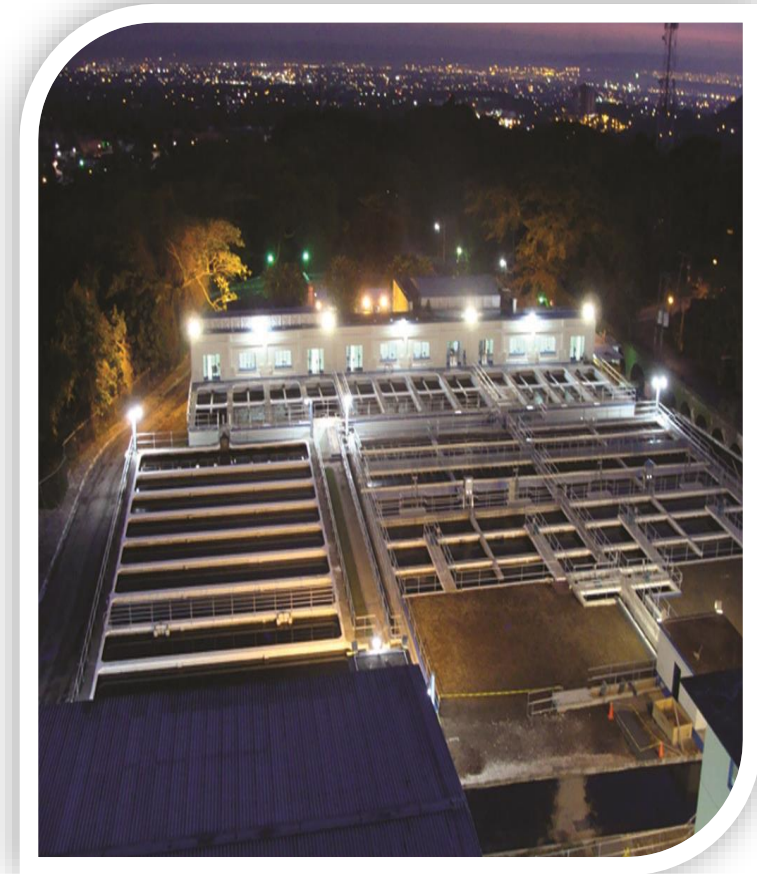
Construction of a 10 MGD Water Treatment Plant as well as the installation of a 32km long 800mm diameter ductile iron transmission main between the Roaring River Water Treatment Plant and Sheffield, Negril.

Budget - US\$105M,

Impact - 200,000 persons

Current Status - Business Case Prepared

Next Step - PIMSec Approval





THANK YOU!



Serving you in so many ways

PRESENTER



Rashida Wynter
**Manager Public-Private Partnerships &
Privatisation Services
Development Bank of Jamaica**

Greater Bernard Lodge Development Project – *Phase III*

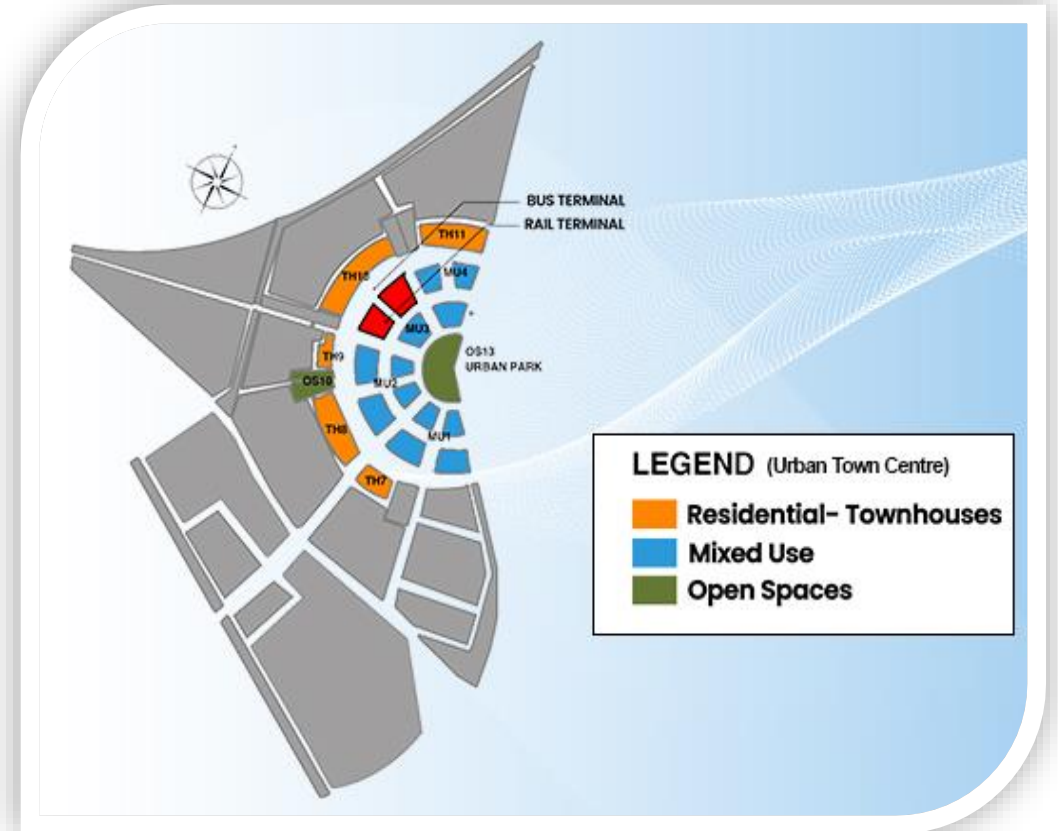
Project Description

The Government is seeking to identify developers with the necessary financial and technical capabilities to develop the Greater Bernard Lodge lands in St. Catherine. Phases I and II are complete and included the sale of light industrial and residential Blocks.

Phase III, which has an estimated launch date of July/September 2022 will look at developing the Open Spaces Blocks, residential blocks, and industrial blocks.

Status

Transaction Structure is being finalized and the project is slated to launch in September 2022.



THANK YOU!

*Please visit our website at www.dbankjm.com to
review the Privatisation and PPP Policies and to stay
updated with the Programme.*

Q&A



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**YOUR PARTNER FOR
RESILIENCE, SUSTAINABILITY
& PROSPERITY**

ORGANISED BY:



**WORLD FREE ZONES
ORGANIZATION**

AICE
2022
JUNE/13-17



**JAMAICA
SPECIAL
ECONOMIC
ZONE
AUTHORITY**

**H O S T E D I N
MONTEGO BAY, JAMAICA**

REGISTER TODAY