

Annex B – Investor Matrix Questions

Objective	Group weight	Question
<i>Investments which are sustainable; economically, environmentally and socially</i>	Pass/ Fail	Is the nature of the investment legally and ethically acceptable?
		Has the applicant passed or expected to pass a due diligence test by ESH/SHG?
		Has the applicant been subject to conviction and served or been sentenced to a term of long term imprisonment ¹ any time during the five years prior to application?
	30%	What is the annual average expected additional turnover generated for the business as a result of the investment over the first 10 years?
		Has the applicant already secured financing for the investment?
		When does the applicant plan to start business operations on St Helena?
		How many people (full time equivalents) will be employed in enterprise operations on average per annum?
		How many St Helenian people (full time equivalents) will be employed in enterprise operations on average per annum?
		Does the project generate renewable energy and include water capture and storage; and include water and energy saving fittings and fixtures?
		Does the project mitigate environmental damage and propose to enhance the environment?
30%	What are the land requirements? (to rent or buy)	
	What additional infrastructure will be required to support the investment (e.g. roads, sewage) and who will pay for it?	
	Is the investment project contributing to an export or import substitution sector?	
<i>Investments which reduce the island's dependence on imported goods, increase exports, increases or retains money on St Helena</i>	30%	What percentage of profits is expected to be repatriated out of St Helena?
		What proportion of the investment will be spent on goods and services produced locally?
		Does another business currently operate in St Helena which provides a similar or identical good or service?
<i>Investments which add to the range of products and services on offer to residents and visitors</i>	10%	Would the investment lead to the investor owning over a 50% share of any of the markets it would operate in?
		Estimated average annual tax forecasted to be paid over 10 year period (after incentives).
<i>Investments which provides</i>	30%	Estimated average annual tax forecasted to be paid over 10 year period (after incentives).

¹ One or more prison sentence totalling five years or life imprisonment.

Objective	Group weight	Question
<i>value for money to SHG and ESH where grant funding and/or tax incentives are given</i>		Estimated average annual additional benefits to economy over 10 year period