



FreeZoneAruba

Open your world to new opportunities

General
Information



ax Free

Business Travel

Fragrances



Duty and Tax Free



Welcome to Free Zone Aruba

Thank you for your interest in the Free Zone of Aruba, your gateway for worldwide business. We are primarily a 'one-stop-shop' address to facilitate international business.

In this brochure you will find an overview of the benefits of the Free Zone, how to set up a company as well as other relevant information regarding Gateway Aruba.

We sincerely hope it will provide you with a general understanding of the Free Zone of Aruba, our operations and ways to improve your competitive position.

If you wish to obtain detailed information feel free to contact us or keep in touch with us via **LinkedIn**, **Facebook**, **Twitter** or **Skype**.

It will be a pleasure doing business with you.

Yours sincerely,

Free Zone Aruba (FZA)

Aruba, May 2014

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The Aruba Free Zone

The Free Zone of Aruba offers a multitude of possibilities for your business. If you wish to increase your export activities or expand your business, the Free Zone offers many opportunities. In recent years there has been an increasing interest from European and North American businesses that want to make use of commercial opportunities in the Caribbean and Latin America.

Gateway to growing markets in South America

The growing consumer market in South America offers great possibilities for quality consumer goods and innovative technology. If companies already have existing investments in different countries, the Free Zone of Aruba is the ideal location to open a regional office.

Sales & marketing, training, maintenance, research & development (R&D), or warehousing in the Free Zone offers great flexibility, security & added return on investment (ROI) for companies wishing to do business in Latin America.

Trade agreements

Another added benefit of operating from the Free Zone of Aruba are the possibilities offered by trade agreements.

Aruba has trade agreements with different countries for companies wishing to export their goods. Please contact us for more information.

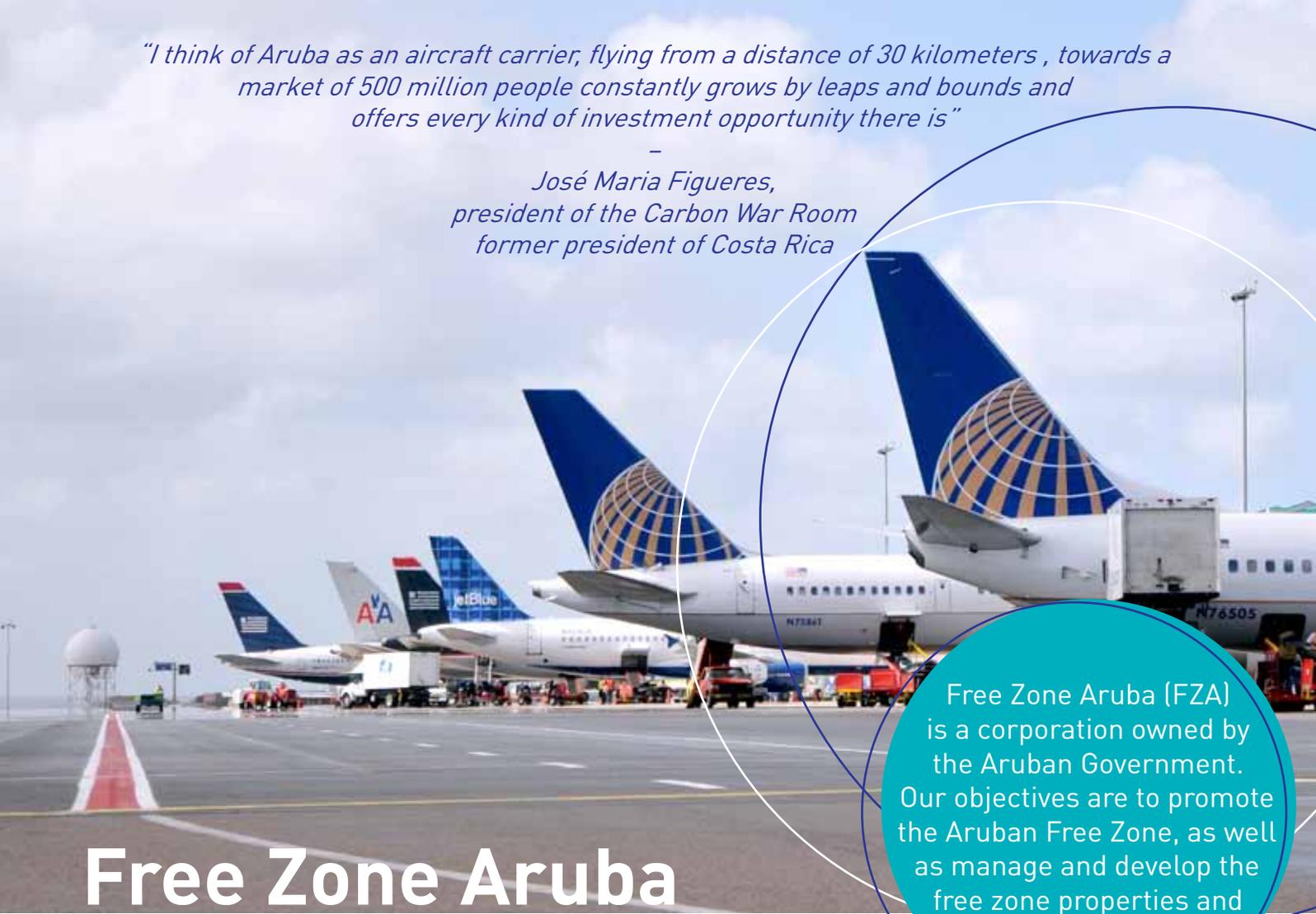
Niche markets and project development

We are currently promoting niche markets, such as companies needing a distribution hub and high-tech companies and countries wanting to showcase their goods to prospective buyers, saving time and money on both sides. The free zone masterplan has taken the expansion of all types of business into consideration. There is a large area available near the new port and airport for development.

Most countries offer special customs and/or tax controls to attract export oriented businesses. Think of Foreign Trade Zones, Export Processing Zones, Industrial Parks, Logistic Zones, Economic Development Zones, etc. Aruba offers a multitude of possibilities using a single and simple term: the Free Zone.

"I think of Aruba as an aircraft carrier, flying from a distance of 30 kilometers, towards a market of 500 million people constantly grows by leaps and bounds and offers every kind of investment opportunity there is"

—
*José María Figueres,
president of the Carbon War Room
former president of Costa Rica*



Free Zone Aruba (FZA) is a corporation owned by the Aruban Government. Our objectives are to promote the Aruban Free Zone, as well as manage and develop the free zone properties and facilities.

Free Zone Aruba (FZA)

Our vision

"To be the primary business partner for trustworthy, successful, internationally operating companies that add value to the Aruban economy, by managing an attractive and secure free zone environment in a professional and dynamic manner."

Our three main goals:

Attract solid international investments

By means of a concession we issue the admission license and administrate the operating requirements. Our 'one-stop shop' model facilitates and accelerates the establishment of a client's company in the Free Zone. Using our network we can assist the client in a variety of ways.

Develop and manage attractive Free Zone facilities

We are constantly improving our services and facilities. With the development of the new Free Zone in Barcadera we offer a unique hub with the harbor and airport. This hub facilitates the smooth flow of goods and services.

There are flexible options to lease a warehouse or build your own. Project developers are invited to discuss construction proposals.

Promote a high class and world renowned free zone

Our regulations promote international business, the reputation of the Free Zone and our clients. The integrity system we developed and use meets the highest international standards and recommendations.

We work closely with the Aruban government and private institutions to develop the Aruba Gateway, and we are a key partner in organizing the Europe Meets the Americas conference.

Business

Opportunities

Almost all types of business activities are eligible for the free zone status, such as: international trade, industry and technology, global services or a combination.

International trade

Traditional trade in finished goods has been the most well-known type of free zone business.

The safety and security of the Free Zone of Aruba is of particular advantage for international trade activities. Some examples of international trade activities in the Free Zone are:

- Bulk import and export
- Freight consolidation and distribution
- Retail sales (to tourists)
- Drop shipments (or indent trade)
- E-commerce
- Showcasing

Industry and Technology

The Free Zones of Aruba offers excellent locations for the establishment of industrial and (green) technology based activities.

The Free Zone offers many opportunities for companies in the field of industry and (green) technology. Some successful free zone activities include:

- Processing and packaging
- Repair and maintenance
- Refurbishing
- Showcasing

Industry and technology companies operating in the Free Zone do not incur any import duties on packing- and raw materials, semi-manufactured products and components used in the production process. In some cases, construction materials may be brought in duty free.

Aruba is a **perfect location** to serve as your **showcase**, using the attributes that makes Aruba a tourist destination: top hotels, golf, restaurants and nightlife.

Showcasing products to potential **international buyers** can be of particular interest.

Global Services

The Aruba Free Zone is an excellent facility to provide services to the global market.

The modern free zone concept and multilingual Aruban population offers unique opportunities for different types of service companies to use Aruba as a Gateway.

All types of services geared towards foreign clients (excluding financial services) are possible in the Free Zone. Some specific free zone service opportunities:

- Digital media and telecommunications
- Professional, scientific, technical services and/or research
- Consulting, administrative and support services
- Sales and marketing
- E-commerce
- Showcasing
- Call centers
- Data centers
- Medical tourism
- Education and learning services
- Trade & logistics
- Other service activities



Are your activities not listed?

Please **contact us**, we are open to explore new business opportunities with you



Green Technology

The macroeconomic policy of the Government of Aruba is strongly focused on attracting, developing and implementing Green Technology. Several renowned institutions have set up facilities on the island to make use of the 'Green Gateway'.

The government of Aruba has implemented special benefits for companies operating in the field of Green Technology. Please contact us for more information.

Some examples of popular free zone activities include:

- Recycling
- Showcasing
- Research and development
- Green energy
- Sustainable aquaculture and agriculture

A successful example of Green Technology in the Free Zone of Aruba is the modern recycling facility combined with waste to energy technology. The energy is sold to the local utility company and other recyclable products are extracted and sold on the international market. The facility is also used as a showcase for the sale of the technology.

Project Development

We invite project developers interested in using available property in the Barcadera Free Zone to **contact us**. Different facilities need to be constructed for the development of the new Free Zone. We have prime long-lease land with ocean/harbor view available for the construction of facilities. This 40 hectare (111 acres) property is an ideal showcase location. The new Barcadera Free Zone is located in a growing industrial area, adjacent to the harbor and not far from the Reina Beatrix airport.

Architects and designers with creative and sustainable solutions are welcome to discuss their ideas. We are open for suggestions.

Development examples:

- The construction of facilities for startup free zone businesses. This could be warehouses, offices, showcases, etc.
- Developing your own free zone facility with rental possibilities for other free zone companies.
- An International Commerce Center operating as a high tech showcase. Countries and companies from all over the world will showcase their goods, in many cases the newest technological developments. Besides attracting businessmen to arrange their meetings and sales on Aruba, it will offer a unique tourist attraction.
- Other possibilities or a combination of the above mentioned.





You can improve your **competitive edge** by establishing your company in the Free Zone of Aruba.

If you are an **international** trading, industrial, technology company or offer services to **international customers**, then the **Aruba Free Zone** can offer **extensive advantages**.



Free Zone Benefits

The government of Aruba is currently developing and promoting Aruba as a Gateway. To develop the 'smart and sustainable' economy, special incentives have been implemented for companies with value added potential wishing to establish their business in Aruba. Businesses active in different fields may enjoy major additional (financial) benefits.

A free zone company in Aruba enjoys major benefits:

Benefits of doing business in the Aruba Free Zone

- 2% tax over all profits generated from free zone activities
- 0% import duties and excises on goods and equipment
- 0% turnover tax over the turnover generated from free zone activities
- 0% dividend tax
- Exemption foreign exchange commission on foreign currency payments

Other business benefits

- Full foreign ownership
- Exemption from the Business License Act
- No minimum investment required to start up a free zone business
- A US dollar account at a local bank ensures efficiency in payments
- Local sales possibilities
- Flexible construction & location possibilities
- Refund for free zone cargo

Will your company help develop Aruba as a sustainable country and/or promote Aruba as a gateway? Please **get in touch**, our Account Executives are always happy to help.

Services to Companies

We are proud to offer a wide selection of services to our clients operating from the Free Zone of Aruba.

Our efficient admissions procedure is part of the one-stop shop approach developed for companies wishing to do business in the Free Zone.

Facilities

We offer warehousing and office spaces for rent at very competitive prices. There is also the possibility to construct your own facilities at the Barcadera Free Zone. Read more about our facilities in the chapter 'Locations and Facilities'.

Exhibitions and international contacts

We actively promote the Free Zone and the opportunities the Aruba Gateway has to offer. On a regular basis we participate in business-oriented exhibitions, events and conventions. Our free zone clients are given the opportunity to profile their business. Where possible, FZA assists in arranging matchmaking sessions when foreign business delegations visit Aruba.

Business opportunities

We are often contacted by international businesses offering business opportunities. We are happy to pass this information on to our clients. We are also constantly online and up to date about the latest business developments on national and international levels.

Government

If our clients need advice in dealing with Customs, requesting long-lease land, etc. we are happy to assist you. Our extensive network of contacts is available for our clients and our account executives are always at your service.

Questions and requests

Our clients can request information regarding trade regulations, market information, etc. and we will help where we can. We can help the client open up new opportunities. As an example, we have teamed up with our clients to introduce new international payment methods on Aruba.

Maintenance and security

We do our utmost to maintain and improve our facilities and provide a safe, secure and accessible business environment.

Client area

We have developed an online client area for companies operating in the Free Zone. In this platform we share news, articles, business opportunities, etc.

Are you interested in setting up a free zone company? Please take a look at the chapter '**Setting up a Company**' in the Free Zone of Aruba.

Costs and Fees

All services provided by Free Zone Aruba (FZA) in relation to the admissions procedure are free of charge. However, there are a few operational costs and fees.

Startup costs

The startup costs includes notary charges. These are paid directly to the notary to incorporate a corporation (NV) or limited liability company (VBA). The current notary charges are about Afl. 3000,- (+/-US\$1700,-).

Operational costs

Once the company has been admitted to the free zone, certain fees apply.

Freezone Facility Charge

Once a free zone company is admitted to the Free Zone it is required to pay a Freezone Facility Charge (FFC). The FFC is charged based on a bracketed system, which is shown in the following table.

Turnover amount in Afl.	FFC
0 - 100,000,000	0.75%
100,000,001 - 150,000,000	0.20%
150,000,001 - 200,000,000	0.10%
200,000,001 and higher	0.01%

(US \$ 1 = Afl. 1.79)

The FFC table is divided in four turnover brackets, with a lowered FFC percentage for each bracket. The higher the turnover amount, the less FFC is paid in proportion to the company's revenues. The FFC will be charged on a monthly basis, figured over the previous month.

We use the FFC to cover the costs of various facilities and investments, such as security, maintenance, marketing, promotion and further development of the Free Zone.

If you would like to receive more information about pricing of warehouse, offices or construction plots, please **contact us**.

Locations and Facilities

The Aruba Free Zone currently consists of two designated areas in Bushiri and Barcadera. We offer warehouses for rent or access to long-lease land to construct your own facility at the new Barcadera Free Zone.

Bushiri Free Zone

The Bushiri Free Zone is operational since 1999. It covers an area of approximately 9 hectares (22 acres) and is situated a very short distance from the Oranjestad harbor. The distance between the Bushiri Free Zone and downtown Oranjestad is approximately 2 km (1 mile); the distance to the international airport is approximately 5 km (3 miles).

In the Bushiri Free Zone we have warehouses and office spaces available.

Warehouses

The standard warehouses at the Bushiri Free Zone are on average 300 square meters (3,200 square feet). The floor to ceiling height is 5.5 meters (18 feet) measuring from the lowest point and 7.5 meters (24 feet) measuring from the highest point.

The units are suitable for storage of goods or for industrial activities and can be rented on a yearly basis. All units have standard utilities such as electricity, water and toilet facilities.



Bushiri Quick Facts

- Covers area of 9.2 hectare (22 acres)
- 7000 square meters (75,000 feet) of warehouse space
- Approximately 5 hectare (12 acres) of open-air storage space
- Office and showroom spaces
- On-site custom services and 24-hours security

Office spaces

The office spaces at Bushiri Free Zone are different sizes and convenient for all types of service-oriented business activities. The units may also serve as a showroom space.

The office spaces are ready-to-use facilities, with:

- air conditioning
- carpeting
- blinds
- standard telephone/fax/small network lines
- alarm monitoring access doors
- intercom system
- use of general areas such as bathrooms and kitchenette.

Interesting in setting up your business in the Bushiri Free Zone?

Please **contact us** for more information.



Barcadera Free Zone

Masterplan Free Zone Barcadera



Barcadera Quick Facts

- First phase area covers 40 hectare (111 acres)
-
- Industry and Technology zone: 12 hectare (29 acres) of land available for development
-
- International trade zone: 12 hectare (30 acres) of land available for development
-
- Global services/showroom zone: 20 hectare (50 acres) of land available for development
-
- Adjacent to airport and Barcadera harbor

The new Barcadera Free Zone offers a multitude of possibilities for companies wishing to do business in the Free Zone. We have prime land with ocean view available for constructing facilities.

This property is an ideal showcase location. The new Barcadera Free Zone is located in a growing industrial area, adjacent to the new cargo port at Barcadera and approximately 3 km (2 miles) east of the international airport.

Lease land for construction

At Barcadera Free Zone there are ready-to-build sites available for business activities that require custom-made buildings. The Barcadera area is roughly divided into three sections: Industrial and Technology zone, International Trade zone and Global Services zone.

Acquiring the right of long-lease land for the construction of buildings at Barcadera Free Zone goes through the Department of Infrastructure and Planning (DIP). Please **contact us** for more information.

Interested in setting up your business in the Barcadera Free Zone? Please **contact us** for more information.



Our experts do the heavy lifting for you,

Working with different government departments, notaries, banks, legal and tax advisors in order to quickly set up your free zone business

Setting up a Company

Do you see potential in the business opportunities offered by the Free Zone of Aruba? We offer a one-stop shop approach to have your business up and running as soon as possible. Our team is ready to help you and guide you through the admission process, making it easy and efficient.

After you get in touch with us, you will be referred to an account executive who will assist, guide and support you through the various procedures. To start with the admission procedure, your account executive will make a preliminary assessment of the proposed type of

business activities and how your requirements can best be met. This can take place in person, by phone, fax or email.

The admission procedure is as follows:

1. Contact Free Zone Aruba (FZA)

We advise anyone interested in establishing a company in the Free Zone of Aruba to contact us first. We will take a look with you to see if your business fits the free zone concept and how we can meet your needs for particular facilities (such as location, public utilities and operational support).

2. Sign pre-admission agreement

If you decide to go ahead with the application, a pre-admissions agreement will be signed. This document regulates the information necessary to complete the admissions.

3. Submit business information and legal documents

A business plan and personal data are needed to assess the establishment of your free zone company.

4. Formal admission

When the necessary documents have been submitted, reviewed and approved, your free zone company is formally admitted to the Free Zone by means of an admissions license and contract.

We will issue the admissions license, and after signing the contract, your company is ready to start!

If you would like to receive more information regarding the admissions procedure, please **contact us**.

Do you see potential in the business opportunities offered by the Free Zone of Aruba?

*If you would like to receive more information regarding the admissions procedure, please **contact us**.*

Local representation

If the managing director is a non-resident, a local representative needs to be appointed. Please contact us for more detailed information regarding local representation.

Intermediary services

We are committed to guide you in a professional manner and work closely with different government departments, notaries, banks and legal, tax and financial advisors.

We can facilitate in the process of obtaining long-lease property if you wish to construct your own facility.



Aruba

Aruba is world-renowned as the perfect location for a high-class vacation experience. And, Aruba is also the perfect place to set up a business operating on an international scale.

All the characteristics that have made Aruba a tourist destination are in fact components that make it a successful international business destination: location, safety and security, multilingual and highly educated workforce.

Location

Aruba is located in the southern Caribbean, just off the northern coast of South America, at the center of many world trade routes. It has a unique position as the most westerly of the OCTs (Overseas Countries and Territories, holding a special status within the European Union) in the Caribbean. An ideal place in the east-west, north-south trade corridors.

Aruba is 19.6 miles (30 km) long and 6 miles (9 km) across, at its widest point, with an area of approximately 70 square miles (184 square km).

Ideal business location

Aruba is a well-developed island with a high standard of living, and has a lot to offer both vacationers and business investors. In fact, many of the foreign residents on the island first came to Aruba as a tourist and then decided to set up a business.

Tourist and business destination

The pillars of the Aruban economy are tourism, manufactured exports and offshore financial services. Tourism is the island's principal industry, employer and foreign exchange earner.

Constant warm weather and some of the most beautiful beaches in the world attract over one million visitors a year, mainly from Europe, North and South America. Hotel capacity has expanded fivefold since 1985 and will continue to grow in the coming years to meet the market demands.

Aruba's characteristics create a "total package" as a tourist and business destination: safety, location, living environment, business environment and infrastructure.



Queen Maxima dancing with an Aruban carnival dancer to our local carnival music during a Dutch Trade Mission in Brazil.

*Follow those that have discovered the key to the perfect environment:
Bring Your Business to Paradise (B2P).*

Aruba, the Kingdom of the Netherlands and the European Union

As a part of the Dutch Kingdom, Aruba offers a multitude of benefits to establish your business.

Aruba positions itself as a gateway for business between Europe and the Americas in cooperation with the Netherlands. Both countries signed a protocol in 2011 to promote the Gateway concept. Aruba is the Kingdom's neighbor in Latin America.

With the opening of the Europe House in 2011 in Aruba, the partnership between Aruba and the European Union is expanding. As an example of the partnership, Aruba and Europe are working on implementing a strategic European pre-clearance system at the airport.

Aruba 2020

Aruba's aim is to become independent from fossil fuels by 2020. The government of Aruba is working together with the renowned Dutch research institute TNO, which opened a Caribbean branch on the island in 2011, and with Richard Branson's Carbon War Room.

The opening of the first solar park and second windmill park will further increase the use of renewable energy.

The 2020 vision not only enables Aruba to become more sustainable, but it also contributes to the creation of a knowledge economy and high-tech employment. Aruba furthermore will serve as a showcase for sustainability for other countries.

Aruba offers attractive incentives to companies operating in the field of sustainability, wishing to do business in and from Aruba. Please contact us for more information.

Safety

Aruba has a very low crime rate and the island breathes a general sense of security. This has been and is an important contributing factor to the steady growth in tourism. Safety is also of great importance to the business community in general and particularly for those using Aruba as a distribution hub.

The island lies outside the hurricane belt and therefore usually avoids the effects of tropical storms.



Business climate

Aruba offers a stable, business-friendly legal system and unique trade possibilities with the Kingdom of the Netherlands and the European Union.

The population of Aruba enjoys one of the highest levels of education and per capita income in the region, and the quality of life is high.

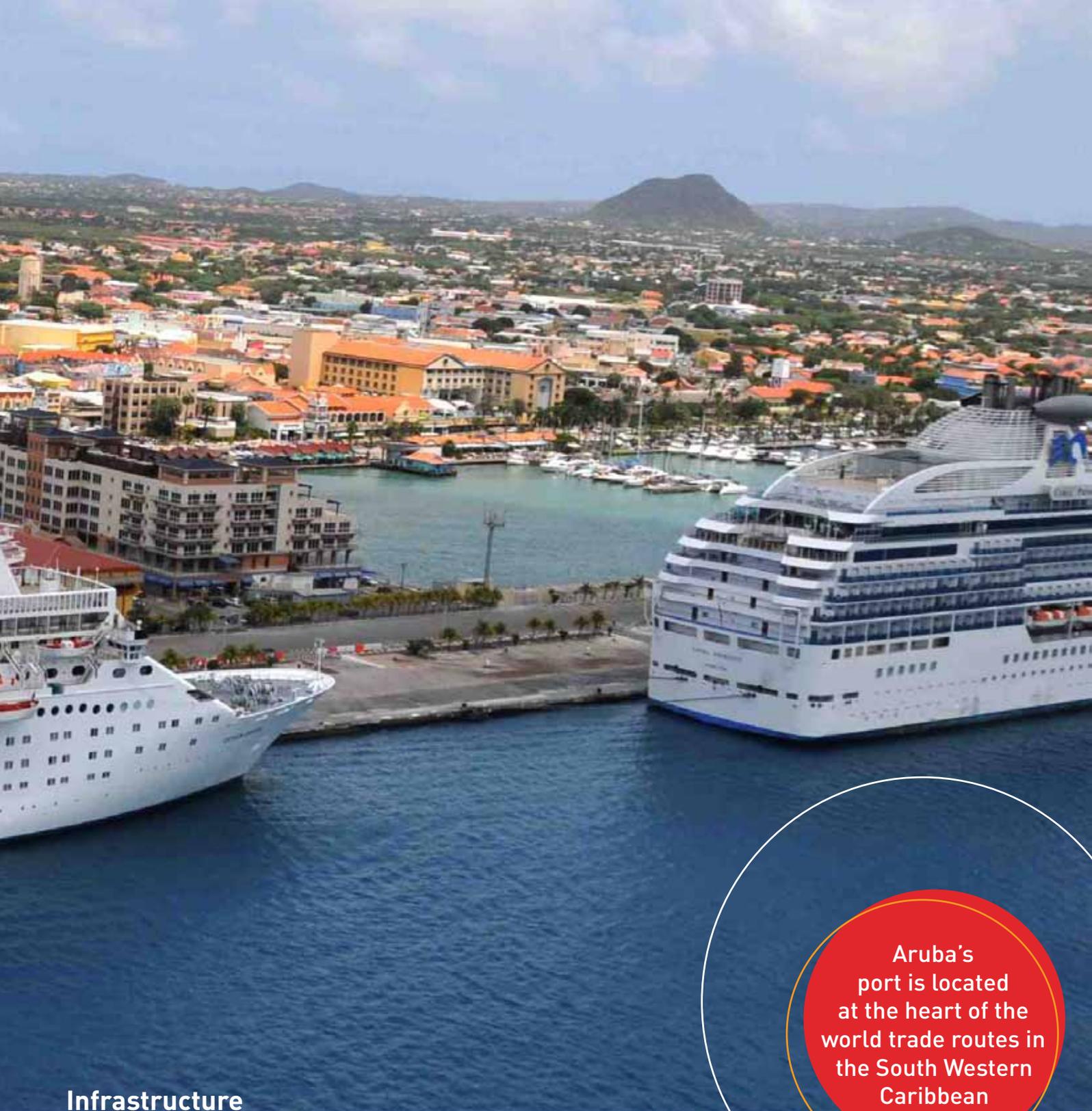
The fact that Aruba is tourism-oriented has many benefits for the business community:

Service oriented – Friendly – Multi-lingual –

24/7 economy – Excellent international connections

The banking system is sound and complies with the highest international standards, and US dollar accounts may be opened. There are incentives in place for certain types of investment and businesses.

Aruba prides itself on offering integrity, quality and reliability. These qualities have already made the island a #1 tourist destination.



Aruba's port is located at the heart of the world trade routes in the South Western Caribbean

Infrastructure

Port

The **Port of Aruba** has modern facilities. The cruise port will soon be enlarged and upgraded, after the commercial harbor moves to just east of the airport. This close location, together with the Free Zone, will create a unique hub for air/sea cargo.

The port complies with international security regulations (ISPS), securing its position in the region.

Airport

The **Reina Beatrix International Airport** offers modern passenger and cargo facilities and there are (multi) direct daily flights to Europe, the US and Latin America. The airport proudly offers US Customs and Border Patrol (CBP) preclearance, which vastly facilitates traveling to the US. Currently, the airport is working on a preclearance system for the European Union as well. The first phase of this project will be realized very soon.

Aruba

Facts & Figures

 CAPITAL Oranjestad 12°31'N 70°1'W	 SIZE Aruba is 193 square kilometers	 CLIMATE Tropical 82°F (28°C) average temperatures	 TIME ZONE Time zone is Atlantic Standard Time (AST)	 POPULATION Approximately 108 thousand citizens.	 GDP US\$ 2.5 billion. Projected growth: 3.1% in 2013-2014	 GOVERNMENT Government type is Parliamentary democracy.	 LANGUAGE Dutch (official) Papiamento (local language) English, Spanish
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[STEPPING STONE TO LATIN AMERICA]

Aruba
'The EU in the Caribbean'

- ▶ Knowledge hub for EU businesses entering LatAm.
- ▶ Easy access to LatAm from a central location.
- ▶ Safe and convenient place for warehouse and parts storage.
- ▶ Aruba is part of the Kingdom of the Netherlands this guarantees a stable, business-friendly legal system.

[STEPPING STONE TO NL AND EU]

Aruba is the perfect hub for businesses wanting to enter European or USA markets.

- ▶ Aruba is part of the Kingdom of the Netherlands and this presents unique trade possibilities with the European Union.
- ▶ Trade agreements for import into EU countries. (OCT and CBI⁴)
- ▶ Aruba has Immigration Pre-Clearance for USA and soon for EU too - your business travel couldn't be more convenient!



 AIRPORT LANDINGS*	 NUMBER OF TOURISTS*	 SHIPS INTO PORT*
15,000 COMMERCIAL LANDINGS	▶ 582,000 NUMBER CRUISE VISITORS	▶ 500 TANKERS & OTHER CARGO VESSELS
5,500 NON-COMMERCIAL LANDINGS	▶ 904,000 NUMBER STAYOVER VISITORS	▶ 300 CALLS
20,500 TOTAL LANDINGS	▶ 1,486,000 TOTAL VISITORS	

IMPORT & EXPORT³ IN 2011

1.2 Billion USD of Imported Goods. *Top Goods.*

FOOD PRODUCTS ▲	MACHINERY & ELECTRO ▲	CHEMICAL PRODUCTS ▲
\$228 Million	\$211 Million	\$114 Million

147 Million USD of Exported Goods. *Top Goods.*

FOOD PRODUCTS ▲	PEARLS & PRECIOUS STONES ▲	ART OBJECTS ▲
\$116 Million	\$7.3 Million	\$4.8 Million

TOP TEN IMPORT COUNTRIES



TOP TEN EXPORT COUNTRIES



ARUBA AS YOUR GATEWAY. WHY ARUBA?



THE PERFECT MEETING PLACE

- Central location easy to reach from both EU and Latin America.
- ✈ **Direct flights from EU:** The Netherlands, U.K. Sweden.
- ✈ **Direct flights from Latin America:** Colombia, Brazil, Venezuela, Panama, Ecuador.

SUSTAINABLE ENERGY

Did you know Aruba is probably the most sustainable place in the Caribbean and South America?



- ▶ In 2020 Aruba will be **100% fossil fuel free**.
- ▶ Aruba is collaborating with the Carbon War Room and TNO².
- ▶ Green certification program through TNO.



- ▶ **Windmill park provides 15%** of the total energy capacity for the island.
- ▶ Green Zone - Smart offices under construction.



THE OPPORTUNITY FOR SUSTAINABLE TECHNOLOGY

LATIN AMERICA	Increasing market for sustainable technology and ideas.	HOLLAND	Has the technology and 'know how'.	ARUBA	The sustainable knowledge hub. Ideal conditions for wind and solar technology testing.
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GREEN GATEWAY

FREE ZONE ARUBA



Aruba provides a link between North and South America and EU where you find:

- ▶ National Innovation
- ▶ Investment Promotion
- ▶ Business Growth
- ▶ Empowered Consumers

1 MONTH

The average time from intake to having your business up and running in the Free Zone Aruba.

2%

Profit Tax. Ideal for Trade, Technology, Services, Ecommerce.





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