



Trinidad and Tobago's Bilateral Trade Agreements and Incentive Regime



Trinidad and Tobago's Bilateral Trade Agenda is premised on securing enhanced and additional market access for local exporters in the interest of export diversification. This is pursued under the auspices of CARICOM given our membership in this integration arrangement, as well as, unilaterally for limited partial scope agreements.





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Bilateral trade agreements are considered as one of the effective avenues through which domestic firms can develop, grow and achieve international competitiveness. These agreements are beneficial as they:



Trinidad and Tobago's Bilateral Trade Agreements

- Provide stable, predictable and transparent access to markets for existing and potential exporters to conduct business.
- Involve reduction of tariffs and other protective barriers to enhance penetration and sustainability of domestic exports.
- Have mechanisms to resolve specific problems and disputes which may arise.
- Simplify the rules of origin which allow the provision of duty free or reduction of duties on the entry of products into the market.
- Provide a trade and customs facilitating environment for exports and exporters.

The current focus markets are those in Central and Latin America given their geographical proximity, increasing purchasing power of their population and avenues for investments. Bilateral agreements exist with Venezuela, Colombia, the Dominican Republic, Cuba and Costa Rica. A Partial Scope Trade Agreement was signed with Panama in October 2013.

CARICOM - VENEZUELA

Agreement between the Caribbean Community (CARICOM) and the Government of the Republic of Venezuela on Trade and Investment.
Date of Signature: October 13, 1992

***CARICOM - COLOMBIA**

Agreement on Trade, Economic and Technical Cooperation between the Caribbean Community (CARICOM) and the Government of the Republic of Colombia.
Date of Signature: July 24, 1994

***CARICOM - DOMINICAN REPUBLIC**

Agreement Establishing the Free Trade Area Between the Caribbean Community (CARICOM) and The Dominican Republic.
Date of Signature: August 22, 1998.
Act No 10, 2001

***CARICOM - CUBA**

Trade and Economic Cooperation Agreement between the Caribbean Community (CARICOM) and the Government of the Republic of Cuba
Date of Signature: July 5, 2000
Act No 5, 2006



***CARICOM - COSTA RICA**

Free Trade Agreement Between the Caribbean Community (CARICOM) and the Government of the Republic of Costa Rica
Date of Signature: March 9, 2004
Act No 4, 2005

TRINIDAD AND TOBAGO - PANAMA PARTIAL SCOPE TRADE AGREEMENT

Date of Signature: October 3, 2013
Act No 5, 2015

** These CARICOM Agreements require the More Developed Countries (MDCs) namely: Trinidad and Tobago, Jamaica, Barbados, Guyana and Suriname) to provide reciprocal market access concessions i.e. removal/reduction of duty to the Bilateral Trade Partner. The Less Developed Countries (LDCs) of CARICOM, on the other hand, enjoy duty-free access to the Bilateral Trade Partner's markets and are not usually required to grant similar access in return.*



The CARICOM-Venezuela Agreement on Trade and Investment was signed in October 1992 and entered into force on January 1, 1993. It is a preferential agreement aimed at promoting CARICOM exports to Venezuela by providing one-way duty-free access to this market.



CARICOM- Venezuela

Agreement on
Trade and Investment

Tariffs have been eliminated on 22% of products, (mostly fresh produce, confectionery, cosmetics, jams and jellies, medicines, wooden furniture, horticultural products, spices, processed foods, and toilet preparations). The other 67% of products enjoy tariff reductions while the remaining products face the full tariff duty upon entry into Venezuela. Overall, the average tariff applied by Venezuela to CARICOM imports is 1/3 lower than Venezuela's MFN tariff.

The Agreement also seeks to foster investment in the region and to facilitate joint ventures between both parties. In addition, provisions are made to apply measures to counter unfair trade practices, such as export and domestic subsidies and dumping. Disputes which may arise under this Agreement can be resolved through the use of the Joint Council established under this Agreement, whose judgments, though not binding, are in the form of recommendations.

| T&T's Trade with Venezuela 2010 - September 2015 | | | | | | |
|--|--------------|--------|----------|-------|-------|------------|
| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
| | US\$ Million | | | | | (Jan- Sep) |
| Exports | 40.30 | 139.10 | 14.90 | 85.00 | 15.84 | 36.60 |
| Imports | 12.38 | 11.18 | 138.90 | 37.30 | 7.29 | 1.10 |
| Trade Balance | 27.90 | 127.90 | (124.00) | 47.70 | 8.55 | 35.50 |

T&T's MAJOR EXPORTS TO VENEZUELA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|---------------------|---|-------------------|-------------------|
| All Products | | 100.8 | 15.8 |
| 2710.19.40 | Diesel oil | 27.0 | 4.2 |
| 7213.99.90 | Other bars and rods of non-alloy steel | 25.9 | 4.1 |
| 4818.10.00 | Toilet paper | 23.3 | 3.7 |
| 8431.43.00 | Parts for boring or sinking machinery | 9.70 | 1.5 |
| 3824.90.00 | Other chemical preparations | 2.25 | 0.35 |
| 6810.91.00 | Prefabricated Structural Components for Building or Civil Engineering | 2.00 | 0.32 |
| 2523.29.20 | Oilwell cement | 1.89 | 0.30 |
| 2523.29.10 | Building cement (grey) | 1.37 | 0.22 |
| 2705.00.00 | Coal gas, water gas, producer gases and similar gases | 1.08 | 0.17 |
| 2710.19.60 | Bunker 'C' grade fuel oil | 1.07 | 0.17 |

T&T's MAJOR NON-ENERGY EXPORTS TO VENEZUELA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|---|-------------------|-------------------|
| 4818.10.00 | Toilet paper | 23.30 | 3.7 |
| 8431.43.00 | Parts for boring or sinking machinery | 9.70 | 1.5 |
| 3824.90.00 | Other chemical preparations | 2.25 | 0.354 |
| 6810.91.00 | Prefabricated Structural Components for Building or Civil Engineering | 2.00 | 0.315 |
| 2523.29.20 | Oilwell cement | 1.89 | 0.297 |
| 2523.29.10 | Building cement (grey) | 1.37 | 0.215 |
| 8479.89.00 | Other machines and mechanical appliances | 1.01 | 0.158 |
| 2208.90.10 | Aromatic bitters | 0.53 | 0.083 |
| 8609.00.00 | Containers equipped for carriage | 0.43 | 0.068 |
| 6810.99.90 | Other articles of cement, of concrete or of artificial stone | 0.28 | 0.043 |

T&T's MAJOR IMPORTS FROM VENEZUELA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|---------------------|--|-------------------|-------------------|
| All Products | | 46.4 | 7.3 |
| 1703.10.10 | Inedible cane molasses | 21.9 | 3.4 |
| 7202.30.00 | Ferro-silicon- manganese | 10.5 | 1.7 |
| 7804.11.00 | Lead plates, sheets, strip and foil not exceeding 0.2 mm thick | 5.1 | 0.80 |
| 7801.91.00 | Other Refined lead | 1.4 | 0.22 |
| 7227.90.00 | Other bars and rods of alloy steel | 1.0 | 0.16 |
| 3004.90.90 | Other medicaments in measured doses | 0.71 | 0.11 |
| 8479.89.00 | Other machines and mechanical appliances | 0.50 | 0.08 |
| 8479.90.00 | Parts for other machines | 0.45 | 0.07 |
| 7612.90.10 | Other aluminium cans | 0.42 | 0.07 |
| 8431.43.00 | Parts for boring or sinking machinery | 0.38 | 0.06 |

Over the years 2010 – 2014, Trinidad and Tobago experienced trade surpluses with Venezuela in most years with a deficit in 2012. The nine (9) month period in 2015 also reflected a trade surplus. Total exports and imports have fluctuated during this period, with exports being at its highest level in 2011 and imports at its highest in 2012. In 2014, the top 10 exported products comprised mainly petroleum oils, iron and steel products, toilet paper, cement and other chemical preparations. The top 10 imports included molasses, lead products, steel products, machines and parts and medical products.

Source: Central Statistical Office
Exchange Rates- Ministry of Finance- 'Review of the Economy 2014'-
Annual US\$ Selling Rates; Central bank website (Exchange Rate Daily 2015)



CARICOM- Colombia

Trade, Economic and Technical Cooperation Agreement

This Agreement was initially a non-reciprocal agreement granting preferential tariff rates to CARICOM exports into the Colombian market. However, the agreement was re-negotiated in 1998 to provide for duty elimination/reduction on an agreed list of products from Colombia into the CARICOM MDCs (namely, Jamaica, Barbados, Guyana and Trinidad and Tobago) markets.

*The Agreement encourages economic cooperation and the eventual negotiation of a bilateral treaty on the **promotion and protection of investment and trade in services.***

A CARICOM-Colombia Joint Council has responsibility for the administration of the agreement. There are provisions for the establishment of a Colombia-Caribbean Business Council to analyze trade and investment opportunities, supply business information and organize business exchanges.

T&T'S Trade with Colombia 2010 - September 2015

| | 2010 | 2011 | 2012 US\$ Million | 2013 | 2014 | 2015 (Jan-Sep) |
|----------------------|---------|---------|----------------------|-----------|---------|-------------------|
| Exports | 287.4 | 261.6 | 241.2 | 938.3 | 430.4 | 344.4 |
| Imports | 613.5 | 1,100.7 | 1,467.8 | 2,492.9 | 1,174.9 | 497.9 |
| Trade Balance | (326.2) | (839.2) | (1,226.6) | (1,554.6) | (744.5) | (153.5) |

T&T'S MAJOR EXPORTS TO COLOMBIA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|--|-------------------|-------------------|
| | All Products | 2,738.8 | 430.4 |
| 2711.11.00 | Natural gas, liquefied | 2,042.5 | 321.0 |
| 7213.99.90 | Other bars & rods of non-alloy steel | 224.2 | 35.2 |
| 2905.11.00 | Methanol | 193.6 | 30.4 |
| 3102.10.00 | Urea | 127.7 | 20.1 |
| 2814.10.00 | Ammonia, anhydrous | 92.2 | 14.5 |
| 4803.00.20 | Toilet or facial tissue stock | 20.4 | 3.20 |
| 1904.10.00 | Cereal and Cereal Products Prepared by Roasting or Swelling | 9.01 | 1.42 |
| 2711.19.00 | Other petroleum gases liquefied | 8.96 | 1.41 |
| 7207.11.90 | Other semi-finished products of alloy or non-alloy steel | 7.37 | 1.16 |
| 1806.31.00 | Chocolate and other food preparations containing cocoa, filled, in blocks, slabs or bars | 3.71 | 0.58 |

T&T'S MAJOR NON-ENERGY EXPORTS TO COLOMBIA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|--|-------------------|-------------------|
| 3102.10.00 | Urea | 127.70 | 20.07 |
| 4803.00.20 | Toilet or facial tissue stock | 20.40 | 3.20 |
| 1904.10.00 | Cereal and Cereal Products Prepared by Roasting or Swelling | 9.01 | 1.42 |
| 1806.31.00 | Chocolate and other food preparations containing cocoa, filled, in blocks, slabs or bars | 3.71 | 0.58 |
| 2202.10.10 | Aerated beverages sweetened | 1.88 | 0.30 |
| 4818.10.00 | Toilet paper | 1.40 | 0.22 |
| 8431.43.00 | Parts for boring or sinking machinery | 1.10 | 0.17 |
| 2523.29.20 | Oilwell cement | 1.06 | 0.17 |
| 2523.29.10 | Building cement (grey) | 0.50 | 0.08 |
| 3824.90.00 | Other chemical preparations | 0.45 | 0.07 |

T&T'S MAJOR IMPORTS FROM COLOMBIA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|---|-------------------|-------------------|
| | All Products | 7,477.1 | 1,174.9 |
| 2709.00.90 | Other crude petroleum | 6,201.3 | 977.2 |
| 2709.00.10 | Crude petroleum | 931.9 | 146.9 |
| 1701.99.90 | Other sugar | 90.59 | 14.28 |
| 2833.30.00 | Alums | 9.81 | 1.55 |
| 7010.90.10 | Other glass bottles for soft drinks, wines, beers and spirits | 9.13 | 1.44 |
| 3004.90.90 | Other medicaments in measured doses | 8.64 | 1.36 |
| 1511.90.10 | Palm stearin | 7.73 | 1.22 |
| 8905.90.90 | Fire-floats, floating cranes, etc. | 7.53 | 1.19 |
| 3905.21.00 | Vinyl acetate polymers in aqueous dispersion | 6.68 | 1.05 |
| 3808.93.10 | Herbicides | 6.38 | 1.01 |

Over the period 2010-2014, Trinidad and Tobago maintained a negative trade balance with Colombia. This trend is expected to continue in 2015. This is due to the high level of imports of crude petroleum oils over the years. Both imports and exports have increased substantially since 2010; exports have increased substantially from US\$ 287 million in 2010 to US\$ 430 million in 2014; imports increased by more than 90% from US\$ 613 million in 2010 to US\$ 1,175 million in 2014. Non-energy exports constitute a minor percentage of total exports and other exports include products such as urea, toilet and tissue paper, cereals, chocolates, aerated beverages and aerated water.

Source: Central Statistical Office
Exchange Rates- Ministry of Finance- 'Review of the Economy 2014'-
Annual US\$ Selling Rate; Central bank website (Exchange Rate Daily 2015)



CARICOM-Dominican Republic

Free Trade Agreement

The CARICOM-Dominican Republic Free Trade Agreement came into force on August 22, 1998 and its implementing Protocols on April 28, 2000. This FTA signified a new era in trade arrangements for CARICOM, effectively providing for more than 85% of the items traded between CARICOM and the Dominican Republic, to be free from duty and quantitative restrictions.

This Agreement provides exporters with access to a market in excess of 8 million consumers. In addition to trade in goods, the agreement makes provision for future liberalization of trade in services and includes a commitment to develop areas such as the promotion and protection of investment and government procurement.

A Joint Council is tasked with administering the implementation of the Agreement and related changes.

| Trade with the Dominican Republic 2010- September 2015 | | | | | | |
|--|--------------|-------|-------|-------|-------|---------------------|
| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 (Jan - Sep) |
| | US\$ Million | | | | | |
| Exports | 147.8 | 237.4 | 140.6 | 298.5 | 182.6 | 136.7 |
| Imports | 14.17 | 28.84 | 33.2 | 32.9 | 39.6 | 26.8 |
| Trade Balance | 133.6 | 208.6 | 107.4 | 265.6 | 143.0 | 109.9 |

T&T'S MAJOR EXPORTS TO DOMINICAN REPUBLIC 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|---------------------|--|-------------------|-------------------|
| All Products | | 1,162.1 | 182.6 |
| 2711.11.00 | Natural gas, liquefied | 218.5 | 34.3 |
| 7213.99.90 | Other bars and rods of non-alloy steel | 177.8 | 27.9 |
| 2711.12.00 | Propane, liquefied | 177.5 | 27.9 |
| 7207.11.90 | Other Semi-Finished Products of Iron or Non-Alloy Steel Containing Carbon of Less than 0.25% by weight | 166.7 | 26.2 |
| 3102.10.00 | Urea | 158.8 | 25.0 |
| 2711.13.00 | Butane, liquefied | 126.7 | 19.9 |
| 2710.19.83 | Lubricating oils | 34.4 | 5.4 |
| 1904.10.00 | Cereal and Cereal Products Prepared by Roasting or Swelling | 31.1 | 4.9 |
| 8544.49.10 | Plastic Insulated Copper Conductors of a size exceeding 0.5mm2 | 20.5 | 3.2 |
| 2814.10.00 | Ammonia, anhydrous | 15.5 | 2.4 |

T&T'S MAJOR NON-ENERGY EXPORTS TO DOMINICAN REPUBLIC 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|--|-------------------|-------------------|
| 3102.10.00 | Urea | 158.8 | 25.0 |
| 1904.10.00 | Cereal and Cereal Products Prepared by Roasting or Swelling | 31.1 | 4.9 |
| 8544.49.10 | Plastic Insulated Copper Conductors of a size exceeding 0.5mm2 | 20.5 | 3.2 |
| 7010.90.10 | Other glass bottles for soft drinks, beers, wines and spirits | 8.52 | 1.34 |
| 4803.00.20 | Toilet or facial tissue stock | 2.01 | 0.32 |
| 2208.40.90 | Other rum and tafia | 1.96 | 0.31 |
| 2202.10.10 | Aerated beverages sweetened | 1.53 | 0.24 |
| 9405.40.00 | Other electric lamps and lighting fittings | 1.17 | 0.185 |
| 3923.30.10 | Bottles of plastic | 1.15 | 0.181 |

T&T'S MAJOR IMPORTS FROM DOMINICAN REPUBLIC 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|---------------------|---|-------------------|-------------------|
| All Products | | 252.2 | 39.6 |
| 1703.10.10 | Inedible sugarcane molasses | 33.0 | 5.18 |
| 0803.00.10 | Bananas, fresh | 27.3 | 4.29 |
| 2520.10.10 | Gypsum | 18.9 | 2.97 |
| 2517.10.00 | Pebbles, gravel, broken or crushed stone used for concrete aggregates | 18.3 | 2.87 |
| 3923.90.90 | Other articles of plastics | 17.9 | 2.81 |
| 3907.50.00 | Alkyd resins | 10.2 | 1.60 |
| 2710.19.83 | Lubricating oils | 5.73 | 0.900 |
| 2103.90.90 | Other sauces and condiments | 5.56 | 0.874 |
| 3406.00.40 | Other candle of tallow | 5.16 | 0.811 |
| 3921.90.00 | Other cellular plates | 4.84 | 0.761 |

Over the period 2010-2014, Trinidad and Tobago has maintained a positive trade balance with the Dominican Republic. The positive trade balance is also evident for the nine (9) month period in 2015. Total Exports have increased by approximately 23% since 2010, from US\$ 148 million to US\$ 182 million in 2014. Imports have almost tripled from US\$ 14 million in 2010 to US\$ 39.6 million in 2014. Top exports to the Dominican Republic in 2014 included petro-chemical products, iron and steel and cereals. Major Imports in 2014 comprised molasses, bananas, plastics, gypsum, resins and sauces/condiments.

Source: Central Statistical Office
Exchange Rates- Ministry of Finance- 'Review of the Economy 2016'-
Annual US\$ Selling Rate; Central bank website (Exchange Rate Daily 2015)



CARICOM-Cuba

Trade and Economic Cooperation Agreement

Trinidad and Tobago's positive trade relationship with Cuba, with a market in excess of 11 million consumers has continued with the signing of the CARICOM-Cuba Agreement in 2000. From then to now, exports have increased due primarily to the export of inorganic chemicals, petroleum and petroleum products and iron and steel.

The Trade and Economic Cooperation Agreement between CARICOM and Cuba provides for duty-free treatment on certain goods with provisions for agricultural products to be afforded duty free treatment at specified times for the year. It also covers trade promotion and facilitation, services, tourism, investment, intellectual property rights and the promotion and development of co-operative activities between the parties.

In 2007, Trinidad and Tobago established a Trade Facilitation Office (TFO) in Cuba to assist local exporters in penetrating the Cuban market. The TFO is the main link between exporters and Cuban State Agencies which have central responsibility for exports and imports.

| T&T'S Trade with Cuba 2010 - September 2015 | | | | | | |
|---|--------------|------|------|------|-------|-------------------|
| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 (Jan-Sep) |
| | US\$ Million | | | | | |
| Exports | 21.90 | 18.0 | 8.4 | 46.6 | 3.3 | 8.6 |
| Imports | .17 | .2 | 6.6 | 3.5 | 6.2 | 6.1 |
| Trade Balance | 21.80 | 18.7 | 1.7 | 43.2 | (3.0) | 2.5 |

T&T'S MAJOR EXPORTS TO CUBA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|--------------|--|-------------------|-------------------|
| All Products | | 20.9 | 3.29 |
| 2814.10.00 | Ammonia, anhydrous | 18.3 | 2.88 |
| 4818.10.00 | Toilet paper | 0.59 | 0.09 |
| 2208.90.10 | Aromatic bitters | 0.50 | 0.08 |
| 9898.03.00 | Household effects of travellers and immigrants | 0.49 | 0.07 |
| 2710.19.40 | Diesel oil | 0.28 | 0.04 |
| 9898.02.00 | Personal effects of travellers & immigrants | 0.25 | 0.04 |
| 2008.11.00 | Ground nuts | 0.20 | 0.03 |
| 1904.90.00 | Other prepared foods by roasting cereals | 0.11 | 0.02 |
| 2008.99.90 | Other fruit, nuts and edible plant parts | 0.06 | 0.01 |
| 4821.10.00 | Printed paper or paperboard labels | 0.04 | 0.01 |

T&T'S MAJOR NON-ENERGY EXPORTS TO CUBA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|---|-------------------|-------------------|
| 4818.10.00 | Toilet paper | 0.59 | 0.09 |
| 2208.90.10 | Aromatic bitters | 0.50 | 0.08 |
| 9898.03.00 | Household effects of travellers and immigrants | 0.49 | 0.07 |
| 9898.02.00 | Personal effects of travellers and immigrants | 0.25 | 0.04 |
| 2008.11.00 | Ground nuts | 0.20 | 0.03 |
| 1904.90.00 | Other prepared foods by roasting cereals | 0.11 | 0.02 |
| 2008.99.90 | Other fruit, nuts and edible plant parts | 0.06 | 0.01 |
| 4821.10.00 | Printed paper or paperboard labels | 0.04 | 0.007 |
| 1904.10.00 | Cereal and Cereal Products Prepared by Roasting or Swelling | 0.04 | 0.006 |
| 9206.00.10 | Steel band instruments | 0.03 | 0.004 |

T&T'S MAJOR IMPORTS FROM CUBA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|--------------|---|-------------------|-------------------|
| All Products | | 39.7 | 6.2 |
| 2207.10.00 | Undenatured ethyl alcohol of an alcoholic strength by volume of 80% or more | 36.5 | 5.7 |
| 3602.00.00 | Prepared explosives | 2.14 | 0.34 |
| 8414.40.00 | Air compressors mounted on a wheeled chassis for towing | 0.37 | 0.06 |
| 8701.90.10 | Other tractors for agriculture use | 0.31 | 0.05 |
| 3603.00.00 | Safety fuses, igniters percussion caps | 0.30 | 0.05 |
| 9898.03.00 | Household effects of travellers and immigrants | 0.06 | 0.01 |
| 2208.40.10 | Rum and other spirits obtained by distilling fermented sugarcane products | 0.03 | 0.005 |
| 9898.02.00 | Personal effects of travellers and immigrants | 0.02 | 0.0031 |
| 2402.10.00 | Cigars, cheroots and cigarillos containing tobacco | 0.01 | 0.0015 |

Trinidad and Tobago experienced positive trade balances with Cuba over the period 2010-2013 followed by a negative balance in 2014. Both exports and imports fluctuated over the review period. In 2013, exports were unusually high at US\$ 46.6 million, the highest ever since 2010. Imports fluctuated between US\$ 0.17 million and US\$ 6.6 million, occurring in 2010 and 2012 respectively. In 2014, exports to Cuba comprised of ammonia, toilet paper, aromatic bitters and some processed foods. In 2014, imports from Cuba included products such as alcohol, explosives, pasta, cigars and some machinery products.

Source: Central Statistical Office
Exchange Rates- Ministry of Finance- 'Review of the Economy 2014'-
Annual US\$ Selling Rate



CARICOM- Costa Rica

Free Trade Agreement

This Agreement, which was signed in 2004, allows Trinidad and Tobago and CARICOM manufacturers access to the Costa Rican market, which has in excess of 4 million people. It represents another step toward Trinidad and Tobago's integration into the wider Central American Common Market (CACM) and the potential for agreements with other members such as, El Salvador, Guatemala, Honduras and Nicaragua.

*The Agreement provides for free trade or preferential access for a wide range of goods into both CARICOM and Costa Rica markets. **At present, essentially 95% of products are traded duty free between the two Parties.** A limited number of sensitive products, such as fish, chocolate, cigarettes and certain agricultural commodities continue to attract duty. The Agreement currently provides for trade in goods and contains provisions for anti-dumping and dispute settlement.*

A built-in agenda is included for trade in services, investment, competition policy, and government procurement. Legislation has been approved by both Trinidad and Tobago (Act No. 4, 2005) and Costa Rica to give effect to trade under this agreement.

| T&T's Trade with Costa Rica 2010- September 2015 | | | | | | |
|--|--------------|------|--------|-------|------|-------------------|
| | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 (Jan-Sep) |
| | US\$ Million | | | | | |
| Exports | 130.4 | 85.5 | 7.8 | 276.8 | 82.1 | 61.7 |
| Imports | 34.9 | 40.1 | 47.6 | 44.6 | 45.1 | 36.1 |
| Trade Balance | 95.4 | 45.4 | (39.9) | 232.2 | 37.0 | 25.6 |

T&T'S MAJOR EXPORTS TO COSTA RICA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|---------------------|--|-------------------|-------------------|
| All Products | | 522.39 | 82.08 |
| 7207.11.90 | Other Semi-Finished Products of Iron or Non-Alloy Steel containing Carbon of less than 0.25% by weight | 209.14 | 32.86 |
| 2711.12.00 | Propane, liquefied | 162.59 | 25.55 |
| 7213.99.90 | Other bars & rods of non-alloy steel | 84.74 | 13.32 |
| 2711.13.00 | Butane, liquefied | 53.31 | 8.38 |
| 3102.10.00 | Urea | 8.06 | 1.27 |
| 9405.40.00 | Other electric lamps and lighting fittings | 1.51 | 0.234 |
| 1904.10.00 | Cereal and cereal products prepared by roasting or swelling | 1.15 | 0.18 |
| 7204.30.00 | Waste and scrap of tinned iron or steel | 0.53 | 0.08 |
| 2106.90.90 | Other food preparation | 0.41 | 0.07 |
| 5512.19.00 | Other woven fabrics containing 85% or more of polyester staple fibres by weight | 0.29 | 0.05 |

T&T'S MAJOR NON-ENERGY EXPORTS TO COSTA RICA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|------------|---|-------------------|-------------------|
| 9405.40.00 | Other electric lamps and lighting fittings | 1.506 | 0.24 |
| 1904.10.00 | Cereal and cereal products prepared by roasting or swelling | 1.154 | 0.18 |
| 7204.30.00 | Waste and scrap of tinned iron or steel | 0.53 | 0.08 |
| 2106.90.90 | Other food preparation | 0.41 | 0.07 |
| 5512.19.00 | Other woven fabrics containing 85% or more of polyester staple fibres by weight | 0.29 | 0.05 |
| 8544.70.00 | Optical fibre cables | 0.14 | 0.02 |
| 2106.90.20 | Other sugar syrups flavoured or coloured | 0.13 | 0.02 |
| 4804.19.00 | Other kraftliner | 0.09 | 0.014 |
| 5513.11.00 | Woven fabric of polyester staple fibres, plain weave | 0.06 | 0.009 |
| 5303.10.00 | Jute and other textile bast fibres, raw or retted | 0.02 | 0.003 |

T&T'S MAJOR IMPORTS FROM COSTA RICA 2014

| HS Code | Description | Value (TTMn\$) | Value (USMn\$) |
|---------------------|--|-------------------|-------------------|
| All Products | | 286.9 | 45.1 |
| 2106.90.90 | Other food preparation | 69.6 | 10.9 |
| 0706.10.10 | Carrots | 32.5 | 5.11 |
| 3923.50.10 | Lids and caps of plastics | 25.9 | 4.06 |
| 3402.20.30 | Other detergent retail | 13.2 | 2.07 |
| 4819.10.00 | Cartons, boxes and cases, of corrugated paper or paperbo | 11.1 | 1.75 |
| 8309.10.00 | Crown corks of base metal | 10.5 | 1.65 |
| 7310.10.00 | Tanks of iron, steel a capacity 50l or more | 8.94 | 1.41 |
| 4818.40.20 | Baby paper napkins and liners | 8.01 | 1.26 |
| 2008.99.20 | Banana and plantain chips | 7.89 | 1.24 |
| 1902.19.00 | Other pasta not stuffed or unprepared | 6.32 | 0.99 |

During the period 2010-2014 Trinidad and Tobago maintained a favourable balance of trade with Costa Rica, with the exception of a negative balance in 2012. The nine (9) month period in 2015 reflects a trade surplus. Overall, since 2010, exports have fluctuated, increasing from US\$ 130.4 million in 2010 to US\$ 82.1 million in 2014. In 2012, Trinidad and Tobago's exports to Costa Rica were at its lowest level, however this increased substantially in 2013. Imports have also increased by 29% since 2010, from US\$ 34.9 million to US\$ 45.1 million in 2014. The data shows that exports is dominated by energy products (including iron and steel) which contributed to more than 99% of total exports in 2014.

Source: Central Statistical Office

Exchange Rates- Ministry of Finance- 'Review of the Economy 2014'

-Annual US\$ Selling Rate; Central bank website (Exchange Rate Daily 2015)



T&T-Panama Partial Scope Trade Agreement

Trinidad and Tobago signed a Partial Scope Trade Agreement (PSTA) with the Republic of Panama in October 2013.

The Agreement, which has been approved by CARICOM, is expected to provide access into Panama for 230 products from Trinidad and Tobago, while offering reduced tariffs on 248 products from Panama. Some of the products which were granted access to the Panama market include chewing gum, peanut butter, doors and windows, building blocks, bitumen, aerated water, paper products, tiles and blocks,, metal products, plastic and paper containers, other packaging materials, agro processed goods such as cocoa, cereals and nuts.

The PSTA also provides for future negotiation of a Bilateral Investment Treaty (BIT); services liberalization; and additional access for products three (3) years after entry into force. The PSTA will come into effect as soon as the Parties exchange necessary instruments.

TRADE WITH KEY PARTNERS – 2010-2014

| TOTAL DOMESTIC EXPORTS 2010-2014 (MILLIONS) | Country | 2010 | 2011 | 2012 | 2013 | 2014 | |
|---|--------------------|-------|---------|---------|---------|----------|--------|
| | COLOMBIA | TT\$ | 1,832.1 | 1,680.9 | 1,552.2 | 6,045.2 | 2738.8 |
| | US\$ | 287.4 | 261.6 | 241.2 | 938.3 | 430.4 | |
| | COSTA RICA | TT\$ | 831.3 | 549.4 | 50.0 | 1,783.0 | 522.39 |
| | US\$ | 130.4 | 85.5 | 7.8 | 276.8 | 82.08 | |
| | CUBA | TT\$ | 139.8 | 121.3 | 53.8 | 300.4 | 20.9 |
| | US\$ | 21.9 | 18.9 | 8.4 | 46.6 | 3.29 | |
| | DOMINICAN REPUBLIC | TT\$ | 942.3 | 1,525.7 | 905.0 | 1,923.0 | 1162.1 |
| | US\$ | 147.8 | 237.4 | 140.6 | 298.5 | 182.6 | |
| | VENEZUELA | TT\$ | 256.8 | 894.0 | 95.8 | 547.5 | 100.8 |
| | US\$ | 40.3 | 139.1 | 14.9 | 85.0 | 15.8 | |
| TOTAL IMPORTS 2010-2014 (MILLIONS) | Country | 2010 | 2011 | 2012 | 2013 | 2014 | |
| | COLOMBIA | TT\$ | 3,911.6 | 7,073.5 | 9,445.0 | 16,061.0 | 7447.1 |
| | US\$ | 613.5 | 1,100.7 | 1,467.8 | 2,492.9 | 1174.9 | |
| | COSTA RICA | TT\$ | 222.8 | 257.8 | 306.6 | 287.4 | 286.9 |
| | US\$ | 34.9 | 40.1 | 47.6 | 44.6 | 45.1 | |
| | CUBA | TT\$ | 1.1 | 1.3 | 42.6 | 22.4 | 39.7 |
| | US\$ | 0.2 | 0.2 | 6.6 | 3.5 | 6.2 | |
| | DOMINICAN REPUBLIC | TT\$ | 90.4 | 185.3 | 213.6 | 211.7 | 252.2 |
| | US\$ | 14.2 | 28.8 | 33.2 | 32.9 | 39.6 | |
| | VENEZUELA | TT\$ | 78.9 | 71.8 | 894.0 | 240.4 | 46.4 |
| | US\$ | 12.4 | 11.2 | 138.9 | 37.3 | 7.3 | |

Source: Central Statistical Office (CSO)

Exchange Rates: Ministry of Finance- 'Review of the Economy 2014'- US\$ Annual Selling Rate;
Central bank website (Exchange Rate Daily 2015)



Incentives for Manufacturers

The following incentives are available to local manufacturers to assist in penetrating the markets of trade partners:

Fiscal Incentives

Fiscal Incentives are benefits granted to large scale manufacturing or processing companies in accordance with the Fiscal Incentives Act Chapter 85:01. These include exemptions from customs duties, Value Added Tax and Withholding Tax on costs related to the production of approved products or services. Applicants must apply to the MTI.

Import Duty Concessions

Manufacturing enterprises are allowed duty free treatment on their raw materials, machinery and equipment and in some cases packaging material based upon the provisions of the Third Schedule of the Customs Act, Chapter 78:01 (as amended). Applicants must apply to the MTI.

Approved Small Company Status

Approved Small Company Status is a designation granted to a Limited Liability Company, allowing it to derive a tax relief for a period of five (5) years under the Corporation Tax Act, Chapter 75:02 (as amended), in the form of a tax credit. Applicants must apply to exportTT.

Free Trade Zones

The Free Trade Zones Programme is designed to encourage local and foreign investment in export-driven projects that create jobs, develop skills and create external markets for products. The Programme is seen as an instrument to attract non-energy-based projects to Trinidad & Tobago and is administered under the Free Zones Act, 19 of 1988 (as amended).

Free zone areas are designated by order of the Minister of Trade, Industry, Investment and Communications on the recommendations of the Trinidad & Tobago Free Zones Company Limited (TTFZ). Sales into the customs territory are treated as extra regional imports. Free zone activities that qualify for approval include manufacturing for export, international trading in products, services for export and development and management of free zones.

Export Credit Insurance

Small, medium and large enterprises operating within Trinidad or Tobago that are ready to export or would like to venture into new export markets are eligible to apply for export credit insurance.

The Export-Import Bank of Trinidad and Tobago Limited (EXIMBANK) is an export credit agency offering exporters in the non-traditional and non-energy sectors a wide range of facilities. These include protection against Political and Commercial risks (also called Comprehensive Risks) such as risk protection against payment default by foreign buyers of goods and services exported on credit terms.

For more information, visit the following websites:

exportTT at www.exportt.co.tt

Trinidad and Tobago Free Zones Co. Ltd. at www.ttfzco.com

Export-Import Bank of Trinidad and Tobago at www.eximbanktt.com



Incentives for all Sectors

Research and Development Facility (RDF)

The RDF, which is managed by exporTT, was set up to provide grant funding to non-energy manufacturing and service businesses for research and development initiatives. The aim of the project is to stimulate and support investment in new and advanced technology and innovation as a competitiveness enhancement tool. The maximum grant is TT\$1M. Grants are also available for patent registration up to a maximum of TT\$300,000.

Allowances

In computing the chargeable profits of a company for purposes of corporation tax, there are certain deductions that are allowed under the Corporation Tax Act, Chapter 75:02 (as amended), Income Tax Act, Chapter 75:01 (as amended), and Income Tax (In Aid of Industry) Act, Chapter 85:04 (as amended). These deductions include allowances for promotional expenses, wear and tear, and capital expenditure, and can be considered as part of the investment incentive regime of Trinidad and Tobago.

Co-Financing Services

ExporTT provides co-financing services support to companies which are successful in reaching selected export markets through the reimbursement for a portion of the pre-approved investment, purchase, costs or expenses incurred by the company. A re-imbusement of 100% for participation in Overseas Trade Shows including Booth Design and Ground Transport and 50% reimbursement in TT dollars for services which includes “inter alia” Trademark registration, product testing, translation services and brand registration.



*For more information, visit the following websites:
exporTT at www.exportt.co.tt*





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