BARBADOS
PRIVATE SECTOR
TRADE TEAM

A DIVISION OF THE BARBADOS PRIVATE SECTOR ASSOCIATION

Doing business with MARTINIQUE

Created 2011

www.tradeteam.bb

BARBADOS PRIVATE SECTOR TRADE TEAM

Contents

- History, Territory, population, government

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Geography

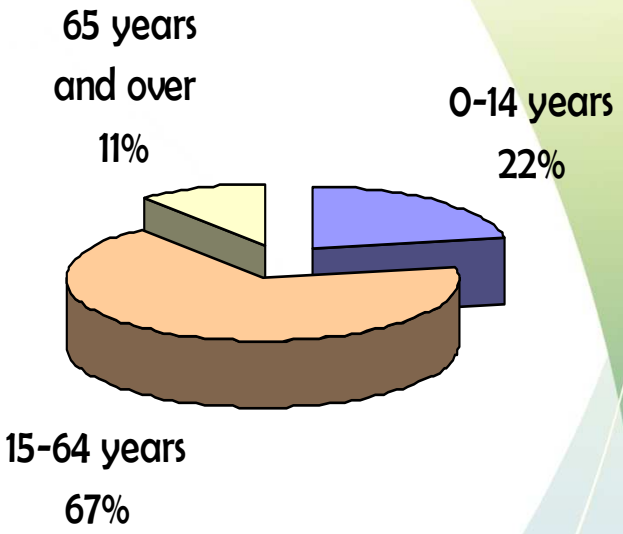
- Surface area : 1,100 sq. km
- Distance :
  - from Europe 7,000 km,
  - from Miami 2,500 km,
  - from Africa 5,000 km
- Average temperature : 26 C
- Main towns :
  - Fort-de-France (94,152 inh.)
  - Le Lamentin
  - Schœlcher
  - Trinité
  - Le Marin
  - St Pierre

History

- 1502 : Discovery of the island by Christopher Columbus.
- 1946 : The colony of Martinique became the Department of Martinique
- 1957 : Signature of the Treaty of Rome - Martinique became an integral part of Europe
- Present status: A French department and a European region

Population

- Population : 400,229 inh.
- (2007).
- Birth rate : 13.4 %
- Death rate : 7.2 %
- Age structure Breakdown



- Life expectancy : (69 for males/ 76 for females).

- 363 inhabitants / sq. km

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Population

- **French nationality**

- **Ethnic groups :**

  90% of African and African-White-Indian,

  5% White

  -5% East Indian, Lebanese and Chinese

- **Religions** : Roman catholic 85%, protestant 10.5%
- **Language** : French and Creole patois

Government

- French Caribbean Outermost Regions (FCOR)
- French constitution and legal system
- The Prefect, appointed by the President to be his representative, oversees the administration of the department.
- Local authorities and two assemblies : The Regional Council and the General Council -Presidents elected for six years.

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Economic Outlook

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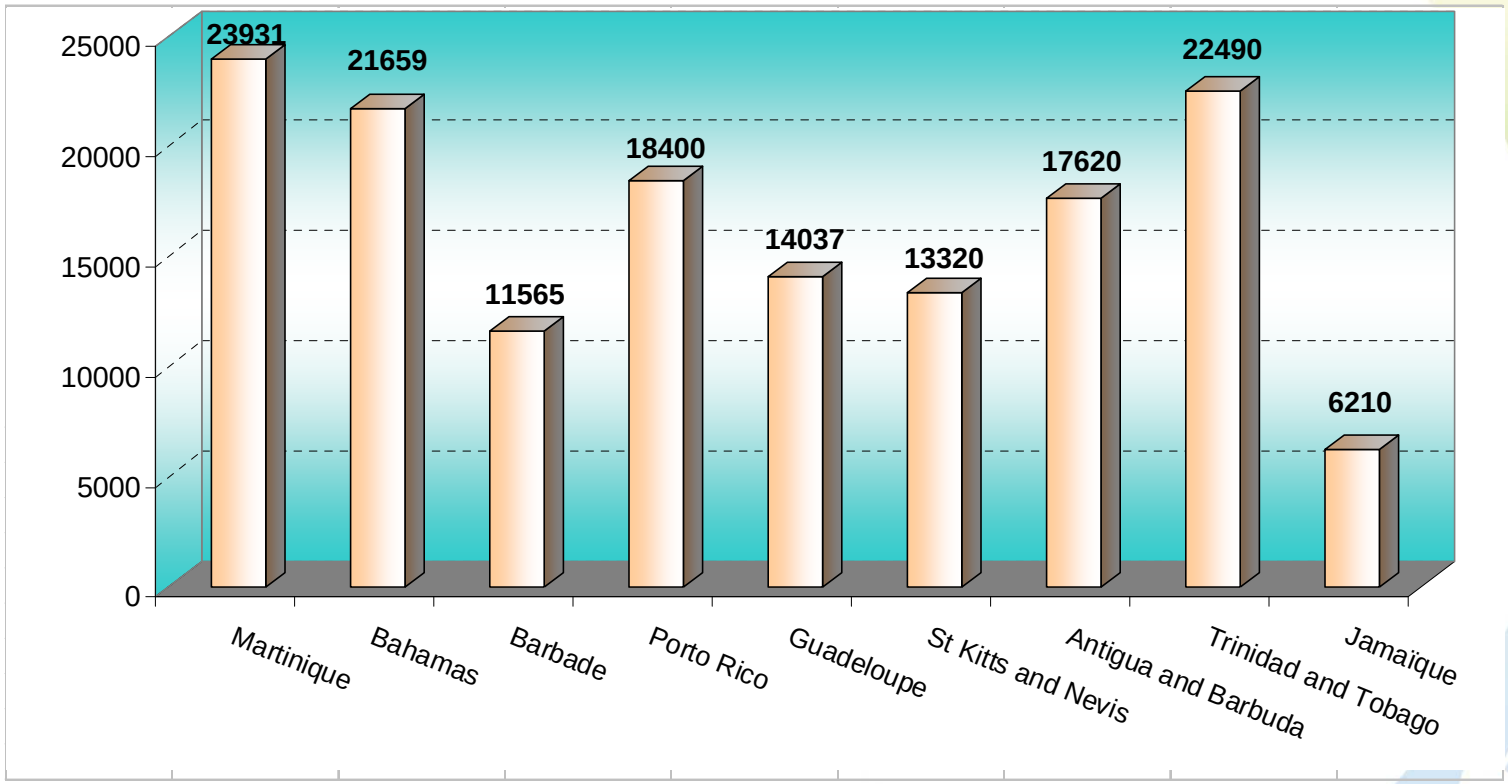
GDP* per capita in 2009



** in USD*

Source « CCA Profile 2009 »

Wages an income

- Minimum Wage* (2009)
  - S.M.I.C. (01/07/09) : 8,83 € /hour
  - S.M.I.C. (01/07/09) : 1 ,339.21 €/ month (35 hours x52 /12)

- Average annual wage in private sector in 2005 (€)*
  - ❖ Managers & executives : 37 885 € — *France : 37 045 €*
  - ❖ Intermediate Profession : 21446 € — *France : 20 423 €*
  - ❖ Employed : 14 237 € — *France : 13 413 €*
  - ❖ Qualified workers : 14 555€ — *France : 14 917 €*
  - ❖ Non qualified workers : 10 851 € — *France : 11 570 €*

** Source: ADEM*

Economic indicators (2008)

- Consumer goods imports: 444,8millions €
- Unemployment : 22,4%
- Inflation Rate : 2,4%
- Majority of small business : 2/3 of the global employments (26340 enterprises).
- Setting-up companies in 2007 : 3,489

Register unemployed (December 2008)

Country	DEC-2008
Guadeloupe	22%
Martinique	22,4%
French Guyana	21,8%
Reunion	24,5%
France	7,2%

Source: DARES, IDCN-INSEE

Enterprises & employment evolution per sector

	Number of enterprises	Evol.1993-2005	Number of institution	Evol.1993-2005	Number employment	Evol.1993-2005
Agriculture	494	23,50%	534	21,40%	3060	30,40%
Consumer goods	774	-0,30%	824	-0,60%	1336	40,60%
Automobile	7	40%	7	16,70%	20	-
Capital goods	579	42,30%	617	41,80%	1137	77,10%
Intermediary goods	565	21,50%	620	24,7	1967	24,10%
Energy	17	112,50%	42	90,90%	1402	6,10%
building & publics works	3759	11,50%	3871	10,80%	6044	25,50%
Commerce	7159	8,80%	8266	8,80%	14979	20,30%

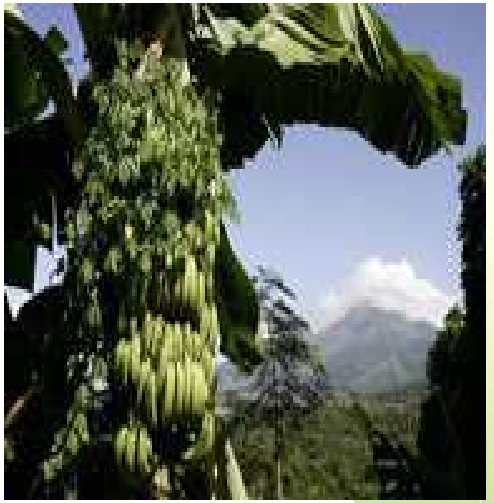
Sources: IEDOM

Enterprises& employment evolution per sector

	Number of enterprises	Evol.1993-2005	Number of institution	Evol.1993-2005	Number employment	Evol.1993-2005
Tranports	2453	-6,40%	2616	-5%	3711	42,20%
Real estate activity	475	103%	489	89,50%	705	-7,1
Services for enterprises	4370	138,00%	4879	126,90%	10246	47,10%
Services for private person	34710	43,20%	3751	39,60%	11802	22,10%
Heath & social actions	2213	117,40%	2314	121%	26156	13%
Total	26343	30,80%	28830	29,80%	82565	22,80%

Sources: IEDOM

Agriculture



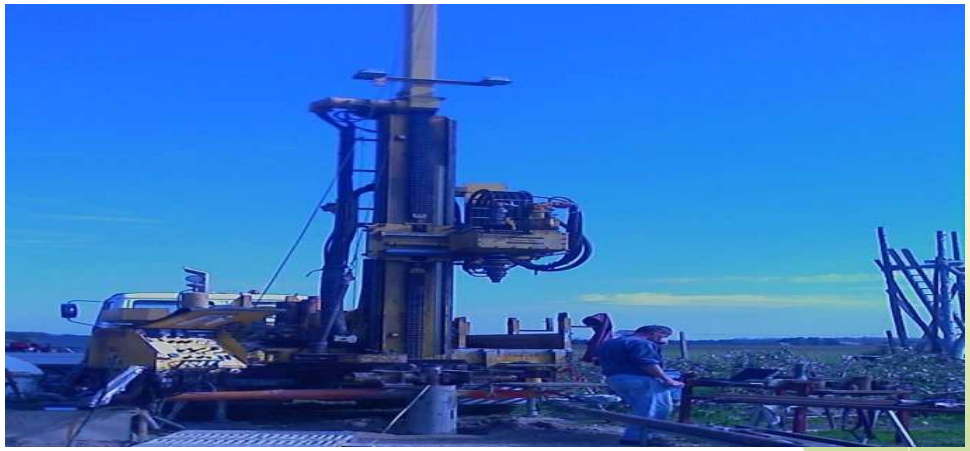
- **Number of exploitations**, in 2005: 3,758

- **Used farm surface** :
  - Banana: 33,20%
  - Sugar cane: 9,20%
  - Pineapple: 2,00%
  - Growing in horticulture: 1,00%

- 2008 : 147000 tons of banana was exported
- (9,8% of rise) but -32,1% in comparison to 2006

Industries

- Light industries except energy(2008)
- food agroprocessing (sugarcane, rum , minerals products)
- cement
- chemistry
- Metal processing
- printing
- Building and construction

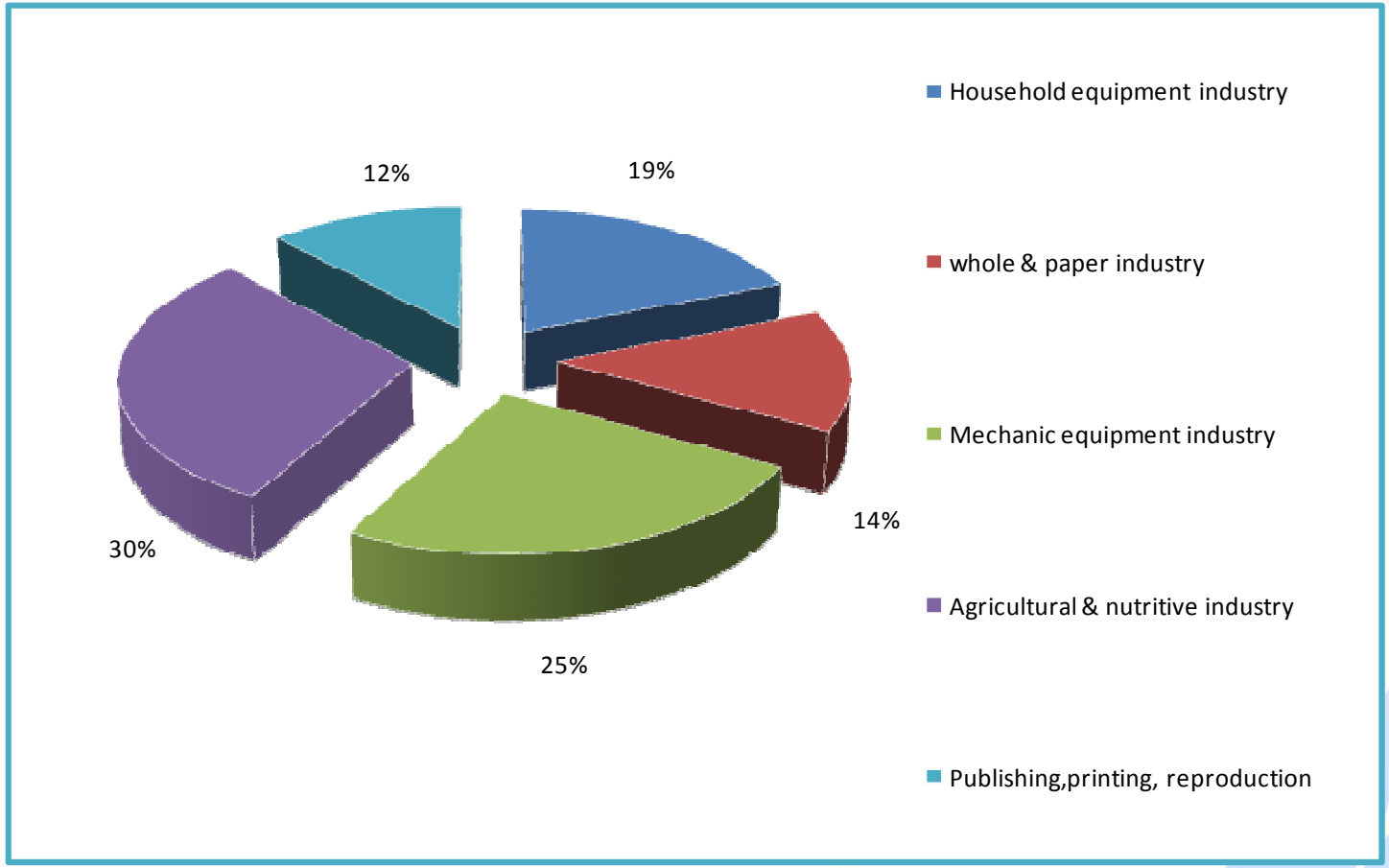


Industry's sector datas*	
Turnover	1 603,512k€
Value added	42 8387k€
Investments	84 395k€
Margin rate	37.47

*2006

Source: Insee

Business start-up in the industry sector



Services

The tertiary sector represent 82% of employement (2008)

- Retail trade
- Automobile repairing
- Trade Services :
  - personal services
  - Transportation
  - business services
  - tourism

Trade services companies represent 54% of all firms (2008).

Sources: INSEE,IEDOM,CMI,CCIM

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Tourism

- **Visitors in 2008:** 608,896

- **Number of companies in the tourism industry**: 2,265 (2008)
- **Customers' origin**: France (86,3%) (2008)

99 registered hotels in 2006 with 4,747 rooms, an increase of one hotel and 74 rooms on the 2005 figures.

Tourist cruise 08/07 : + 21,5%
Tourist residence 08/07 : -4,8%
Tourist marina 08/07: +22,3%

Spending by tourists rose by 7.1 per cent in 2006 over 2005 to reach €242.5 million as long stay spending grew by 3.3 %.

Sources: INSEE,IEDOM,CMI,CCIM, CEDA

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Energy

- Employment estimation: 1,400
- 36% of employers are graduate

- They are 16 companies in energy sector – the most important companies are : EDF & SARA.

- Investments: 3M€ (2006)

Solar energy : asset for Martinique economy

Outlook

- 12% of the electricity will be able to be produced from renewable energy by 2010 (equivalent to the consumption of a city of 11,000 inhabitant).

Projects:

- Biofuel's production with sugarcane
- Marine energy potential

Sources: DADS, EDF, SARA

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Foreign Trade

Exports evolution per activity sector in Martinique (2007-2008)

	2007	2008
Agriculture	-74%	146%
Agribusiness industry	1%	-20%
Automobile industry	6%	-19%
Capital goods industry	124%	-62%
Intermediary goods industry	22%	2%
Energy	-47%	35%
Total	-31%	9%

Sources: INSEE

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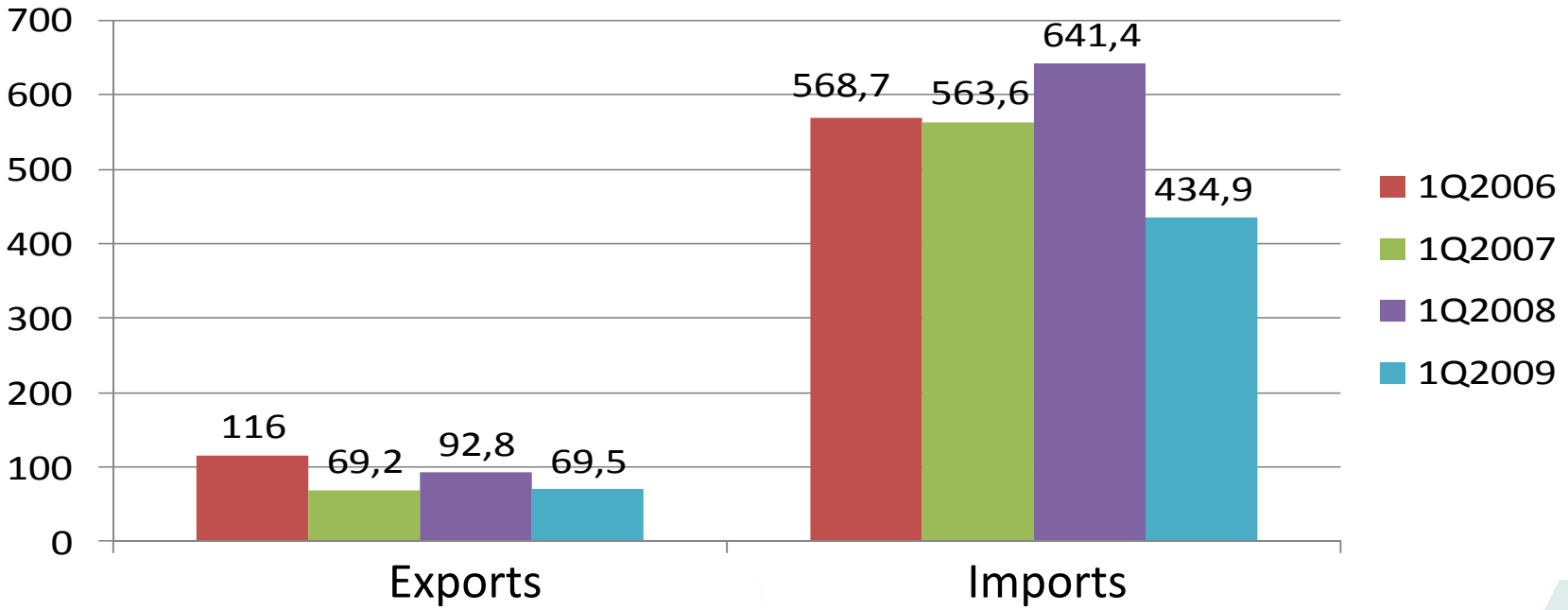
Foreign exchanges first quarter



Quarter	1Q2006	1Q2007	1Q2008	2Q2008	3Q2008	4Q2008	1Q2009	1Q2009 /1Q2008
Exports	116	69,2	92,8	90	104,4	89,2	69,5	-25,10%
imports	568,7	563,6	641,4	672,4	743,6	674,4	434,9	-32,20%

Sources: customs

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Business Environment

Distribution & sales Channels

- **5 major food importers** :

  Sogedial Martinique

  Rene Lancry, S.A.

  Multigros,

  Ets Rene Lancri & Sodicar

- **Retail sector:** hypermarkets, supermarkets, a few country shops & specialized stores
- 8 shopping malls

Education

- **Full-time education : Education is compulsory through the primary and secondary levels.**
  - In 2007/08 : 99 043 pupils in Martinique.
  - Private (27) & public schools (322)

  - **University education : (2008)**

5, 500 students were registered at the Faculty of Law and Economics and the Faculty of Arts on the Schoelcher campus.

Education

- **Further education**:
  - Numerous further education courses are provided in the high schools and by private educational bodies, in particular in the fields of tourism and distribution.
  - The only business school on the island is the International Business and Management School (EGC) and is managed by the Chamber of Commerce and Industry of Martinique.
  - The first high-level informatics school, Supinfo opened in November 2001 and is managed by the Chamber of
  - Commerce and Industry of Martinique

Main infrastructures

- **Port** : A commercial port including :
  a container terminal
  a cruise terminal
  and an inter-island terminal

Martinique has just start transhipment

	2005	2006	2007
Total of goods	3161000	3251988	3145208
Total of containers	153507	158141	150159
Numbers of call	1952	1771	1709
Container terminal	912	910	838
Cruise terminal	127	138	117
Inter-island terminal	708	528	466
Others	205	195	288
Traffic of passengers	312262	273039	224134

Sources: CCIM

Main infrastructures

❖ **<u>Airport</u> : Quality certificate ISO 9002**

- A passenger terminal, a freight terminal and a general aviation zone

- <u>Freight traffic in 2008</u> :
  12,785,000 metric tons

- Companies:

Air Antilles Express / Air France/ Avior
Air Caraïbes / American Eagle / Corsair
Liat Ltd

- Business Airport :
  8 meeting rooms (for 90 people)
  1 reception (400-500 people)
  2 offices (3-4 people)

Sources: INSEE

Traffic

International passengers traffic

	2004	2005	2006	2007	2008	2008/2007
Caribbean	90 079	90 406	90 429	97 303	103 392	6,2
Others Airport	23 522	20 654	19 483	22 931	18 844	-17,8
TOTAL	113 601	111 060	109 912	120 234	122 236	1,7

Passengers traffic (from french overseas)

	2004	2005	2006	2007	2008	2008/ 2007
Guadeloupe	350 675	367 232	378 637	393 366	406 664	3,4
Guyane	70 290	67 933	61 853	61 506	66 776	8,6
TOTAL	420 965	435 165	440 490	454 872	473 440	4,1

Sources: Insee

Global evolution of the airport's activity

	2005	2006	2007	2008	2008/2007
Airliner Traffic	23291	23871	24086	22824	-5,2
Traffic of passengers (thousand)	1 616	1 636	1 695	1 673	-1,3
- local passengers	1 518	1 542	1 603	1 572	-1,9
- transit passengers	98	94	93	101	9,5
Commercial Freight (in tonns)	12 998	13 493	13 925	12 785	-8,2

Sources: Insee

Main infrastructures

Telecommunications : an ISDN network with international direct dialling, local access to Internet and a cellular phone network (GSM system- High speed connections (ADSL, SL)

- 450 km of fiber optic network
- Mobile coverage: 99% of population (2009)

Media:

Printed media: 1 daily newspaper (france antilles) and some weekly newpapers.

Public television: France overseas network: (tempo et télé martinique) with programs from metropolitan france.

Private television: West-Indies television “Antilles-télévision”(ATV).

Main infrastructures

Health: one university hospital, six other hospitals, two private clinics (1,739 beds), 871 doctors, 145 pharmacies (2006)

Culture/Leisure activities: (2008) :

1 cultural center
1 convention centre
5 concert halls
4 museums
3 cinemas (1 multiplex)
One 18-hole golf course
3 aquatic sport centers
1 yachting port
5 marinas
2 adventure park

Main infrastructures

Convention Centers and venues:

- The Madiana convention centre in schoelcher :
  2.300 seats in 10 auditoria varying between 10 to 425 seats

- The Chamber of Commerce and Industry in the center of Fort-de-France

- The atrium in Fort-de-France

- 15 four-and-three-star hotels : capacity -2.500 rooms, restaurants and various receptions and coordinations facilities.

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Price of professional rental space per sector of activity

Country	Office Market		Industrial Market		Retail Market	
	USD/m²/mo	USD/SF/yr	USD/m²/mo	USD/SF/yr	USD/m²/mo	USD/SF/yr
Antigua	23/23	25/26	4/6	4,5/6,7	43/54	48/60
Bahamas	26/31	29/34	5/6	5,6/6,7	72/90	80/100
Barbados	20/23	22/26	5/6	5,6/6,7	54/75	60/84
Dominica	-	-	-	-	32/43	36/48
Dominican Republic	23/28	26/31	3/4,5	3,3/5	35/60	45/78
Guadeloupe	28/35	31/39	13/16	15/18	35/56	39/62
Jamaica	9/11	10,/12	3,5/4,5	4/5	54/72	60/80
Martinique	35/42	39/47	14/17	16/19	49/56	55/62
St.Lucia	12/14	13/16	4/6	4,5/6,7	38/43	42/48
Trinidad & Tobago	20/23	22/26	4/6	4,5/6,7	14/27	16/30
US Virgin Islands	25/29	28/32	5/7	6/8	45/90	50/100

Sources: Arthur Loyd , CB Richard ELLIS

Price of water, Electricity and property taxes

ELECTRICITY (c€/kWh):

Large firm

GREEN TARRIF. (hight voltage tarrif.)

hight use
10,55 Peak hours 5,70 Full hours
2,43 Slate hours

Average use:
13,605 Peak hours 6,061 Full hours 2,578 Slate hours

Short use/
18,696 Peak hours 6,68 Full hours 2,83 Slate hours

Professionals -little structure-

Basis Fixed price : 0,0841 cent.
Option Reduced rate : 0,0051 cent. from 10pm to 6am

Price of subscription *can* vary accordind to the professionnal needs

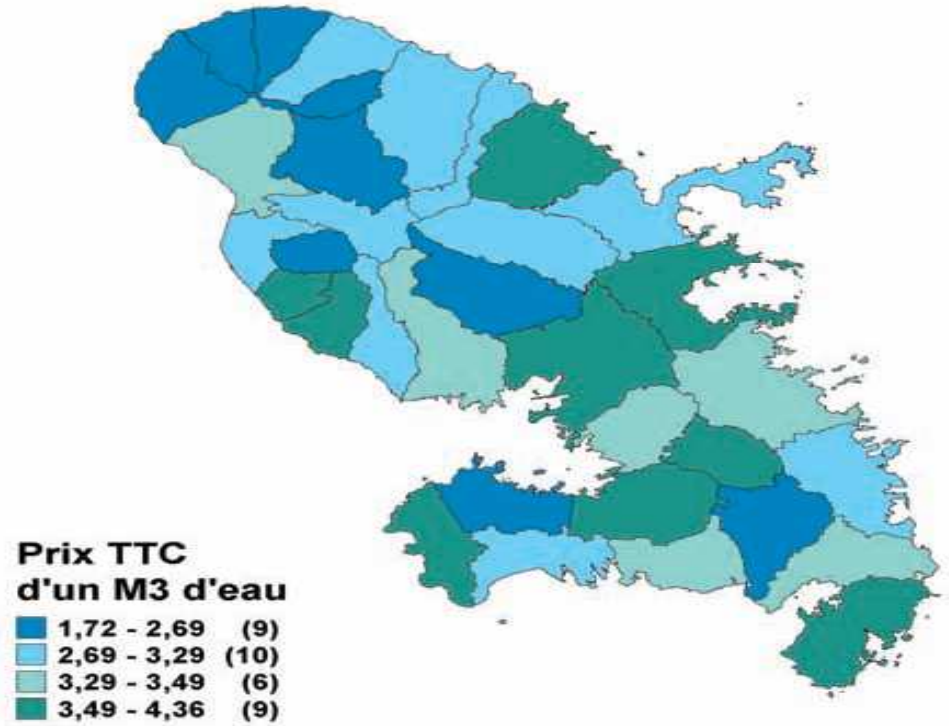
Price of water, Electricity and property taxes

- **PROPERTY TAXES:**

- Depend on the premises, the lease and the firm capital.
- Treasury will then estimate the taxes with those information.

Price of water, Electricity and property taxes

- WATER (€/m³):
- 1m³ of water average price = 3,29 € (2008)



Sources: infen –scees enquete 2004

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Establishing a business in Martinique

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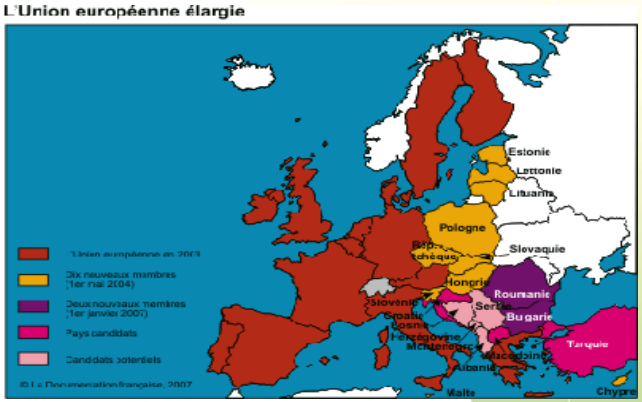
Steps for launching a business



➢ **<u>Membership</u> of European Union, Swiss Confédération and European Economic Area = <u>no formalities</u>**

<u>Other foreign entrepreneurs</u>

(for manufacturing, art craft and commercial industry)

Who want to live in Martinique need :

A permanent visa (from Consulate of France)

Your business plan will be examinate by the consulate

Who don't want live in Martinique need:

Do a claim form (from an administrative subdivision of a french department « prefecture or sous-prefecture »).

Steps for launching business

- After getting the visa

- Information about all the formalities to set up or take over a company can be obtained from the Chamber of Commerce of Martinique « centre de formalité des entreprises » (CFE) department.
- Online : http://www.martinique.cci.fr/cfenet.asp

Steps for launching business

Formalities

Create an establishment or a branch in Martinique

Costs :

- For a simple creation: 67,88€ to the order of « Régisseur des Recettes du Tribunal de grande instance » Fort-de-France
- For a purchase or a lease-management : 210,27€

Papers

2copies of the articles translated in French certified true by the depositor

2copies of the original article

or

1 deposit receipt of the articles delivered by the Registry of the commercial court where the establishment is situated.

1 Registration extract

Steps for launching business

For the legal represent:

✓ Legal persons

Birth certificate or

1 Copy of the ID card / passeport and 1 declaration of filiations

1 Certificate on honor of no sentence (recover it at CFE)

✓ Corporate body

1 Registration extract or a certificate justifying his subsistence

✓ Legal person representing the corporate body

1 Copy of the decision giving him this quality

Steps for launching business

For the activity

If it's regulated :

1 copy of the authorization provisional

or final of tha diploma

or the certificate necessary for the activityof the regulated person.

*Some activities are prohibited to the foreiners (11/12/38 decree modified by the orders n° 69/815)

Financial assistance from European Union

- Social's contribution exemption during 24 months for entrepreneursor acquirer of ailing firms.

- A free activity zone has been created from the 1st january 2009 to the 31th december 2017

- New business will benefit of partial or global exemption

- Financial assitance for young people who want create a new business: 7 320€

- Local authority grants financial assistance
ex: Regional Council from Martinique: 30 000- 60 000€ from investment cost

Investment and job creation incentives

A range of financial incentives to encourage companies to invest and create employment :

- Grants for tangible investment; job creation, manager recruitment,
- Tax credit for professionnal training
- Reduced charges on wages
- Temporary corporate income tax exemption
- Local authority guarantee

Taxation and banking

- **Payroll costs** :
  - Corporate taxation : 33.3%
  - Business tax : 12% of wage bill
- VAT**:** current rates : 8.5% normal rate and 2.1% reduced rate.
- a large number of exemptions.

- **Banking system :** 3 banks affiliated to the French Banking Association's network (BNP, BFC, SGBA), four cooperative banks (BRED, Crédit Mutuel, Crédit Agricole, Crédit Maritime) and one savings bank.

- The IEDOM (Overseas Issuing Bank), plays the role of a central bank on the island.

Taxation and banking

- **CUSTOMS TARIFFS**
- **TAXATION**
  - The « Octroi de mer »

    All products whether imported or produced in French Overseas Departments are generally subjected to these dock taxes.

  - **IMPORT LICENSING**

    A limited number of products considered to be sensitive may require a specific import licence. These non-liberalized goods need a specific import licences which is issued by the Office of the Prefect of Martinique.

  - **NON TARIFF BARRIERS**

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Investment and Opportunities in Martinique

Business opportunities in the industry sector

- ✓ Food-processing
  – processing local produce for cooking

- ✓ Other Industries :
  Manufacturing PVC section

- ✓ February crisis : investment needed to reinforce companies

Investment opportunities in Tourism sector

- ✓ Diversifying supply and development of related businesses

  - Modernising existing hotels and building new ones
  - Adventure parks and recreational villages
  - Theme-type restaurants (roties, Indian,etc.)
  - Museums
  - Cultural exchanges etc.

Investment opportunities in Art and Craft

- ✓ Diversifying supply
- ✓ Small-scale paper manufacturing from banana industry recycling
- ✓ Soap manufacturing

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Investment opportunities in Services

- ✓ Tertiary services for individuals
- ✓ Do-it-yourself tasks, assistance to the elderly, day nursery
- ✓ Service-provision for businesses
  - ❖ Pooled Services (marketing, HRD, etc)

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Cultural Exchanges

- ✓ University exchanges between Martinique & caribbean (intership, training, summer job, linguistic program…).
- ✓ Sporting exchanges : athletic meeting…

- ✓ European training (caribbean can take advandages of European training).

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Sharing of expertise

Domains of strongs expertise

❖ Environment
(conservation,enhancemen)
-Waste Management:EWI
-Water and waste water management.

❖ Construction
-Earthquake resistance (parasismic)
- Anticyclonic
-Standards

❖ Pest Management
- Regulation
- Norms

❖ Agro industry
- Quality -Standards (ISO)

❖ French and European Standards

❖ ICT
-Sofware development

❖ Heath
- Training
- Medical care
- Research(tropical diseases)

❖ Jobseekers and companies assistance

SOURCE: CARES first partnership meeting. July 2nd 2009

Needs for complementary expertise

- Energy
- University reseach unit
- Disaster preparedness
  - -Flooding alert and prevention
- Agro industry
  - -Processing of local products
  - - caricom standards: CROSQ
- Inter Island passenger Shipping services
- Oceanography
- Art and craft
  - - Marketing
  - - Equipment
- Management Training
- Financial services
- Insurance services
- Entertainment
  - -Film, Music and video production
  - - Festivals hosting
  - -International meetings/exhibition

SOURCE: CARES first partnership meeting. July 2nd 2009

Needs of expertise

- Territorial marketing

(strategy on the Caribbean area).

- Tourism

  - Regional marketing
  - Training
  - Hotels standards

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Projects

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Further plans

Pointe Simon
Fort-de-France, Martinique

- ✓ **<u>Contruction of the wall trade center</u>** in Fort-de-France town (with investisment from Trinidad bank…)
- ✓ The project and construction management contract for this mixed-use 74,325-square meter development.
- ✓ The project consists of :
  - a 21-story office tower,
  - a seven-story condominium
  - an eight-story Marriott hotel with 190 guest rooms,
  - a 500-person ballroom, a spa and several boutiques…

Further plans

- ✓ 2009 a new inter-island boat terminal

Further plans

TCSP

Le TCSP « Transport en Commun en Site Propre » = **Tram**

- An European project - 245,000,000 € of investment
- 11 kilometers of Tram from le Lamentin to Fort-de-France
- 2 lines with 12 stations
- 2,700 passengers/hours (maximum)
- Commissioning in 2013

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Cultural practices

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Good to know

- **Social security** :

  The Health Insurance "Sécurité Sociale" reimburse between 15% and 70% of medical expenses.

- Weekly working hours: **35h**

- Trade unions are powerful and take an essential part in the economy.

34 parishes in Martinique

All take part of a fiscal structure called :

An agglomeration community (It's the second most integrated form of intercommunality after the urban community).

- North agglomeration community "Communauté des Communes du Nord"(CCNM): 18 parishes and 109,000 inhabitants
- South space agglomeration community "Communauté de l'Espace Sud de la Martinique" (CESM): 12 parishes and 105,000 inhabitants
- Agglomeration community of the center of Martinique

  « Communauté d'Agglomérations du Centre de la Martinique » (CACEM) : 4 parishes and 166,000 inhabitants

Informations on Carribean countries imports to Martinique

- Before: Goods from ACP (cotonou agreement) were exempted from customs duties.
- Now, Martiniques's imports policy = EU import

  Policy and thus subject to EPA rules and regulation.

  Imports from non-EU countries are subjected to a community Integrated tariff (TARIC) system and the tariff schedule is based on the Harmonized Commodity Description and Coding system (HS).
- Local consumption tax (Octroi de Mer) : applies both to imported goods and to locally-produced goods. (0% to 30%).

  The rates and exemptions are decided by the Regional Council

Documents generally required for imports

- Bill of lading or Airway bill
- Commercial invoice in French or carrying a translation
- certificate of origin
- EUR 1 circulation certificate (for exemption of certain taxes as an ACP member)
- Transit document (T1 or T2) if goods passed through a EU country
- Proof of compliance with French standards
- Phyto-sanitary, fumigation or disinfection, zoo-sanitary certificate where relevant.

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Contacts

For further information

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DRCE (Foreign Economic Relation Service)

- Address: c/o Préfecture SGAR – BP.647
  97262 Fort-de-France cedex
- Phone. +596 596 39 49 90
- Fax. +596 596 60 08 14

- Website
  http://www.dgtpe.fr/drce/antilles-guyane
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Chamber of trades referring to artisans

Address: 2rue du Temple Morne Tartenson
97249 Fort-de-France

Website:
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Chamber of agriculture

- Address:

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