



Government of the Republic of Trinidad and Tobago
Ministry of Trade and Industry

***Think Grow Lead Training
Masters Limited
Company Official Launch
Ceremony in Trinidad and
Tobago***

REMARKS

RANDALL KARIM
PERMANENT SECRETARY, MINISTRY OF TRADE AND INDUSTRY

FEBRUARY 29TH, 2024

Salutations

- Executive Chairman TGL Group – Mr. Duane Lue-Fung
- President Investt Mr. Sekou Alleyne
- President TTCSI Mr. Mark Edghill
- President TTIFC Mr. John Outridge
- Chief Executive Officer TTCSI Ms. Vashti Guyadeen
- Regional Sales Director TGL Group – Mr. Paul Bryan
- Specially invited guests
- Members of the Media
- Ladies and Gentlemen

Good evening,

It is with great pleasure that I extend warm greetings on behalf of the Ministry of Trade and Industry on this remarkable occasion.

Firstly, let me congratulate and welcome to our shores, the esteemed management and staff of Think Grow Lead, from Jamaica. Your launch in our services sector is especially encouraging for the business community, which is poised to benefit from the unique services offered by your company. Notably, your expertise in diagnosing and providing solutions for sales-force and customer service is a valuable resource to businesses experiencing such challenges. In today's rapidly evolving business landscape, where innovation is the cornerstone of success, consistently developing business solutions becomes not just a strategic choice, but a catalyst for cultivating a culture of innovation within organizations. It is refreshing to witness a Caribbean company like Think Grow Lead contributing to this ethos.

Your decision to establish your inaugural regional office in Trinidad and Tobago is not only a testament to our attractive business environment, but also a significant step towards fostering regional integration and development. This solid business move aligns with the principles of the CARICOM Single Market and Economy (CSME), demonstrating the shared success and collaboration that define our Caribbean community.

This launch also follows a recent courtesy call from Her Excellency Natalie Campbell-Rodriques, Jamaica's High Commissioner to the Republic of Trinidad and Tobago, with the Honourable Minister of Trade and Industry. During that meeting, the Minister emphasized the enduring cultural ties and positive trade and investment relations between both our countries since the establishment of diplomatic relations in 1963. Given our histories, it is crucial to not only sustain but also deepen our economic relations. This involves nurturing mutual cooperation and facilitating the regional growth of our private sectors.

Trinidad and Tobago and Jamaica Economic Relations

Merchandise

Both Trinidad and Tobago and Jamaica remain vital intra-regional trading partners in merchandise and services. Recent trade statistics underscore Jamaica's consistent position as a significant

trading partner for Trinidad and Tobago. In fact within the region Jamaica is Trinidad and Tobago's second largest export market when it comes to goods.

Services

Shifting the focus to services, mirroring the expertise of TGL, the data shows that the services trading between Trinidad and Tobago and Jamaica predominantly comprise business services, including professional management consulting services.

Exporter to Investor

The Ministry is delighted to note that Think Grow Lead has been contributing to the service trade between Jamaica and Trinidad and Tobago. Over the past four years, the company has been exporting its services from Jamaica, meeting the business solution needs of local SMEs and other organizations. It is therefore a remarkable journey of growth and strategic expansion for this company; transitioning from a service exporter to becoming a source of investment in the Trinidad and Tobago economy- a significant milestone.

This investment is indicative of the confidence in the local economy, and signals that Trinidad and Tobago is a viable option for service providers operating within the Caribbean and seeking to establish their footprints throughout the region.

Conclusion

In closing, today's launch marks a pivotal and bold step forward for our regional business landscape, symbolizing not only your organization's expansion into Trinidad and Tobago, but also reflecting this Government's dedication to catering a robust and investment-friendly environment. This event is not just a milestone; it is a testament to our collective vision for economic growth and prosperity.

The Ministry of Trade and Industry thanks you for the opportunity to be part of this momentous occasion, and stands ready to support your organization at every juncture. As you celebrate this achievement, we wish you a future filled with continued success in Trinidad and Tobago, and beyond.