

Embassies of the Kingdom of the Netherlands

Costa Rica, Guatemala, Nicaragua, El Salvador, Honduras and Dominican Republic

The regional newsflash is a publication composed by the Embassies of the Kingdom of the Netherlands in Costa Rica, Guatemala, Nicaragua and Dominican Republic. The newsflash provides an update in terms of imperative economical developments, the most important tenders and a selection of other relevant business news that have to do with the region. This newsflash is shared with a distinctive group of Dutch businesses with special interests in the region or in a specific country. It consists of publicly available information from various sources such as news articles, press releases, and third party information. The Embassies of the Kingdom of the Netherlands in San José, Guatemala, Nicaragua and Dominican Republic are not responsible for the accuracy of the published information. If you do not want to receive the regional newsflash, or wish to add a person to the distribution list, or would like to send a response, please feel free to send an email to sanjose@trade-minbuza.nl. For Panama a separate newsletter is published.



TRADEPLATFORM:

In 2009 the Departments of Commerce of the Dutch Embassies Guatemala-City, Managua and San José developed a trade platform. This Business to Business (B2B) tool helps Central American and Dutch companies to get in touch with the aim of exchanging information and doing business. The website www.doingtradeincentralamerica.com provides information sources for Dutch companies interested in doing trade with Central American companies, and groups them together on this website. On the 1st of November 2009 the Embassy of the Netherlands has launched a trade platform, which can be found at www.centralamericab2b.com. This service is provided free of charge. The services of this trade platform include the possibility to promote your company, to publish your trade leads, to search for potential contacts or partners in the different countries and sectors, and to contact the companies that you are interested in. In addition, notifications of events that could be of interest to Dutch or Central American companies will be published on this platform. To maximize the accessibility for all parties, the website is in English. Furthermore, a short manual is provided to make the usage of the website as easy as possible.

To benefit from all these services, please register your company at http://www.centralamericab2b.com/index.php?option=com_comprofiler&task=registers.

Central American region



Regional business leaders unhappy about talks with Europe (Source: Elsalvador.com)



Central American business leaders announced that they are not pleased with the course of the talks with the European Union. The EU demands too much and offers too little, according to the

Central American Business Committee (Ceca). They also suggested that the private sector might withdraw from the talks. The EU is proposing the creation of a group of experts to monitor labour issues. Central America has rejected this proposal because it is not part of national legislations.

Central America and Canada Will Sign FTA in July (Source: univision.com) The Free Trade Agreement between Canada and the CA-4 countries (Guatemala, El Salvador, Honduras and Nicaragua), can be signed in July. Significant progress was recorded at the XII negotiation round, which took place in Ottawa. 'There has been so much progress that an additional physical round is deemed unnecessary. The remaining items can be solved via mini virtual rounds or bilateral encounters', stated a report by the Salvadoran Government.



Costa Rica has the best civil service in Central America (Source: La República) Costa Rica has the most efficient civil service in Central America, according to a Barómetro report that includes authorities as the Social Security system and the Costa Rica Electricity Institute (ICE). The index measures results against investment in areas such as personnel against a maximum of 100. Costa Rica scores 46, followed by Nicaragua 33, Guatemala 32, El Salvador 30, Panama 29 and Honduras 11.

Funes and Lobo the Best Rated (Source: CID Gallup) CID/Gallup published their presidential approval survey for March 2010, which includes the presidents of Central America and the Dominican Republic. Mauricio Funes, president of El Salvador, still enjoys the highest approval. He is followed by Porfirio 'Pepe' Lobo, who recently became president of Honduras. Nicaragua's president Daniel Ortega has the lowest job approval of all Central America, and his performance is not approved by most Nicaraguans.



Information Technology Rankings 2010 (Source: World Economic Forum) Costa Rica leads in Central America (position 49 in the world), followed by Panama (58), El Salvador (81), Guatemala (83), Honduras (106) and Nicaragua (125). The Global Information Technology Report 2009-2010 was published recently by the World Economic Forum and Insead Business School. The ranking included 133 countries, and attempts to measure three components:

- 1) The degree to which a national environment is conducive to ICT development and diffusion, by taking into account a number of features of the broad business environment, some regulatory aspects, and the soft and hard infrastructure for ICT.
- 2) The extent to which the three main national stakeholders in a society (i.e., individuals, the business sector, and the government) are inclined and prepared to use ICT in their daily activities and operation.
- 3) The actual use of ICT by the above three stakeholders.

In Latin America the first is Chile (40 in the global ranking), followed by Puerto Rico (45) and Costa Rica (49).

Central American Coffee Exports Bounce Back (Source: latribuna.hn) In the first 5 months of the current harvest, Honduras, Guatemala, Nicaragua and El Salvador exported more coffee than during the same period of the previous harvest. In the same period, the combined exports of Latin America's 9 coffee exporting countries dropped 15%. Honduras reported the largest increase, at 51.74%, followed by Guatemala (10.53%), Nicaragua (10.53%), and El Salvador (3.92%). The worst performers of Latin America were Colombia (-35.19%), Peru (-26.62%), Dominican Republic (-25.73%) and Costa Rica (-20.5%).

Central America urges to combat climate change with renewable energy (Source: Efe) According to the Energy and Environment Alliance, Central America needs to take full advantage of its potential in renewable energy in order to meet the challenge of climate change. Wind power and solar energy in particular have a high potential.. Panama is the best location in the region for wind power because of its location between the Pacific and the Caribbean, according to the study. The Alliance includes the seven Central American countries and Finland. A Dutch renewable energy and energy efficiency mission will be visiting Panama, Costa Rica and Colombia in October this year.

El Niño hit Central American farmers with \$70 million earnings loss (Source: Efe) The El Niño phenomenon cost Central American agriculture \$70 million in lost earnings last year. The Inter- American Institute for Cooperation in Agriculture reported that the region was hit by high temperatures and water shortages as a consequence of El Niño, which has had a strong impact on the production of basic grains, and reduced the volumes of the region's main rivers.

Grupo Monge Invests \$45 Million in Regional Expansion (Source: Nacion.com) The home appliances chain will open new stores in Guatemala, Honduras and Nicaragua. Company president Gastón Monge announced that they plan to open 40 new stores in Guatemala using the "Gallo más Gallo" brand. In Honduras, Grupo M will invest \$15 million in 20 new stores, 5 stores are planned for Nicaragua, which will cost between \$2.5 and \$5 million.



Costa Rica Reforms Migration Law (Source: Nacion.com) A number of changes were introduced to improve the way migratory flows are currently managed in order to decrease their pressure on the public health system. Law 8764 of Migration and Foreign Citizens, in effect since March 1st, 2010, requires all foreign citizens residing in Costa Rica to be registered at the Costa Rican Social Insurance Institute (CCSS). This measure would add 150.000 contributors to the social security system. It also includes a fine of \$100 per month for those foreigners remaining in Costa Rican without the permission to do so. To get a better understanding of this law from a corporate viewpoint, we recommend the analysis by Francisco Salas Chaves, from BDS Assores.



Alico To Sell Insurance in Costa Rica (Source: elfinancierocr.com) The Insurance Superintendence awarded the insurance company the final approval to sell insurance in the country. Alico will market personal, life and health insurance. In a brief statement, ALICO remarked that they have now become the first foreign insurer authorized to sell personal insurance in Costa Rica. The other two participants of this submarket are INS and Seguros del Magisterio. The Costa Rican insurance market is changing: the insurance companies authorized to operate in the country have made combined guarantee deposits for \$33 million. These deposits vary from insurer to insurer, depending on the range of products they intend to offer. Companies offering individual and general insurance will have to deposit \$8.8 million. Pan American Life Insurance Costa Rica S.A. was authorized to operate by Sugese, the Insurance Superintendence. The insurance company requested authorization in September 2009, and has now become the sixth to enter the Costa Rican market. The

authorization does not imply its immediate operation; it must still comply with other requisites established in the Insurance Market Law.

Mint Factory Opens in Costa Rica (Source: Nacion.com) “Mint of Costa Rica” was inaugurated on March 10TH after a \$4 million investment. It is capable of outputting 100 million coins per year, and plans to invest an additional \$6 million in the next six years, to expand in Central America. The company is backed by two foreign corporations. One is Amera International AG, Swiss coin services operator and partner of Mint of Costa Rica, the other is ZIN, a Serb coin company.



New Central Bank President in Costa Rica (Source: elfinancierocr.com) The new head of the Central Bank is Rodrigo Bolaños, who announced his intention to keep the currency band system for setting exchange rates. Bolaños is currently the president of the Latin American Reserve Fund (FLAR), and will take office at the Central Bank of Costa Rica on June 15th. He stated that his main challenge will be to maintain the lower inflation levels achieved recently. He did not mention if he is going to change the inflation target for 2010.



Banana Growers Expect 23% More Production (Source: Nacion.com) Costa Rican banana growers estimate that this harvest will yield 107 million 18-kg boxes. The National Banana Corporation (Corbana), estimates that in 2010 each hectare will yield 2.380 boxes, a 16% increase when compared to 2009 (2.043 boxes per hectare). These estimates are proving to be accurate. In the first two months of 2010, the country exported 28% more bananas than the same period of 2009, according to data from exports promotion agency Procomer.



DHL Costa Rica Will Process Europe's Accounting Operations (Source: Nacion.com) Starting in September, the company will process the accounting needs of its European operations from Costa Rica. In order to do so, the company plans to enlarge its payroll from 250 to 315 people. It will look for bilingual professionals in accounting and finance.

Costa Rican Companies Complain about High Energy Costs (Source: Costa Rican Association of Large Energy Consumers) The Association of Large Energy Consumers of Costa Rica (ACOGRA) also denounces that \$44 million will be paid for a plant that is not working yet. In a press release, ACOGRA explained how ICE's energy costs have increased considerably in the past 4 years. For large energy consumers, the cost of each kWh increased 33.7% between 2007 and 2009, and would increase 86.5% over the next 5 years according to ICE's own estimations.

WalMart Invests in Energy Saving (Source: elfinancierocr.com) The supermarket chain invested over \$1 million in replacing refrigeration and illumination systems. WalMart updated all its supermarkets in the country (Pali, Hipermas, MasXMenos and MaxiBodega), and could save around 1.520.000 kW h per year. Walmart replaced standard lighting equipment with efficient energy decodes, improved refrigeration systems and humidity control equipment.

Low Yields For Costa Rican Forestry (Source: elfinancierocr.com) Because of low yields, various forestry companies are switching to other crops such as pineapple, banana or palmheart. Company “Flor y Fauna” plans to replace 2.700 hectares of teak with pineapple in the next five years. Another company, “Ston Forestal”, located in the south of the country, has replaced a large part of its tree plantations with palmheart, banana and decorative plants. This change affects the entire wood industry in the country. In September 2009, Plywood Costa Rica closed one of its wood factories, the main reason being its inability to

compete against Chinese products. This way, forestry companies have little incentive to continue in this industry.



“Pez Vela” Marina Inaugurated in Costa Rica (Source: Nacion.com) “Pez Vela”, a marina located in the country’s central Pacific area, will begin operations in April. In its initial phase, it will be capable of serving 100 ships and will have 22 permanent employees. Harold Lovelady, president of the marina, stated that “in three years, when the project is 100% complete, it will employ 300 people to serve the 300 ships that will dock in it”. Lovelady also reported that the project required an initial investment of \$40 million.

Investment Incentives in Costa Rica (Source: Nacion.com) In different areas of the country benefits, such as tax exemptions and assistance in getting patents and permits, are on offer. The municipalities of San Carlos, Pococí, Liberia, Grecia and Central de Puntarenas are developing different plans to attract domestic and foreign investors. The municipalities are offering varied benefits, from tax exemptions when companies invest in development, to less requirements for permits and patents. These 5 municipalities also promote their skilled labor.

Two New Hotels in Costa Rica (Source: Nacion.com) Holiday Inn Escazú will open its doors in 2010, while Courtyard Marriot Alajuela will do the same in 2012. \$15 million were invested in Holiday Inn Escazú, with construction starting by the end of 2009. It is scheduled to open before 2011. Construction of Courtyard Marriot Alajuela, the second in the country, is planned for mid 2010, and should be ready by early 2012. Mario Bonilla, development head at developer Caribe Hospitality, explained that the new Courtyard will focus on those business travelers ‘visiting free zones’. The hotel will be located close to Coyol and Barreal Free Zones.

Distributor DIPO Expands in Costa Rica (Source: elfinancierocr.com) Through a new division, DIPO Pharmaceuticals (Dipo Farmacéutica), the distribution company will serve the pharmaceuticals industry. DIPO has warehouses in Guanacaste, San Carlos, Pérez Zeledón, Pococí and San José. It currently serves 11.000 businesses and plans to serve 1.000 more with the new division. Dipo will enter the highly competitive market of medicine distribution. The most important participants are now Cofasa, Grupo Farmanova and Cefa. The latter recently decided to focus on Costa Rica by selling its operations in Honduras and El Salvador.

Convention center a high priority for incoming Costa Rican administration (Source: Inside Costa Rica) Carlos Ricardo Benavides, who has been named as tourism minister in Costa Rica’s next government, outlined an ambitious plan to build a national convention center. Benavides explained that the government will develop the infrastructure for the project on an empty lot near the Plaza Real Cariari hotel in Belén, Heredia. The current government hoped to attract private business to develop the project, but due to the economic crisis the project never materialized.



Nicaragua



Nicaragua poised to boost exports by one third (Source: La Prensa) Nicaragua will close the first quarter with a 33 percent year-on-year increase in its export earnings, according to preliminary figures from the national trade office, Cetrex. Exports through March totaled \$484 million, an increase of \$120 million on the same period of last year. The Cetrex report showed coffee to be the top earner with \$106 million. Beef exports came second at \$69 million.

Inflation Grows in Nicaragua (Source: elnuevodiario.com.ni) The consumer prices index (IPC) rose 1.46% in February 2010, which is almost threefold compared to the same month in 2009, when it climbed 0.58%. So far, in 2010, prices have increased 2.44%, according to data from the Central Bank of Nicaragua. "Nicaragua's inflation in the first two months of 2010 is the highest of Central America, followed by Costa Rica with 2.32%, Guatemala (1.73%) and Honduras (1.3%). El Salvador had the lowest rate at 0.5%".



ThermaSource, Inc., Signs Drilling Contract with Polaris Energy Nicaragua in San Jacinto-Tizate, Nicaragua ThermaSource, Inc. and Ram Power, Corp., through its subsidiary Polaris Energy Nicaragua S.A., are pleased to announce the signing of a drilling contract for the geothermal development of the San Jacinto-Tizate Project in Nicaragua. ThermaSource was awarded the drilling contract from PENSA following a competitive bidding process involving geothermal drilling companies from around the world. The goal with this contract is to drill multiple wells, both injection and production, to roughly 2,500 meter depths to support the expansion of the current power generation plant. With 56 MW drilled and available at the production well heads, and the two most recently drilled production wells tested at 16 MW and 22.8 MW respectively, PENSA is expecting to drill only two additional production wells to reach the full 72 MW net capacity. SOURCE: ThermaSource, Inc.

Swedish Match and the Plasencia Group Join Forces to Form a New Tobacco Operation Swedish Match AB announced on March 18, 2010 that it has signed an agreement with the Plasencia Group (PG) to form a new tobacco growing/procurement operation for its Swedish Match International (SMI) cigar business. Swedish Match will acquire a 20% interest in the newly formed Caribbean Cigar Holdings. This is in accordance with the strategic goal of Swedish Match to develop its global cigar business to be best in class. The Plasencia Group will remain in charge of operations. PG is a family owned tobacco growing and premium cigar production operation located in Honduras and Nicaragua. The company is highly regarded within the cigar industry for its leaf growing, processing, and cigar making expertise. Swedish Match International manufactures and markets both premium and mass-market cigars primarily for the US market and machine-made cigars for the European and the International market, as well as pipe tobacco, matches and lighters in Continental Europe, Latin America, Australia and Asia. SOURCE: Swedish Match

Infinity Targets 3 Billion Barrels in Nicaragua Infinity Energy Resources Inc., an independent oil exploration company based in Nicaragua, has seen its shares rise nearly 1,000% off of its 2009 lows after announcing that an independent analysis of seismic data suggested that its offshore Nicaraguan concessions could potentially contain over three billion barrels of oil. In a recent conference call, the energy company noted that its proposed

sale of its Texas property has seen as much as half a dozen interested parties and several large, international players are interested in a potential Nicaraguan partnership. Meanwhile, the company announced that it could be sitting down with several parties as early as the next few weeks. SOURCE: www.sumfolio.com

Nicaragua, The Largest Exporter of Beef in Central America An additional 10 percent with respect to the volume of exports in 2009 is what the beef sector in Nicaragua expects to grow in 2010; representing exports amounting to approximately US\$270 million this year. According to Onel Pérez, President of the Nicaraguan Chamber of Beef Exporting Plants, Carnicarne, the increase of beef exports will be determined by to what extent Nicaragua takes advantage of foreign markets, such as Venezuela. "Although the U.S. remains our largest buyer, Venezuela is a very important market, accounting for 30 percent of our beef exports," commented Perez. Besides the North American market, Perez highlighted the relevance of achieving a free trade agreement (FTA) with the European Union (EU) to maximize export earnings and at the same time increase productivity by enforcing animal health controls required by most countries around the world. "We have high expectations with the upcoming signing of the FTA with the EU because Central America requested a beef quota double the amount that was achieved in the FTA with the United States, which were 21,700 tons," stated Perez.

Nicaragua's BPO Sector Attracts Industry Giants In its efforts to promote Foreign Direct Investment (FDI) in Nicaragua's emerging BPO sector, PRONicaragua, the official investment promotion agency of Nicaragua, participated in the 2010 Outsourcing World Summit this February organized by the International Association of Outsourcing Professionals (IAOP) in Orlando, FL, to discuss new industry trends and highlight industry best practices. The event brought together the world's leading outsourcing customers, providers and advisors in a powerful, active and growing global association to exchange thought leadership, share best practices and network to maximize their effectiveness using outsourcing as a management tool. Nicaragua's emerging BPO sector is attracting an increasing number of multinational companies seeking to lower operational costs and optimize production performance by outsourcing in Nicaragua. Currently, there are about 14 companies in Nicaragua's business process outsourcing industry employing more than 2,000 professionals.



El Salvador's La Unión port could be ready for operations by June (Source: Prensa Gráfica) El Salvador's autonomous port commission (CEPA) plans to invest \$7.5 million this year in the equipment and infrastructure needed to bring the La Unión port on stream by June. However, despite the investment, the port will be working at much less than its capacity. During the first year, the port is expected to handle about 50,000 containers. By 2012, it is planned be handling 350,000.



Honduras textile firms urge Europe to be more flexible (Source: Efe) The textile and garment industry of Honduras called on the European Union to be more flexible in talks with Central America on an association agreement. "Europe has been extremely rigid in its attitude despite all its humanist talk," according to Guillermo Matamoros, executive director of

the Honduran assembly-plant (maquiladora) association. "What we want to avoid is Europe setting a trap for us in the talks by taking a tough line now so they get their way in the rush to get the negotiations over with," he added.



Honduras and Colombia put free trade agreement into operation

(Source: La Tribuna) All Honduran products can now enter Colombia duty-free under a free trade agreement that has come into force between the two countries. Honduras currently earns some \$48 million a year in exports to Colombia. Colombia's textile and garment industry is set to be

a big winner from the accord, according to Luis Guillermo Plata, the Colombian minister for trade and industry.

Honduras coffee export earnings increase by 42 per cent

(Source: El Heraldo) The coffee export earnings of Honduras during the first half of the 2009-2010 crop cycle increased 42 per cent compared with a year earlier, said the nation's coffee institute, Ihcafé. Earnings from coffee exports were \$260 million up from \$180 million in the previous cycle. Producers reported higher productivity as a result of the aid that they have received in recent years. They also noticed the positive impact of increased world prices.

Honduras fiscal package aims to raise \$210 million

(Source: Notimex) The National Congress of Honduras passed a new fiscal package that aims to raise \$210 million. The "paquetazo" (super-package) as it has become known, includes taxes on electricity consumption, cell phones, drinks, cigarettes, rental income and Internet services. The new government said that the package is necessary because it found the nation's finances to be bankrupt when it took over.

Renewable Energy Projects Paralyzed in Honduras

(Source: laprensa.hn) Entrepreneurs developing renewable energy projects saw their investments become paralyzed and are now requesting the government to define the 250 MW public purchase process. This public acquisition process started in 2009, and in December the National Electric Energy Company (ENEE) made the names of the participating companies public, but the process has been stalled so far. Businessmen are requesting ENEE to define how and when this is going to conclude, because many of the companies who were awarded contracts are already negotiating financing terms with national and international banks.

Honduras Ready to Sell Tilapia to Europe

(Source: latribuna.hn) Tilapia exporters expect to top their current sales of \$60 million a year once the agreement with the European Union becomes a reality. Honduras is one of the world's leading producers of fresh tilapia, followed by Ecuador. Erick Baide, from company Aqua Finca Saint Peter Fish, stated: "We have all the required sanitary and legal permits to sell in Europe. We are willing to do it once market conditions are favorable".



Safeguard measures on textiles

The DR has decided to impose safeguard measures on imports of sacks and textiles from Central America. The measure also calls for a 38% increase in tariffs on imports from China and Taiwan for a 200-day period. Moreover, Dominican manufacturers have asked for protection against mass paper and textile imports from Central America and China. Hugo Ramirez Risk, Commissioner for the Trade Defense of the DR, told DR1 that the government issued the resolution acting on Law 01-02 on unfair trade practices and safeguard measures.

Manuel Diez Cabral, president of the Association of Industries of the Dominican Republic, said that the decision sends a positive message to the Dominican industrial sector.

Exports to Haiti up

Local export sales to Haiti grew by 61% in February, compared to the same period last year. In the first two weeks of March, exports went up by 31%. This was expected to happen after the 7.5-magnitude earthquake that destroyed the Haitian capital Port-au-Prince in January. Speaking at a Dominican Association of Exporters (ADOEXPO) luncheon meeting, Customs Department (DGA) head Rafael Camilo said that the local manufacturing sector has benefited from the upswing in exports. He added that commercial, transport and farming sectors have also increased exports to Haiti.

Installed capacity of the cement industry in the DR is 6 million metric tons

The Dominican Republic is the Latin American country with the largest per capita installed capacity of cement. The country has an index of 0.65 metric tons per inhabitant, compared to Mexico that follows with 0.48 metric tons. Some US\$1,000 million is invested in the industry in the DR. Spokesmen for the Association of Dominican Portland Cement Producers told that the installed capacity of the cement industry in the DR is 6 million metric tons. Demand in 2009 totalled 2.8 million metric tons. The industry says it is ready to respond to demand over the next 20 years.

Real renewable energy projects

National Energy Commission (CNE) president Enrique Ramirez says that of the concessions for 1,840 megawatts for a promised investment of US\$4 billion granted by the CNE, none have become operational. He said that the closest ones to begin to operate are Basic Energy in Oviedo, Barahona, with 37 megawatts of wind power, and another in Matafongo, in Peravia (Bani) of 50 megawatts of wind power. The Basic Energy project could be generating power by the first half of 2011. The Dominican Republic has 1,500 km² of areas with wind power potential, with an estimated capacity to produce 10,000 MW, according to the CNE.

Opening of a bidding process for the construction of a highway

The government has announced the opening of a bidding process for the construction of a highway between Bavaro, Miches and Sabana de la Mar. This roadway would create a sort of "coastal highway" around the eastern and northern coast on the eastern part of the Dominican Republic. The project also includes the construction of a new ferry dock.

Trade with China

The Dominican Republic is ranked second behind Cuba in the Caribbean when it comes to trade with China. The DR exports ferronickel, scrap metal, rice, tobacco, cacao, coffee and bananas to China. Imports include machinery, tools, metal utensils, vehicles, motorcycles, textiles, apparel, school supplies, cell phones and computers. Trade between the nations grew from US\$150 million in 2003 to more than US\$800 million in 2009.

Trade Events

Chamber of Commerce organises a Business and Investment Forum for reconstruction of Haiti 26 – 27 april 2010

The Santo Domingo Chamber of Commerce organises a Business and Investment Forum for the Reconstruction and sustainable economic development of Haiti from 26- 27 april in Santo Domingo (DR). Some objectives are: (1) Facilitate investments and joint ventures in areas of

interest, (2) Establish mechanisms which can facilitate the participation of Dominican and Haitian companies, in commercial alliances and joint-investments with European, United States, Canadian and Taiwanese businesses, as suppliers to the Haitian market for the reconstruction and long-term development programs and initiatives of international and bilateral donor organizations

More information: Santo Domingo Chamber of Commerce , Phone: 1-809 472-2177, Fax: 1-809 549-4783, afeliz@camarasantodomingo.org.do (Annie Feliz) . Or contact the Netherlands Embassy, +1809-262-0320 ext 242, email: std-ea@minbuza.nl

The EVD International organises a meeting on reconstruction opportunities in Haiti for Dutch companies on the 20th of May 2010

More information: NL EVD Internationaal , Annita Jainandan, (088) 602 8399, evenementen@info.agentschapnl.nl

FENITUR 2010, June 18-21, Managua, Nicaragua In order to promote Nicaragua's domestic and international tourism strongly, the president of the Nicaraguan Tourism Board (INTUR for its acronym in Spanish), Mario Salinas, announced the official launch of the country's First International Tourism Fair, FENITUR 2010, taking place in the capital city of Managua, on June 18 to the 21 at the Crowne Plaza Convention Center. The Fair aims to promote Nicaragua as a national and international tourist destination, with the participation of large, medium and small tourism businesses across the country, involving national institutions, municipalities and organizations interested in promoting cooperation and sustainable development of the national tourism industry. The fair will also bring together Nicaraguan and foreign tour operators, especially those of Central America and the United States.



Dutch B2B renewable energy and energy saving matchmaking trade mission to Central America and Colombia

The Dutch Embassy in Costa Rica in cooperation with the Dutch Embassy in Colombia, have contracted Metasus Consulting from the Netherlands who completed a study about the opportunities for Dutch companies in the sectors of renewable energy and energy saving. Coming September 2-10 a Dutch trade mission on renewable energy and energy efficiency is scheduled to Panama, Costa Rica and Colombia. As a result of preparatory market surveys in 2009, many business opportunities were identified in biomass / biofuels, waste 2 energy, solar and wind energy as well as energy efficiency. Private and public sector organizations can also participate in development cooperation projects or invest in hydropower or biofuels. Financial instruments of a.o. FMO and NL EVD International make it even more attractive to participate. The mission is organized by MetaSus, in collaboration with the Dutch renewable energy umbrella organization DE Koepel and local partners. NL EVD Internationaal, the Dutch Agency for international business and cooperation supports the mission and the Dutch Embassies are actively cooperating to turn the event into a success. For more information contact: Ir. A.T. (Bert) Keesman by e-mail: keesman@metasus.nl or via www.metasus.nl



Dutch B2B matchmaking trade mission to Central America

The EVD has assigned DLV Plant, with the local support of INCAE business school (Ranked #1 in Latin America), the Ministries of Agriculture of Central America, the Dutch Embassies in Central America and SNV to organize a B2B Tomato & Dairy Trade Mission. The mission will also focus on social corporate responsibility and fair trade. The events will take place in Panama and Costa Rica, where representatives and branch organizations from

whole Central America will be present. A trade mission will be planned for 04-07 of October. For more details send an e-mail to Jan Tuinstra at j.tuinstra@dlvplant.nl

More information



EVD country webpage

The EVD provides Central American country web pages where you can find up-to-date information, such as: business news, economical developments, tenders, country information (incl. fact sheet and laws), interesting sectors, activities, important documents and the business country guide from the Embassy of the Kingdom of the Netherlands. For more information visit the website: www.evd.nl/landen. More information can also be obtained from Judith Brussee, e-mail: centraal-amerika@info.evd.nl, telephone: +0031 (070) 778 86 92.



Ambassade van het
Koninkrijk der Nederlanden

Embassy of the Kingdom of the Netherlands as information source

On the website of the Embassy of the Kingdom of the Netherlands in San José (for the countries Panama, Costa Rica, Honduras and El Salvador) you can not only find general information about these countries in our resort, but also specific commercial information. Our 'handelswijzers' business trade guides entail broad and up-to-date information on how to do business in each of the four countries, they are meant as a tool/guide for Dutch exporters and investors. For more information visit: www.holanda.cr, www.handelswijzer.com, www.doingtradeincentralamerica.com or www.centralamericab2b.com.

For more information you can contact our commercial department at the Dutch Embassy in San José thru email sanjose@trade-minbuza.nl or by phone (00506) 2296 1490 (Carel Richter or Hans Buhrs).

You can also contact our Consulaat-Generaal in Panama (Dieter Ploeger), Phone: (00507) 263 6494 or (00507) 264 7257. Email: consuladonl@cwpanama.net

For more information about Guatemala you can contact the commercial department of the Dutch Embassy in Guatemala City by email; gua-ez@minbuza.nl or by telephone (00502) 2381 4300 (Susana Azurdia). More information can be found on the website: www.mfa.nl/gua

For more information about Nicaragua you can contact the commercial department of the Dutch Embassy in Managua by email mng@minbuza.nl or by telephone (00505) 2276 8630 (Jan Bauer, Luis Bravo) For more information visit the following website: www.embajadaholanda-nic.com .

For more information about the Dominican Republic contact the commercial department of the Dutch Embassy in Santo Domingo by email std-ea@minbuza.nl or by telephone (00 1 809) 262 0320 (Reinier Davina) More information is available on the following website: www.holanda.org.do