

SPEAKING NOTES

FOR

PRIME MINISTER P.J. PATTERSON

AT CANADIAN CLUB LUNCHEON

TORONTO, CANADA

FRIDAY, JUNE 4, 1999

APPRECIATION TO CANADIAN CLUB FOR HOSTING LUNCHEON AND PROVIDING OPPORTUNITY FOR DISCOURSE

SECOND OCCASION TO ENJOY PRIVILEGE

GREAT FEELING TO BE HERE- ESPECIALLY AT THIS TIME OF YEAR

AUDIENCE INCLUDES:

CANADIANS WITH WELL ESTABLISHED BUSINESSES
IN JAMAICA

CANADIANS WHO I HOPE WILL BE PERCEPTIVE ENOUGH TO SOON
DO LIKE WISE

JAMAICANS WHO HAVE ENGAGED IN BUSINESS, BOTH HERE AND IN
JA.

JAMAICANS WHO HAVE EXCELLED HERE, BUT ARE ALWAYS
COMING BACK SOON

NO MATTER IN WHAT GROUP YOU FALL,
YOU ARE HERE BECAUSE OF INTRINSIC INTEREST
IN JAMAICA

HEARTY WELCOME

WANT TO SHARE WITH YOU A FEW THOUGHTS AS TO THE
JAMAICAN BUSINESS ENVIRONMENT AND POLICIES AND
PROGRAMMES, TO EXPAND THE ECONOMY AND PROVIDE JOBS
FOR OUR PEOPLE.

ALL ARE AWARE OF RECENT PETROL TAX HIKE DEMONSTRATION
AT HOME..

EVERY COUNTRY HAS ITS FAIR SHARE OF PROBLEMS
SOME OF BORDER DISPUTE

YOU ARE CONCERNED ABOUT SEPARATISM

SO TOO JAMAICA

WE SHOULD SPEAK ABOUT THEM AND PLACE THEM
IN PERSPECTIVE

PURSUIT OF FISCAL PRUDENCE

REDUCTION OF FISCAL DEFICIT

INCREASED TAX ON PETROL RESULTED IN DEMONSTRATIONS

SECURITY FORCES INTERVENED RESPONSIBLY TO
MAINTAIN LAW AND ORDER

50 PERCENT ROLL BACK

NORMALITY RESUMED

WHAT WE SEEK TO ACHIEVE?

MACRO ECONOMIC POLICY GEARED TO GROWTH

STRATEGY TO PROMOTE INVESTMENT AND TRADE

DEVELOPMENT OF THE COUNTRY'S PHYSICAL, ECONOMIC
AND HUMAN INFRASTRUCTURE

SOCIAL POLICY AIMED AT ALLEVIATING POVERTY AND
ACHIEVING A BETTER QUALITY FOR THE JAMAICAN PEOPLE

THE CREATION OF A SOCIETY IN WHICH EVERY JAMAICAN
HAS THE OPPORTUNITY TO DEVELOP ONE'S POTENTIAL TO
THE MAXIMUM

THE ECONOMY

SINCE 1991, GOVERNMENT HAS FOLLOWED PROGRAMME OF ECONOMIC LIBERALISATION AND STABILISATION

PAST DECADE INVOLVED STRUCTURAL CHANGES

REMOVED EXCHANGE CONTROLS THE EXCHANGE RATE IS MARKET DETERMINED ABOLISHED PRICE CONTROLS

REMOVED IMPORT RESTRICTIONS

REMOVED CONSTRAINTS ON FOREIGN INVESTMENT
EG BOJ APPROVAL RIGHT TO ACQUIRE LAND

ACCELERATED PRIVATISATION

FINANCIAL SECTOR

OUR PROGRESS ON THE ECONOMIC FRONT HAS SUFFERED FROM SOME RECENT FALLOUT IN THE FINANCIAL AND INSURANCE SECTOR :

CAUSE

—A MIS-MATCH OF ASSETS AND LIABILITIES

WEAK MANAGEMENT

UNDUE SPECULATION IN REAL ESTATE

INDEED SWIFT AND DECISIVE ACTION HAVE AVERTED OUR GOING OVER THE PRECIPICE

FINSAC HAS ALREADY RETURNED SOME LEVEL OF STABILITY TO THE SECTOR

PROTECTED THE SAVINGS OF THOUSANDS

RATIONALISED THE NUMBER OF INSTITUTIONS

CREATED A SENSE OF SECURITY AND STABILITY

FINSAC RESTRUCTURING DIVIDED INTO THREE PHASES:

INTERVENTION

EQUITY INTERESTS ACQUIRED IN 10 FINANCIAL INSTITUTION
GROUPS
REHABILITATION
ENTITIES CAPITALISED

MERGERS

UNION BANK
INDEPENDENT LIFE

DIVESTITURE

NON-CORE BUSINESSES
HOTELS
REAL ESTATE
BANKS/INSURANCE COMPANIES

THESE AREAS REPRESENT INVESTMENT OPPORTUNITIES

INTERNATIONAL CREDIT RATING

BECAUSE ECONOMIC FUNDAMENTAL ARE GOOD:
LAST YEAR RAISED US \$ 250 MILLION ON
INTERNATIONAL MARKET
THIS YEAR GOING FOR ADDITIONAL
US\$ 400 MILLION

ADVISORS INDICATE GOOD CHANCE OF SUCCESS

JAMAICA HAS ALWAYS ENJOYED EXCELLENT
DEBT REPAYMENT RECORD
RENEWAL OF MOODY'S INTERNATIONAL
CREDIT OF BA3

CURRENT SITUATION

WE HAVE NOW ACHIEVED ECONOMIC STABILITY.

INFLATION

FOREIGN EXCHANGE RESERVES

REDUCTION IN CASH RESERVES RATIO

EMPHASIS

SUSTAINABLE ECONOMIC GROWTH

INFRASTRUCTURE

WE CONTINUE TO CONSTRUCT THE INFRASTRUCTURE WHICH IS VITAL TO SUPPORT ECONOMIC TAKE-OFF

MULTI MILLION UP-GRADE AND EXPANSION OF TRANSHIPMENT PORT

MAJOR EXPANSION OF BOTH INTERNATIONAL AIRPORTS

IMPROVED ROAD NETWORK WORK

NORTH COAST HIGHWAY

IMPROVED WATER AND SEWAGE

RESUSCITATION OF RAILWAYS

- **ELECTRICITY AND A TELECOMMUNICATIONS STRUCTURE WHICH IS COMPARABLE TO FIRST WORLD STANDARDS.**

THE INTERNATIONAL DIMENSION

IN THE PROCESS OF PLACING OUR ECONOMY ON A SELF-SUSTAINING PATH FOR THE FUTURE

WE HAVE BEEN DEVOTING OUR ATTENTION TO THE INTERNATIONAL ENVIRONMENT IN WHICH WE ARE COMPELLED TO OPERATE.

IMPORTANCE OF THIS EMPHASISED BY IMMINENCE OF THE NEW MILLENNIUM WITH ITS CHALLENGES AND OPPORTUNITIES FOR WHICH WE MUST PREPARE

SMALL DEVELOPING COUNTRIES CANNOT LEAVE OTHERS TO CHAMPION AND SAFEGUARD THEIR PECULIAR INTERESTS AND CONCERNS

HAVE TAKEN NOTE OF CANADA'S SUPPORTIVE STANCE IN FAVOUR OF THE NEED TO INTEGRATE SMALLER ECONOMIES INTO THE FTAA PROCESS

WISH TO URGE CANADA TO ADOPT SIMILAR POSITION RE
WTO REGARDING EROSION OF PREFERENCES

EG BANANA RULING

IT IS FITTING THAT CANADA CURRENTLY CHAIRS THE
NEGOTIATIONS FOR THE FREE TRADE OF THE AMERICAS
DUE TO BECOME A REALITY BY THE YEAR 2005.

JAMAICA IS PROCEEDING ON ALL FRONTS - DOMESTIC AS
WELL AS INTERNATIONAL, TO CREATE AN ENVIRONMENT OF
COMPETITIVENESS AND READINESS TO STAND ON OUR FEET
IN THE DEMANDING WORLD OF TOMORROW

NIP

**MOST IMPORTANTLY, WE HAVE DEVELOPED A NATIONAL INDUSTRIAL
POLICY, WHICH NOW SERVES AS A BLUEPRINT FOR THE FUTURE PATH
WE INTEND TO PURSUE, IN ORDER TO ACHIEVE OUR SOCIAL AND
ECONOMIC GOALS.**

**THE POLICY IDENTIFIES SEVEN CORE SECTORS FOR PRIORITY
ATTENTION AND WITHIN WHICH, CANADIAN BUSINESS
INTERESTS ARE INVITED TO SEEK OUT OPPORTUNITIES FOR
INVESTMENT.**

THE SECTORS ARE:

- **TOURISM, ENTERTAINMENT AND SPORTS**
- **TELECOMMUNICATIONS AND INFORMATION
TECHNOLOGY**
- **MINERALS AND CHEMICALS**
- **SHIPPING AND BERTHING**
- **AGRO-PROCESSING, FRESH PRODUCE AND
NATURAL FIBRES**
- **HORTICULTURAL AND MARINE PRODUCTS**
- **MANUFACTURING - APPAREL AND LIGHT
MANUFACTURES**

INFORMATION TECHNOLOGY

**AT THE PRESENT TIME, MUCH OF OUR EFFORT IS BEING DEVOTED TO
THE INFORMATION TECHNOLOGY SECTOR.**

OPPORTUNITIES ARE BOUNDLESS. WE ALREADY POSSESS MUCH OF THE REQUIRED TECHNOLOGICAL INFRASTRUCTURE.

WE ARE ALREADY EXPERIENCING AN ENCOURAGING RESPONSE IN THIS AREA AND PRESENTLY WE ARE CONSTRUCTING SOME 100,000 SQUARE METERS OF FACTORY SPACE TO ACCOMMODATE POTENTIAL INVESTORS.

TOURISM

- **IN TOURISM— ENTRY OF :**

RITZ CARLTON

HILTON

RUI GROUP - SPAIN

RECENT PETROL TAX HIKE PROTESTS CAUSE TEMPORARY SETBACK TO THE RECORD GROWTH WHICH WAS BEING EXPERIENCED

MARKET HAS NOW STABILISED AND RETURNING TO FORMER LEVELS

REMAINS A MAJOR GROWTH AREA OF ECONOMY, NOTWITHSTANDING

POTENTIAL STILL LARGELY UN-TAPPED

DEVELOPING NEW PRODUCTS

BUILDING 2500 ADDITIONAL ROOMS OVER NEXT 24 MONTHS

DEVELOPING ECO- AND HERITAGE TOURISM TO ENHANCE ATTRACTIVENESS OF SOUTH AS NEW DESTINATION AND GROWTH CENTRE

MAKING GREATER EFFORT TO ESTABLISH LINK BETWEEN TOURISM AND SPORT

EDUCATION

TO MEET THE CHALLENGES OF THE NEW MILLENNIUM

WE ARE FORGING AHEAD WITH AN AGGRESSIVE EDUCATION PROGRAMME WHICH IS DESIGNED TO PRODUCE A POPULATION, CAPABLE AND EQUIPPED TO MEET THE CHALLENGES OF THE FUTURE AND THE REQUIREMENTS OF THE LEVEL OF ECONOMIC DEVELOPMENT WHICH WE HAVE TARGETED.

NEW MILLENNIUM PROJECT---HERITAGE TOURISM -
TO BRING MAJOR DEVELOPMENT TO PORT ROYAL, SPANISH
TOWN--and DOWN TOWN KINGSTON TRIANGLE

OVERSEAS INVESTMENT

WE BELIEVE WE ARE GETTING THERE, BUT EQUALLY
OVERSEAS INVESTMENT

RECOGNISE THAT TO DO SO, WE WILL NEED A HIGHER LEVEL
OF OVERSEAS INVESTMENT -SOME OF IT FROM OUR OWN
OVERSEAS NATIONALS.

WE NEED THIS INVESTMENT IN ORDER TO ACHIEVE THE
REQUIRED LEVELS OF ECONOMIC GROWTH, WHICH CAN
PROVIDE JOBS FOR OUR PEOPLE.

DELIGHTED THAT OUR LONG ESTABLISHED CORPORATE
CITIZEN BNS PROPOSES TO CONSTRUCT A 45,000 SQUARE FT
BUSINESS SUPPORT CENTRE IN THE NEW KINGSTON AREA AT
A COST OF US\$25 MILLION

HOPE CONSTRUCTION WILL BEGIN SHORTLY FOR
COMPLETION WITHIN 15 MONTHS

JAMAICA IS RIPE FOR INVESTMENT

IT IS AN IDEAL LOCATION FOR CANADIAN INVESTMENT

I WOULD WELCOME AND SUPPORT CANADIAN INVESTMENT
MISSIONS

RESULTING FROM THE CURRENT RESTRUCTURING OF THE FINANCIAL
SECTOR, THERE ARE NOW SOME VALUABLE ASSETS AVAILABLE FOR
IMMEDIATE DIVESTMENT.

WITHIN THE AMBIT OF THE NIP, SEVERAL INVESTMENT PROFILES HAVE BEEN DEVELOPED.

THESE ARE AVAILABLE FOR STUDY BY THOSE WHO WOULD WISH TO JOIN US ON OUR FORWARD JOURNEY.

WE ARE OLD FRIENDS

LET US GROW MORE PROSPEROUS TOGETHER

IT IS TO THIS JAMAICA, THAT I INVITE YOU TO EXPLORE YOUR OWN NEEDS, FOR THE QUALITY AND DEPTH OF OFF-SHORE INVESTMENT OPPORTUNITIES, WHICH CAN HELP YOU TO REALISE YOUR OWN ECONOMIC OBJECTIVES.

JAMAICA AWAITS YOUR EXPRESSIONS OF INTEREST AND STANDS READY TO WORK WITH YOU, TO ENSURE THE SPAWNING OF MUTUALLY PROFITABLE BUSINESS ENDEAVOURS, FROM WHICH OUR RESPECTIVE COUNTRIES CAN DERIVE MAXIMUM RETURNS.
