



2017 Q1 Report

The information provided in this report is based on data supplied by tenants, employers, contractors and service providers.

Mark C. D'Sa

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Les Mots Du Directeur Général

La nouvelle année a été marquée par des changements importants en Haïti.

L'ascension au pouvoir du Président Jovenel Moïse en Février et l'installation de la nouvelle administration ont donné lieu à un nouveau leadership à la SONAPI au cours de la dernière semaine du mois de mars. Lors de sa visite à Caracol le 24 mars dernier, le président a manifesté publiquement son soutien à l'industrie du vêtement en Haïti et s'est engagé à supprimer les obstacles qui entraveraient la croissance de l'investissement et la création d'emplois dans le secteur manufacturier d'habillement.

L'activité industrielle à l'intérieur du PIC continue de croître à un rythme soutenu et le nombre d'emplois a augmenté de 3% au cours du trimestre dernier.



Le locataire d'ancrage, S&H Global, continue de se développer et deux nouveaux locataires sont en phase de compléter leurs dossiers d'implantation et les procédures de franchise pour l'importation.

Au cours du premier trimestre, S&H Global a ouvert une deuxième école qui a été inaugurée par le président Jovenel Moïse. Le président a également visité le Parc Industriel de Caracol et s'est adressé aux ouvriers. Dans son discours public, le président a promis son soutien au secteur de l'exportation de vêtements et s'est engagé à éliminer les obstacles et les entraves

qui pourraient gêner la croissance et la création d'emplois.

Entre la croissance de S&H Global et l'expansion de CODEVI, 43% des emplois de l'industrie du vêtement se retrouvent maintenant dans la région Nord d'Haïti. Du fait que MAS Holdings du Sri Lanka et Everest Textile Co de Taiwan augmentent le nombre d'emplois au PIC, ce pourcentage devrait croître.

Je suis ravi de revenir en tant que Directeur général de la SONAPI et je m'efforcerai de travailler dur et sans délai pour une croissance de l'investissement et une augmentation de plusieurs milliers d'emplois cette année.

Bernard Schettini

Bernard Schettini
Directeur Général
SONAPI

Director General's Remarks

The new year was marked with important changes in Haiti. The swearing in of President Jovenel Moise in February and the installation of the new administration resulted in new leadership at SONAPI in the last week of March. In his visit to Caracol on 24th March, the President publicly declared his support for the Haitian apparel industry and pledged to remove impediments that would hinder the growth of investment and job creation in the apparel manufacturing sector.

Inside the PIC industrial activity continued at a robust pace and the number of jobs increased by 3% in the quarter.



The anchor tenant, S&H Global continues to expand and two new tenants are in the process of completing their incorporation and import franchise procedures.

During the quarter, S&H Global opened a second school which was inaugurated by President Jovenel Moise. The President also visited the Caracol Industrial Park and addressed the workers. In his public address, the President pledged his support to the apparel export sector and committed to removing obstacles and impediments which may hinder growth and job creation.

Between the growth at S&H Global and the expansion at CODEVI, 43% of the apparel industry jobs are now in Northern Haiti. As MAS Holdings of Sri Lanka and Everest Textile Co of Taiwan add more jobs at PIC, that percentage should increase.

I am glad to be back as the Director General of SONAPI and I look forward to dealing with the growth and addition of several thousand jobs this year.

Bernard Schettini

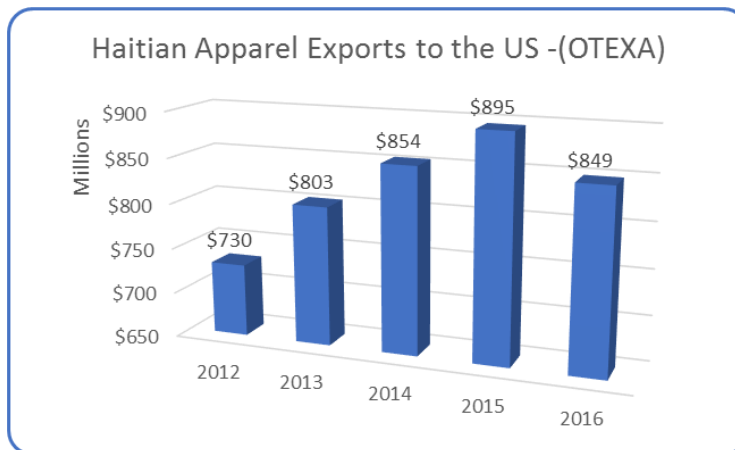
Bernard Schettini
Director General
SONAPI

The Haitian Apparel Industry in 2016

The Haitian apparel industry has been growing at a steady pace of 6% p.a. since 2011 after the HOPE/HELP Act was implemented

In 2016 however, there was a slight decline and Haitian apparel exports dipped to US\$ 848 million. The 5% decrease was a consequence of the volatile retail climate in the USA, however in the same period, several new companies from Hong Kong, Taiwan, Korea, Bangladesh and Sri Lanka signed deals to establish operations in Haiti.

There is speculation that the US withdrawal from TPP has benefited Haiti,



but the differentiation between the growth of investments in Haiti due to the HELP Act and those due to the US withdrawal from TPP are not clear. AGOA countries may have benefitted more from the US withdrawal from TPP.

Ethiopia received

approximately US\$ 1.2 billion FDI in apparel and footwear in 2016 and Rwanda, Ghana, Kenya other African countries in the AGOA treaty have seen an influx of apparel investments, footwear and headgear since the US withdrew from TPP.

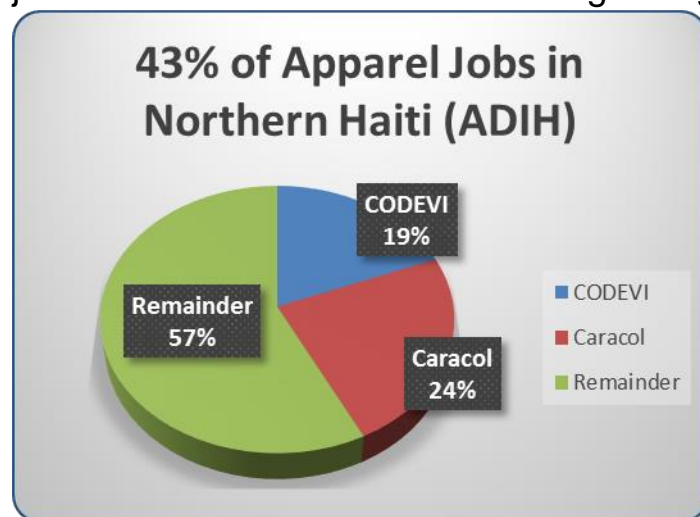
Haiti experienced increased investor interest since 2015 due to the extension of the HELP Act to 2025, the unique and flexible ROO (Rules Of Origin) allowing 3rd country fabrics and the duty free opportunities.

At Caracol, Sae-A (or S&H Global as they are known in Haiti), continue to stick to the plan that was formulated in 2010. Their growth is steady, they now employ more than 9,000 people and are Haiti's largest private sector employer. Sae-A will be adding another factory with 1,350 jobs in the next three months and two more factories next year.

Another apparel manufacturer at Caracol is a Haitian company named GOAL Exports. An established supplier for Hanes Brands since more than 15 years, they set up operations in Caracol in 2015. They now have 1,000 employees at Caracol.

In late 2016, Caracol signed agreements with MAS Holdings from Sri Lanka and Everest Textile Company from Taiwan. Both companies are engaged in the incorporation and other startup processes at the current time. When fully functional, these two companies will generate 2,500 jobs.

With the growth at Caracol and CODEVI, more than 43% of the apparel jobs are now in Northern Haiti and growing at more than 10% annually.



While Caracol maintains a healthy growth trajectory, additional investments at CODEVI, Lafito, SONAPI (PIM) and other free zones should add at least another 15,000 jobs in Haiti's apparel industry in the next 3 years.

The product mix is getting more complex, productivity is improving and sourcing of

higher unit value items are growing in Haiti. Athleisure items, performance garments and products made from synthetic fabrics are seeing growth in Haiti as renowned activewear brands and household names continue to look for apparel made in Haiti.

Haiti's new President, Jovenel Moise, publicly pledged his support for the apparel industry at Caracol in March and committed to removing any impediments to growth and job creation. In 2016, jobs in the Haitian apparel industry exceeded 41,000 and with the number of investments due to come online in 2017, several thousand badly needed jobs should be added to the apparel export sector.

While most of the buyers and retailers are focused on the HOPE/HELP Act, Haiti has a much larger quota (TPL) of duty free privileges under the

Available TPLs in SME		
HOPE	Woven	200,000,000
HOPE	Knit	200,000,000
HOPE	VA	332,915,916
CBTPA	Knit	970,000,000
CBTPA	T Shirt	72,000,000
	Total	1,774,915,916

CBTPA and it is due to expire in 2020. The three duty free categories under the HOPE/HELP Act allow approximately 745 million SMEs (square meter

equivalents) of duty free access to the US whereas the CBTPA has provisions for 920 million SMEs of knit apparel and 12 million dozen tee shirts to enter the US duty free subject to yarn forward rules of origin.

In 2016, the knit TPL (Tariff Preferential Limit) under HOPE/HELP Act reached 72 million SMEs, or 36% utilization of the 200 million TPL.

Category	2011	2012	2013	2014	2015	2016	CAGR
Total Export (US Dollars)	701,475,798	730,050,515	803,337,058	854,286,569	895,464,117	848,876,635	
Total SMEs Exported/Utilized	275,627,575	270,374,140	306,440,449	313,930,534	334,121,092	334,692,728	
Average USD / SME	\$ 2.55	\$ 2.70	\$ 2.62	\$ 2.72	\$ 2.68	\$ 2.54	
Jobs in Apparel Ind (ADIH)	26,835	29,404	31,462	36,266	40,034	41,131	
USD Exports per job	\$26,140.33	\$24,828.27	\$25,533.57	\$23,556.13	\$22,367.59	\$20,638.37	
SME Utilization / Job	10,271.20	9,195.15	9,740.02	8,656.33	8,345.93	8,137.24	
Change in SME utilization/yr	8.92%	-1.91%	13.34%	2.44%	6.43%	0.17%	4.90%
Change in Jobs	-1.14%	9.57%	7.00%	15.27%	10.39%	2.74%	7.31%
Change in Exports \$\$\$	35.53%	4.07%	10.04%	6.34%	4.82%	-5.20%	9.27%
Exports \$\$\$ change per job	37.09%	-5.02%	2.84%	-7.74%	-5.05%	-7.73%	
SME = Square Meter Equivalent		Source for Export Data - OTEXA (USD OC)		Jobs Source- ADIH			

The woven and value added TPLs were substantially lower in their utilization at 15% and 6% respectively.

Clearly there is ample room for growth without fear of saturation, or over utilization of the duty-free limits in the foreseeable future. Based on the increased number of brands and retailers visiting Haiti and encouraging their established vendors to invest here, there appears to be consensus that Haiti is and will continue to be an advantageous sourcing location.

All data specific to Haiti Courtesy of ADIH.
All trade data Courtesy of OTEXA

Source: UTE



IDB PIC Investment Overview March 2017

IDB PIC Operations - as of 31 March 2017						
Project #	Contract #	Phase	Approval	Approved (US\$ million)	Disbursed (US\$ million)	% Disbursed
HA-L1055	2552/GR-HA	Phase I	July 2011	55.0	55.0	100%
HA-L1076	2779/GR-HA	Phase II	September 2012	50.0	44.7	89%
HA-L1081	3132/GR-HA	Phase III	December 2013	40.5	37.4	92%
HA-L1091	3384/GR-HA	Phase IV	December 2014	55.0	49.6	90%
HA-G1035	GRT/HR-15509-HA	Phase IV USG co-financing (through the HRF)	March 2016	15.3	0.0	0%
HA-L1101	3623/GR-HA	Phase V	December 2015	41.0	0.0	0%
Total				256.8	186.7	73%

Source: IADB Haiti Office



President Joevenel Moise addressing workers at S&H Global in Caracol Industrial Park
Photo: Courtesy Mark D'Sa

Construction Update

Buildings	Area per Building (m ²)	Total Area per stage (m ²)						Total Area per type (m ²)
		Stage 1	Stage 2	Stage 3	Stage 4 -	Stage 4 +	Stage 5	
Sewing Factory	11,776.00	11,776	23,552	23,552	35,328	23,552	35,328	153,088.00
Washing Factory	1,500.00	0	1,500	1,500	0	0	0	3,000.00
Boiler Room	200.00	0	400	200	200	200	400	1,400.00
Generic Industrial Building	5,000.00	15,000	10,000	0	0	0	0	25,000.00
Industrial Warehouse	10,500.00	10,500	0	0	10,500	0	10,500	31,500.00
Canteen	1,600.00	3,200	1,600	0	3,200	0	1,600	9,600.00
Kitchen	240.00	0	240	0	0	0	0	240.00
SHG Administrative Building	2,058.00	2,058	0	0	0	0	0	2,058.00
SHG Repair Shop	700.00	0	0	0	700	0	0	700.00
Dormitory	2,070.00	2,070	2,070	2,070	2,070	0	2,070	10,350.00
Access Booth	14.00	28	0	0	0	0	0	28.00
Watchtower	4.00	0	0	48	0	0	0	48.00
SONAPI Administrative Building	770.00	0	770	0	0	0	0	770.00
PIC Warehouse	200.00	0	0	200	0	0	0	200.00
Multipurpose Building	36.00	0	36	0	0	0	0	36.00
Potable Water Station	385.00	385	0	0	0	0	0	385.00
Waste Water Pre Treatment Building	222.00	0	222	0	0	0	0	222.00
Waste Water Laboratory	200.00	0	200	0	0	0	0	200.00
Fire Station	320.00	0	0	320	0	0	0	320.00
TOTAL		45,017	40,590	27,890	51,998	23,752	49,898	239,145.00

ORANGE: BEGINNING OF CONSTRUCTION: OCTOBER 2016

BLUE: PLANNED Q1 2017

Electrical network	Line Type	Length (m)						All stages
		Stage 1	Stage 2	Stage 3	Stage 4 -	Stage 4 +	Stage 5	
Transportation line		1,055.00						1,055.00
Street lighting cable	AWG #6	2,400.00	702.00	3,582.00	5,230.00	240.00	1,820.00	13,974.00
Street lighting cable	AWG #8	1,200.00	851.00	1,791.00	2,615.00	120.00	910.00	7,487.00
TOTAL		4,655.00	1,553.00	5,373.00	7,845.00	360.00	2,730.00	22,516.00

Roads	Width (m)	Length (m)						All stages
		Stage 1	Stage 2	Stage 3	Stage 4 -	Stage 4 +	Stage 5	
Type A	14.50	3,300.00						3,300.00
Type B	10.50	630.00		92.00	184.00		245.00	1,151.00
Type C	7.50	2,585.00	721.00	2,152.00	2,391.00	265.00	650.00	8,764.00
TOTAL		6,515.00	721.00	2,244.00	2,575.00	265.00	895.00	13,215.00

Source: UTE

Other Facilities	Capacity (m ³)	Quantity						
		Stage 1	Stage 2	Stage 3	Stage 4 -	Stage 4 +	Stage 5	All stages
Potable Water Tank	500.00	1						1
Industrial Water Tank	1,500.00	1		1				2
Waste Water Treatment Plant	3,600.00		1					1
Storm Basin	60,000.00			1				1
Incinerator (capacity of incineration: 3000 kg/h of cardboard or cotton fabric scrap)							1	1
Bus Depot (70-seat Buses)	100 buses						1	1

Source: UTE

Investment Allocation and Disbursement of the IDB Funds

How the money was invested	AMOUNT IN US\$
Boundary wall (9 km, 12 towers and 2 booths), roads (12 km), drainage system (14 km network and 60,000 m ³ storm basin), sewage network (10 km and 5 pumping stations), domestic water network (10 km), industrial water network (12 km), bridge (50 m), river embankment protection, land preparation for Solar Power Plant	46,014,671.73
Water station building, chlorination and softening systems, water tanks (3), wells (2) including equipment and adduction pipes, pumps (10), Waste Water Treatment Plant, temporary WWTP, temporary septic tank, PIC administrative office, Fire station, kitchens, small warehouses (2)	13,078,132.50
Other buildings (5 x 5000 sqm buildings, 2 x 12000 sqm buildings, 2 canteens)	33,978,381.91
Anchor tenant buildings: 8 SF, 4 dorms (including Dorm 1 furniture and equipment), 2 laundries, 5 boiler rooms, 3 canteens, 2 warehouses	81,699,264.31
Resettlement of affected parties, new Church, small houses (5), land plowing, community outreach	5,584,073.10
Studies, technical assistance, works supervision, reactives and lab equipment	9,223,337.16
Operational expenses, audit, monitoring and evaluation	6,533,880.97
PIC management by UTE	1,884,982.56
Amounts administered by SONAPI (management and operational expenses)	2,814,110.89
Total Investment till end 20016	200,810,835.13
Programmed activities - Bus Depot, River embankment protection, water station enhancements, incinerator, studies for 3 Bays National Park	7,890,395.00
Not programmed - Container Yard, hazardous waste facility	510,966.10
Operational expenses, audit, monitoring and evaluation	6,287,803.77
Pending Investments at end 2016	14,689,164.87
TOTAL	215,500,000.00

Source: UTE

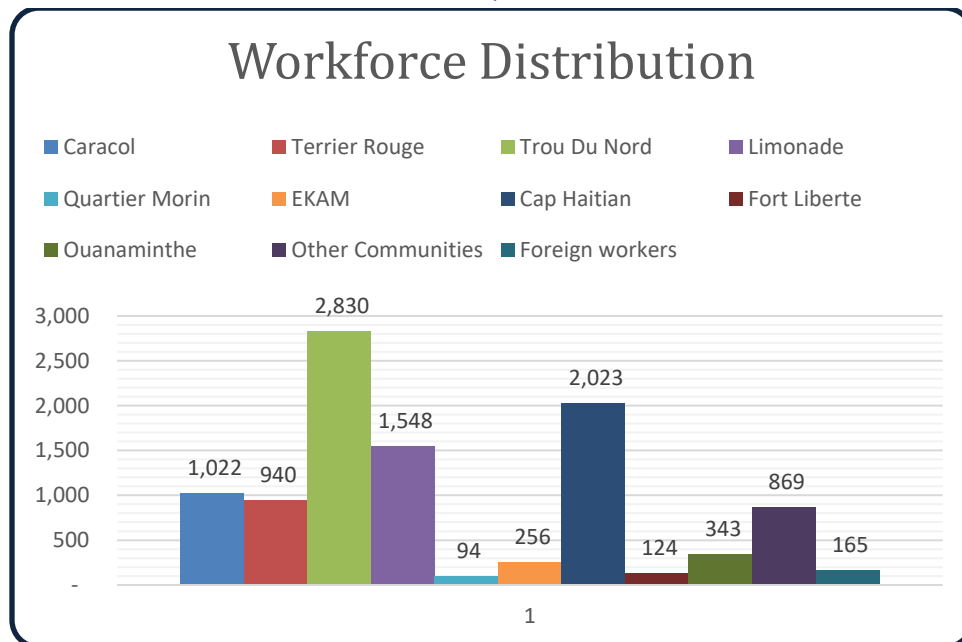
Employment Q1 2017

PIC Quarterly Statistics	Q4 2016	Q1 2017	Change vs
	Total Q4	Total PIC	Prev Qtr
Tenant Employees	9911	10,214	3.06%
Caracol	977	1,022	4.61%
Terrier Rouge	865	940	8.67%
Trou Du Nord	2772	2,830	2.09%
Limonade	1722	1,548	-10.10%
Quartier Morin	127	94	-25.98%
EKAM	281	256	-8.90%
Cap Haitian	2006	2,023	0.85%
Fort Liberte	102	124	21.57%
Ouanaminthe	311	343	10.29%
Other Communities	570	869	52.46%
Foreign workers	178	165	-7.30%
Male Employees	3949	4,035	2.18%
Female Employees	5962	6,177	3.61%
Contractors & Service providers	989	947	-4.25%
Total # Employees incl Contractors	10,900	11,161	2.39%
Education			
Foreign Workers	203	164	-19.21%
0 to 2 years	634	698	10.09%
3 to 5 years	1784	1,889	5.89%
6 to 9 years	2864	3,208	12.01%
High School	3011	2,977	-1.13%
College	893	781	-12.54%
University Degree / higher	522	482	-7.66%
Total # Employees w/o Contractors	9910	10,214	3.07%
Employees with electricity at home	7391	7,766	5.07%
Employees with children in school	5240	4,932	-5.88%
Employees with Mobile Phones	8824	9,285	5.22%
Employees using ATM machines	753	2,448	225.10%
Employees own a bicycle/moto	750	827	10.27%
Employees using charcoal to cook	6857	8,224	19.94%

Source: Data supplied by PIC tenants and contractors.

- Jobs grew 3% in the first quarter of 2017
- Trou du Nord, Cap Haitien and Limonade supply more than 50% of the total workforce
- More than 60% of the labor are women
- The number of workers from outside the range of the transport routes (Cap Haitien, Fort Liberte, Ouanaminthe) is growing

Workforce Distribution for Q1 2017



Source: Employer Data

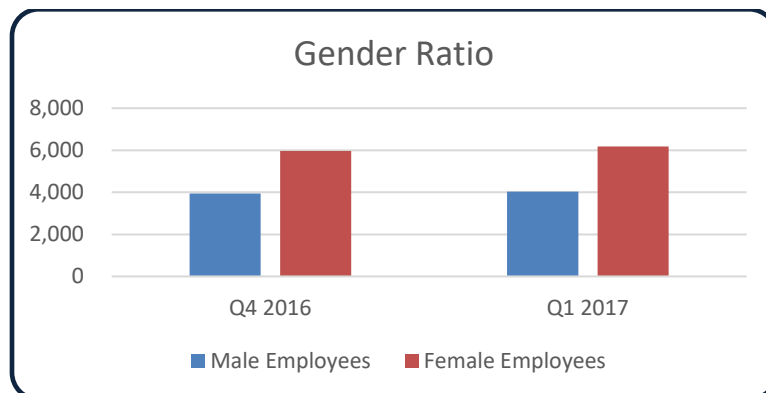
Absenteeism

Absenteeism & Lost Output	Q4 2016	Q1 2017	Change
Man hours lost to external issues	237,394	25,039	-89.45%
Man hours lost to absenteeism	111,044	113,910	2.58%
Man hours for maternal leave	331,102	66,230	-80.00%
Total man hours of lost output	679,540	205,179	-69.81%

Source: Employer Data

Absenteeism was high in Q4 2016 due to unusual circumstances which forced a shutdown for a day. The number of women on maternal leave was also substantially higher in Q4 2016.

Gender Ratio



Source: Employer Data

Export, Domestic Sales and Payroll

PIC Quarterly Statistics	Q4 2016	Q1 2017	Change
Total Output for the quarter US\$	\$39,509,321	47,981,070	21.44%
Domestic Sales US\$	\$ 845,981	649,476	-23.23%
Export Sales US\$	\$38,663,340	47,331,594	22.42%
Total Payroll for the quarter US\$	\$ 5,800,932	5,522,044	-4.81%
Ouput per worker US\$	\$ 3,986.81	4,698	17.83%

Source: Tenant Data

Output for Q1 2017 was 21.44% higher than Q4 2016. This could be attributed to the holiday closure and a shorter working month in December. In addition, due to retail volatility in the US, retailers postponed shipments from Q4 to Q1 to allow better inventory adjustments.

Domestic sales registered a drop of 23% which reflected the weakness in the domestic economy and a depreciating Gourde.

The payroll for Q1 2017 was lower than Q4 because of the bonuses paid at the year end in Q4.

Logistics

Container traffic increase 32% over the previous quarter but the bulk of the traffic continues to move through the DR which is the choice of US retailers. More of the traffic should be diverted through Haitian ports once the upgrades to the port of Cape Haitian are completed.

Logistics 40' FCL	Q4 2016	Q1 2017	Change
Inbound containers	313	398	27.16%
Outbound containers	253	350	38.34%
Total 40' FCL	566	748	32.16%
Inbound Thru' Haiti	204	298	46.08%
Outbound thru' Haiti	6	65	983.33%
Inbound thru' DR	109	100	-8.26%
Outbound thru' DR	247	285	15.38%
Total 40' FCL	566	748	32.16%

Source: Tenant data

Water Supply for Q1 2017

Type of water	Industrial Park of Caracol - Q1 2017			
	Jan.17	Fev.17	March.17	Total (m3)
Domestic water(m3)	16,814.00	12,390.00	19,294.00	48,498.00
Industrial water (m3)	5,602.00	5,442.00	13,785.00	24,829.00
Total(m3)	22,416.00	17,832.00	33,079.00	73,327.00

Source: SONAPI

Waste Water Treatment Q1 2017

Type of water	Industrial Park of Caracol - Q1 2017			
	January	February	March	Total Q1(m3)
Domestic waste water(m3)	18,570.55	13,439.44	17,301.54	49,311.53

Source: SONAPI

Solid Waste Disposal Q1 2017

SOLID WASTE Q1-2017											
Months	Cartons	Plastic	PVC	Organic Waste	Metal	Wood	Glass	Packaging & Styrofoam	Textile Waste	Total (m3)	Incinerated in S&H Global Boilers (Kg)
January	30.9	190.6	1	75	20.2	0	6.8	769.2	1052.4	2146.1	145,954.29
February	69.2	184	0	43.4	30	2.6	7	749.2	1278.6	2364	160,006.38
March	342.4	239	0	57	19.8	2	17.6	1061.2	1481.4	3220.4	169,818.37
Q1 Total (m3)	442.5	613.6	1	175.4	70	4.6	31.4	2579.6	3812.4	7730.5	475779.04

Source: SONAPI

Transportation

# OF BUSES	January	February	March
SONAPI/PIC	25	35	36
RENTED	21	20	20
TOTAL	46	55	56
# OF PASSENGERS			
SONAPI/PIC BUSES	114,697	100,440	134,116
RENTED BUSES	122,341	97,988	131,307
TOTAL	237,038	198,428	265,423
# OF EMPLOYEES			
	71	81	82
# OF CONTRACTUAL DRIVERS			
	21	20	20

PIC Buses carry a quarter million passengers every month

Source: SONAPI

Energy

NRECA continued to operate the power plant and deliver consistent, reliable energy to the PIC tenants and surrounding communities.

Table 1. PPSELD power generated and delivered in the last twelve months

PPSELD kWh Delivered in Past 12 months						
	Total Produced	Plant Usage	Balance for Sale	Delivered Inside CIP	Delivered Outside CIP	Total
Mar-16	1,770,810	102,985	1,667,825	674,513	996,262	1,670,775
Apr-16	1,765,817	99,161	1,666,656	703,162	946,860	1,650,022
May-16	1,768,274	107,663	1,660,611	649,942	1,010,326	1,660,268
Jun-16	1,907,760	101,245	1,806,515	716,110	1,087,882	1,803,992
Jul-16	2,074,934	115,816	1,959,118	741,246	1,227,309	1,968,555
Aug-16	2,173,951	119,658	2,054,293	792,220	1,272,474	2,064,694
Sep-16	2,156,460	112,631	2,043,829	830,062	1,222,688	2,052,750
Oct-16	2,029,232	125,213	1,904,019	742,504	1,167,215	1,909,719
Nov-16	1,863,441	117,108	1,746,333	731,529	1,018,656	1,750,185
Dec-16	1,698,524	93,060	1,605,464	478,655	1,133,570	1,612,225
Jan-17	1,890,928	111,949	1,778,979	684,639	1,098,084	1,782,723
Feb-17	1,757,049	101,049	1,656,000	635,599	1,026,841	1,662,440
TOTALS	22,857,180	1,307,538	21,549,642	8,380,181	13,208,167	21,588,348

Source: NRECA

Table 2. Outside CIP commercial data

Total Client Base Outside CIP			
Commune	Client Base	Penetration Rate	Households (as of 2012)
Caracol	1,931	107%	1,800
Trou-du-Nord	2,941	32%	9,204
Sainte Suzanne	183	3%	5,560
Terrier Rouge	1186	19%	6,326
Limonade	1,987	18%	10,840
Total	8,228	24%	33,730

Source: NRECA

Table 3. Consumption, Billing, and Collections by Commune

Commune	August	Septem ber	October	November	December	January	February
Caracol							
TOTAL kWh BILLED	153,191	155,264	160,832	134,965	113,997	138,525	116,256
Total Number of Customers Billed	1,831	1,831	1,872	1,896	1,886	1,806	1,931
Total Billing (Gourdes)	1,339,221	1,544,602	1,650,162	1,404,853	1,217,893	1,344,643	1,240,496
Total Payments (Gourdes)	1,601,994	1,512,385	1,631,325	1,581,177	1,244,245	1,279,293	
Trou du Nord							
TOTAL kWh BILLED	230,591	271,783	288,476	184,075	125,702	268,452	148,300
Total Number of Customers Billed	2,509	2,569	2,554	2,604	2,615	2,778	2,941
Total Billing (Gourdes)	2,480,804	2,795,616	3,246,132	1,907,906	1,337,591	2,859,853	1,755,729
Total Payments (Gourdes)	2,296,955	3,623,163	2,398,153	2,033,553	1,080,755	2,146,981	
Ste Suzanne							
TOTAL kWh BILLED	3,346	6,983	7,694	5,604	4,509	12,848	5,959
Total Number of Customers Billed	74	131	138	154	157	200	183
Total Billing (Gourdes)	53,840	63,162	81,367	67,730	64,500	154,069	81,400
Total Payments (Gourdes)	46,674	61,044	63,833	98,945	104,157	82,257	
Terrier Rouge							
TOTAL kWh BILLED	69,820	72,325	81,179	64,207	42,047	104,392	68,097
Total Number of Customers Billed	860	912	954	970	976	1,162	1,186
Total Billing (Gourdes)	744,789	776,825	819,048	679,346	488,935	1,198,589	838,432
Total Payments (Gourdes)	863,949	737,111	708,420	788,796	548,416	613,551	
Limonade							
TOTAL kWh BILLED	208,536	240,362	192,381	182,580	129,496	194,521	137,142
Total Number of Customers Billed	1,758	1,846	2,085	1,907	1,914	1,959	1,987
Total Billing (Gourdes)	2,304,862	2,587,173	2,081,284	1,951,210	1,436,847	2,100,856	1,566,424
Total Payments (Gourdes)	1,823,771	2,788,096	1,527,801	1,508,680	1,302,085	2,146,981	

Source: NRECA

Investor Information

- The Caracol Industrial Park (PIC) is a mixed use, light manufacturing facility open to all industries capable of creating sustainable jobs in an environmentally responsible environment spread over 252 contiguous hectares (600 acres) of government land
- The Caracol Industrial Park offers all the privileges available in a Free Zone and is able to accommodate export as well as domestic industries
- The PIC is owned by the Government of Haiti (GOH) and managed by SONAPI, a GOH entity mandated to manage all government run industrial parks in Haiti
- The PIC offers flexible packages of buildings for rent, land for lease, or customized premises depending on the investor's requirements
- Until December 2016, PIC continues to be the only location in the entire country which has its own operational infrastructure with a 10 MW power station, water supply, waste water treatment plant, solid waste disposal, ambulances, a fire station and a fleet of buses to transport workers to and from surrounding communities
- In Q2 2017 a skills development center will be operational in the PIC
- The park is located 45 minutes from the Cap Haitian international airport with daily flights to the USA and a port with three weekly sailings to the East Coast, USA.
- Transit time from the port of Cap Haitian to Florida is 3.5 days
- AVIS and a local car rental company, Nu Look, offer cars for rent with chauffeurs if necessary
- Several hotels and inns with clean rooms, good food, and safe and secure locations are available across Northern Haiti
- The PIC is two miles from the University of Limonade which has 3000 students
- Currently, wind pattern studies are being carried out to determine the potential to augment current energy capacity with wind turbines

**For further questions or inquiries please
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Commercial Terms for Investors

2017 March - Commercial Terms Offered to Qualifying Tenants in Parc Industriel de Caracol (PIC)

Term of the Lease or Tenancy Agreement:

The term of the Tenancy agreement may be Ten years or Twenty years based on the agreement between the Landlord and the tenant.

Rental Rates:

The main objective of PIC is job creation and economic development of Haiti's Northern Corridor. The job density target for apparel firms is one job for every 8.5 square meters occupied.

The rental rates quoted below are subject to change and valid for a period of 30 calendar days from the date of offer.

Number of Jobs	Rental Rate / sq. mtr / month	
>10,000	US\$ 2.25	Negotiable
>5,000 but <10,000	US\$ 2.50	Negotiable
>1,500 but <5,000	US\$2.75	Negotiable
<1,500	US\$ 2.90	Negotiable

Occupancy Terms:

At the renewal of each Occupancy Term of three years, the Rent applicable to such renewal shall not be increased by more than an amount equal to five percent (5%) of the total Rent applicable to the year during which the Occupancy Term ends. The Landlord and the Tenant shall agree in writing on the amount of adjustment of the Rent for each Building, made in accordance with the Tenancy Agreement.

Land Lease and Tenant Financed Constructions:

The current factory shells and other structures are the final set of constructed buildings that will be offered by PIC. All future buildings will have to be financed by the tenants with mutually agreed rent holidays to amortize the financing of the building. At the end of the rent holiday, the buildings titles will revert to PIC. The land title was deeded to SONAPI by GOH and stays with the landlord (SONAPI).

All building plans must be approved by SONAPI/UTE and must comply with the prevailing standards and guidelines for current PIC structures.

Building fully financed by tenant and land lease at US\$ 0.0 /sqm/month	Five Year Rent Holiday
Building fully financed by tenant and land leased for US\$ 0.80/sqm/month	Tenant pays land lease but enjoys a Ten Year Rent holiday. At the end of the rent holiday, tenant will pay the full rental rate prevailing at that time.
Building fully financed by tenant and land leased for US\$ 1.00/sqm/month	Tenant pays land lease but enjoys Twelve Year Rent holiday. At the end of the rent holiday,

	tenant will pay the full rental rate prevailing at that time.
Building fully financed by tenant and land leased for US\$ 1.20/sqm/month	Tenant pays land lease but enjoys Fifteen Year Rent holiday. At the end of the rent holiday, tenant will pay the full rental rate prevailing at that time.

The PIC is not offering any further executive dormitory accommodation, but can offer tenants leased land to construct 50 room dormitories in compliance with PIC guidelines and standards and a generous rent holiday.

Water Supply:

Currently water is supplied to all tenants in the Caracol Industrial Park for sanitary and industrial purposes at US \$0.90 per cubic meter. In the future, PIC plans to offer potable water for the convenience of people working in PIC. When it becomes available it will be at the rate of US\$0.90 /cubic meter.

Waste Water Treatment:

Currently all sanitary and hygiene waste water from all tenants in the Caracol Industrial Park is processed for US \$0.90 per cubic meter. Any water used for industrial processes must be pre-treated by the tenant and comply with the parameters required to be accepted for treatment by the PIC's waste water treatment plant.

Worker Transportation:

PIC is the only location in Haiti which manages a fleet of buses to provide consistent and reliable transportation which is paid for by employers and a free benefit for the PIC workers. Based on current fuel prices, the schedule of current and future rates per passenger are:

Current	US \$0.60 per worker per day
2017	US \$0.50 per worker per day
2018	US \$0.40 per worker per day
Tenant financed or subsidized buses	Negotiable rates

Energy Supply:

Energy is supplied to all PIC tenants by a 10 MW power plant located inside PIC and managed by a private manager on behalf of USAID and EDH. Energy rates and service terms are governed by a service agreement between the tenant and the plant operator. (The rate in December 2016 was US\$0.30 / KWH).

All the above terms and conditions offered to potential investors and qualifying tenants are valid for a period of 30 calendar days and subject to change or renegotiation thereafter.

**For further questions or inquiries please
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