

AGENDA:

Meet the Dominican Republic!

Date Tuesday, 06.11.18

Place The WestIn Hotel,
Platz der Deutschen Einheit 2, 20457
Hamburg

Costs Free of charge

9.30 am Registration

10.00 am **Welcome to the Dominican Delegation and German business representatives**

Christoph Schmitt, General Manager Latein Amerika Verein (LAV)
Hans Witsenboer, President, European Chamber of Commerce in the Dominican Republic
Ministry of Foreign Affairs in the Dominican Republic

10.30 am **Trade & Investment opportunities in the Dominican Republic**
Center for Exports and Investment in the Dominican Republic (CEI-RD)

11.00 am **Investment projects in the Dominican Republic**
Center for Exports and Investment in the Dominican Republic (CEI-RD)

11.30 am **Questions (Q & A)**

12.00 am **B2B Meetings with the Dominican Delegation**

13.30 pm **Closure**

Background Information: Dominican Republic

The Dominican Republic occupies a strategic geographic location in the Caribbean. Its attractiveness has been consolidated by key economic partnership agreements that make it a commercial hub between Europe, North America and the rest of the Caribbean and Latin American nations.

The dynamism of its economy, with an average growth of 6.5% in the last 4 years, its political-social stability, legal security, competitive incentives and a favorable business climate are some of the aspects that make the Dominican Republic an attractive partner for German companies.

This sustained economic growth has made the Dominican Republic a major destination for investments, with an extraordinary interannual increase in 2017 of 48.3%, reaching € 3,100 million euros. It is the biggest recipient of FDI in the Caribbean, opening up possibilities for successful partnerships in areas such as tourism, agriculture, agroindustry, infrastructure, energy, waste processing and information technology.

The delegation organised by the Eurochamber of the Dominican Republic will include companies and government officials who bring along a portfolio of partnership opportunities with German companies.

Sectorial background information: Opportunities for sectorial partnerships

Renewable Energy

The Dominican Republic has positioned itself as an attractive destination for the renewable-energy industry, which has promoted the development of numerous projects related to wind, solar, biomass, hydroelectric and natural gas. The renewable energy sector has generated around US \$ 600 million in investments.

Law No. 57-07 on the Development of Renewable Sources of Energy contemplates incentives and tax exemptions for both producers and self-generators of alternative energies, paving the way for the country to become one of the leading producers of alternative energy in the region.

Agroindustry

The country's agricultural offer includes sugar cane, coffee, cocoa and tobacco, as well as fruits such as bananas, orange, avocados, pineapples and cantaloupes.

Law No. 150-97 establishes a zero rate for farm inputs, equipment and machinery for agricultural projects. The country is one of the leading suppliers to the US market and several European countries.

Several Dominican products are currently in the top world positions concerning production and export: the country is the leading exporter of hand-crafted cigars in the world, reaching 42% of the world export market, and also the largest exporter of machine-made cigars, with a production of 4.8 billion units in 2017. The Dominican Republic is the principal exporter of rum to Spain and Chile, and the largest exporter of organic cocoa in the world.

Tourism

The tourism industry has positioned itself as the largest generator of currency flows in the country, thanks to a capacity of more than 68,500 rooms in well-known hotel chains and 32 world-class golf courses. The more than 6.1 million visitors received by the country during 2017 generated revenues of more than US\$ 7,177 million, making us the number one destination in the Caribbean.

There are still numerous growth opportunities for the sector, given the development of new tourist poles and recent public investments in infrastructure. This sector benefits from the Law No. 158-01 of Promotion of Tourism Development for the Centres for Tourism of Scarce Resources and New Centres for Tourism in Provinces and Potential Locations.

Manufacture

Manufactures export is one of the most dynamic sectors of Dominican economic activity. Law 8-90, which regulates and encourages the establishment of companies and parks in the Free Trade Zones, provides companies numerous incentives to settle in our country. These, added to free trade agreements with the Caribbean, Central America, the United States and the EU, are unique opportunities for productive sub-sectors of higher potential, such as medical and pharmaceutical products, electrical equipment and electronic components, footwear and leather, cigar and tobacco products, among others.

From January 2010 to May 2018, the accumulated total of exports from Dominican Free Trade Zones was around US \$ 43,104.60 billion dollars. Internationally renowned companies have based their operations for the manufacture of a wide range of products in our country.

Contact Centers

Law 8-90 of Free Trade Zones benefits and grants tax incentives to Call Centres. Call Centres provide services to a diversified portfolio of industrial sectors, including medical interpretations and telecommunications, computer and commercial services. In the data processing segment, financial, human resources, energy, engineering and construction services stand out.

Software Development

The country has more than 70 software development companies. Some have international experience, while many others are potential exporters, including some associated with internationally recognised brands such as Microsoft, Oracle and

Hewlett Packard, and with international certifications such as CMMI, ISO 9001, IBM Rational and Nortel.

Film and Audiovisual

The Dominican Republic has been the ideal setting for scenes from successful feature films, such as The Godfather II, Rambo: First Blood Part II, Havana, Jurassic Park, La Fiesta del Chivo, The Good Shepherd, Fast and Furious 4 and The Lost City.

The Dominican audiovisual production sector gathers more than 60 companies in the area of production. It is regulated by Law No. 108-10 for the Promotion of Cinematographic Activity in the Dominican Republic, which creates the Directorate-General for Film (DGCINE) and establishes a series of incentives both for local and foreign productions.

The Dominican Republic is party to a series of international agreements on cinematographic matters, among which are both the Agreement for the Creation of the Latin American Common Cinematographic Market and the Latin American Agreement on Cinematographic Co-production. Likewise, we are a member of the renowned IBERMEDIA Program and signed a Cinematographic Collaboration Memorandum with the Corporation for the Development of the Arts, Sciences and Cinematographic Industry of Puerto Rico.

Telecommunications

Telecommunications Law 153-98, which modernised the sector's regulation and adapted them to international standards, alongside the country's privileged geographical position, has made telecommunications one of the most dynamic productive areas of national life, reaching 5.4% or US\$ 1,116 million of the total FDI received in the last eight years.

Our country has one of the most advanced telecommunications infrastructures in the Caribbean. To date, we have five fixed telephony providers, four mobile telephony providers and eight internet access providers (ADSL, Cable Modem, WiMAX, 3G and 4G).