



# ***Invest in Guyana***

## **AGRICULTURE**

**READY, SET, REAP!**







**Investment  
Promotes  
Prosperity**

# 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)

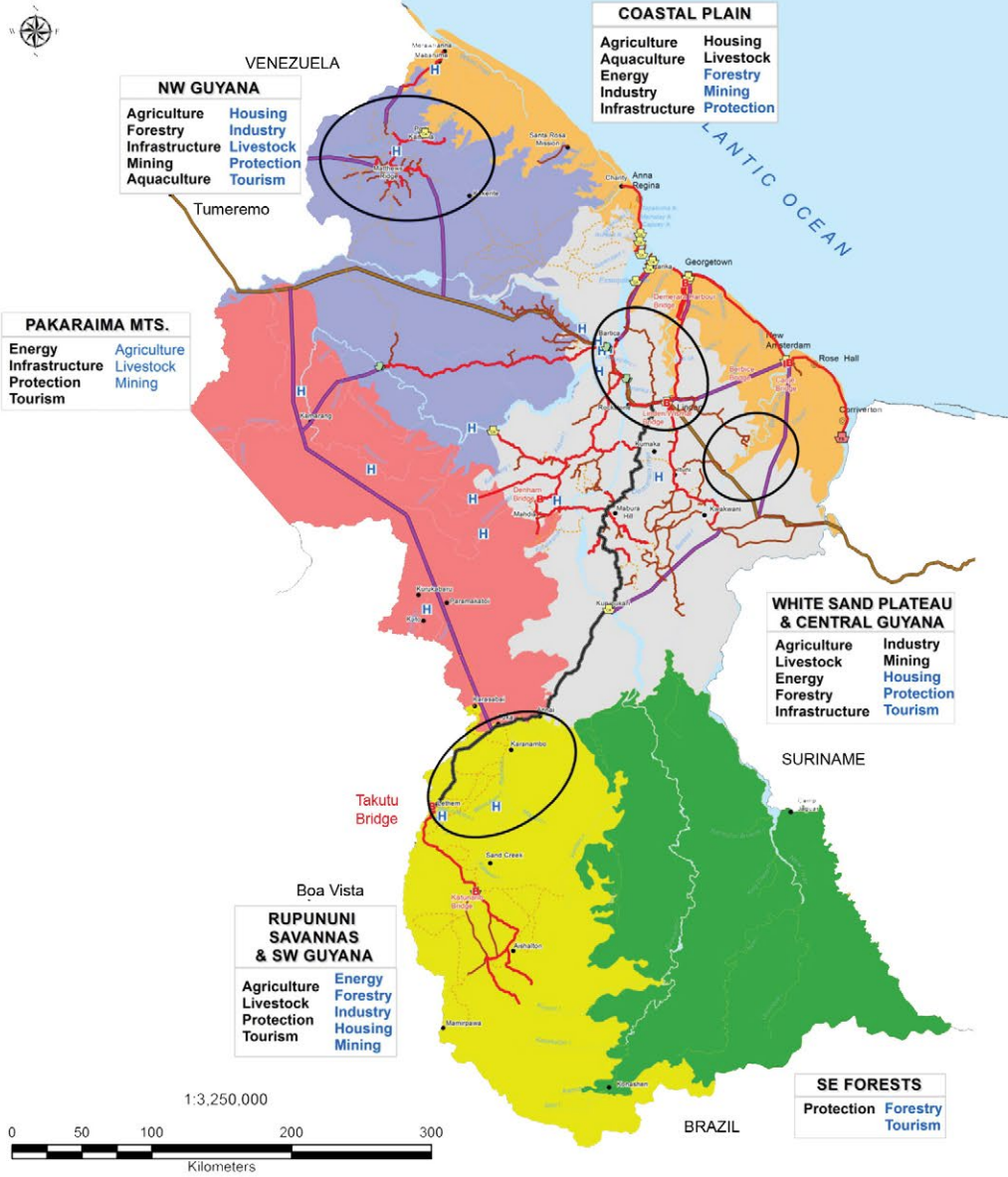
Hurricane Free

40% of Guyana's land is available to investors





# Development Options



○ Hotspot  
Primary Option  
Secondary Option

□ Pontoon Crossing

□ Boat Terminal

□ Ferry

□ Bridge

• Country Towns

H Hydropower Site

● Capital City

○ Town

• Settlement

— Primary Road - Upgrade

— Primary Road

— Secondary Road

--- Tracks and Trails

Rivers and Creeks

— Proposed Road in the Plan

— Proposed Road by IIRSA

— Proposed Road by WSG

□ Main rivers

□ Coastal Plain

□ NW Guyana

□ Parakaima Mts

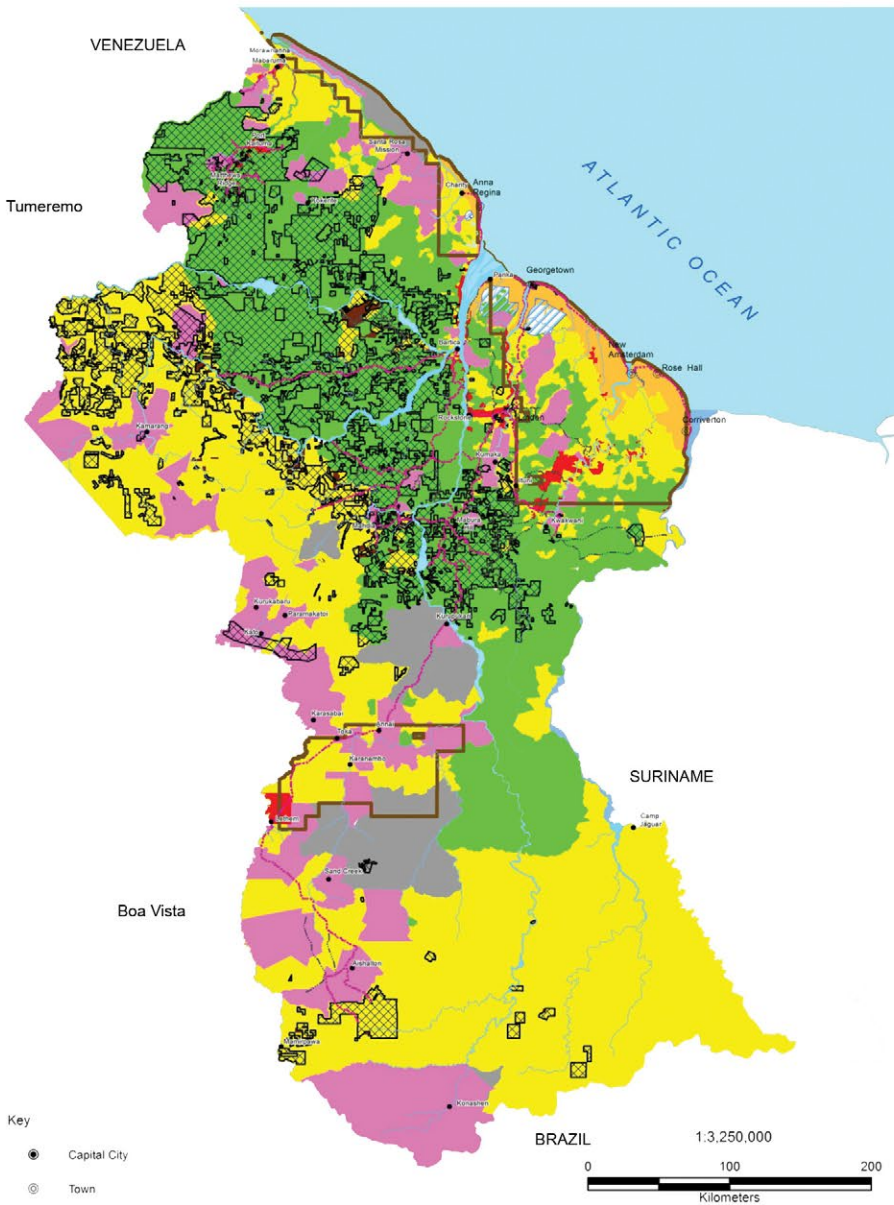
□ Rupununi Savannas and SW Guyana

□ SE Forest

□ White Sand Plateau and C Guyana

□ Land Boundary

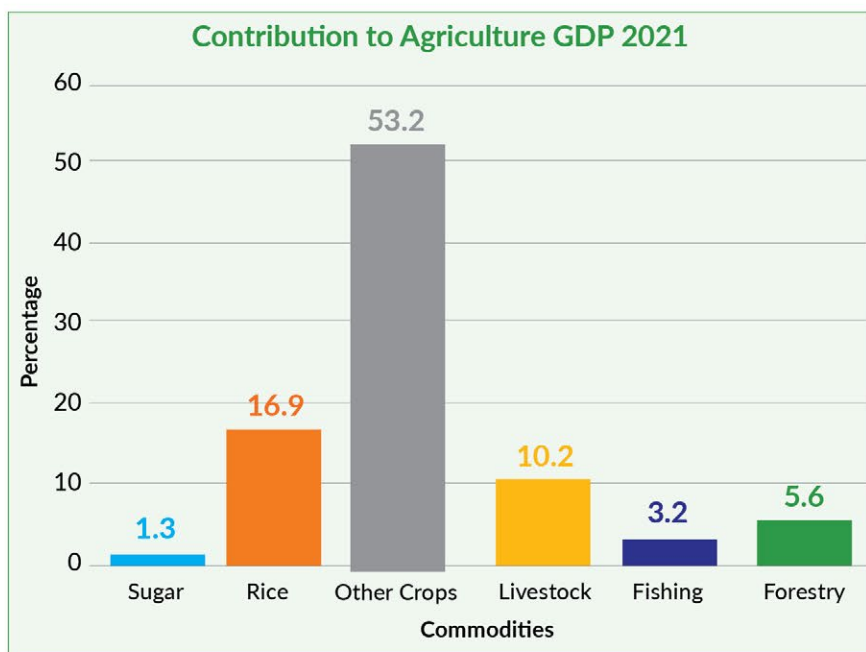
# Available Land





## Overview of Guyana's Agriculture Sector

1. Agriculture contributes **24.8%** to non-oil GDP in 2021



2. Trade – **12.8%** (US\$330.8 M) of export earnings come from agriculture [2021] Earnings from exports
  - a) Rice - **US\$ 243.2 M**
  - b) Fish - **US\$ 51.3 M**
  - c) Sugar - **US\$ 24.1 M**
  - d) Non-Traditional Agricultural Produce - **US\$ 12.2 M**
3. Employment – **13.18%** of the Relative Share of Total Employed Population is in Agriculture, forestry and fishing (Labour Force Survey Q3 2021)
4. Tropical climate, large expanse of freshwater and vast tracts of productive land (Arable land ~ 420,000 hectares)
5. Guyana produces **59%** of food for consumption (FAO 2015)
6. Approximately **5.2%** of the national budget is allocated to agriculture (G\$28.7 Billion in 2022)





## Budget 2022 Highlights

Agriculture will be a major anchor of the non-oil economy. Guyana is uniquely poised to take advantage of production and trade opportunities in food products. Guyana is committed to the CARICOM Twenty-Five by 25 initiative, which aims to cut the extra-regional food import bill by 2025. This regional commitment is, in fact, a golden opportunity for Guyana to finally realise its potential as the breadbasket of the Caribbean.

1. **\$13 billion** will be allocated to further upgrade the Drainage and Irrigation (D&I)
2. **\$6 billion** to support Guyana Sugar Corporation (GUYSUCO) ongoing investment in field and factory operations to turn around the industry, while considering the possibility of engaging private investor interest also in some of the estates.
3. **\$300 plus million** in plant breeding, agronomy, plant pathology, entomology and valued-added products
4. **\$20 million** for the procurement of seed dryer for Black Push Polder
5. **\$1 billion** to further advance corn and soya bean production in 2021 and 2022
6. **\$66 million** to further the expansion of the coconut industry/ market for coconut water and coconut-based products
7. **\$100 million** allocated to advance the recently launched Agriculture and Innovation Entrepreneurship Programme (AIEP)
8. **\$96.5 million** to equip agro-processing and packaging facilities. These facilities, along with supportive market research, will assist producers in meeting the international market protocols for their products and allow access to new markets.
9. **\$977.3 million** allocated for livestock development
10. **\$743.7 million** will be allocated to support the fisheries and aquaculture sectors
11. Hosting of regular Farmers Markets across the country - this will help farmers find ready markets for their produce.



# 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 the Agriculture Sector

Crops	Rice, Sugar, Corn & Soya, Coconut, Fruits & Vegetables, Cocoa and Coffee
Livestock	Poultry, Beef, Small Ruminants- Sheep & Goat
Fisheries	Aquaculture





## 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.

### Government's Plans for Rice Expansion

1. Increasing paddy production by 70% annually moving from 1 million tonnes to 1.7 million tonnes.
2. Increasing the productive land areas - an additional 72,000 hectares (177,840 acres) of land cultivated twice annually
3. Increasing productivity by developing new varieties - to increase rice yields from 8 to 9 tonnes /ha.
4. Increase the use of modern communication technologies to enhance education of farmers.

### Government Support: Rice

1. Waivers of Import Duty and VAT on a wide range of machinery and equipment for land preparation and cultivation
2. Agro-chemical VAT-free & Waivers of Import Duty on a wide range of agrochemicals (e.g. insecticides, herbicides, fungicides, etc.) and;
3. Reversed Drainage & Irrigation and Land Rent fees.
4. Vibrant Rice Research programme by the Guyana Rice Development Board, Ministry of Agriculture
  - Over the past 12 years, 9 high yielding varieties have been released for commercial production.
  - Laboratory facilities to test fertilizer quality, soil types being established



## INVESTMENT OPPORTUNITIES IN RICE

- 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.

Guyana Rice Production and Exports			
Year	2019	2020	2021
Rice Production (MT)	682,418	687,539	558,995
Quantity Exported (MT)	526,617	588,783	435,421
Export Value (US\$)	222,726,000	243,239,000	201,416,568

## OPPORTUNITIES IN 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\$490 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



Guyana Sugar Production and Exports			
Year	2019	2020	2021
Sugar Production (MT)	92,256	88,868	58,025
Quantity Exported (MT)	81,409	61,961	33,386
Export Value (G\$M)	5,922	5,398	3,224

## OPPORTUNITIES IN CORN AND SOYA

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

Guyana Corn & Rice Production						
	2019		2020		2021	
Commodity	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
  - All taxes and duties on the imports of machinery, equipment, and spares have been removed

## OPPORTUNITIES IN COCONUT

Guyana Coconut Production				
Year	2018	2019	2020	2021
Coconut (MT)	13,877.3	14,020	14,850	16,058
Coconut Water (MT)	17,129.8	14,692	15,653	20,486

- 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)
- Coconut Growth Projections
- 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 region
- National Coconut Sensitization Programme

## OPPORTUNITIES IN POULTRY

Guyana Poultry Production				
Year	2018	2019	2020	2021
Broiler Meat Production (Million kg)	42	38.7	42.7	49.8
Table Eggs (Millions)	32	46.6	62.5	57.3

- 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.

## OPPORTUNITIES IN BEEF

Guyana Beef Production			
Year		Beef Production (MT)	
Actual	2017	1,979	
	2018	2,128	
	2018	2,828	
	2020	2,655	
	2021	3,023	
Projected	2022	3,114	
	2023	3,207	
	2024	3,303	
	2025	3,402	
	2026	3,743	

- +2 % forecasted growth in global production and exports for 2021
- 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\$40.8 Million (2018)
- Commercial production of pelletized Fodder.
- Production of leather from hide.





## OPPORTUNITIES IN SMALL RUMINANTS

Guyana Small Ruminant Production			
Year	2019	2020	2021
Mutton Production (kg)	65,443	57,071	69,012
Chevon Production (kg)	32,745	19,609	37,476
Total Production (kg)	98,188	76,680	106,488

1. World ovine meat exports expanded by 6.3 percent to just over 1 Million tonnes (2018)
2. CARICOM imports for mutton/chevon products amounted to US\$19 Million (2018)
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 tonnes
  - Guyana imported 13.8 tonnes of mutton valued at G\$ 21 Million

## OPPORTUNITIES IN AQUACULTURE

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.





**Investment  
Stimulates  
Development**



GUYANA OFFICE FOR INVESTMENT

OFFICE OF THE PRESIDENT

190 Camp & Church Streets, Georgetown, Guyana, South America  
Tel: +592-225-0658, 227-0653 | Fax: +592 225 0655

✉ [goinvest@goinvest.gov.gy](mailto:goinvest@goinvest.gov.gy) 🌐 [www.goinvest.gov.gy](http://www.goinvest.gov.gy) 📘 goinvest