



## SPACE FOR GROWTH



## Creating Economic Zones for Development

### This is e Teck now

Evolving TeckNologies and Enterprise Development Company Limited has refocused its mandate to reflect a new energetic, visionary role in the development of modern economic zones (EZs) in Trinidad and Tobago. Our legacy spans over 11 years in industrial park development and management, of which we are proud. Our EZs continue to facilitate a significant portion of business and manufacturing services for the non-oil and gas sectors, a critical element in growing national GDP and driving economic diversification. To stay relevant in the 21st century and meet the present needs of our country, investors and customers, e Teck has redefined its role to be a more commercially viable organisation that offers customer-centred solutions. This new approach, driven by our core values, is anchored in the tenets of transparency, accountability and meaningful partnerships. Our experienced team of expert planners, project managers and property officers are unsurpassed in the business of industrial real estate development and management. We are now better positioned to deliver a level of service that will exceed our clients' expectations making us a bold, confident leader in business and industrial space solutions.

"This new approach, driven by our core values, is based on the tenets of transparency, accountability and meaningful partnerships."





SPACE FOR GROWTH

## Park Management Reform: Improving our Legacy



"It is evident that e Teck is making all efforts to offer quality customer service to its Tenants. We welcome this partnership"

- President, IETA

More than 11 years after its establishment in 2003, e Teck continues to transform the industrial landscape of Trinidad and Tobago. e Teck now manages 21 Industrial and Business Parks that covers an estimated 2,915 hectares of land area, providing 630,000 square metres of ready-built space for its 323 businesses. We have also listened to our Tenants' requests for greater flexibility for their operations and have taken action. We have revised our 30 and 99 year leases, as well as our Tenant Guidelines. Collectively, these service offerings translate positively to our Tenants' ease of doing business with respect to warehousing and distribution, availability of commercial showrooms, accessibility to park amenities, parking services and acquiring loans. Additionally, the introduction of park

management companies in 2014 will provide our Tenants with greater control in the management and maintenance of their spaces.

Beyond these improvements, we know that attractive rates and flexible tenancy options are not enough. Our tenants expect better customer service. And in response to this, we have increased the accessibility of our property officers to a mandated 3- park visits per week, per officer and have forged partnerships with our Tenants and the Industrial Estate Tenant Association (IETA) in collaborative problem solving. Accessibility, reliability and delivery on time drive our approach to quality customer service and care.

## Tamana InTech Park- Open for Business



Flagship Building, Tamana InTech Park

"Tamana's strong environmental focus provides the space for Tenants to achieve economic gains while minimizing their carbon footprint."





SPACE FOR GROWTH

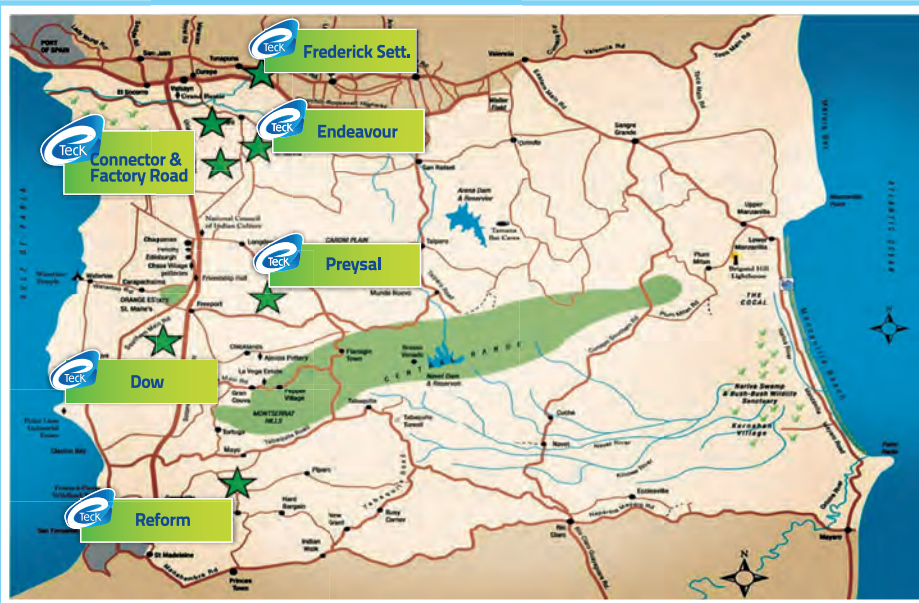
Tamana InTech Park, the first and largest Science and Technology Eco-Business Park is now open for business. Master-planned by e Teck to preserve the environment and efficiently utilize resources, Tamana's strong environmental focus provides the space for Tenants to achieve economic gains while minimizing their carbon footprint.

Phase One of the 1,100 acre park facility is complete. Immediately available for companies involved in ICT/ Business Process Outsourcing, High value manufacturing, Clean Technologies and Business Services, are 21 lots and the sustainably designed 4-storey Flagship Office Complex. Land lots have the necessary approvals from the local authorities and range from 2,800 to 83,700 square meters per lot, while the "green" Office Complex offers 11,000 sq. meters of competitively priced lease space.

With flexible incentive packages for first time movers, e Teck's Tamana InTech Park is the ideal location for companies seeking competitive spaces to advance their globalization strategy or locate their nearshore operations.



## Space Solutions for the 21st Century



"These business and industrial spaces are envisioned to stimulate the establishment of approximately 300 to 400 businesses."

the management and development of industrial parks ensures that these modern EZs are delivered on time and at optimal cost.

As part of our commitment to forging collaborative relationships to facilitate the smooth and on-time delivery of these Economic Zones, e Teck has begun its stakeholder engagement process. Consultations with key stakeholders, including Government ministries, regulatory agencies, representatives of the business community, non-governmental organisations, community-based organisations and other key partners, are already in progress and are expected to continue over the next three (3) months.

A key feature of e Teck's new business direction is mirroring the vitality, discipline and creativity of the economy. There is a demand for just over 800 acres of space for the manufacturing and service industries. To address this need e Teck will soon commence development of seven new, state of the art economic zones totaling 663 acres of leasable space.

These business and industrial spaces are envisioned to stimulate the establishment of approximately 300 to 400 businesses and 10,000-15,000 jobs outside of the oil and gas sector. Our experience in





SPACE FOR GROWTH

## Managing Hotel Assets: Achieving the 4-Star Standard



Magdalena Grand, Golf and Beach Resort

e Teck has a long-standing record as a property management and infrastructure development powerhouse. The refurbishment of the Hilton Trinidad and Conference Centre and transformation of the Hilton Tobago to the critically acclaimed Magdalena Grand Beach and Golf Resort have maintained and sustained the economic viability of these 4-star hotels as modern, commercially viable spaces.

Our infrastructural upgrades to the Hilton Trinidad Hotel asset in a bid to maintain its 4-star standard, coupled with our on-going fiscal oversight of the Hotel's operations, have yielded results. In the last year alone, e Teck's revenue (site rental) from Hilton Trinidad Hotel increased by over 25%. We continued this trend of asset transformation with the refurbishment and opening of the Magdalena Grand to 4-star standard in May 2012.

"This hole-in-one move has improved the resort's service offerings and overall marketability, resulting in a 52% increase in revenue from the hotel."



Hilton Trinidad Hotel and Conference Centre

e Teck furthered its investment in the Magdalena Grand in 2013 with the acquisition and refurbishment of the 750 acre, 78-par, 18-hole golf course surrounding the resort.

This hole-in-one move has improved the resort's service offerings and overall marketability, resulting in a 52% increase in revenue from the hotel. e Teck's achievements in transforming hotel spaces are significant and undoubtedly contribute to satisfying our company's mandate of diversifying Trinidad and Tobago's economy for sustainable development by advancing the non-energy sector, in this case the tourism sector.