

WAVERLEY GATEWAY GUIDE

Connecting International Capital with Emerging & Frontier Markets

SAINT LUCIA

America Caribbean

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WHERE AND HOW TO ENTER

KEY INVESTMENT LOCATIONS

Location / Region	Strategic Importance	Priority Sectors
Castries (capital & cruise port)	Seat of government and the island's main port, now the site of a 30-year, EC\$163 million cruise-infrastructure concession to Saint Lucia Cruise Port (Global Ports Holding)	Port infrastructure, waterfront redevelopment, commercial real estate, retail
Soufrière and the Pitons area	Home to Saint Lucia's iconic volcanic Pitons and Sulphur Springs, and the site of an early-stage geothermal exploration project under consultation with international partners	Eco-tourism, boutique hospitality, geothermal energy exploration
Castries-Soufrière corridor (Millennium Highway / West Coast Road)	Subject of a ~US\$65 million, UK/CDB/government-financed climate-resilient road reconstruction serving roughly 83,000 residents, targeted for completion September 2026	Climate-resilient infrastructure, construction, transport-logistics investment
Rodney Bay and the north tourism corridor	Saint Lucia's principal resort and marina belt, central to the island's main foreign-exchange-earning sector	Hotel and resort development, marina and yachting services, hospitality management
CBI-linked real estate developments (islandwide)	Real-estate projects financed through the Citizenship by Investment programme, now subject to the same EU-driven phase-out pressure facing four other OECS states, with a confirmed engagement process but no finalized Saint Lucia-specific deadline yet published	Real estate financing should be stress-tested against a 2028-horizon CBI phase-out scenario
Banana- and agriculture-producing interior	Saint Lucia's traditional agro-export base, relevant to ongoing agricultural diversification alongside tourism	Agriculture, agro-processing, food-security-linked investment
Hewanorra International Airport area (south)	The island's main long-haul air-access gateway, relevant to continued tourism-sector growth and south-island development	Aviation-support infrastructure, logistics, south-island tourism development

INVESTOR ENTRY ROUTES

- Invest Saint Lucia facilitation and fiscal incentives for qualifying tourism, manufacturing and agriculture projects
- Citizenship by Investment programme real-estate and enterprise-project routes, though now requiring explicit planning around the EU-driven 2028-horizon phase-out pressure facing the OECS's CBI states
- Public-private partnership participation in the ongoing cruise-port concession and climate-resilient road-infrastructure programmes
- Geothermal energy exploration and development partnership via the Soufrière project as it advances through consultation and grant-funded feasibility stages
- Regional integration via the Eastern Caribbean Currency Union's fixed XCD/USD peg and OECS/CARICOM market access

- Direct engagement with the Ministry of Finance on fiscal-reform-linked opportunities, including VAT-base broadening and corporate-incentive rationalization under the IMF-supported consolidation programme

MARKET-ENTRY OBSERVATION

Saint Lucia enters this review on a notably stable political footing: Prime Minister Philip Pierre's Saint Lucia Labour Party won a landslide re-election on December 1, 2025, taking 14 of 17 seats and reducing the opposition United Workers Party to a single seat, giving the government a clear mandate to continue its fiscal-consolidation and human-development agenda, including a newly introduced unemployment benefit. The fiscal picture is genuinely encouraging in parts: the primary balance has been in surplus for three consecutive years, and the IMF credits the government with real progress, even as total public debt (76.7% of GDP in 2024) remains well above the OECS region's 60%-of-GDP target and is not on track to reach it by the 2035 deadline under current policies.

Growth cooled in 2025 (1.7%, down from 4.7% in 2024) as stayover tourist arrivals fell 3.2% year-on-year through September, though the IMF expects a tourism-led rebound to 2.3% growth in 2026. On the CBI question facing five OECS states, Saint Lucia's government has taken a more actively engaged posture than some neighbors - Deputy Prime Minister Ernest Hilaire has met directly with EU officials, pointed to legislative strengthening and new "value metrics," and helped establish a regional CBI regulatory body - while still acknowledging that the European Commission's posture has hardened following its 2025 court ruling against Malta's investor-citizenship scheme. Saint Lucia has not published the specific terms of the EU's letter, leaving the precise deadline and conditions less publicly defined than in Antigua's or Dominica's case, but the underlying direction of travel is the same.

INVESTOR RISK & MARKET ACCESS

KEY ENTRY BARRIERS

Issue	Potential Impact	Possible Mitigation
EU-driven CBI phase-out pressure	Saint Lucia is one of five OECS states that received EU letters pressing for a wind-down of citizenship-by-investment programmes, and while its government has engaged more diplomatically than some peers, it has not disclosed a confirmed deadline or published the EU's letter	Treat CBI-linked investment on the same 2028-horizon planning assumption applied regionally; monitor Saint Lucia-specific announcements directly given the lack of published terms
Elevated public debt well above the regional target	Debt stood at 76.7% of GDP in 2024 and is not projected to reach the OECS 60%-of-GDP target by the 2035 deadline under current policy settings, despite three years of primary surpluses	Monitor the government's tax-reform and fiscal-rule implementation as a condition for longer-term fiscal-sustainability assessments on government-linked projects
2025 tourism softness	Stayover arrivals fell 3.2% year-on-year through September 2025, weakening overall growth before an expected 2026 rebound	Monitor tourist-arrival trends directly before committing to new hospitality capacity; favor diversified revenue models over pure arrivals-growth assumptions
Pending tax-reform implementation	IMF-recommended reforms - VAT-base broadening to include digital services, corporate tax-incentive rationalization, and fuel-tax reform - are still at the recommendation stage, creating near-term policy uncertainty for incentive-dependent projects	Engage Invest Saint Lucia and the Ministry of Finance directly on the status and timeline of pending tax-reform measures
Small, tourism- and import-dependent economy	As with most OECS states, heavy reliance on tourism arrivals and imported goods leaves the economy exposed to external demand shocks and commodity-price swings	Pair tourism investment with diversification into agriculture, geothermal energy and light manufacturing
Natural-disaster and hurricane exposure	The IMF flags natural disasters and climate change among the principal downside risks, consistent with the Eastern Caribbean's broader hurricane exposure	Build enhanced resilience standards and catastrophe insurance into coastal and tourism-sector project design, consistent with the climate-resilience framing of the current road-infrastructure programme
Early-stage geothermal project timeline	The Soufrière geothermal project remains in consultation and feasibility stages after years of incremental progress, reflecting the typical multi-year timeline for Eastern Caribbean geothermal development	Treat geothermal-linked investment as a long-horizon opportunity rather than a near-term commercial asset

INVESTOR RISK NOTE

Saint Lucia presents one of the more politically stable and fiscally credible profiles among the OECS states in this series: a freshly and decisively re-elected government, three consecutive years of primary fiscal surpluses, and a visible, donor-supported infrastructure pipeline (the cruise-port concession, the Millennium Highway/West Coast Road reconstruction) all point to genuine institutional momentum. The two risks that temper this picture are structural rather than acute: public debt remains well above the region's own 60%-of-GDP target with no clear path to meeting it by 2035, and the CBI programme faces the same EU-driven phase-out pressure affecting four OECS neighbors, even though Saint Lucia's government has engaged Brussels more openly and has not yet disclosed a confirmed deadline. Waverley's assessment is that Saint Lucia's underlying fundamentals justify continued engagement, provided CBI-linked financing is planned around the same regional 2028-horizon assumption used elsewhere and debt-sustainability progress is monitored against the government's own stated reform agenda.

MARKET ACCESS

Saint Lucia is an OECS and CARICOM member and participates in the Eastern Caribbean Currency Union, which has maintained a fixed 2.70 XCD/USD peg for decades, eliminating currency risk for USD-denominated investors. As a Commonwealth realm, it maintains historical trade and diplomatic ties to the UK (reflected in the UK Caribbean Infrastructure Fund's financing of the current road-reconstruction programme) alongside its CARICOM-based regional market access.

WHO SHOULD THE INVESTOR MEET?

INSTITUTIONAL LANDSCAPE

Actor	Why It Matters	Waverley Engagement Angle
Office of the Prime Minister (Philip J. Pierre, Saint Lucia Labour Party)	Sets overall government policy following the SLP's decisive December 2025 re-election, with stated priorities including a new unemployment benefit and continued fiscal consolidation	Primary counterpart for understanding policy direction and the government's human-development and fiscal agenda
Office of the Deputy Prime Minister (Ernest Hilaire, CBI portfolio)	Leads Saint Lucia's engagement with the EU on the CBI phase-out question and oversees the Citizenship by Investment programme's ongoing reforms	Essential counterpart for any CBI-linked investment given the programme's uncertain medium-term trajectory
Invest Saint Lucia	The national investment-promotion agency administering incentives and facilitation for qualifying tourism, manufacturing and agriculture projects	First point of contact for incoming investors outside the CBI-linked real-estate space
Ministry of Finance, Economic Development and the Youth Economy	Leads fiscal policy and the IMF-recommended tax-reform and fiscal-rule agenda central to the debt-sustainability outlook	Key counterpart for understanding fiscal-reform timelines and government-linked project viability
Saint Lucia Air and Sea Ports Authority (SLASPA)	Retains state ownership of port assets under the new cruise-port concession, overseeing Saint Lucia Cruise Port's EC\$163 million investment programme	Relevant counterpart for port-related and waterfront-redevelopment investment
Caribbean Development Bank (CDB) / UK Caribbean Infrastructure Fund	Co-financing the Millennium Highway/West Coast Road climate-resilient reconstruction programme alongside the Government of Saint Lucia	Relevant co-financing partners for qualifying climate-resilient infrastructure projects
International Monetary Fund (Article IV consultation)	Provides the authoritative independent assessment of Saint Lucia's fiscal and debt trajectory, growth outlook and risk balance	Key reference point for macroeconomic and fiscal-reform due diligence

CURRENT INTERNATIONAL BUSINESS CHANNELS

Invest Saint Lucia is the standard entry channel for most sectors, while CBI-linked real estate runs through programme-approved developers and agents engaging the CBI Unit under Deputy Prime Minister Hilaire's portfolio. The Saint Lucia Chamber of Commerce, Industry and Agriculture provides broader business-community networking, and infrastructure investors should expect to engage SLASPA and the Ministry of Infrastructure directly for port- and road-related opportunities.

INVESTOR PROFILE BEST SUITED

Saint Lucia suits investors seeking a politically stable, fiscally improving OECS market with a genuine infrastructure pipeline: hospitality and tourism developers (ideally on diversified, non-CBI-dependent financing), infrastructure investors engaged with the cruise-port concession or climate-resilient road programme, agriculture investors supporting the traditional agro-export base, and

patient capital interested in the early-stage Soufrière geothermal project. It is less suited to investors seeking a purely CBI-financed, short-horizon real-estate play, given the regional phase-out pressure affecting all five OECS CBI states.

FROM INTELLIGENCE TO ENGAGEMENT

STEP 1: Confirm the current status of EU-Saint Lucia CBI engagement directly

Engage the Deputy Prime Minister's office or CBI Unit for the most current, Saint Lucia-specific information, given that the EU's letter and any confirmed deadline remain unpublished.

STEP 2: Engage Invest Saint Lucia for non-CBI incentive structuring

Determine applicable fiscal incentives for tourism, manufacturing or agriculture projects independent of CBI financing.

STEP 3: Monitor tax-reform implementation

Track VAT-base broadening, corporate-incentive rationalization and fiscal-rule developments as they affect project-level incentive assumptions.

STEP 4: Align infrastructure-linked investment with current programmes

Engage SLASPA and CDB/UK Caribbean Infrastructure Fund counterparts directly for port- and road-infrastructure-linked co-investment opportunities.

STEP 5: Treat geothermal investment as long-horizon

Engage the Soufrière geothermal project's consultation process with realistic, multi-year timeline expectations rather than near-term commercial assumptions.

WAVERLEY'S ROLE

- Independent monitoring of Saint Lucia's EU-CBI engagement and any emerging confirmed phase-out terms
- Due diligence and introductions across Invest Saint Lucia, the Ministry of Finance and SLASPA
- Debt-sustainability and fiscal-reform-progress tracking relative to the IMF's recommended consolidation path
- Ongoing assessment of the Soufrière geothermal project and broader infrastructure-pipeline opportunities

INVESTOR CALL TO ACTION

Saint Lucia pairs a freshly mandated, fiscally disciplined government with a genuine infrastructure pipeline and the same regional CBI transition facing its OECS neighbors - Waverley can help investors engage the former while planning around the latter.

Political stability and fiscal discipline (3 years of primary surpluses) → regional CBI phase-out pressure (2028 horizon) → infrastructure- and diversification-anchored investment structuring

WAVERLEY INVESTOR INTELLIGENCE & OPPORTUNITY PIPELINE

Near-term opportunities concentrate in the cruise-port concession's waterfront-redevelopment components, the Millennium Highway/West Coast Road climate-resilient infrastructure programme (targeted for completion September 2026), non-CBI-financed tourism development in the Rodney Bay corridor, and early-stage Soufrière geothermal project participation. Pipeline visibility on CBI-linked projects will depend on Saint Lucia's still-undisclosed negotiations with the EU.

POSITIONING

Saint Lucia offers one of the more encouraging political and fiscal combinations in this series: a decisively re-elected government, three consecutive years of primary surpluses, and a visible, donor-backed infrastructure pipeline already under construction. That is a genuinely stronger starting position than several OECS peers.

The complication it shares with four neighbors is the EU-driven CBI phase-out, though Saint Lucia's more actively engaged diplomatic posture - without yet a confirmed deadline - leaves slightly more ambiguity, not less risk, around the programme's endpoint. Waverley's view is that this argues for the same 2028-horizon planning discipline applied regionally, while treating Saint Lucia's infrastructure and fiscal-reform momentum as the stronger near-term investment case.

SELECTED SOURCES

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- The Voice Saint Lucia, "Saint [Lucia] Cruise Port: Investing [in] People" (September 2025)
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