

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, 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



Stumbling blocks remain on road to Europe accord (Source: AFP) Central America and the European Union will resume talks on an association agreement after a gap of almost eight months due to the coup in Honduras. However, Honduras has yet to be welcomed back by the international community, and there are doubts about whether or not to include

Panama in the talks. So far, Costa Rica and Panama are the only countries in the region to have recognized the Honduran government of Porfirio Lobo. Panama has taken part as an observer in the talks in Brussels. However, its neighbours say it will have to join the movement for economic integration in Central America before it can be accepted as a full participant. The European Union and Central American countries have agreed on a timetable to reactivate the talks on the association agreement. Under the new schedule, the talks should be completed by May. A new round will be held in Brussels in February. The European commission invited all five Central American countries involved, including Honduras. Panama will only attend as observer.

Central American lowest inflation in decades (Source: La República) Last year, in Costa Rica prices rose more than those of any other country in Central America. At the same time, however, the annual inflation was the lowest in 38 years. In 2009, Costa Rica's inflation rate was 4.05 per cent. The next highest in the region was 3 per cent in Honduras. El Salvador and Guatemala ended 2009 with deflation. Inflation rates were generally low because the prices of food, telecommunications and transport grew slowly, if at all.



Economic recovery in CA will be modest (Source: Associated Press) The economies of Central America will experience a moderate recovery this year, as the Central American Bank for Economic Integration (BCIE) announced. "The crisis hit the region full blast, but it didn't blow it over. All the countries, without any exception, were affected, but some more than others," the bank concluded. According to the BCIE, the economies of Guatemala and El Salvador will grow by 1.3 to 2.3 percent this year, while Honduras should achieve 2.3 to 3.3 percent and Nicaragua 1 or 2 percent. Growth leaders will be Costa Rica, with 3.7-4.7 percent, and Panama, 3.5 to 4.5 percent.

Original Trade within region suffers \$1.2 billion drop (Source: Prensa Libre) Central American countries registered exports to each other for a total of \$5.2 billion last year. In 2008, the corresponding figure was \$6.4 billion. The 18.9 per cent reduction was the first in 18 years, according to a preliminary report from the Central American Economic Integration System (Sieca). The report stated that Honduras was the most affected country, with a 42 per cent drop in exports, followed by Costa Rica with 19.5 per cent, Guatemala with 16 per cent, El Salvador with 11.9 per cent and Nicaragua with 9.2 per cent.

Costa Rica is the star of DR-Cafta trade with US (Source: La República) Costa Rica is the Central American country that has reaped most benefit from the region's free trade agreement with the United States, DR-Cafta. Of the \$16 billion US imports from DR-Cafta members, from January through October of last year, Costa Rica accounted for 28 percent. Honduras was in second place with 18 percent. A comparison with the same period of 2008, when Costa Rica had yet to join DR-Cafta, reveals the benefits it has drawn from the accord. In that year, Costa Rica accounted for only 20 percent of US imports from Central America and the Dominican Republic.

Martinelli most popular president in Americas, with 91 percent rating (Source: Consulta Mitofsky) The presidents of Panama, El Salvador and Brazil have the highest approval ratings of the 17 leaders in the Americas, according to a Mitofsky International survey. The president of Panama, Ricardo Martinelli, received a 91 per cent approval rate. The president of El Salvador, Mauricio Funes, came in second place, with 88 per cent. Guatemalan president Álvaro Colom received a 46 per cent rate, Costa Rican president Óscar Arias reached 44 per cent and Nicaraguan president Daniel Ortega received 25 per cent.

US aid cutback plan sends wrong message (Source: Efe & Miami Herald) If US President Barack Obama's foreign aid budget request for 2011 is a reflection of his priorities

in world affairs, it looks like the president is saying “adios” to Latin America, writes columnist Andrés Oppenheimer. The budget request consists of more foreign assistance for Zambia (\$395 million) and Cambodia (\$74 million), and less for Guatemala (\$67 million), while this country is reeling from a severe drought and needs aid. “It's a myopic view of the world,” says Eric Farnsworth, vice president of the Council of the Americas. “Guatemala is falling apart.” The Guatemalan government will invest some \$203 million to guarantee the country's food security., as several regions of Guatemala, especially in the 'dry corridor' in the east, were seriously affected in 2009 by a prolonged drought that caused the deaths of at least 54 children and affected 54,000 poor families. President Álvaro Colom's government will soon present its anti-hunger strategy to the international community and business leaders, with the objective of including them in the issue..

	CR	PA	NI	HN	SV	GT
Costo de vida	62	62	66	70	63	61
Cultura y Recreación	64	63	57	32	43	39
Economía	53	52	42	42	42	44
Ambiente	78	77	70	70	65	74
Libertad	100	92	67	67	75	58
Salud	78	72	66	66	70	65
Infraestructura	48	74	36	40	36	32
Riesgos y Seguridad	93	93	71	71	79	71
Clima	79	69	68	83	57	84
Puntaje final	71	71	60	60	58	58

Quality of Life Index (Source: International Living) In Central America, the US magazine International Living rates Costa Rica and Panama highest (30th position in the world), followed by Nicaragua and Honduras at 76 and El Salvador and Guatemala at 85. The 2010 Quality of Life index, developed by the U.S. magazine International Living, qualifies 194 countries, arranging them according to their quality of life ratings. It assigns each country grades between 0 and 100 in the following areas: Cost of Life, Leisure and Culture, Economy, Environment, Freedom, Health, Infrastructure, Risks and Safety and Climate. Globally, the list is topped by France, Australia, Switzerland and Germany. In Latin America, the first place goes to Uruguay (18th in the world), and Argentina (26th).



Arias signs new Costa Rican law on free trade zones (Source: Associated Press) The president of Costa Rica, Oscar Arias, signed a new law on free trade zones. Under the new legislation, Costa Rica hopes to attract more investment and make internal rules consistent with international laws in order to avoid trade problems. The law, approved on December 17, aims to attract new investment by stimulating productive chains. Costa Rican suppliers to the free trade zones will be able to choose to operate under the new law. The law provides incentives for investment in rural areas. In addition, provides fiscal credits of up to 10 per cent for companies that reinvest profit or spend on training.

Costa Rica beefs up electricity capacity with \$1 billion in investments (Source: La República) Costa Rica is currently investing \$1 billion in four power plants in order to raise its energy generating capacity. The plants will generate a total of 400 megawatts, and are being developed by the state-owned Costa Rican electricity institute, ICE. The plans include two hydroelectric plants, Pirris and Toro III, one thermoelectric plant called Garabito and one geothermal plant called Las Pailas.

Multinationals created 5,500 jobs during 2009 in Costa Rica (Source: La Nación) Multinational companies, some of them new arrivals, created 5,500 jobs and invested \$300 million in Costa Rica last year. The numbers are down by 800 jobs and \$128 million on those for 2008, but nevertheless they are encouraging taking into account the economic recession. The more than 170 foreign companies now based in Costa Rica have a total workforce of

50,000. This includes the new jobs, which were mostly created in the services and by makers of medical instruments.

\$600 million revenue for Costa Rican call centers (Source: La República) Costa Rican call centers, now 47 in number, registered sales of \$600 million last year, with 8 per cent growth. Most of the companies are in the free trade zones. The call centers have employed around 12,000 people, mostly university students or recent graduates. The main problem for the companies is in telecommunications Why?). Another challenge they face is a high staff turnover.



Teleperformance hires 400 for new call center in Costa Rica (Source: La Nación) French outsourcing firm Teleperformance announced that it will open a call center in Costa Rica. From there it will serve its clients in the United States. The company will hire 300 people for its US service, and another 100 will be employed to tend to Latin American countries. Teleperformance has branches in El Salvador, Mexico, Brazil and Argentina.

WNS the third Indian outsourcing company to set up in Costa Rica (Source: La República) WNS, an outsourcing service company headquartered in India, announced that it will start operations in Costa Rica. Although WNS Costa Rica will start by offering service to clients in the United States, there is a possibility that it will expand and offer its services to other countries. This is the third Indian company to invest in Costa Rica.

TUI Travel aims to launch regular flights between Belgium and Costa Rica (Source: La República) TUI Travel, one of Europe's leading leisure travel companies, plans to offer commercial flights between Costa Rica and Belgium through its JetAirFlyonline business. The company was authorized by the Civil Aviation Authority to offer charter flights last October. Since then, the airline offers a weekly flight between Liberia and Brussels airports to Costa Rica, with a stop-over in Cancun, Mexico.

Environment-friendly Costa Rican companies launch sales by catalogue (Source: La República) Artisans, organic farmers, sustainable tour operators and clean-technology companies in Costa Rica are offering more than 150 products for sale by catalogue. Altogether, 57 small and medium-sized companies are promoting their products in the local and international markets. The catalogue, the latest project of Fundecooperación, divides the companies into categories that fit the goods and services on offer.



Inflation dropped to lowest registered level in 26 years During 2009 inflation dropped to -0.28 % due to unemployment, a fall on remittances and a low level of economic activity, according to Luis Arroyo, director of the National Statistics Institute. This is the lowest level registered in the last 26 years. The Guatemalan consumer price index was just 0.62 percent higher than a year earlier, as the agency stated. That is considerably lower than usual for Guatemala. As a result, the country reaches a state of deflation, which can lead consumers to decrease their spending. According to Antonieta Bonilla, President of the Guatemalan Central Bank, this tendency was attributed to the adjustment of local prices after an increase in 2008 due to a rise in raw materials on the international market and also to a decrease in local demand caused by the crisis and the government's decision to offer free education.

According to the Central Bank, inflation has trended between 5 and 10 percent in Guatemala since 2000.

Remittances dropped 9.3% during 2009 After a record growth rate of 14% in 2007, last year remittances dropped 9.3%, according to the Guatemalan Central Bank. Up to December 31st, Guatemalans living abroad sent US\$3.9112 million, a decrease of US\$402 million compared to the same period in 2008. Remittances are expected to grow 3.5% during 2010. Although some economists argue that remittances serve as a hindrance to development, a report by the World Bank, which was edited by J. Humberto López, one of the bank's chief economists, states that remittances to Guatemala reduced poverty by providing money for food, shelter and basic health care.

Central Bank expects economic recovery in 2010 The worldwide economic crisis has also had its impact on the Guatemalan economy, and resulted in the lowest growth rate of the decade. Nevertheless, the Central Bank foresees a moderate recovery for 2010. During 2009 the local economy grew 0.6% with a drop in sectors such as construction, commerce and minery. Construction is expected to remain with negative numbers this year, with a contraction of about 7.1%; commerce is expected to grow 2% and minery 0.7%. Public Administration had the highest growth with 13.3%, this is partially due to the massive hiring of new teachers by the Ministry of Education. Agriculture is expected to grow 2.5%, mainly because of the recovery of crops like corn, beans and some fruits and traditional crops like coffee, bananas, sugar and cardamom. The manufacturing industry is expected to have a 1.7% growth rate, slightly higher than the 1% it had in 2009, due to an increase in the production of food and beverages, and an expected recovery on the textile sector. Local entrepreneurs are still very cautious about these forecasts and expressed that economic recovery will also depend on the government's actions to improve security, and on the approval of the pending legislature on competitiveness, investment and infrastructure, among other aspects. The International Monetary Fund recently praised the country's fiscal policies, while indicating that there are signs of an incipient economic recovery. In its World Economic Perspectives Report for 2010, the World Bank stated that it expects the Guatemalan economy to obtain a growth of 1.6%.

Guatemalan coffee exports on the rise (Reuters) Guatemalan coffee exports to Europe soared 42 percent in the first three months of the season as buyers sought out top-quality alternatives to Colombia, where the harvest is expected to fall short. Between October and December 2009, Guatemala exported 77,418 60-kg bags to Europe, an obvious increase compared to the 54,485 bags in the previous cycle, as the growers association Anacafe announced to Reuters. Guatemala, the largest coffee producer in Central America, saw its total exports rise 20 percent over the same period, as the country expects a bigger harvest this season. Exporters say buyers are looking to bridge the gap left by Colombia, which is suffering coffee shortages due to bad weather conditions and a tree-replacement program. "The large European roasters are buying more and in our eyes it's a Colombia substitution," said Thomas Nottebohm, president of the coffee exporters association. Guatemalan hard bean coffees are grown at high altitudes and are known for their specialty flavours.

Fiscal Income fell 5.9% in 2009 Last year the government's income reached Q33,449 million, 5.9% less than in 2008, according to the Ministry of Public Finance. This fall is attributed to a decrease in the collection of the Value Added Tax to imports and a 2.1% decrease of the Income Tax, as the government's report states. At the same time, public spending registered an 8.3% increase compared to 2008. The government registered a 19.4% increase on social spending. Fiscal deficit closed at 3.3% of GDP. According to Maynor Cabrera, investigator for the Central American Institute for Fiscal Studies, government figures usually have the inconvenience of hiding a floating debt that must be honoured next year, like pending debts on the Ministry of Communication, with medicine suppliers and with teachers. Guatemala has some of the highest crime and poverty rates in

the region, and some of the lowest public income rates in Latin-American. According to Mauricio Choussy, Central American Director for Fitch Ratings, in order for Guatemala to improve its country-risk score, the public income collection should increase.



Nicaraguan emigrants sent home \$300 million in remittances from Costa Rica (Source: La República) Some 14 percent of the homes in Nicaragua receive remittances from Costa Rica. The use of banks to send this money, rose from 16 to 25 percent in total last year. The \$300 million sent home by Nicaraguans who work in Costa Rica led to a 1.4 percent decrease in poverty levels in Nicaragua. At least 53 percent of the remittances are sent by cash-transfer companies; 14 percent is sent by financial companies.

Nicaraguan court removes roadblock to \$625 million hydroelectric plant (Source: Efe) The Constitutional Chamber of Nicaragua's Supreme Court overturned a lower-court ruling that had blocked the construction of a 220 MW hydroelectric plant at the country's Caribbean coast. The decision restores the concession that the Regional Council of the Southern Caribbean had awarded to Brazilian-owned firm CHC for construction of the Tumarín plant. CHC President Marcelo Conde announced that the company will invest some \$625 million to build the plant and that negotiations are under way to purchase more than 300 properties that will serve as the future site of a 50-square-kilometer reservoir. After it comes on stream, Tumarín will generate 25 per cent of Nicaragua's total electricity capacity. The dam will be built by Brazil's Queiroz Galvão, in cooperation with Eletrobrás.

Spain donates \$53 million for water and sanitation projects in Nicaragua (Source: AFP) The Spanish government has donated \$53 million to Nicaragua to invest in potable water and sanitation facilities in rural communities. The projects are scheduled for 15 municipalities where they will benefit some 250,000 people. The aid is only the first part of a total of 31 projects presented by Nicaragua on behalf of nearly 3.3 million people.

Infinity Energy shares surge on prospect of major oil find in Nicaragua (Source: El Periódico) Infinity Energy Resources, an independent US oil explorer, saw its shares rise nearly 1,000 percent after announcing that an analysis of seismic data suggested that its offshore Nicaraguan concessions could potentially contain more than 3 billion barrels. "Our independent consulting firm estimated that the three structures potentially contain over 3 billion barrels of oil in the Eocene zones alone, subject to their various assumptions," said chief executive Stanton Ross. "A number of private, publicly-traded, and national oil and gas companies have been identified as prospective partners, and we expect to enter into discussions with interested parties beginning in January 2010."

Ram obtains \$77 million financing for Nicaraguan geothermal project (Source: Recharge News) Ram Power has closed on a \$77 million credit facility that will help to enable it to boost power output at the 10 megawatt San Jacinto-Tizate geothermal power project in Nicaragua to 46 megawatts by April 2011. The consortium of lenders includes the Central American Bank for Economic Integration, **the Dutch development bank FMO**, and Export Development Canada. Ram officials believe that San Jacinto-Tizate has the potential to produce 203 megawatts, although this will have to be confirmed by additional drilling and other tests.

El Salvador



Funes appeals to business leaders to back stiff measures against crime (Source: AFP)



Business leaders in El Salvador requested President Mauricio Funes for more backup from the army to help to fight crime related to gangs. According to them, in 2009, crime caused losses of up to \$900 million. Business leaders believe that the army, with help from the police, can reduce crime by cracking down on the gangs. The president of El

Salvador, Mauricio Funes, wants to launch a plan for the immediate “repression” of gang-related violence, which causes an average of 12 murders a day. Funes hopes to sound out business people and academics to find the best ways to tackle this problem. Business leaders stated that El Salvador is gripped by fear and helplessness, which harms trade and commerce.

Crime is costing El Salvador \$1.2 billion a year (Source: La Prensa Gráfica) Crime in El Salvador is costing the private sector and the government \$1.2 billion a year, about 5.4 per cent of the country's gross domestic product. Companies spend \$600 million on private security services and lose an additional \$300 million through robberies and other crimes. The rest of the money the government spends on hospital treatment and other expenses linked to crime. The exact amount of money that is lost through extortion is unknown, since many business owners refuse to report extortion due to fear.

IDB could agree \$1 billion boost for El Salvador plan (Source: La Prensa Gráfica) This month, the government of El Salvador will present its five-year plan. According to Daniel Malikow, the bank's second in charge, the Inter-American Development Bank has agreed to finance it with \$1 billion. Malikow met with El Salvador's government, the private sector and other organizations who are working on the plan, which he said is almost ready. The bank is willing to finance \$1 billion over the next five years, assuming that the government continues with strong economic policies and that the money is being used wisely, as Malikow said.

Honduras



Economy is peak of Lobo's mountain of problems (Source: Efe) The economy is the biggest of many challenges Porfirio Lobo will face after he takes office tomorrow as president of Honduras. The Honduran economy dropped by 3 per cent in 2009, the largest drop in Central America. Family remittances, the country's main source of income, dropped 11.1 per cent. Foreign investment fell by 40.8 per cent. Domestic debt increased to \$1.26 billion between July and December. Foreign debt was at \$3.5 billion by the end of the year.

\$390 million World Bank aid ends Honduras freeze (Source: Reuters) The World Bank announced it will restore development aid to Honduras, which it had frozen after a coup toppled Honduran President Manuel Zelaya. World Bank managing director Juan Jose Daboub said that the bank would restore a planned loan of \$270 million and add \$120 million in new credit, for a total of \$390 million, following the inauguration of Porfirio Lobo as the country's new elected president. Aid agencies and donor nations agreed to an international aid freeze that amounted to \$450 million after the June 28 coup that ousted Zelaya.

Honduran coffee output 25 percent up in first stage of current crop (Source: Dow Jones) According to the Honduran Coffee Institute, or Ihcafé, the Honduran coffee production from the 2009-10 harvest through Feb. 10 was 859,998 60-kilogram bags. which is an increase of 25 per cent compared to the 685,390 bags from the start of the crop cycle Oct. 1 to Feb. 10 in 2008-09. Honduras has traditionally been one of the last countries in Central America to start picking off the new harvest. But for the past two harvest years picking has been delayed and interrupted by irregular weather conditions, which also has resulted in lower yields.

Dominican Republic



Earthquake in Haiti destroys Port-au-Prince One of the heaviest earthquakes in the history of the Caribbean shook Haiti on Tuesday 12 of January. Recovery will take more than a decade and 75% of the capital Port-au-Prince will have to be rebuilt. Some experts suggest the whole capital should be rebuilt away from the dangerous fault line. Communication systems, air, land, and sea transport facilities, hospitals, schools, and electrical networks have been severely damaged. Relief organizations estimate the number of casualties as high as 200,000 and the IOM estimated that at least half a million people are now living on the streets and in 447 improvised camps. Already over US\$ 1.2 billion dollars is pledged for Haiti earthquake aid, but billions more will be needed for complete reconstruction. Haiti's reconstruction and recovery require long-term commitment. Dutch companies with interest in the reconstruction of Haiti, can register themselves at the Haiti country page of the EVD or contact the Dutch Embassy in Santo Domingo, Dominican Republic. The page offers an entrance to further information, the latest news, financing and projects.

<http://www.evd.nl/home/landen/landenpagina/land.asp?land=hai>

For more information and reports see:

http://ec.europa.eu/echo/aid/caribbean_pacific/haiti_en.htm

<http://www.reliefweb.int/rw/dbc.nsf/doc100?OpenForm>

<http://business.un.org> (UN/Business Partnership Gateway)

<http://onerresponse.info/disasters/haiti/Pages/default.aspx>

<http://ochaonline.un.org/haiti>

<http://www.logcluster.org/ops/hti10a>

<http://groups.google.com/group/shelterhaiti2010>

DR to benefit from reconstruction in Haiti The Dominican Customs director foresees that the reconstruction work in Haiti will mean a boom for the DR construction sector. According to him, there could be a decline in food exports because of the massive volume of humanitarian aid that Haiti is receiving, but the construction sector will benefit: "Trade in eggs, chicken and other products will be affected, but once reconstruction begins many products manufactured in the DR such as cement, steel and other construction materials will be purchased here to save costs.". He also predicted that the US economic recovery would benefit the DR and said that he expected more economic activity in 2010.

Financing for new Samana highway The construction is set for the Nagua to Cruce Rincon-Molenillo highway in 2010 now that its financing has been arranged. Four multilateral organizations will be providing US\$149.5 million for funding the highway. The donors involved are the Inter-American Development Bank (IDB), European Investment Bank (EIB), the French Agency for Economic Cooperation (Proparco) and the Andean Promotion Cooperation Agency (CAF). The highway is being constructed by the Colombian companies Odinsa, Crodco and Consorcio Remix, which also built the toll road linking Santo Domingo and Samana. Samana, known for its lush vegetation and beaches, has major vacation real estate development underway.

Borrowing for equipping hospital President Leonel Fernandez has sent a bill to Congress proposing a commercial bank loan for equipping the Dr. Heriberto Pieter Cancer Center in Santo Domingo. The loans consists of US\$34.7 million and US\$8.8 million and will be taken out with the Fortis Bank of Spain. The works will be undertaken by the Consorcio Hospitalario Dominicano (Cohodo), made up of Spanish company Icuatro and Dominican company Conproina.

Ikea opens its first store in Latin America In February Ikea will open its first store in Latin America and the Caribbean, with an investment of US\$80 million. The IKEA marketing director explained that they chose Santo Domingo because they see the DR as a progressing country that is full of opportunities.

DR-CAFTA affected the DR negatively Minister of Industry and Commerce Jose Ramon Fadul has cast doubt upon the abilities of the Dominican negotiators during the lead-up to the DR-CAFTA agreement. According to him, the free trade treaty has done nothing to benefit local producers, and for every ten items from Central America, Dominican producers sell just one in Central America. He did say that consumers have benefited from the large amount of products from Central America, though, but he added that this unequal proportion is a threat to local production.

The new Constitution The new Constitution has 277 articles, compared to 122 articles before. Major changes include articles on eliminating the clause against a President running again after aspiring for two terms, banning abortion, incorporating a mix of jus solis and jus sanguinis for Dominican nationality and unifying congressional elections with presidential elections in 2016. The new Constitution also establishes that citizens can demand compensation if injured or affected by bad quality of goods and services. See the complete text of the new Constitution at www.dr1.com/news/2010/012810_Constitution_2010.pdf

Trade Events



Pioneers in international business

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. A trade mission will be planned for May of 2010. For more information contact: Ir. A.T. (Bert) Keesman at e-mail: keesman@metasus.nl or via www.metasus.nl



Pioneers in international business

Dutch B2B matchmaking trade mission to Central America

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 programme is planned for the last quarter of 2009 or early 2010. The events will take place in Panama and Costa Rica, where representatives and branch organisations from whole Central

America will be present. A trade mission will be planned for July 2010. 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 please visit website: www.evd.nl/landen. More information can 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) 276 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