

# Phoenix Park Industrial Estate

## Frequently Asked Questions

### 1. What are the lease terms and duration?

Each tenant of the Park will be given a 30-year lease, renewable for another 30 years. As such, tenants will be able to operate for a total of 60 years.

### 2. What is the difference between the standard rates and introductory rates?

The introductory rates are in fact the standard rates which are currently being afforded to tenants. These rates will be maintained for the first 3 years of the lease after which a rate review will be conducted.

### 3. Are the rates fixed for the duration of the lease?

Factory Shells

- For the period Jan 1, 2021 to Feb 28, 2022 a monthly rate of USD .75 per square foot per month will apply for built accommodation. The introductory rate will hold for the first three years of the lease term and thereafter the revised lease rate will be based on open market value subject to a rental cap of 8% for the fourth and fifth year.

Land Space

- For the period Jan 1, 2021 to February 28<sup>th</sup>, 2022 there will be a rental rate of approximately USD \$15,8000 per acre per annum.

### 4. Is a premium to be paid at the start of the lease?

Yes. Upon acceptance of the Letter of Offer by the tenant, which is a legally binding commitment to lease the space, there will be a premium paid at the execution of the Letter of Offer. This premium is representative of 20% of the first 5 years' rent. Payment of the annual rent will be required upon possession of the factory shell/land lot and operations thereafter.

### 5. How are the rates for the Factory Shells and Land Lots determined?

The rates were determined in collaboration with e TecK and InvesTT whereby research was conducted on the market rent rates in Phoenix Park and environs, Trinidad and Tobago, and in Special Economic Zones throughout the region such as Costa Rica, Jamaica, Panama, and Miami. Consideration was also given to the current economic environment.

### 6. Are the utility rates at the Park negotiable?

The utility rates at the Phoenix Park Industrial Estate will be the same as those that apply to Industrial Parks throughout Trinidad & Tobago. Rates will be dependent on tenants' operations and the amount of usage of the utility. InvesTT has connections with the various utility providers and as such can provide tenants with the applicable utility rates that align with the operations of the tenant.

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**7. Are there predetermined building designs for Land Lots or are tenants permitted to develop building designs?**

While there will not be any predetermined building designs, e Teck will provide Park regulations that will outline the guidelines within which tenants will be able to construct. One of the tenets behind those guidelines will be that tenants will need to ensure that all of their operations would be accommodated within the acreage that is allotted. Final building designs are required to be approved by the Park's Manager, e Teck.

**8. Would the factory shells have any preconstructed offices/washrooms, etc. or is it the responsibility of the tenant to complete this?**

The factory shells will provide tenants with the flexibility to design in a manner that matches the operations of the tenants.

**9. Are there restrictions on the type of activity that can be conducted on the Park during the building construction phase?**

No. There are not any outward restrictions during the building construction phase. On a case-by-case basis, there will be engagement between InvesTT and e Teck, together with the investor, to ensure that business and building operations are aligned with overall guidelines.

**10. Would a tenant be allowed to install solar power for their facility?**

Yes, solar capacity to support a tenant's operations will be allowed within the tenants' space.

**11. Would tenants be assisted with getting Town & Country approvals?**

Yes. InvesTT will assist with all approvals that tenants will require. This will include licenses, permits, approvals from the Environmental Management Authority, among others. InvesTT also assists foreign investors who require external expertise or subject matter experts to come into Trinidad & Tobago to support with business setup. InvesTT is dedicated to assisting investors to achieve their developmental and construction goals to get them operating as quickly as possible within the timeframe set out.

**12. Given that this park will be the region's first 5G Industrial Park, will industries with high-automation, low-human labour be preferred over industries with high intensive human labour processes?**

The intent of offering 5G at the Phoenix Park Industrial Estate is to accommodate companies that will be highly automated and to ensure that the connectivity of the automated equipment can work well within the telecom infrastructure at the Park. This however will not exclude Manufacturers or any other entity that is higher on the human labour side. With 78 land lots and 5 factory shells, the Park can accommodate all Manufacturing & Assembly and Logistics

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& Distribution businesses, with the aim of attracting more businesses with highly automated processes in the future.

**13. Would there be any non-compete protection for tenants operating whereby a competitor would be prohibited from acquiring a lease?**

On an industrial basis, there has not yet been a discussion around non-compete protection as an overall offering on the Phoenix Park Industrial Estate. Should there be a justification behind this, based on the nature of operations of a particular tenant, InvesTT and e Teck will be open to that discussion.

**14. Would tenants be allowed to sublet land or building space to third parties?**

Yes, there is an allowance in the lease for subletting. Tenants are required to operate within the areas that they have indicated in their applications for a specified time within the lease. Subsequent to this, there is some flexibility for subletting. The tenant to whom a portion of the land lot or factory shell would be sublet would need to continue within the ambit of Manufacturing & Assembly, Logistics & Distribution, or emerging technologies. This must be approved by the Park's LandLord, e Teck.

**15. Will there be restrictions for businesses who sublet from Park tenants?**

Businesses must operate within the broad categories of Manufacturing & Assembly, Logistics & Distribution, and emerging technologies. On a tenant-to-tenant basis, InvesTT and e Teck will have open discussions around the individual outlook for a particular business operation.

**16. Recreation space seems to be close in size to the space allotted to the Logistics & Distribution zone. What is the rationale for this?**

The recreation space was part of the approval process for the Park as InvesTT and e Teck are cognizant of the environmental and community impact of the Industrial Park. The zoning for the Phoenix Park Industrial Estate is a guide that was implemented to give consideration to the various types of operations that will exist on the Park. This guide displays where liked-typed businesses can operate, Logistics & Distribution being one zone and the second being Manufacturing & Assembly. The areas allocated are not hard-and-fast but act as a guide. In-depth interactions with individual investors are required to determine the space and configuration requirements for each business. This will ensure a win-win solution for all investors.

**17. Will the Phoenix Park Industrial Estate met its completion date of December 2021?**

Yes. e Teck is in constant collaboration with the Design-Build Contractor, Beijing Construction Engineering Group (BCEG). All information available suggests that the Park

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will be completed on time and tenants will be able to take possession of factory shells/land lots in December 2021. Due to the high profile nature of the project and how important it is to Trinidad & Tobago and to the business expansion goals of tenants, InvesTT and e TeckK will continue to work with all stakeholders involved to assess the construction progress of the Park to ensure that a December 2021 completion date is achieved.