

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 to do with the region. This newsflash is shared with a distinctive group of Dutch businesses with special interests in the region or a specific country within. It is put together on basis 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 desire to send a observation, please feel free to forward a message to [sanjose@trade-minbuza.nl](mailto:sanjose@trade-minbuza.nl). A separate newsletter is published for Panama.*

### Central American region



**Global Competitiveness Report 2009-2010** (Source: World Economic Forum) Switzerland tops the overall ranking in The Global Competitiveness Report 2009-2010, released recently by the World Economic Forum ahead of its Annual Meeting of the New Champions 2009 in Dalian. The United States drops one place down to second position, due to weakening financial markets and macroeconomic instability. Singapore, Sweden and Denmark list top five. European economies continue to prevail in the top 10 with Finland, Germany and the Netherlands following suit. In Central America, Costa Rica (55 in the world) is the highest ranked country, followed by Panamá (59), El Salvador (77), Guatemala (80), Honduras (89), and Nicaragua (115).



**OECD updates Tax Haven Lists** (Source: CentralAmericaData.COM) Costa Rica and Guatemala were upgraded to the "Gray List", whereas Panama remains listed as a "Tax Haven". A September 24th report by the Organisation for Economic Co-operation and Development (OECD) shows progress in the implementation of transparency and fiscal information exchange standards. Panama remains catalogued as "a tax haven committed to adopt international fiscal standards, but who has not implemented them substantially". The "gray list", in which Costa Rica and Guatemala are now included, together with other Latin American countries like Chile and Uruguay, comprises "financial centres committed to adopt international fiscal standards, but who have not implemented them substantially". The Netherlands is currently negotiating a tax agreement with Panama.

**FDI down in Central America and Caribbean** (Source: United Nations Conference on Trade and Development) The manufacturing sector as a whole dropped in terms of FDI due to less investments in Central America and the Caribbean. However, In Costa Rica, FDI increased by 7%, to a total \$2 billion. The increase is mainly in agriculture sector, compensating the decrease of FDI in all the other sectors. In 2009, Foreign Direct

Investment in Costa Rica fell 30% when compared with 2008, when a record \$2.16 billion was invested. The Commerce Minister Marco Vinicio Ruiz, added that the drop in FDI will not affect manufacturing companies. The sectors most hit are real estate and tourism".



**Panama - Costa Rica - Colombia?** (Source: Prensa.com) Fernando Naranjo: "the real integration will happen in the business dimension, not the political one". The former Costa Rican minister and entrepreneur considers that businesses from Costa Rica, Panama and Colombia are undertaking a natural integration process, to which Dominican Republic would join. Naranjo, who shares with Panamanian president Ricardo Martinelli a sceptical vision of Parlacen's role in the region's integration, sees Panama and Costa Rica more integrated to Colombia than to the rest of Central America. The Netherlands Embassy in San

**C.A. exporters demand a solution in Honduras** (Source: Nacion.com) Fecaxca warned that exports from all the countries of the region are being affected by measures blocking free flow of goods. Exporters of the region, represented in the Federation of Export Chambers of Central America (Fecaexca), agreed in Managua, to await a prompt resolution of the Honduran crisis, in order to resume transit of goods in the region, which is paralyzed since September 22. The political crisis in Honduras has seriously affected the flow of merchandises in Central America. The country's location in the centre of the isthmus makes it an obliged point of transit, not only for exports within the region, but also for products going to other continents. As for Honduras, exports have reduced 10% because of the conflict, according to estimates.



**Central America travel market in October** (Source: laprensagrafica.com) El Salvador will host the sixth regional tourism fair "Central America Travel Market (CATM)". Before the event, invitees will be shown the country's touristic spots, said Napoleón Duarte, Salvadoran tourism minister. "The fair will be inaugurated on October 9th, with an activity in the National Theatre of San Salvador", added Duarte to local newspaper La Prensa Gráfica. The

isthmus will also improve its presence in the European market through a recent agreement between Rainforest Alliance and the Central American Tourism Promotion Agency. Such agreement will make it easier for sustainable tourism companies to market themselves in Europe, said Cristina Surh, marketing director of Rainforest Alliance. Joint activities will be focused in events, like tourism fairs. In some of them Rainforest will be present, in others shared activities will be done, together with promotional items from both organizations.

**Plague threatens Central American citrus** (Source: prensalibre.com) The Huanglongbing virus (HLB) attacks Persian and Key Lime trees, Orange, Grapefruit and Tangerine. Countries from the region are designing a strategy to prevent the outbreak of the virus, also known as Greening's Disease. Gisela Tapia is an expert from Oirsa, the Regional Agriculture Health Organism. She warned that "if there isn't a prevention program, in 5 years Guatemala and the rest of Mesoamerica could lose their entire citrus production".

**Nicaragua joins Central American Customs Union** (Source: elnuevodiario.com.ni) Nicaragua joins the Customs Union, whose current members are El Salvador, Guatemala and Honduras. Haroldo Rodas, Guatemalan Chancellor, remarked that Nicaragua's adhesion to the Union will foster trade between the countries of the region, and improve the environment for negotiating the Association Agreement with the European Union. Costa Rica is the only country not joining, even though it subscribed the framework agreement and now 'has to take a step towards full implementation', stated Rodas.

**Spanish Group invests in Region's hospitality** (Source: Invertia) The group, known as OHL, plans to build hotel and residential complexes in Costa Rica, Panama and the Dominican Republic. Through alliances with hotel chains, the group has already constructed hotels and residential villas in the Mayan Riviera, and intends to replicate this scheme in the region. The Spanish group is having talks with governments, economic and social agents, in order to jumpstart its plans.

**Costa Rica**



**New Obstacles for Costa Rica - China FTA** (Source: Nacion.com) Disagreement arose among industrialists and Comex, over a request for excluding a number of products which are not produced in the country and enjoy zero tariff. The goods being requested for exclusion are ambulant circuses, circus tents, cable cars, helicopters, vehicles, bridges and cattle feeding bottles. The Costa Rican Industry Chamber and the Food Industry Chamber had already complained to the Commerce Ministry for offering 90% of the products without tariff. Costa Rica and China finished their fourth round of talks on a free trade agreement amid protests from Costa Rican business leaders who fear that their market will be swamped by a flood of cheap Chinese goods. The Costa Rican negotiator in China stated that after four days of talks, the two teams managed to take important steps towards closing the deal. He mentioned progress on environmental and labour issues. Costa Rica convinced China to agree on negotiations to reach cooperation agreements on both areas.



**ICE to issue \$342 million in bonds** (Source: Nacion.com) The Costa Rican Electricity Institute (ICE) will invest the funds in new power generation projects. Selling took place this month in the National Stock Exchange (BNV), with an initial offer of \$77 million (¢45.000 million). The money will be invested in new hydroelectric power stations, such as 'Diquís' and 'Reventazón', in addition to geothermal projects 'Borinque', 'Las Pailas II', and 'Nuevo Mundo'. It will also be used for improving existing power stations.



**Costa Rica will expand refinery for \$1 billion** (Source: Nacion.com) The Comptroller's Office approved an agreement between state-owned Recope and China for expanding the oil refinery in Moín. Said agreement was signed between Costa Rican Oil Refinery (Recope), and CNPC International Ltd, a subsidiary of China National Petroleum Corporation. According to it, both companies will provide the necessary resources to increase production from 18.000 barrels to 60.000 barrels a day. Both companies must initially invest \$50 million. The rest of the money will be disbursed gradually. The project will be developed over five years, in lots next to the current facility.

**Costa Rica bets on new tax on casinos and sports books** (Source: La República) the rules of the game will be different in future for Costa Rica's casinos. Electronic and physical gambling and betting activities will be subject to fiscal, police and tourism regulations under the terms of a new bill, which is about to be sent to Congress. Most legislators have already shown their support for the bill. The aim is to tax casinos and sports books 2 per cent of their gross income. These activities move an estimated \$14.5 billion per year in the country.

**Constructors arrange \$300 million for Costa Rican highway project** (Source: La República) Autopistas del Valle, the consortium that won the concession to expand and operate the San Ramón highway in Costa Rica, has put together a \$300 million financial package for the project. Some 75 percent of the money is being put up in a "club deal" of banks including Nacional, Costa Rica and Popular, with support from Caja de Madrid and the

Central American Bank for Economic Integration. The rest of the money is being put up by the Autopistas del Valle partners.

**Losses of \$2 Million in Costa Rican Crops** (Source: Nacion.com) the lack of rain is affecting farmers, causing the loss of 1.500 rice hectares, and threatening an additional 3.500. The most affected areas are the province of Guanacaste and the Central Pacific. In the case of the latter, 6.000 planted hectares could output an under-performing harvest. Not only agriculture, but also livestock breeding is threatened by the lack of rains, as it "...has affected grass growth, and has dried water streams. The Agriculture Ministry estimates that this will affect livestock weight and reduce milk production".

**Round-the-clock working makes up for lost time on Costa Rican hydro project** (Source: La República) Construction of the Pirrís hydroelectric scheme in Costa Rica is 80 percent complete. If all goes according to plan, the turbines will come on stream in mid-2011. The project was set back by 10 months because of the damage caused by hurricane Alma. But work has been going on round the clock to make up for the lost time. The state-owned Costa Rican Electricity Institute (ICE) is investing \$500 million in the 134-megawatt project.

**Latin America's first wind-power project at risk of closure in price dispute** (Source: La República) Latin America's first wind-power project faces possible closure in March because of a price dispute. The threat comes from Plantas Eólicas, whose wind-farm at Tilarán in Costa Rica has been operating for 15 years. When Plantas Eólicas began is charging about \$0.05 per kilowatt/hour for the power it generated. Now it receives \$0.09 from the state-owned Costa Rican Electricity Institute (ICE), but it claims that the current tariff leaves no margin for profit.

**ICE and Samsung join forces on Renewable Energy** (Source: Nacion.com) The agreement will foster solar and solid waste energy generation. Under the agreement, two projects will be developed, reported the he Costa Rican Institute of Electricity (ICE). One will be a solar energy power plant, and the other a facility generating energy from urban solid waste. The companies will provide the necessary resources, technological and financial conditions to guarantee the feasibility of a solar energy plant of at least 2 MW.

**Costa Rica's banana growers now firing on all cylinders after flood damage** (Source: Fruitnet.com) Exports of Costa Rican bananas to Europe and the US are projected to rebound next year as the industry closes a door on flooding damage. The Costa Rican banana sector is now completely back on its feet following floods in November 2008 and February 2009 after significant investment on behalf of the government, Corbana (the National Banana Corporation) and growers, a move which should translate into above-average exports in 2010. As part of the recovery, Corbana and producers have been working closely with the Costa Rican government to build dykes and install other preventive infrastructure in the Limón region

**Costa Rica is top of expansion plans of mobile operator Digicel** (Source: Dow Jones) Mobile operator Digicel is counting on a liberalization of Costa Rica's cell phone market, run by state-controlled Instituto Costarricense de Electricidad, or ICE. The country is at the top of Digicel's expansion plans and it is expected to start offering licenses for private companies next year. Digicel has made a name for itself by tapping markets that are typically off the beaten road. It boasts Jamaica, Honduras, Haiti, El Salvador and Panama among the 32 markets that make up its holdings.

## Guatemala



**Guatemala's telecoms market predicted to grow to \$2.8 billion by 2014** (Source: Telecommunications Online) Guatemala's telecoms market, the largest in Central America, is expected to grow at a compound annual growth rate of 5.3 percent to \$2.8 billion in 2014. With three major regional players vying for subscribers, Guatemala should see total telecoms revenues of \$2.1 billion at the end of this year compared to \$1.9 billion last year. Although the global economic crisis hit remittances and trimmed some revenues for long-distance fixed-line calls, Guatemala's mobile phone market has continued to see deeper penetration across the population. The number of mobile phone subscribers should rise 20 percent to 13 million this year.

**Colom sets target of 70,000 barrels a day for oil production in Guatemala** (Source: Prensa Libre) Alvaro Colom hopes to see Guatemala producing 70,000 barrels a day of crude oil before he leaves office in 2012. "We hope that production will be at least 70,000 barrels a day. That's what we need to meet domestic demand," Colom said at the opening in Santiago de Chile of the Third Americas Forum on Competitiveness. Colom added that the country should be able to produce 200,000 barrels a day, but current production is only 13,000 barrels a day.



**World Energy Research to search for oil and gas in Guatemala at 12 locations** World Energy Research, a New Zealand-based energy research and investment company, is moving into energy exploration in Guatemala. WER plans to investigate the viability of 12 project sites with a focus on environmentally-friendly oil and natural gas extraction

methods. Of the 12 sites, three are natural gas reserves off the Pacific coast of Guatemala and nine are onshore sites located in the departments of Peten, Huehuetenango, Quiche and Alta Verapaz. All projects will be privately operated and based on contracts by the Guatemalan government.

## Nicaragua



**Cafta boosts foreign direct investment in Nicaragua to 64 percent growth** (Source: La Prensa) Energy, telecommunications and tourism were the sectors that took the bulk of \$626 million in foreign direct investment in Nicaragua last year, a 64 percent increase on 2007. The growth is due mainly to the implementation of Cafta in 2006, hopes of an association agreement with the European Union, and Venezuelan investment in the energy sector. In recent years, the investment climate has improved in Nicaragua as a result of a number of factors, including a reduction in the foreign debt, more macro-economic stability and the opening of new markets.

**World crisis blamed for 9 percent first-semester drop in investment in Nicaragua** (Source Efe) Investments in Nicaragua dropped 9 per cent during the first six months of 2009 compared with the same period of 2008, due to the world economic crisis. According to the government investment promotion agency, Pro-Nicaragua, investments in Nicaragua from January to June this year were about \$231 million. According to Pro-Nicaragua, the

drop is moderate compared with other Central American countries, where investments have fallen by as much as 30 percent.

***Tourism arrivals and earnings rise in Nicaragua*** (Source: Efe) The number of foreign tourists who visited Nicaragua between January and August of this year was 8.8 percent higher than in the same period of 2008, according to the nation's tourism institute, Intur. The arrival of 626,000 foreign tourists generated \$203.5 million of income between January and July, up from \$167.5 million in the 2008 period, the central bank reported. Places most visited included Granada and San Juan del Sur, though other destinations have grown in popularity, including León, the island of Ometepe and some parts of the Caribbean.

***Nicaragua to export coffee and cattle in deal with Venezuela*** (Source: El Universal) Nicaragua will export 1,400 tons of coffee and 600 head of cattle to Venezuela in accordance with the Bolivarian Alliance for the Americas. The Nicaraguan stockbreeders' leader, Douglas Alemán, explained how breeders receive \$1.3 per kilo and \$15 in bonus for each animal. Among other products Nicaragua sells to Venezuela are meat, dairy products and black beans.

***Spain provides \$64 million in finance for Larreynaga hydro scheme in Nicaragua*** (Source: Efe) Nicaragua has secured financing of \$64 million for the construction of the Larreynaga hydroelectric project. Funds from Spain were made available through the Central American Bank for Economic integrations (BCIE). Larreynaga will generate 17 megawatts and the project will be executed by the state electricity company, ENEE. The \$64 million is repayable over 25 years. Larreynaga is the first major hydroelectric project to be undertaken in Nicaragua for 38 years.

***Fenosa announces new investments*** Officials of the electric distribution utility, Union Fenosa announced at a news conference that new investments in Nicaragua run close to \$ 40 million. The investments will be aimed at the enlargement of network and customer service for five years in accordance with the Memorandum of Understanding signed between the Government of Nicaragua and Fenosa, on May 31 last year, said Peter Chazarra, Director, Office Electric Company. This document was ratified by the National Assembly and became law of the republic. They said that the investment started from June 1, 2008 and have continued throughout the 2009. "This will be a significant improvement than ever before had occurred with the distribution in Nicaragua," he said." Meanwhile, a spokesman for Union Fenosa, Jorge Katin said he will have to ask the INE another adjustment in the rate because the lack of rain prevented hydroelectric generating plants and force thermal generating plants that consume expensive bunker.

***Businessmen lobby for tax reforms*** Private sector representatives today began to lobby around the tax reforms promoted by the government with the opposition benches in the National Assembly. The President of the Superior Council of Private Enterprise (COSEP), José Adan Aguerri said they are trying to safeguard the interests of business in the thoughts on tax reform submitted for consideration to the Executive Branch. Aguerri details, now it depends on the National Assembly meet, discuss and approve the law the government has undertaken to perform and where tax reform is contained in it. He acknowledged that approval of this law the government only requires the votes of 47 congressmen. "So it is important for to start this week to sit down with each one of the benches let them know our position so that they can understand the magnitude of what the government presented and what we fee. He insisted that Nicaragua needs to continue in the program with IMF and maintain macroeconomic stability, compared to a recessionary situation, a global financial crisis and threats of meteorological phenomenon "El Niño" (The child).



**El Salvador 2010 Budget: \$3.7 Billion** (Source: [elsalvador.com](http://elsalvador.com)) The most funded areas are security, education, health, employment, housing and infrastructure. Even though last year's budget also summed \$3.7 billion, this time there is an additional \$400 million from the extraordinary budget, which includes the so-called 'anti-crisis plan'. Social spending will increase from 7.2% to 7.7% of the Gross Domestic Product, aiming to serve the population's social needs, one of the top priorities of the government.

**Renewed interest in Salvadoran Ports** (Source: [laprensagrafica.com](http://laprensagrafica.com)) Logistics group Ransa expressed its interest in the concession of the country's port system. RANSA is a group composed of Peruvian, Chilean and Salvadoran investors. Its president, Raúl Álvarez Belismelis, stated that the country is losing development opportunities due to lack of definition on how to operate Port La Unión. "The port could be a very attractive project, an ambitious, regional endeavour. Delays only cause additional damage to the country", stated Álvarez.

**Potential for 84 MW in small hydro power plants** (Source: [elsalvador.com](http://elsalvador.com)) In El Salvador, a study stated the feasibility of generating 84.8 MW of effective power through 67 small hydroelectric power plants. The research was conducted by the Executive Commission of the Lempa River (known as Cel) together with local university UCA, and shows the potential for renewable energy generation, especially applicable to rural electrification projects. It is reported that such projects, of less than 5 MW each, could be funded with private investment, loans from the Central American Economic Integration Bank and another sources. Leopoldo Dimas, Senior Analyst at the Salvadoran Foundation for Social Studies (known as Fusades), spoke about these projects, arguing that "we'll have to wait until the end of the crisis to develop them, but we must not lose sight of them. Investors interested in developing this project can also apply for the Carbon Credits scheme of the Kyoto Protocol, as a means of financing".

**Security costs reach 11%** (Source: [laprensagrafica.com](http://laprensagrafica.com)) Security costs at Salvadoran companies are on the rise, together with recent increases in crime. The American Chamber of Commerce of El Salvador (AmCham), showed its concern for the issue, which generates expenses unrelated to the natural cost structure of each activity. Carmen Aída Muñoz, AmCham's executive director, "called on the government to make a greater effort to fight crime, and to further coordinate those entities in charge of security". She also "qualified recent felonies by organized crime as more sophisticated, while adding that changes in gang behaviour have cost an increase in serious offenses, such as kidnappings".

**Crime and economic crisis pile up woes for tourism in El Salvador** (Source: [Elsalvador.com](http://Elsalvador.com)) High crime rates have dealt a serious blow to El Salvador's tourism industry in recent months. Beach hotels in eastern Salvador that were doing relatively well only two years ago have gone into bankruptcy as a result of the world economic crisis but also because of crime. Tourism ministry figures show that in the first half of this year the number of foreign tourists who arrived in the country was 26 percent down on the same period of 2008.

**European Union in talks to check on El Salvador and trade preferences** (Source: [Efe](http://Efe)) The European Union is still in talks to determine if El Salvador meets the requirements to keep preferential tariffs on its exports to Europe. El Salvador is part of the Generalised System of Preference along with 15 other countries. The European Union requires these countries to comply with 27 agreements, such as human rights, work quality, sustainable

development and good government. The European Union decided to investigate El Salvador because of its failure to confirm agreement with the International Labour Organization concerning labour union freedom.

**Remittances to El Salvador down 6 percent in July to \$287.5 million** (Source: Reuters) Remittances from Salvadoran emigrants dropped 6 per cent in August compared with the same month last year. According to a report from the central bank, in August remittances came to \$287.5 million, down from \$305.7 million in the same month of last year. The report indicated that January through August remittances dropped by 10.2 percent year-on-year to \$2.312 billion.

**El Salvador textile firms locked in vicious circle.** El Salvador's textile industry needs over \$25 million in order to keep up with demand from abroad, although the country's financial system has not been able to respond. Companies say many purchase orders are not taken due to lack of working capital. One of the reasons is that commercial banks are not giving credits, nor is the Multi-Sector Investment Bank (BMI). If credits were available, the textile industry would be much more dynamic because it has the necessary infrastructure, a qualified workforce and an excellent location that enables it to deliver orders in less than two weeks.



**Central bank reports drop of \$240 million in remittances sent home by emigrants** (Source: La Tribuna) The central bank of Honduras reports a \$240 million drop in remittances sent home by the nation's emigrants from January through September 3 this year. During that period, the emigrants sent home \$1.6 billion to their families. That figure represents a 13.1 percent drop in the amount sent in the same period of 2008.

**Grupo Terra of Honduras tipped to acquire Shell** (Source: El Diario de Hoy) Honduras-based Grupo Terra is the company most likely to acquire Shell Central America. Miguel Pérez, a representative of Terra in El Salvador and general manager of the Uno service stations, said Terra is involved in talks to acquire Shell's Central American division. The process began in the middle of 2008, but it wasn't until the end of that year that Terra managed to place itself among the finalists. "The countries of the region in which the company will be operating are yet to be defined, because there is another company competing for the purchase," said Pérez.

**Honduras paid \$799 million last year for imports of yarn from United States** (Source: El Heraldo) The textile and garment factories of Honduras have underlined their importance as the principal purchasers of yarn from the United States. Last year, companies in Honduras bought 36 percent of all US yarn exports, paying \$799 million. Purchases this year through June total \$298.9 million.



**Borrowing for public works** Three loans requested by the Presidency, were approved. These are the financing contract with the Brazilian export bank, BNDES for US\$48,743,918 million for the construction of the Duarte Corridor, the overpasses to expedite north-south traffic in Santo Domingo. The project has a 21-month duration. Grupo Estrella from the DR

and Odebrecht from Brazil are the contractors. Senate also approved a loan for US\$20 million with the Deutsche Bank S A Espanola for use in the rehabilitation of the Duarte-Casabito-Constanza highway. And a EUR9 million with the French Development Agency for the expansion of the Plan Sierra, a reforestry project.

**European or US digital TV?** The DR needs to decide on the technology it will adopt to move from analog over-the-air broadcasting to digital broadcasting, or DTV. Digital broadcasting allows TV and radio stations to provide improved picture and sound quality along with a host of other advantages over analog broadcasting. President of the Dominican Telecommunications Institute, said that the decision would be taken in January.

**Trade Events**

**Wednesday, October 7      Santo Domingo, Dominican Republic**



**CompuExpo 2009 XXV Anniversary.** CompuExpo'09 will hold its twenty-fifth edition, 7-11 October 2009, in the modern installations of the Sans Souci Convention Center, Santo Domingo Port, offering a great space to all participants. Based on over 15,000 visitors to CompuExpo, 73 % are business leaders (Presidents, Executives, Area or Department Managers) and 90

% indicated that their opinion is decisive at the time of purchasing new technology for their company.

**Wednesday, October 14      Panama City, Panama**



**Panama Logistics Expo 2009** On October 14 and 15, companies will show their products and services, forming contacts between themselves and potential customers. Panama Logistics Expo 2009, to be held at the Vasco Núñez de Balboa Convention Center, will bring together multinational companies, suppliers, government representatives, consultants, agents and freight and passenger transport companies. Among those attending the conference are: The Panama Canal Authority, Colón Free Trade Zone, SENACYT (National Secretary of Science, Technology and Innovation,), Kawasaki, Suez Canal Authority, Cranfield University, Latin America Logistics Center, DHL Global Forwarding, KPMG Mexico and PROINTEC Panama.

**Wednesday, October 21      San Jose, Costa Rica**



**1er ExpoTelecom** Costa Rica Is a telecommunications and information Technology event aimed at becoming the most important exhibition in the business throughout the Central American Region. Given the imminent opening of telecommunications in Costa Rica, comes as an instrument where various national and international companies will gather to strengthen trade.

**Tuesday, November 10      San Salvador, El Salvador**



**Holland Trade Information Day** The new initiative created by the Embassy in Costa Rica called the Holland Trade Information Day will take place on November 10th in El Salvador at the Sheraton hotel. The event will be coordinated with the Salvadoran Chambers of

Commerce with support from our Dutch Consulate. The Embassy will provide a general presentation regarding the Dutch economy, economic growth sectors, distribution and logistics advantages and business opportunities. Also the new business to business tradeplatform from the Embassy will be launched officially, giving local and dutch businesses a new tool to exchange goods and services. Dutch organisations such as PUM, SNV and Oikocredit will also be present to promote their services/tools. By including all these different organisations and presenting all the different tools offered by the Netherlands aiming to promote trade the participants got a coherent and complete picture of all services.

**Tuesday, November 17**

**San Jose, Costa Rica**



**Holland Trade Information Day** The Dutch Embassy in Costa Rica will host the Holland Trade Information Day on November 17th in San Jose. The event will be coordinated with the Costarican Chambers of Commerce (COMEX) with support from CADEXCO and CRECEX. The Embassy will provide a general presentation regarding the Dutch economy, economic growth sectors, distribution and logistics advantages and business opportunities. Also the new business to business tradeplatform from the Embassy will be launched officially, giving local and dutch businesses a new tool to exchange goods and services. Dutch organisations such as SNV and Oikocredit will also be present to promote their services/tools.

**2010**

**Dates will be announced as soon as they are available**



**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, 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 intended to take place in the last quarter of 2009 or early 2010 and will visit two countries in Central America where representatives and branch organisations from whole Central America will be present. For more details mail to Jan Tuinstra at [j.tuinstra@dlvplant.nl](mailto:j.tuinstra@dlvplant.nl)



**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 into the opportunities for Dutch companies for renewable energy and energy saving. A possible trade mission will be planned for May of 2010. For more information contact: Ir. A.T. (Bert) Keesman at e-mail: [keesman@metasus.nl](mailto:keesman@metasus.nl) or via [www.metasus.nl](http://www.metasus.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](http://www.evd.nl/landen). More information can be obtained from Judith Brussee, e-mail: [centraal-amerika@info.evd.nl](mailto: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 internet site from the Embassy of the Kingdom of the Netherlands in San José (for countries Panama, Costa Rica, Honduras and El Salvador) you can find general information on these countries in our resort but also specific commercial information. Our 'handelswijzers' business trade guides entails broad and up-to-date information on how to do business in each of the four countries, as a tool/guide for Dutch exporters and investors. Visit: [www.holanda.cr](http://www.holanda.cr), [www.handelswijzer.com](http://www.handelswijzer.com), [www.doingtradeincentralamerica.com](http://www.doingtradeincentralamerica.com) or [www.centralamericab2b.com](http://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](mailto:sanjose@trade-minbuza.nl) or by phone (00506) 2296 1490 (Carel Richter, Hans Buhrs or Monique van Hussen).

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

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

For more information on Nicaragua you can contact the commercial department of the Netherlands Embassy in Managua by email [mng@minbuza.nl](mailto:mng@minbuza.nl) or by telephone (00505) 276 8630 (Jan Bauer, Luis Bravo) More information on website: [www.embajadaholanda-nic.com](http://www.embajadaholanda-nic.com) .

For more information on Dominican Republic you can contact the commercial department of the Dutch Embassy in Santo Domingo by email [std-ea@minbuza.nl](mailto:std-ea@minbuza.nl) or by telephone (00 1 809) 262 0320 (Reinier Davina) More information on website: [www.holanda.org.do](http://www.holanda.org.do)