



**Dominican Republic  
– Gateway to the U.S.  
and European  
Markets**

**多米尼加共和国——通往  
美国和欧洲市场的战略门  
户**

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# I. Why the Dominican Republic? / 一、为什么选择多米尼加共和国？

## Why the Dominican Republic?

- Strategic Caribbean hub connecting North America, Latin America and Europe.
- Direct air links to major U.S. and EU cities; short sea transit times to U.S. East Coast ports.
- One of the fastest-growing economies in Latin America over the last decade.
- Diversified base: tourism, free trade zone manufacturing, services, construction, mining and agro-industry.
- Investor-friendly legal framework with national treatment for foreign investors.
- Free repatriation of capital, dividends and other legitimate returns once investments are registered

## 为什么选择多米尼加共和国？

- 位于加勒比海中心位置，连接北美、拉丁美洲与欧洲三大市场。
- 与多座美国及欧盟主要城市有直飞航班，前往美国东海岸港口的海运时间短、成本具有竞争力。
- 过去十多年一直是拉丁美洲增速最快的经济体之一。
- 经济结构多元化：旅游业、自贸区制造业、服务业、建筑业、矿业和农产品加工业。
- 投资法律环境友好，外国投资者享有国民待遇。
- 投资依法登记后，资本、股息及其他合法收益可以自由汇出。



## II. Access to U.S. & EU – 1 / 二、通往美国与欧盟市场——1

### Platform to Access U.S. and EU Markets – DR-CAFTA & EPA

- **DR-CAFTA:** Free Trade Agreement with the U.S. and Central America; phased tariff reduction for many industrial and agro-industrial products.
- Provides a rules-based framework for trade in goods, services, investment and intellectual property with the U.S.
- **CARIFORUM-EU EPA:** Economic Partnership Agreement granting preferential access for Dominican goods and services into the EU.
- Facilitates progressive tariff reductions, regulatory cooperation and access for services.

### 通往美国与欧盟市场的平台——DR-CAFTA 与 EPA

- **DR-CAFTA:** 与美国及中美洲签署的自贸协定，大量工业制成品和农产品享受分阶段关税减免。
- 为与美国的货物贸易、服务、投资和知识产权提供规则基础的框架。
- **CARIFORUM-EU EPA:** 加勒比国家与欧盟的经济伙伴协定，为多米尼加商品和服务进入欧盟提供优惠准入。
- 推动关税逐步降低，监管合作以及服务贸易的市场准入。



## II. Access to U.S. & EU – 2 / 二、通往美国与欧盟市场——2

### Customs Regimes & Free Trade Zones

- Customs and special regimes: inward processing, bonded warehouses and temporary admission.
- Free Trade Zones (FTZ): export-oriented manufacturing and services platform with strong tax and customs incentives.

### In practice:

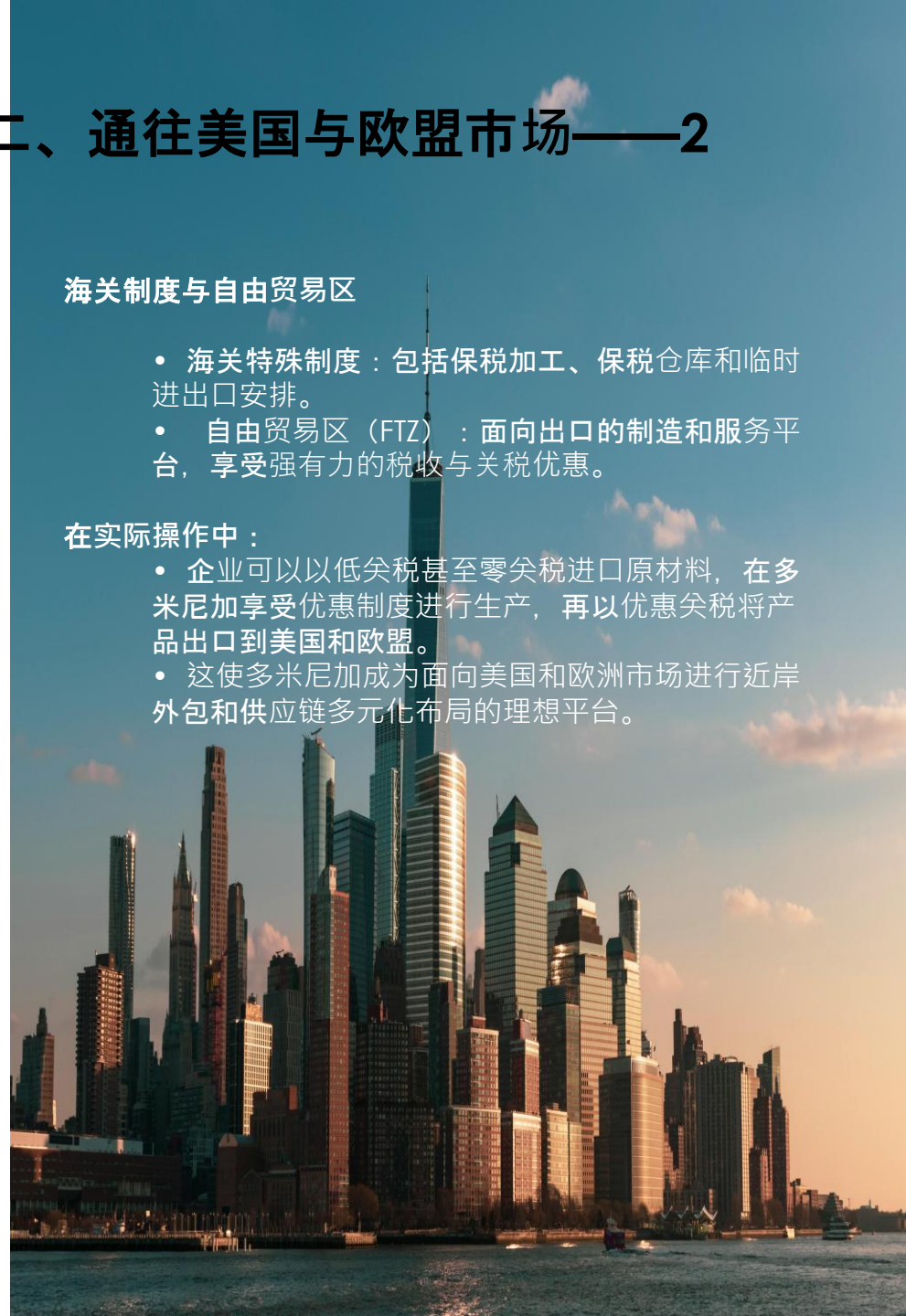
- Companies can import inputs at low or zero tariffs, produce in the DR under incentive regimes, and export finished products to the U.S. and EU with preferential tariffs.
- This makes the DR an ideal platform for nearshoring and supply-chain diversification for U.S. and European markets.

### 海关制度与自由贸易区

- 海关特殊制度：包括保税加工、保税仓库和临时进出口安排。
- 自由贸易区（FTZ）：面向出口的制造和服务平台，享受强有力的税收与关税优惠。

### 在实际操作中：

- 企业可以以低关税甚至零关税进口原材料，在多米尼加享受优惠制度进行生产，再以优惠关税将产品出口到美国和欧盟。
- 这使多米尼加成为面向美国和欧洲市场进行近岸外包和供应链多元化布局的理想平台。



# III. Tourism & Hospitality – 1 / 三、旅游与酒店业——1

## Tourism & Hospitality (CONFOTUR) – Market Overview

- 11M+ tourists and cruise passengers in recent years – one of the leading destinations in the Caribbean.
- Mature resort areas: Punta Cana–Bávaro, Cap Cana, La Romana, Puerto Plata.
- Emerging destinations: Miches, Pedernales, Samaná and Colonial Santo Domingo.
- The U.S. is the most important and stable source market for tourism demand.

## 旅游与酒店业（CONFOTUR）——市场概况

- 近年来游客和邮轮乘客合计每年超过 1,100 万，是加勒比地区领先的旅游目的地。
- 成熟度假区包括蓬塔卡纳-巴瓦罗、Cap Cana、拉罗马纳和普拉塔港。
- 新兴热点包括 Miches、Pedernales、萨马纳和圣多明各老城区。
- 美国是多米尼加旅游需求最重要和最稳定的来源市场。



# III. Tourism & Hospitality – 2 / 三、旅游与酒店业——2

## Tourism & Hospitality (CONFOTUR) – Incentives & Models

### CONFOTUR incentives (for qualifying tourism projects):

- Corporate income tax exemptions for up to approximately 15 years.
- Exemption from property tax on qualifying project assets.
- Exemption from the 3% real estate transfer tax on the first transfer of units.
- Customs duties and VAT exemptions on equipment, materials and furniture used in construction and first outfitting.

### Typical models:

- Resort hotels and integrated resorts.
- Condo-hotels and branded residences.
- Projects often structured through real estate trusts (fideicomisos inmobiliarios) to segregate assets and enhance bankability.

## 旅游与酒店业（CONFOTUR）——优惠与模式

### CONFOTUR 旅游优惠制度（适用于符合条件的项目）：

- 项目可享有最长约15年的公司所得税减免。
- 对符合条件的项目资产免征不动产税。
- 对首笔不动产转让免征3%不动产过户税。
- 项目建设和首次装修所需的设备、材料和家具可免征进口关税与增值税。

### 典型模式：

- 酒店和综合度假村项目。
- 公寓式酒店和品牌住宅项目。
- 通常通过不动产信托（fideicomiso inmobiliario）进行结构设计，以实现资产隔离并提高项目可融资性。



# IV. Free Trade Zones (FTZ) – 1 / 四、自贸区 ( FTZ) ——1

## Free Trade Zones (FTZ) – Role & Activities

- Over 800 FTZ companies, generating more than 200,000 direct jobs.
- FTZ exports represent over 60% of the country's total goods exports.

### Key activities:

- Manufacturing: medical devices, electrical and electronic components, textiles & apparel, footwear, plastics, tobacco & cigars, packaging and metalworking.
- Agro-industry: processing of tobacco, food & beverages, fruits and vegetables.
- Services: BPO/contact centers, IT & software development, shared service centers (finance, HR, back-office).

## 自由贸易区 (FTZ) ——作用与主要业务

- 多米尼加拥有 800 多家自由贸易区企业，创造 20 多万直接就业岗位。
- 自由贸易区企业贡献了全国 60% 以上的货物出口额。

### 主要业务领域：

- 制造业：医疗器械、电气与电子元件、纺织服装与鞋类、塑料制品、烟草与雪茄、包装与金属加工等。
- 农产品加工业：烟草、食品与饮料以及水果和蔬菜的深加工。
- 服务业：BPO/呼叫中心、IT 与软件开发、财务和人力共享服务中心等。



## IV. Free Trade Zones (FTZ) – 2 / 四、自贸区 ( FTZ) ——2

### Free Trade Zones (FTZ) – Incentives & U.S. Link

#### Incentives for FTZ companies:

- 100% exemption from corporate income tax during the incentive period.
- Exemption from asset tax.
- Exemption from import duties and VAT on equipment, raw materials, components and construction materials.
- Significant reductions or exemptions on most local taxes.
- Simplified customs procedures, with customs offices operating inside FTZ parks.

#### Strategic link to the U.S. market:

- Many FTZ manufacturers export mainly to the U.S. under DR-CAFTA.
- Short transit times to U.S. East Coast ports.
- Competitive total operating costs for nearshoring and supply-chain reconfiguration.

### 自由贸易区 (FTZ) ——优惠与美国市场连接

#### 自由贸易区企业享受的主要优惠:

- 在优惠期内, 公司所得税 100% 免税。
- 免征资产税。
- 进口设备、原材料、零部件和建筑材料时免征关税和增值税。
- 大部分与运营相关的地方税给予显著减免或免征。
- 海关常驻园区, 通关程序简化。

#### 与美国市场的战略连接:

- 许多自贸区制造企业在 DR-CAFTA 框架下将产品主要出口到美国。
- 前往美国东海岸港口的海运时间短。
- 在近岸外包和供应链重组背景下, 总体运营成本具有很强的竞争力。



# V. Energy & Renewables / 五、能源与可再生能源

## Energy & Renewables

- Rapid expansion of solar and wind projects; diversification of the energy matrix.
- Incentives: customs and VAT relief for renewable energy equipment, tax credits for certain investments, and net-metering/self-generation schemes.
- Typical models: utility-scale solar and wind IPPs with USD-denominated PPAs; self-generation for hotels, FTZ parks and large commercial users.

## 能源与可再生能源

- 光伏和风电项目快速扩张，能源结构不断多元化。
- 主要激励：可再生能源设备进口关税和增值税减免，部分投资可享税收抵免，并有自发电与并网计量机制。
- 典型模式：大型光伏与风电项目签订以美元计价的购电协议（PPA），以及为酒店、自贸区园区和大型商业用户提供自发电解决方案。



## VI. Mining & Strategic Minerals / 六、矿业与战略矿产

### Mining, Larimar, Amber & Rare Earths

- Important gold mines, plus ferronickel, bauxite, copper and construction aggregates.
- Larimar: unique blue semi-precious stone found only in the Dominican Republic, with strong branding potential.
- High-quality Dominican amber with rich inclusions, sought after in high-end jewelry and collectibles.
- Confirmed presence of rare earth elements associated with bauxite deposits; the government has created a state-owned mining company to develop strategic minerals.

For U.S. and Asian investors, these resources are relevant for electronics, batteries, renewable technologies and defense industries, in a context of supply-chain diversification for critical minerals.

### 矿业、拉利玛、琥珀与稀土

- 拥有重要的黄金矿山，以及铁镍、铝土矿、铜矿和建筑骨料等资源。
- 拉利玛（Larimar）：全球仅在多米尼加开采的蓝色半宝石，品牌识别度极高。
- 多米尼加琥珀：含有丰富包裹体的高品质琥珀，在高端珠宝和收藏市场具有巨大潜力。
- 西南部铝土矿带已确认含有多种稀土元素，政府成立国有矿业公司推动战略矿产开发。

对于美国及亚洲投资者而言，这些资源与电子产品、电池、新能源技术和国防工业密切相关，有助于在关键矿产供应链“去集中化”的背景下实现多元化布局。



## VII. Agro-Industry & Food / 七、农产品加工业与食品

### Agro-Industry & Food

- Key products: cocoa, coffee, organic banana, tropical fruits, avocado, mango, rum and cigars.
- Many agricultural and processed products may access the U.S. and EU with tariff reductions or exemptions under DR-CAFTA and the EPA, subject to origin rules and quotas.
- Typical models: integrated “farm + processing” projects (chocolate, specialty coffee, juices, pulps, frozen fruits & vegetables), often using FTZ regimes for processing and export.

### 农产品加工业与食品

- 主要产品包括可可、咖啡、有机香蕉、热带水果、牛油果、芒果、朗姆酒和雪茄等。
- 在符合原产地规则和配额条件的前提下，许多农产品及其深加工品可在 DR-CAFTA 和 EPA 框架下以减免关税方式进入美国和欧盟。
- 典型模式：“种植 + 深加工”一体化项目，如巧克力、精品咖啡、果汁与果泥以及冷冻果蔬，往往利用自由贸易区制度进行加工和出口。



## VIII. Services, Trade & Construction

## 八、服务、贸易与建筑地产

### Services/BPO & Trade

- Young, growing workforce with strong bilingual (Spanish–English) capabilities.
- BPO, IT and shared services benefit from FTZ incentives and time zone alignment with the U.S. East Coast.
- Expanding middle class, modern retail chains and e-commerce channels drive demand for international brands, including Chinese brands.

### 服务/BPO 与贸易

- 人口结构年轻，西班牙语与英语双语人才丰富。
- BPO、IT 和共享服务可享受自由贸易区激励政策，并与美国东海岸处于同一时区。
- 随着中产阶级扩大，现代零售连锁和电商渠道发展迅速，对包括中国品牌在内的国际品牌需求明显增加。

### Construction & Real Estate

- Housing deficit estimated at more than 1 million units, driving strong demand for residential projects.
- High demand in Santo Domingo, Santiago and coastal tourist corridors for housing, mixed-use and commercial real estate.
- Widespread use of real estate trusts (fideicomisos inmobiliarios) for development and financing, providing asset segregation and bankability.

### 建筑与房地产

- 住房缺口估计超过 100 万套，推动住宅项目的强劲需求。
- 圣多明各、圣地亚哥以及沿海旅游走廊对住宅、综合体和商业地产的需求持续上升。
- 广泛采用不动产信托 (fideicomiso inmobiliario) 进行地产开发和融资，有利于资产隔离和项目可融资性。



# IX. Legal Structuring & Trusts / 九、法律架构与信托

## Legal Structuring & Trusts

- Choice of vehicle: SRL, SAS or SA depending on investment size, shareholder profile and financing strategy.
- Use of trusts (fideicomisos) to structure projects, investments and security packages, allowing asset segregation and flexible financing.
- Matching each project with the most suitable incentive regime: CONFOTUR for tourism, FTZ for export manufacturing and services, renewable energy incentives, sector-specific regimes for mining, agro-industry and infrastructure.
- Comprehensive permit and licensing map: title and zoning, environmental impact assessments, municipal licenses, and sector-specific approvals.

## 法律架构与信托

- 公司结构选择：根据投资规模、股东构成和融资策略，在 SRL、SAS 或 SA 等公司形式中选择最合适的载体。
- 信托结构 (fideicomiso)：可用于项目信托、投资信托和担保信托，实现资产隔离并提高融资灵活性。
- 为每个项目匹配最合适的优惠制度：旅游项目适用 CONFOTUR；面向出口的制造和服务适用自由贸易区制度；可再生能源项目享受专项激励；矿业、农产品加工和基础设施则适用各自的行业性法规和优惠。
- 制定全面的许可与审批清单：包括产权和规划用途、环境影响评估、市政许可以及行业监管批准等。



# X. Residency by Investment / 十、投资居留

## Residency by Investment (Summary)

- The Dominican Republic offers fast-track residency options for foreign investors, persons with stable foreign income and core foreign staff (managerial, technical and skilled operators).
- Qualifying investments in local companies, real estate or strategic projects can be linked to residency processes, allowing main investors and, in some cases, key employees and family members to obtain legal residency through relatively expedited procedures.
- Specific thresholds and requirements depend on current migration regulations and must be evaluated case-by-case with local counsel.

## 投资居留 (概要)

- 多米尼加为外国投资者、具有稳定境外收入的人士以及核心外籍员工（管理层、技术人员和技能型操作人员）提供相对快捷的居留通道。
- 对本地公司股权、不动产或战略性项目符合条件的投资，可以与居留项目相衔接，使主要投资人以及在某些情况下关键员工和家庭成员在较为简化的程序下取得合法居留身份。
- 具体金额门槛和条件取决于当时适用的移民法规，需要由本地律师结合最新规定逐案评估。



# XI. Legal Risks & Compliance – 1 / 十一、法律风险与合规——1

## Legal Risks & Compliance – Overview

Structuring a foreign investment in the Dominican Republic is not only about choosing a sector or a location. It requires aligning incentives, permits, contracts, tax rules, labor frameworks and migration options from the outset to protect capital and secure sustainable returns.

### Without specialized local legal support, investors face concrete risks:

- Missing or losing access to key incentive regimes (FTZ, CONFOTUR, renewables, mining, agro-industry).
- Unnecessary or duplicate taxation due to poor structuring.
- Acquiring land or assets with title defects, zoning restrictions or hidden encumbrances.
- Project delays or shutdowns caused by missing environmental, municipal or sector-specific permits.

## 法律风险与合规——概览

在多米尼加进行对外投资布局，不仅是选择行业和地块，更需要从一开始就统筹优惠制度、许可审批、合同结构、税务规则、劳动用工安排以及居留路径，从而保护资本安全并实现可持续回报。

如果缺乏本地专业法律团队，投资者往往面临具体风险：

- 未能充分利用甚至失去本可享受的重点优惠制度（自由贸易区、CONFOTUR、可再生能源、矿业农产品加工业等）。
- 由于架构设计不当而产生不必要或重复纳税。
- 购入的土地或资产存在权属瑕疵、规划用途限制或未披露的抵押和负担。
- 因缺少或延误环保批文、市政许可或行业监管批准而导致项目延期甚至被叫停。

# XI. Legal Risks & Compliance – 2 / 十一、法律风险与合规——2

## Labor, Contracts & Public-Sector Risks

### Additional key risks:

- Labor and HR non-compliance (improper contracts, misclassification, overtime, terminations, unions, social security and benefits) leading to claims, fines and reputational damage.
- Contracts with local partners or public counterparties that contain hidden risks in exit options, refinancing, dispute resolution or governance control.
- Compliance and anti-corruption risks when dealing with public entities or state-owned companies.


## 劳动、合同与公共部门风险

### 其他关键风险包括：

- 劳动及人力资源不合规（劳动合同不规范、用工关系分类错误、加班与解雇处理不当、工会与集体谈判问题、社保与福利缴纳不足等），从而引发纠纷、罚款及声誉风险。
- 与当地合作伙伴或政府相关主体签署的合同在退出安排、再融资、争议解决和控制权方面埋下隐患。
- 在与公共部门或国有企业合作时，由于不熟悉当地规则而面临合规与反腐败风险。

9. Insurance. If warranted, the Company shall obtain and maintain adequate insurance, if warranted, from the Insurance Committee.

10. Assignment. The Company shall not assign, subcontract, or delegate the performance of its obligations under this Agreement, or delegate the performance of its obligations, without the prior written consent of the Board of Directors.

SIGNATURE  


# XI. Legal Risks & Compliance – 3 / 十一、法律风险与合规——3

## How LegalHub RD Supports Foreign Investors

**LegalHub RD focuses on the intersection of foreign investment, regulatory compliance and cross-border structuring. We:**

- Design integrated legal and tax structures (companies, trusts and core contracts).
- Match and implement the most suitable incentive regimes for each project.
- Build clear permitting roadmaps and coordinate with environmental, municipal and sector regulators.
- Conduct land and asset legal due diligence before capital is committed.
- Set up and maintain labor and HR compliance frameworks aligned with Dominican law and your global standards.
- Structure bankable contracts and governance frameworks with local partners, suppliers, off-takers and public counterparties.
- Legally connect Dominican operations with access routes to U.S. and European markets.

## LegalHub RD 如何支持外国投资者

LegalHub RD 专注于外国投资、监管合规与跨境架构设计，我们可以：

- 为项目设计一体化的法律与税务结构（公司架构、信托安排和核心合同）。
- 为具体项目匹配并落实最合适的优惠制度。
- 制定清晰的许可与审批路线图，并与环保部门、市政当局及行业监管机构协调取得必要批文。
- 在出资前完成土地与资产法律尽职调查。
- 建立和维护符合多米尼加法律及您全球标准的劳动与人力资源合规体系。
- 设计可融资的合同与公司治理结构，平衡当地合作伙伴、供应商、购电方及政府相关方之间的权利义务。
- 在法律上打通多米尼加业务与进入美国和欧洲市场的通道。

## XII. Next Steps & Contact / 十二、下一步与联系方式

### Next Steps & Contact

If you are considering an investment in the Dominican Republic and would like project-specific guidance on incentives, structuring, permits, labor and residency options, we would be pleased to act as your long-term legal partner.

### Contact – LegalHub RD:

- Website: [www.legalhubrd.com](http://www.legalhubrd.com)
- Email: [cromero@legalhubrd.com](mailto:cromero@legalhubrd.com)
- Phone / WhatsApp: +1 (849) 912 0711

### 下一步与联系方式

如果您正在认真考虑在多米尼加共和国进行投资，并希望就优惠政策、结构设计、许可审批、劳动用工和居留路径获得针对具体项目的专业意见，我们非常乐意作为您的长期法律合作伙伴。

### 联系方式 – LegalHub RD :

- 网站 : [www.legalhubrd.com](http://www.legalhubrd.com)
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