DOING BUSINESS WITH FRENCH GUIANA

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1. **GENERAL INFORMATION**

**OFFICIAL NAME:** Department of Guiana

**Popular Name:** French Guiana, Guyane Française, officially Guyane

**Capital:** Cayenne
Population- 60,500 (2003 est.)

**Major towns with estimated population:**
- Rémire-Montjoly - 15,000
- Matoury - 18,000
- Kourou - 19,000
- Saint Laurent du-Maroni - 19,200

**Official Language:** French.

**Other Languages:**
- French Guianese creole
- French Patua
- Portuguese

**Government:** Since 1947, French Guiana was a French department d’outre-mer or DOM. It is therefore part of European Union, in fact the largest part outside Europe. Its head of state is the President of the French Republic who is represented in the DOM by a prefect. The local legislature is made up of two councils: 19-member General Council and the 34-member Regional Council. Both are elected by popular vote for six terms. French Guiana has two deputies in the French National Assembly, one represents the municipality of Cayenne and the commune of Macouria and the other represents the rest of the country. A representative of French Guiana also sit in the French senate. Although French and European Laws are generally in force, French Guiana has special rights to determine the implementation of some laws. It determines determination about tax rates and exemptions.

**Judicial branch:** Court of Appeals or Cour d'Appel (highest local court located in Martinique with jurisdiction over Martinique, Guadeloupe, and French Guiana)

**Head of State:** President Nicholas Sarkozy (elected 2007)

Head of Regional Council: Antonie Karam (1st elected 1992)

Head of General Council: Pierre Desert (elected 2004)

Political Parties: Guianese Socialist Party (Parti Socialiste Guyanais, PSG); Walwari Committee; Decolonization and Social Emancipation Movement (Mouvement de Décolonisation et d'Émancipation Sociale, MDES). In addition, most French political parties are active in French Guiana.

Population: 209,000 (2007)

Average annual growth rate: 1.96%.

Life Expectancy at Birth:
- Male: 74 years (2006)
- Female: 80 years (2006)

Population density: 1.8 per sq. km.

Birth rate: 30/1000 (2006)

Infant mortality rate: 11.8/1000;

Age structure:
- 0-14 years: 28.9% (male 29,540/female 28,210)
- 15-64 years: 64.8% (male 69,302/female 59,980)
- 65 years and over: 6.3% (male 6,350/female 6,127) (2006 est.)

Ethnic Composition: Back or mulatto 66%; white 12%; East Indian, 4%; Chinese, 4%; Amerindian 3-4%; other 10%

Dominant Religion: Roman Catholic

Education: School attendance is compulsory for children ages 6 to 16 years old. Nearly all children 3-6 years old attend schools. The University of Antilles and Guyane which serves the French Dom in the Caribbean has two campuses in French Guiana. They are located at St. Denis and Kourou.

Adult Literacy: 91%; Male: 90%; Female: 90%

Health: General public health falls under the French state though responsibility for various aspects is divided between State level and
the local administrative units. There is a universal health insurance plan which is part of the social security system. Under this the state cover the cost of medical care for disadvantaged sectors of the population. The system is financed through compulsory contributions deducted from wages and salaries. There are public and private medical care facilities which provide primary and secondary medical services. However medical facilities can be described as limited with hospital facilities available only in major urban areas. In 2007, the Overseas France department approved a 20 million Euro loan to extend and improve the hospital at Cayenne. Visitors to the country are usually advised to be vaccinated against yellow fever and other mosquito-borne diseases.

**Health care profession per 100 000 population:**

- General Physicians - 195
- Physicians (specialists) - 147
- Dentists 43
- Midwives 51
- Nurses 573

(As at January 1, 2005-PAHO)

**Beds per 100 000 population at short term health care facilities:**

- medicine 1.50
- Surgery 0.96
- Obstetrics & gynecology 0.69

(As at January 1, 2005-PAHO)

**Area:** 90,000 square kilometers.

**Land Use:**

- Arable land, 0.13%;
- Permanent crops, 0.04%;
- Other, 99.83% mainly forest (90%). (CIA year book, 2005)

**Climate:** The territory is a few degrees latitude north of the equator giving it an equatorial type climate. Temperatures average 28 degrees with little seasonal temperature variation. The average relative humidity is between 80 and 90%, depending on the season. The wet season is between December and July. The small dry season runs from August to November. The average relative humidity is high, ranging between 80 and 90%. The coastal plains - where most majority of the population lives - are subjected to trade winds.
Geography and Topography:

Located on the northern coast of South America, French Guiana is bordered by Brazil to the south and southeast, Suriname to the west, and the Atlantic Ocean to the north. It is criss-crossed by rivers and rapids interspersed (the Maroni, the Mana, the Sinnamary the Approuague, the Oyapock). The coast consists of mangrove several kilometers. The coastal strip, which has suffered significant deforestation, is in the form of savannah. The River Maroni forms a natural boundary on the west and is punctuated by the municipality of Saint-Laurent du Maroni, Apatou, Grand Santi, and Papaïchton Maripasoula. Oyapock River separates French Guyana from Brazil. The Amazon forest which is highlighted by a dense network of rivers is in the south. An estimated 94 per cent of the land mass is rainforest.

Memberships: Part of the European Union
Observer status at Association of Caribbean States.

2. ECONOMIC ISSUES

2.1 ECONOMIC INDICATORS

Gross Domestic Product (GDP):
GDP real exchange rates - US$3.52 billion
GDP real growth rates - 6.4%
GDP per capita real exchange rates - US$17,336
Average Growth: 3.9% per annum in real terms between 1993 and 2006 (INSEE)

Inflation Rate: 3.1% (INSEE July 2008 est.).


Industries: construction, rum, gold mining, forestry products, shrimp processing.

Unemployment: 26.3% (INSEE, 2006)

Population below the poverty line: 20.7% of households
32% of child (2001)
15% no access to drinking water
70% of rural areas no electricity
Monetary unit: euro

Exchange Rate: US$1.00 = 0.8041 euro (2005).

2.2 PRICES AND INCOME

Hourly minimum wage: US$11 hourly

Direct taxes represent less than 8% of net income households with about 75 percent of all households non-taxable due to low average standard of living. Fewer households constructed or bought houses in 2006 - a two per cent decline over the previous year. This was partly attributed to the cost of land. Commercial bank statistics showed that between 1997 and 2006, French Guyana’s households increased their savings at an average rate of 6.5% per annum.

Household debt has been growing moderately, averaging 9.3% annually between 2003 and 2006, compared with 3.4 per cent annually between 1998 and 2003. This growth has been linked to more favourable interest rates. Most of the increase in credit went to housing loans and consumer credit which grew by 9% and 10% respectively since 2003. In 2006, household consumption spending was restricted by negative income growth and sharper price increases.

France provides needy citizens with a Minimum Integration Income otherwise called a Revenue Minimum d’insertion (RMI). On 31 December 2005, 13% of the French Guiana’s population between 20 and 59 years old was receiving the RMI.

2.3 STRUCTURE OF THE ECONOMY

The economy is closely linked to that of mainland France through trade and subsidies and is highly dependent on imported food and fuel. Services and trade generates three quarters of the economy’s wealth. This reflects a change from the early 1990s’ situation that has seen a weakening of the traditional sectors such as agriculture and construction. The average annual growth rate of services to individuals reached 11% and business services 7%.

Education, health and social activities that are public sector driven accounted for about 22% of the economy in 2006, followed by the hotel sector (14%) and business services. As a DOM of France, French Guiana’s economy is closely tied to the French economy. This relationship is evident from the level of subsidies and imports which French Guiana receives from France. In addition, a large percent of its GDP come from the French space center at Kourou. The other important contributors to GDP are fishing and forestry. French Guiana is heavily dependent on imports of food and energy. Crops, mainly rice and manioc, are cultivated along the coastal area coastal area. Unemployment is a serious problem, especially among young people.
Composition of the economy:
Agriculture: 4 %
Industries: 11 %
Construction: 9 %
Commerce: 10 %
Other services: 29 %
Administration: 37%

2.3.1 Space Industry

Space station also accounts for:
1,360 job on site;
7,000 related jobs;
20% local port taxes
40% local income taxes
65% of imports

2.3.2 Companies

Guyana has few large companies. Of an estimated 4,500, only 39 employ more than 50 employees with only 17 of these employing more than 100. The three biggest are public sector companies. However, of the three French Overseas Department, French Guyana has the highest investment rate- 28 per cent annually between 1993 and 2006.
INSEE reported that despite difficulty operating conditions, the performance particularly in trade and construction sectors was good especially with regards to productivity.

2.3.3 Fishing

The fishing industry, which includes an industrial section focuses on the shrimp (4000 tons of annual taken), is mostly composed of fishermen fish artisans, the annual catch is estimated at 7000 tonnes (of which about 3500 tonnes of catch).

2.3.4 Forestry

The country is 90 covered with forest and woodland. This includes large reserve of unexploited tropical hard woods and therefore provides opportunity for the expanding saw mill industry which is export oriented. However the area is also an asset to the tourism industry and currently emphasis is being placed on encouraging both the timber and the tourism industries to benefit from the resources. Efforts are therefore being made to ensure proper preservation and enhancement of the natural resources.

2.3.5 Agriculture

Most of the crops are cultivated on the coastal area where the population is concentrated. Rice and manioc are the ones mainly grown. There is also a thriving agro-food industry
which produces milk (yogurt), alcoholic drinks (rum and liqueurs) and non-alcoholic beverages for the local market. About some 5300 farms are listed, but over 90% of them are less than five hectares.

2.3.6 Services

The service sector has expanded in recent years and includes business services: consulting firms and studies, janitorial services and maintenance of premises.

2.3.7 Tourism

Efforts are being made to improve tourism especially with respect to accommodation (hotels, bed and breakfast, lodges), entertainment (eco-tourism, scientific tourism, river rides, forest walks) and safety. In addition, the international airport in Cayenne-Rochambeau is being expanded to accommodate one million passengers.

2.3.8 Mining

Gold mining is an important industry. Between 1994 and 2006, almost €102 million have been invested by companies search for primary gold. Of this €5 million was spent by a group called Iamgold, on the project Camp Caiman where over 34 tonnes of exploitable gold has been identified to date). This project was granted a mining concession of 30 sq km over a period of 25 years granted by the Ministry of Industry at the end of November 2004. The mining concession is the first awarded for 70 years in Guyana.

The start of production at Camp Caiman is scheduled for the first half of 2008.

2.4 EMPLOYMENT

Unemployment is a serious problem especially among young people. According to INSEE, the unemployment rate is 26% for the whole population and 50% among those under 25. Three quarters of the people are employed in the service sector. This is attributed to a sharp increase in the employable population since the 1980s as well as the decline of agriculture coupled with increase emphasis on tertiary services. This increase in workforce has not been met with increase generation of jobs despite the fact that employment opportunities grew by 57% or nearly 17 000 new jobs between 1993 and 2006. The number of businesses also increased by about 1 500 in that period. There has not been a large enough improvement in the quality and quantity of training which has led to a shortage of qualified staff. The influx of illegal workers has also put a strain on the labour market with these workers willing to work for wages lower than those demanded by locals.

Important Labour Statistics:

Labor force: 62 634
Employed Population: 43 443
Economically active population unemployed: 12 240
Source: INSEE

Sectoral distribution of the working population
Agriculture and fisheries 2 888
Construction 3 256
Industry 3 524
Services, commerce set other 33 775
Total 43 443
Source INSEE

Minimum wages/salary:
€8.27 an hour or €1,254.31 a month which is equal to 151.57 hours (2006)

2.5 ECONOMIC OUTLOOK

In 2006, the economy grew due to the exceptionally high level of investment from the space industry, which tripled its spending on infrastructure for the Soyouz project. Public procurement and private investment also contributed to this growth. Construction benefited from this sustained growth in investment and was the most dynamic industry with an increase in added value of 27%

Many sectors however have been experiencing difficulties. For example, lack of modernization is among the chief problems affected agriculture which includes fisheries, timber, gold. French Guyana is however eligible and has been benefiting from financial and technical assistance under the European Structural Funds, which is aimed at raising the country’ economy to a level that compares favourable with other European Union’s countries. Therefore funding and technical assistance is directed at improving seaport and airport infrastructure, advanced telecommunications equipment, research innovation and the protection of the environment as well as vocational training and assistance in productive sector as a means of generating employment. The current phase of this programme runs from 2007 to 2013 and will see Euros 498.6 million spent towards promoting sustainable development of competitive businesses, structural convergence and employment. Projects included under this programme are tourism and education oriented as well as involves renewable energy, sustainable management of agriculture, fishery, forestry, information technology and communications.

The French Government has however introduced a law to modernize the economy which contains initiatives which three broad aims which is expected to be evident from 2009. These are: economic growth of 0.3 per, 50,000 jobs and increasing purchasing power by Euros 1,000 per household. French Guiana is expected to benefit from these initiatives. Moreover European Union, French Guyana benefits from structural funds which are aimed at bringing lagging region of the EU to an acceptable level when compared with other part of the Union.
3.1 GENERAL IMPORT POLICY

As an Overseas Department of France, French Guiana is part of the European Union (EU) and is therefore part of the Community Integrated Tariff (TARIC) system, under which duties are applied to imports from non-EU countries. The EU tariff schedule is based on the Harmonized Commodity Description and Coding System (HS).

Import duties are calculated on an ad valorem basis, i.e. expressed as a percentage of the value of imported goods. This dutiable value is the “transaction value” plus freight, insurance, commissions, and all other charges and expenses incidental to the sale and delivery of goods to the point of entry into the EU customs territory (including the French Overseas Departments). The invoice price will normally be accepted as the transaction value if the seller and the buyer are not related.

Among the items not allowed in French Guiana are plants and plant products; meat and meat products from Africa; pharmaceutical products (except those needed for personal use); works of art and collectors items and antiques.

3.1.1 Import Tariff System

The duties on import from non-EU countries are moderated. Most raw materials enter duty-free or at low rates, while most manufactured goods are subject to rates between 5 and 17 percent. Most agricultural product imports are covered by the Common Agricultural Policy (CAP), under which many items are subject to variable levies designed to equalize the prices of imported commodities with those produced in the EU.

France (and the French Overseas Departments), like other EU member states once extended varying preferential tariff treatment to imports from the African, Caribbean and Pacific (ACP) under the LOME Convention and later Cotonou Agreement. But this preferential treatment is to be replaced by a scheme of reciprocity and will be spelt out under Economic Partnership Agreements, which are now being negotiated.

Tariff preferences are also extended to over 100 developing countries under the Generalized System of Preference (GSP). Goods are therefore taxed by customs depending on their purpose. Those for immediate sale require a Customs declaration and a Single Administrative Document and are usually subjected to two border duties, which are levied ad valorem on cost insurance freight (CIF) value.

3.1.2 Taxation

French Guiana like the other French Overseas Departments are not considered part of the European Community territory with respect to the harmonised rules on Value Added Tax
(VAT) French Guiana therefore does not apply a local VAT system. It however applies a consumption tax known as "dock dues", on products imported from outside the DOMs; this tax is also applied to some locally manufactured products.

3.1.2.1 Internal Taxes

- **The value-added tax**: No VAT in French Guyana.

- **The “Octroi de Mer” (O.M) or dock duties**: A specific tax collected in all French Overseas Departments. Each Regional Council in the French Overseas Departments decides the rates, which fluctuate according to the tariff classification of the goods. There are exemptions/rebates for some products to be used for local production and for companies with a turnover below € 550,000.

- **Added tax to the Octroi de Mer (D.A.O.M)**: There is only one rate of 2.5%.

- **Tax on fuel (TSC)**: This is used to promote investment in road works.

3.1.3 Import Licensing

As part of the European Union, imports from third countries (non-European Union countries) are subject to regulation. A limited number of products considered to be sensitive may require a specific import license.

3.1.4 Special Customs Provisions

3.1.4.1. Samples and Carnets

Samples of no commercial value can enter free of duties and taxes. These samples which can be sent through the parcel post system must specify the types of samples shipped and must state “No commercial value” on the appropriate shipping documents.

A bond equal to the total amount of duties and taxes which would ordinarily be levied on the goods must be deposited before the samples are allowed entry into French Guiana. These samples must be re-exported within a year in order for the sender to recover this money. The deposit is waived if the goods are allowed in under an ATA Carnet.

An ATA Carnet is a special international customs document designed to simplify and streamline customs entry procedures for merchandise into participating countries for up to one year. Customs in the French Overseas Departments accept carnets as a guarantee that all customs duties and excise taxes will be paid if any of the items covered by the carnet are not re-exported within the time period.
allowed. Carnets may be used for commercial samples, professional equipment, and goods destined for exhibitions and fairs.

Advertising matter is dutiable.

3.2 OTHER REGULATIONS AND FACTORS THAT AFFECT TRADE

3.2.1 Foreign Exchange Controls

All inward and outward payments must be made through approved banking intermediaries by bank transfers. There is no restriction on repatriation of capital provided this is carried out through an approved bank and the investment in question was authorized. Similarly, there is no restriction on transfers of profits, interest, royalties, or service fees, provided the investment was authorized and made through approved banks.

Foreign-controlled local businesses are required to have a resident local bank account and are subject to the same regulations as other local entities. The use of foreign bank accounts by residents is permitted.

Import transaction exceeding US$ 41,667 (FF 250,000) in value must be conducted through an approved banking intermediary. Goods must be imported no later than six months after all financial and customs arrangements have been completed.

3.2.2 Labeling and Marking

Given its status as a French overseas department, the rules related to labeling or products reflect those in force in France and the European Union. Labels differ in some respects depending on the sector of the product but general rules exist, for example products must carry the name and address of the vendor or manufacturer.

Here are some rules which must be adhered to.

- Labels must clearly write and in the French language. Foreign words and abbreviations that are not clearly spelt out in French language must be acceptable under French and international laws.

- Labels must carry a list of the ingredients or materials which make up the products.

- The name of the product must be clearly noted.

- Increasingly sellers are using a Bar Code Price Labeling (GENCOD) and it is therefore recommended that these be affixed to products.
Manufacturers are must use only registered brand names and trade marks. These and any other symbols and marks must be printed on the outside of the product or the bottle top or lid.

Instructions on the use of the products must be clear.

The product must carry a recommended “use-by” date, especially where the product is pre-packaged or is frozen food. It must also carry the date when the product was made.

Products must also carry qualifiers, for example made-by-hand on leather products.

The price including taxes must be marked on all pre-packaged items except those sold by mail order.

### 3.2.3 Patents, Trademarks and Copyrights laws and regulations

#### 3.2.3.1 Patents

Two types of patents are generally used. Theses are the Patents of invention (Brevets d’Invention) for all inventions and certificates of utility (Certificats d’Utilite) for all inventions except those of a pharmaceutical nature, which are covered by complementary certificates (Certificats Complementaires de Protection).

To qualify for patent protection, the invention must

- Be applicable to some industrial or agricultural process
- Be absolutely novel, and not an obvious procedure.

After 20 years, patents for invention become part of the public domain whereas certificates of utility have a six year life non-renewable span.

Applications for patent registration are processed by the French National institute for industrial Property (Institut National de la Propriete Industrielle, (INPI), which is responsible for examining the validity of the patent as well as its registration.

To register a patent, the applicant requires a local address, this may be obtained through a legal representative. An approved and registered patent invention may only be manufactured, operated, used or sold with its owner’s authorization. The owner can therefore sell or transfer the patent, or grant a license for its use but a patent must be used to ensure it retention.

The INPI also grants Certificate of Utility Registration.
3.2.3.2 Trademarks
The INPI also processes trademark applications which must carry a local address including that of a legal representative. Trade marks must not be deceptive with regards to the nature or origin of the relevant goods and services. The marks can be sonorous for example musical notes, slogans words or jingles and therefore must be recognizable by words or sound. Trademarks can be words or designs but they must be novel for the product.

Trademark rights are forfeited if the mark is not publicly and unequivocally used for five consecutive years. The rights may be sold either totally or partially. A trademark has a ten year life renewable span.

3.2.3.3 Copyright
Artistic works, literary works and software are covered by copyrights. Copyrights are given to products provided that the language used to express the idea is original. Registration is not required for artistic and literary works that are made or fixed in tangible form since these are automatically protected but in all other cases, an application for copyright must be processed by the French Society for Musical Authors, Composers and Editors.

A copyright lasts 50 years after the death of the author, except in the case of a music copyright which lasts 70 years after the composer’s death and a software copyright which lasts 25 years after its creation.

The employer owns the copyrights for software designed by a salaried employee.

3.3 INVESTMENT POLICY
French Guyana’s investment policy is motivated by the need to grow the economy and to protect the environment. Export industry free zone area has been set up at Degrad des Cannes.

Incentives for business are included in the European Union programme for lagging regions which includes aid to large investment projects, for job creation.

In addition, there is a local created investment programme which focuses on tax relief for individuals and companies. Individuals benefit from tax cuts on income while companies receive cuts in corporation taxes.

The current programme runs from July 2003 to 2018. Some of the main features of this programme are:

- Tax reduction for financing up to 70 % of hotel renovation or rehabilitation hotel.
- Tax reduction of 70 % for investment in the hire pleasure craft sector
- Reduction of 60 % on taxes for investment in production projects for renewable energy (solar, wind, geothermal).
3.4 OTHER DOCUMENTARY REQUIREMENTS

If goods are sent by post, a customs declaration stating the type of item selected must be completed. This declaration will vary according to the value of goods and frequency of shipments. Phytosanitary clearance is needed for plants, plant products and other items that are subject to phytosanitary inspection.

The key documents needed when exporting to French Guiana are:

- **Commercial invoice:** This should be written in both French and English and contain the names and addresses of seller and buyer; place and date of the invoice’s preparation; method of shipment; number, kind and markings of the packages and their numerical order; exact description of the goods; customary commercial description according to kind, quality and, grade; quantity of goods, expressed in units customary in international trade; agreed price of the goods (unit cost, total cost, including shipping and insurance charges, as well as other expenses charged to the costs of the goods); and delivery and payment terms. An official of the exporting firm should sign each invoice. It should also contain proof of originating status of products which do not have Certificate of Origin.

- **Certificate of Origin:** This certifies where the goods were made and speaks to what type of tax and other customs treatment is applicable.

- **Pro Forma Invoice:** This maybe required by the importer before shipment.

- **Bill of Lading or Air Way Bill:** This is a contract between the good’s owner and the carrier. A straight or negotiable bill of landing can be used.

- **Other Documents** are usually required for particular products, for example some agricultural products (including food items) need phytosanitary certificate.

4 MARKETING FACTORS

4.1 IMPORT AND DISTRIBUTION SYSTEM

The import and distribution sector has been undergoing changes in recent years. These trends are being set by conglomerates that are operating across the spectrum of distribution (wholesale, hypermarket, supermarket and convenience). These are all linked to big chains such as Sofrigu and Carrefour. In contrast, businesses that operate in one or two of these segments have been experiencing challenges due to inadequate facilities and problems related to insecurity, especially for businesses outside of towns. Another trend which has emerged is the use of electronic commerce.
The non-food sector was relatively stable in 2006. The closure of four specialty stores - two ‘doing-it-yourself business, one in gardening and the other household equipment - was offset by the opening of four other businesses and two shopping malls.

4.1.1 Distributions & Sales Channels

Wholesale: The industry continues to consolidate and diversify with individual firms adding new services to their basic wholesale activities. Wholesalers are now offering a whole “platform” of services to small- and medium-size food retailers and processors. However, many of these wholesale food companies continue to lose ground to large super and hyper markets chains, and most recently to the “hard discounters” who are increasingly expanding their own wholesale activities with “private labels”. There are about four wholesale businesses open to the public.

Retail: The retail food and restaurant sector is dominated by businesses run by Chinese traders. These businesses, which are mainly small supermarkets and grocery occupy less than 300m² of floor space are family owned. They are locally called Chinese. They offer customers goods on credit.

The sector is however becoming quite modern, a trend which was marked by the 2005 opening of a hypermarket ‘Cora’ in Cayenne; and the construction of two more hypermarkets in Cayenne as well as the Montjoly shopping mall. In 2006, NG Kon Tia, a group which formerly specializes in wholesale trade got into the retail business by setting up a 730 sq meters business under the name "Market Leader".

The primary retail channels at the end of 2006 were:

- **Hypermarkets**: These are self-service retail stores which cover a total area of 50 million sq. ft. or an average of 45,000 sq. ft. and carry 20,000-35,000 food articles and 3,000-5,000 non-food articles at competitive price. Two operate in French Guiana.
- **Two wholesale businesses were open to the public.**
- **Supermarkets**: These are generally self-service retail stores carrying between 3,500-4,500 food articles and 500-1,000 non-food articles. In 2006, French Guiana had three with floor space greater than 1,000 square meters and ten with floor space less than 1,000 square metres.
- **There were 13 convenience stores.**
4.2 USE OF AGENTS AND DISTRIBUTORS

Traditionally, buyers in French Guiana, except those specializing in technically sophisticated products, make their transactions through an intermediary. These intermediaries are usually distributors, agents, and salaried representatives.

4.2.1 Distributor (Concessionary)

An individual or legal entity who buys directly from manufacturer for resale and operates independently. The distributor’s rights and responsibilities are set down in an agreement which mandates him to buy a minimum stock of supplies. The agreement is also concerned with strict rules and regulations regarding exclusive distribution rights and pricing. Termination of such an agreement by the producer without notice may be grounds for damage claims by the distributor.

If the agreement has an unspecified duration it can be terminated by either of the relevant parties without indemnification providing a fair period of notice, usually six months, is given. A contract with a specified duration may be terminated at the end its duration by either party without prior notification or indemnification; however if the termination occurs before the contract period ends, the terminating party can be sued.

4.2.2 Agent

In contrast to the distributor, the agent does not buy products but match sellers and buyers for a commission. They are commercial agents who are independent and assume the responsibility for their fiscal and charges including business licence tax, health insurance, social security and retirement/pension benefits.

4.2.3 Salaried Representatives

These operate similar to agents but are bound by work contracts. In addition, their employers share the payment of their payroll taxes that is social security, unemployment compensation, and retirement/pension plans. They are two type of salaried representatives- statutory and non-statutory.

4.2.3.1 Statutory representatives are those are sales representatives for the account of one or more employers who do not conduct their commercial business on their own behalf. They are guided by the employers’ rules and are protected by the country’s labour laws.

4.2.3.2 Non-Statutory Salaried Representatives are considered regular employees.
4.3 OTHER GENERAL MARKET ISSUES

4.3.1 Sales service/Customer support

Businesses provide most of the service offered internationally including home delivery, after sale service, and maintenance contacts, warehousing facilities, hot line or toll free numbers for any technical assistance. Customers have right under the consumer protection laws, which speak to after sale service and replacement of defective products.

4.4 PAYMENT CONDITIONS

Payment can be made through bank transfers, certified cheques, commercial letters of credit and sight and time draft.

5. FOREIGN TRADE DATA

INTERNATIONAL TRADE:

Imports - US$1,693 million (2006)
Commodities: Food (grains, processed meats,) machinery and transport equipment, fuel and chemicals
Partners: France 41.8%, Latin America and Caribbean, 13.1% (mainly petroleum products from Trinidad and Tobago) European Union (except France) 10.4%.

Exports- US$1,501 million (2006 INSEE);
Commodities: Shrimp, timber, gold, rum, rosewood essence, clothing.

5.1 IMPORTS

The value of imports grew by two per cent during 2006 mainly as a result of increased importation of capital and intermediate goods. Agriculture food represented 19.2% of the total imports, even though this category declined slightly compared with the previous year. Capital goods accounted for 18.5%; intermediate goods, 17.5%; and industry products and automotive, 13.4.

The Caribbean and Latin America provided €115 million (15% of total imports; of this €89 million worth of oil and natural gas came from Trinidad. When Trinidad’s oil is excluded, French Guiana’s main trading partners from the Latin America and the Caribbean were Martinique (mineral water and rum, food products, paints and varnishes);

Brazil (furniture and plywood, gold equipment, footwear, products food) and Guadeloupe (water mineral flour, livestock feed). Between 2000 and 2006,
imports from Caribbean grew by 30% while those from Latin America, excluding petroleum products, increased by 16%.

5.2 EXPORTS

After three years of contracting, exports from French Guiana grew in 2006 due to an outflow of capital goods and used cars, not produced in that economy. Exports of gold grew by 23.6%. Exports of food products declined by 2.4% continue a trend which started in 2003 as a result of a decline in the export of shrimp.

Most of the country’s 2006 exports (64%) went to France. Exports to Latin America and Caribbean were valued at €12.3 million, or 10% of total exports which represented an increase of 24 percent on the previous year. This upward trend started in 2005 when exports to the region grew by 19% and were mainly due to increase business with Suriname in the face of declines to other Caribbean and Latin American countries. The main trading partners in the region are the French Antilles (fish, sawn timber, and shrimp), Suriname (TP materials, boats, and shrimp) and Brazil (gold). This performance has been linked to a sharp decline in official gold exports to Brazil and higher export prices which makes French Guiana’s products less attractive on the markets of neighbouring countries.

5.3 DEFICIT

In 2006, the deficit commercial trade in goods (not including trade in services) fell by 2.1% to € 627.6 million.

6 TRANSPORT AND COMMUNICATION FACILITIES

French Guiana’s transport and communication facilities have been benefiting from the European Commission’s structural assistance funds. Between 2000 and 2006, millions of Euros have been spent from these funds to improve the road network, ports, airports, and hospitals and health facilities. Steps were also taken to increase public awareness of the information society.

6.1 TRAVEL AND TRANSPORTATION

6.1.1 Sea Ports

- **Dégrad des Cannes**, located in Cayenne on the bank of the Mahury River, started operation in 1974, is the main port for commercial business and handles almost all of the country’s imports and exports.
- **Kourou-Pariacabo** is a private port operated by CNES. It is used by mainly ships servicing the Ariane launcher and carrying tools and fuel for space activities. It has several jetties to accommodate ships from the army and navy.

- **The Old Port Cayenne**, the main port until 1974 when it was replaced by **Degard Des Cannes** is now used primarily for the berthing of fishing boats.

- **The Port of Saint-Laurent-du-Maroni** is limited to the export of rice, fertilizer and building materials. Since 1991, when limits for crossing the sea on the Maroni River were set, this port has been under the authority of the state which has put its management under CCOG.

### 6.1.2 River Transportation

**Waterways**: 3,760 km (460 km navigable by small oceangoing vessels and coastal and river steamers, 3,300 km by native craft) (2006)

River transport is the most popular method of accessing the inland municipalities. The chief river used is the Maroni River.

In 2005, the prefecture of French Guiana put in place a set of regulations to govern river transportation. These include the registration and identification of craft on inland waters, the use of specified safety equipment aboard boats. At the end of 2006, about 550 canoes were registered and 60 applications were pending. The registered boats are operating in the tourism sector as well as in the local transportation sector for the movement of people and goods.

### 6.1.3 Air Transportation

**Airports - with paved runways**: 4

- over 3,047 m: 1
- 914 to 1,523 m: 2
- under 914 m: 1

**Airports with unpaved runways**: 7

- 914 to 1,523 m: 2
- under 914 m: 5

The main airport is Rochambeau International Airport (**Aéroport de Cayenne-Rochambeau**) located in Matoury town, Cayenne and managed by the CCIG through a Certificate of Temporary Occupation which is renewable every two years. CCIG is however negotiating for the development of a 15-year contract. The Airport runway has been recently upgraded and in 2008 €6.7 million was being spent to build a new tower.
Rochambeau is served by several airlines including Air Caraibes which moves connects French Guiana with Belém, Fort-de-France, Pointe-à-Pitre, Santo Domingo, Port-au-Prince; Air France with connects to and from Fort-de-France, Miami, Paris-Orly, Pointe-à-Pitre, Port-au-Prince; as well as inter-country airlines, Air Guyane Express, with scheduled flights to St Georges, Saül and Maripasoula from Cayenne, and TAF. The other important airports are Regina, Saint Laurent Du Maroni, Maripasoula, St. George de L’Oyapock and Saul.

6.1.4 Road Transportation

Highways:
Total: 1,817 km
paved: 727 km
unpaved: 1,090 km (1995 est.)

Since 2004, travel by road is possible from Saint-Laurent-du-Maroni on the Surinamese border to Saint-Georges de l'Oyapock on the Brazilian border. This is due to the opening of an asphalt road from Régina to Saint-Georges de l'Oyapock which completed the road from Cayenne to the Brazilian border.

Further improvement in network of roads is expected as a result of an international treaty signed between France and Brazil in July 2005. This led to the start of construction of a bridge over the Oyapock River, marking the border with Brazil. The bridge is expected to open at the end of 2008 and will make it possible to drive by road from Cayenne, French Guiana and Macapá, the capital of the state of Amapá in Brazil.

6.2 COMMUNICATIONS

6.2.2 Telephone and Internet

Telephone system
Domestic: fair open-wire and microwave radio relay system
International: country code: +594; satellite earth station
1 Intelsat (Atlantic Ocean)
Outgoing international code: 00
Telephone main lines & cellular phones
subscribers per 100 pop.: 75 (via UN, 2000)

Internet users per 100 pop. (ITU estimates): 42,000 - 20.5 % of the population
Personal computers per 100 pop. (ITU estimates) 18 (via UN, 2004)

GSM service is provided for cell phone users by Orange Caribbean, a subsidiary of the Orange Company; Digicel and Outremor Telecoms.
6.3  BUSINESS HOURS

Commercial:
Monday - Friday
8:00/9:00 a.m: - 12:00/1:00 p.m.
2:30/3:00 p.m: - 5:00/6:00 p.m.
Commercial banks are opened Mon-Fri 7:45 - 11:30 am and 3 - 5 pm.
Shopping hours are Mon-Sat 9 am - 12:30 pm and 4 – 6:30 pm

Government:
Monday - Friday
7:30 a.m. - 1:00 p.m.
2:00 p.m. - 5:30 p.m.
(Some Government Offices close at 1:30 p.m. on selected days of the week)

6.4  PUBLIC HOLIDAYS 2008

<table>
<thead>
<tr>
<th>Holiday</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>New Year’s Day</td>
<td>January 1</td>
</tr>
<tr>
<td>Mardi Gras</td>
<td>February 5</td>
</tr>
<tr>
<td>Ash Wednesday</td>
<td>February 6</td>
</tr>
<tr>
<td>Mi Carême (Mid Lent)</td>
<td>March 2</td>
</tr>
<tr>
<td>Easter Monday</td>
<td>March 24</td>
</tr>
<tr>
<td>Ascension Day</td>
<td>May 1</td>
</tr>
<tr>
<td>VE Day</td>
<td>May 8</td>
</tr>
<tr>
<td>Whit Monday</td>
<td>May 12</td>
</tr>
<tr>
<td>Abolition of Slavery</td>
<td>June 10</td>
</tr>
<tr>
<td>Bastille Day</td>
<td>July 14</td>
</tr>
<tr>
<td>Assumption Day</td>
<td>August 15</td>
</tr>
<tr>
<td>Cayenne Festival</td>
<td>October 15</td>
</tr>
<tr>
<td>All Saints’ Day</td>
<td>November 1</td>
</tr>
<tr>
<td>All Souls’ Day</td>
<td>November 2</td>
</tr>
<tr>
<td>Remembrance Day</td>
<td>November 11</td>
</tr>
<tr>
<td>Christmas Day</td>
<td>December 25</td>
</tr>
</tbody>
</table>

6.5  ENTRY PROCEDURES

Citizens of France and the European Union member countries can enter French Guiana using their national identification cards but other visitors require passports. No visas are required for citizens of Andorra, Liechtenstein, Monaco, Switzerland and the United States who want to stay for less than three months.

6.6  WEIGHTS AND MEASURES

The metric system of weights and measures is in use.
6.7 ELECTRICITY

A.C. 50 cycles, 220/127 volts,

6.8 TIME

Time: GMT – 3

7 USEFUL ADDRESSES

7.1.1 Television and Radio Stations

Television:
- Tele- Guyane - public, operated by Reseau France Outre-mer (RFO)
  Avenue La Grand Boulevard
  ZAD Moulin
  Remire, Mintjoly
  Tele: 594 25 67 00
  Fax: 594 25 67 12

- Antenne Creole Guyane - commercial
  31 Avenue Pasteur
  Cayenne
  Tele: 594 28 82 88
  Fax: 594 29 13 08

- Canal+Guyana - paid-TV
  Zi de Collery,
  14 Lotissement Marengo,
  Cayenne
  Tele: 594 29 54 54
  Fax: 594 30 53 35

Radio:
- Radio Guyane - public, operated by Reseau France Outre-mer (RFO)
  43 Bis, rue du Dr. Gabriel Devèze
  BP 7013
  Cayenne 97307
  Cedex

7.1.2 Newspapers and Magazines

- La Presse de Guyane – four per week
  26 rue du Lieutenant Brassé,
  BP 6012, 97300 Cayenne
Teles: 594 29 29 90
Fax: 594 30 20 25
Circulation: 1,000

- France-Guyane - daily
  88 bis ave de General Gaulle
  97300 Cayenne
  Tele: 594 29 85 86
  Fax: 594 31 11 57
  Circulation: 5,500

7.1.3 Chamber of Commerce

- Chambre d’Agriculture
  8 Ave. de General de Gualle
  Cayenne
  Tele: 594 59 61 95
  Fax: 594 31 00 61

- Chambre de Commerce et d’Industrie
  Hotel Consulaire
  pl de l’Esplanade
  PB49, 97321 Cayenne, Cedex
  Tel: 549 29 96 00
  Fax: 594 29 96 34
  Internet: www.guyane.cci.fr

- Chambred de Metiers de Guyane
  Jardin Bontanique
  Blvd. de la Republique
  BP 176, 97324 Cayenne
  Cedex
  Tele: 594 30 54 22

- Jeune Chambre Economique de Cayenne
  Cite A Horth
  Route de Montabo
  Bp 683 Cayenne
  Tele: 594 31 62 99
  Fax: 594 31 76 13

7.1.4 Employers Organisations

- Organisation de Producteurs Guyanais de Crevettes
Korou
Tele: 594 92 27 20
Fax: 594 32 19 18

• Syndicat des Exploitants Forestiers et Scieurs de la Guyane
  Macouria
  Tele: 594 31 72 50
  Fax: 594 30 08 21
  (Association of forest developers and timber processors)

7.1.5. Trade Unions

• Centrale Democratique des Travailles de la Guyane
  99-100 Cite Cesarie
  Tele: 594 31 50 72
  Fax: 594 31 81 05

• Union des Travailleurs
  7 ave Ronjon
  Cayenne
  Tele: 594 31 2042

7.1.5 Shipping

• Direction Departmental des Affairs Maritimes
  2, bis rue Mentel
  BP 307, 97305 Cayenne
  Cedex
  Tele: 594 31 00 08

• Somaris
  Z.I. de Degrad-des-Cannes,
  Remire,
  BP 81, 97322 Cayenne
  Cedex
  Tele: 594 35 42 00
  Fax: 594 35 53 44

7.1.6 Commercial Banks

• Banque Francaise Antille-Guyane
  8 pl. des Palmistes
  BP 111, 97345 Cayenne
  Tele: 594 29 11 11
  Fax: 594 30 13 12
• BNP Paribas Guyane SA
  2 pl. Victor Scholelcher
  BP 35, 97300 Cayenne
  Tele: 594 30 28 08

• Caisse Centrale de Cooperation Economique
  route Baduel Heliconias
  Cayenne
  Tele: 594 31 44 37
  Fax: 594 30 65 32

• Credit Populaire Guyanais
  Caisse de Credit Mutual
  93 Rue Lalloute
  PB 818, 97338 Cayenne
  Tele: 594 89 67.67
  Fax: 594 30 17 65

• Development Bank:
  Societe Financiere Pour le Developpement economiques de la Guyane
  Pk 3, Route de Baduel Bp 860
  97339 Cayenne, Cedex
  Tele: 594 2949 29
  Fax: 594 30 60 44

7.1.7 Government Offices

• Prefecture de la Region de Guyane
  Affaires economiques
  Prefet de region
  Henri, Masse
  Rue Fiedmond
  F - 97307 Cayenne cedex
  Tel.: 594.39 45 00
  Fax: 594 30 02 77
  E-mail: sgaer1.prefect.guyane@wanadoo.fr
  http://www.guyane.pref.gouv.fr/

• Direction Regional de l’Industrie de la Recherche et de L’Environnement
  Impasse Buzane
  BP 7001, 97307 Cayenne
  Tele: 594 39 75 00
  Fax: 594 29 07 34

• Comite du Tourism de la Guyane
  Pavillion du Tourisme
Jardin Botanique
12 Rue Lallouette
BP 801, 97338 Cayenne
Cedex
Tele: 594 29 65 00
Fax: 594 29 65 01
www.tourisme-guyane.gf

- Directorate of Transport
  Street Thies
  Place of Palmistes, Cayenne
  Tele: 594 28 93 20

7.1.8 Patents, Trademarks and Copyrights

- National Institute for Industrial Property)
  Industrielle
  26 bis rue Saint Petersbourg
  75800 Paris Cedex
  France
  (N.B. Division de Marques –for trademarks; or Bureau des formalities –
  formalities office)

- Antenne Documentaire
  Guadeloupe
  22, rue de la Chapelle
  Z.I. de Jarry
  97122 BAIE MAHAULT
  Tele: 33 (0)5 90 38 21 21
  Fax: 33 (0)5 90 38 14 19

7.1.8 Shipping Services

Titan Shipping International SARL
Immeuble SIMEG
ZI Degrad Des Cannes
97354 Remire
Tele: 594 35 46 49
Fax: 594 35 47 76
e-mail: titanshipping@wandoo.f