



Sistema Económico
Latinoamericano y del Caribe

Latin American and Caribbean
Economic System

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Latino-Americano e do Caribe

Système Economique
Latinoaméricain et Caribéen

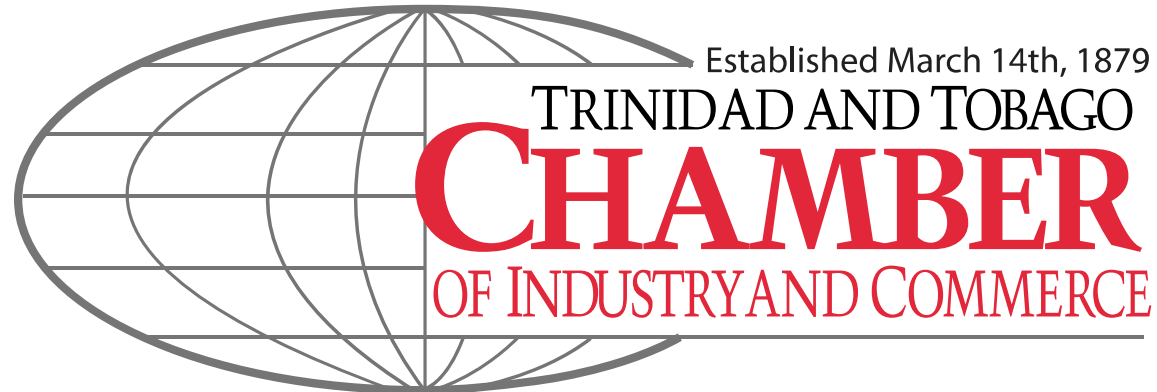
EXPERIENCES OF CARIBBEAN ENTERPRISES IN EXPORTS AND CASE OF STUDIES

Catherine Kumar, Chamber of Industries and
Commerce, Trinidad and Tobago

Intra-Regional Relations

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The Chamber means **BUSINESS**

Introduction

Catherine Kumar - Chief Executive Officer

Experiences of Caribbean Enterprises in Exports & Case Studies



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FINANCIAL

Challenge

Access to and Cost of Financing for
SMEs

Solution

Equity Financing:

Listing on Stock Exchange



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INADEQUATE INFRASTRUCTURE

Enforcement of Contracts



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MARKET INTELLIGENCE RESEARCH

Allows firms to engage in higher productive sectors



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- CHALLENGES IN BECOMING AN EXPORTER

Case Study #1: A local manufacturer of specialty / herbal soaps and scrubs

Case Study #2 : A cottage industry producing a local preparation of smoke herring



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- **CHALLENGES IN BECOMING AN EXPORTER cont'd**

Case Study #3: Successful exporter in Food / Agro processing industry



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CONCLUSION

- As SIDS i.e. Small Island Developing Economies, our exporters need to identify niche markets and export products that are unique, differentiated and are of high value.