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ITINERARY

ORGANIZATION:
Embassy of the Republic of Costa Rica in Germany
Latin American Association (ASA), Hamburg

DATE
March 15th – March 19th 2014

VISITORS:
Delegation of 14 German entrepreneurs:

Franz Langre, Commercial Director of Multivac
Kai Trapp, Sales Director of Multivac
Jorge Torres, Sales of SMA Solar Technology AG
Walter Stange, Managing Director of Advanced Risk Solutions
Christoph Ludin, Managing Director of IT Chain GmbH
Friedrich Breitenthaler, Managing Partner of BauWerke GmbH
Dr. Jan Markus Broszio, Managing Director of Broszio Engineering
Petra Kollmannsberger, Managing Director of Forest Finance Gruppe
Philipp Enderle, Managing Director of GTWE
Robert Hore, Managing Director of Biogas Hore GmbH
Robert Stock, Managing Director of Tres Cabezas Berlin
Bruno Knoblich, Senior Advisor of Bruno Knoblich Management
Christoph Schmitt, Managing Director of Lateinamerika Verein LAV
S.E. José Joaquín Chaverri, Ambassador of Botschaft der Republik Costa Rica
SATURDAY 15TH, MARCH 2014

Arrival to Costa Rica - KLM, British Airways Flights.
7 p.m. Check In at Hotel

SUNDAY 16TH, MARCH 2014

10:00 a.m. Pick up at Hotel Sheraton
10:00 a.m. – 11:00 a.m. Transit from Hotel Sheraton to Hacienda Sonora
11:00 a.m. – 3:00 p.m. Visit and lunch in the farmhouse for coffee

Venue Hacienda Sonora in Carrillos de Poás, Alajuela. 1 mile north from Carrillos Alto church.
Attendees Alberto Guardia Pinto y Sra. (506) 8356-3335

MONDAY 17TH, MARCH 2014

7:45 a.m. Pick up at Hotel Sheraton
8:00 a.m. – 10:00 a.m. Costa Rica Business Climate and Investment Presentation - Information breakfast

Organization CINDE

Venue CINDEs HQ. Plaza Roble, Los Balcones 4th Floor (in front of Intercontinental Hotel)

Description The Costa Rican Investment Promotion Agency (CINDE) is a private, nonprofit and apolitical organization. CINDE ranks amongst the top 10 best-practice Investment Promotion Agencies (IPAs) worldwide, according to the 2009 Global Investment Promotion Benchmarking of the Investment Climate Advisory Service (FIAS) of the World Bank Group.

Attendees Gabriela Llobet - General Director and/or Irving Soto – Promotion Director

Objectives To present Costa Rica’s value proposition to foreign investors as an ideal destination for FDI.

10:00 a.m. - 10:30 a.m. Transit from CINDE to DHL (30 min. approx.)
10:30 a.m. – 11:30 p.m.

**Organization**: DHL - CONFIRMED

**Venue**: The company’s facilities

**Description**: Deutsche Post has outgrown its mailbox origins. Through its DHL operations, the company is one of the world's leading providers of express delivery and logistics services, including freight forwarding, transportation management, and warehousing and distribution. DHL is a global player that provides leading edge logistics and express services through innovative and custom-made solutions. Two companies working together to provide a complete chain of services, logistics and solutions. From customs brokerage, Air, Ocean and Ground Transportation, projects, local distribution and express services.

**Attendees**: Arnoldo Carranza - Managing Director

**Phones**: +506 2209-0445 / +506 8703-3832. Email arnoldo.carranza@dhl.com

**Address**: 500mts southwest from Ultrapark I, DHL HQ in Costa Rica, Heredia.

**Objectives**: To understand the advantages and particularities of doing business in Costa Rica from St. DHL’s experience. Why they decided on the country on this particular investment.

11:30 a.m. – 12:00 p.m.

**Transit to Club Unión** CONFIRMED

12:00 p.m. – 1:45 p.m.

**Lunch offered by Mr. Fernando Naranjo, General Manager of the National Bank (Banco Nacional)**.

**Description**: Banco Nacional de Costa Rica (BNCR) is the largest banking institution in Costa Rica. It offers services in all sectors of the Costa Rican market: personal banking business, corporate banking, institutional banking, securities, pension funds and investment funds. It also offers integral solutions for exporters and importers which are tailor-made to suit the different needs of any international trading transaction.

1:45 p.m. – 2:15 p.m.

**Transit from location Club Unión** to Ministry of Foreign Trade

2:15 p.m. – 3:30 p.m.

**Meeting with Diego Salto, Tax Partner of AFC** CONFIRMED

**Description**: AFC is a Costa Rican advisory firm that provides tax, accounting, and business advisory services to local and multinational clients. Selected Clients: Amanco, Amazon, ARAgilis Engineering, Fujitsu Consulting CR, GlaxoSmithKline, Hellman Service Center, Precision concepts, Roundbox Media, Schneider, Startek International, Via Information Tools.
3:30 p.m. – 4:00 p.m. Meeting with the Foreign Trade Minister Anabel González

CONFIRMED

4:00 p.m. – 5:00 p.m. Organization PROCOMER CONFIRMED

Attendees Albán Sánchez, Assistant General Manager
Lila Johnson – Carlos Beer – Álvaro Piedra

5:00 p.m. – 5:30 p.m. Transit from Ministry of Foreign Trade to AHK Costa Rica

5:30 p.m. – 6:30 p.m. Organization Die Deutsch-Costaricanische Industrie- und Handelskammer (AHK Costa Rica) CONFIRMED

Venue: Cámara de Comercio e Industria Costarricense-Alemana
Sabana Sur Edificio "Miracruz" No 1 Del Colegio la Salle
300m este y 150m sur

Phone: +506 2290 7621


http://costarica.ahk.de http://www.ahk.cr

Attendees: Hermann Heise – President AHK Costa Rica
Klaus Elsner – Vicepresidente AHK Costa Rica
Ricardo Vargas - Manager AHK Costa Rica
CONFIRMED

6:30 p.m. – 7:00 p.m. Transit from AHK Costa Rica to the German Ambassador House.

7:00 p.m. - Reception at German Ambassador House

CONFIRMED by Embassy of CR in Germany
Venue: German Ambassador House,
From Multicentro PACO, Santa Ana road, 350 mts to the left, last house at the right, just before the bridge.

Attendees:
Ernst Martens, Ambassador
Jens Büntjen, Mission Advisor
Ricardo Vargas, Manager AHK Costa Rica

**Tuesday 18th, March 2014**

7:30 a.m.   Pick up at Hotel Sheraton
7:30 a.m. – 8:30 a.m.  Transit from Delegation’s hotel to Cartago (60 min. approx.)
8:30 a.m. – 9:30 a.m.

Organization  G.RAU GmbH & Co. KG

**CONFIRMED**

Venue  G.RAU GmbH & Co. KG. 100m north from the water treatment plant, Techno Park, Zeta Industrial Park, Cartago.

Description  G.RAU is a worldwide leading specialist for innovative solutions around metal and a preferred supplier to renowned companies in various fields of electrical and automotive engineering, measurement and control industries as well as medical engineering. G.RAU offers everything from semi-finished products to complex functional assemblies all from one source.

Headquarters: Pforzheim, Germany

Products: Parts and assemblies, Semi-finished products, Medical products

In Costa Rica they opened a manufacturing operation of semi-finished products and parts out of metal alloys.

Attendees  
Andreas Keck, Managing Director
Dr. Jochen Ulmer, Chief Technology Officer
Frank Nauheimer, Chief Financial Officer
Andreas Bullinger, Manager responsible for G.RAU buildings

Contact  Andreas Keck
Phone  8816-9313
**Address**  
Cartago

**Objectives**  
To understand the advantages and particularities of doing business in Costa Rica from GRAU’s experience. Why they decided on the country on this particular investment, and their perspective of knowledge and technology intensive sectors development in Costa Rica.

9:30 a.m. – 9:45 a.m.  
**Transit time in Cartago TBD**

10:00 a.m. – 12:00 p.m.

**Organization**  
Instituto Tecnológico de Costa Rica (public university)  
**CONFIRMED**

**Venue:**  
Sala de sesiones del Centro Vinculación-Industria, Campus Cartago  
**CONFIRMED**

**Description**  
TEC was founded in 1972; with four campuses the main one is located in the city of Cartago. Its mission is "to contribute to the development of the country through human resource training, research and extension, keeping the scientific-technological leadership and technical, academic excellence and strict adherence to ethical standards, human and environmental from a state university perspective of quality and competitiveness at national and international levels ". Some of the programs from TEC University are the following: Business Administration, Information Technology management, Computer engineering, Electronic engineering, biotechnology and Industrial engineering.

**Attendees**  
ITCR  
Dr. Paulino Méndez Rector ITCR  
**CONFIRMED**  
Juan Carlos Carvajal, Director Centro de Vinculación Univ.-Empresa  
**CONFIRMED**  
Dr. Miguel Rojas  
**CONFIRMED**

**Contact**  
Silvia Hidalgo  
shidalgo@itcr.co.cr  
Jorge Quesada  
jquesada@itcr.ac.cr

**Phone**  
(506) 2550-2262

**Address**  
Cartago, Instituto Tecnológico, Centro de Vinculación

**Objectives**  
To understand TEC´s linkage with FDI attraction, its academic offer, research programs and students’ knowledge and technological capabilities.
12:00 p.m. – 1:30 p.m.  Lunch in Cartago (Confirmed)

Attendees: ITCR representatives
Several Cartago entrepreneurs (CONFIRMED)
Octavio Matus, Zollner

1:30 p.m. – 2:30 p.m.  Transit from Cartago to San Jose

2:30 p.m. – 4:30 p.m.  Costa Rican Chamber of Commerce (CONFIRMED)
Address: 175 mts northwest from the parking lot of El Pueblo

Meeting with government and other authorities related to energy matters.

Attendees: Roberto Guzman MINAET (CONFIRMED)
Irene Cañas y Andreas Nieters GIZ (CONFIRMED)
Mario Alvarado ACOPE (CONFIRMED)
Katja Frick ACESOLAR (CONFIRMED)
Bernhardt Johst (CONFIRMED)
Norman Bruce y Roy González Consultores (CONFIRMED)

Wednesday 19th, March 2014

8:30 a.m.  Pick up at Hotel Sheraton
8:30 a.m. – 9:00 a.m.  Transit from Hotel to CNAA
9:00 a.m. – 11:00 a.m.

Organization: Cámara Nacional de Agricultura y Agroindustria (CNAA) (CONFIRMED)

Description: The Chamber in charge of promoting social and economic welfare of the country, by training their members for competitiveness and the exercise of leadership and positive influence on the correct definition of the national agricultural problem and in making national and international policy decisions, all through the achievement of sustainable development of the agricultural, food processing and forestry sectors.

Contact:  Martín Calderón, Director

Address: 300 mts south and 50 mts East from Mc Donalds Plaza del Sol, Casa de Ladrillo, Curridabat, San José
Objective: Overview of the agriculture in Costa Rica.

11:00 a.m. – 11:30 p.m. Transit from CNAA to CINDE

11:30 a.m. – 12:30 p.m.

Organization: Juwi

Description: The company is developing renewable energy projects in the region, mostly wind and solar. Headquarters are in Germany with subsidiaries in 15 different countries.

Contact: Enrique Morales, Costa Rica office Manager

Phone: (506) 2290 9310

Address: CINDE, Oficinas Centrales, sala San José

Objective: To understand the advantages and particularities of doing business in Costa Rica from Juwi’s experience. Why they decided on the country on this particular investment. Also get to know more about their projects in Costa Rica.

12:30 p.m. – 2:00 p.m. Lunch TBD

END OF PROGRAM