



You are invited to the most relevant international  
Investment event in the Central American region



9 / 10 | November 2016

Westin Camino Real Hotel  
Guatemala City

More information:

+502 2380-9000 Ext. 218/219

atencional socio@industriaguatemala.com

f /GIS\_2016

t /GuatemalaInvestmentSummit2016

Register: [www.gis.com.gt](http://www.gis.com.gt)

It is the most relevant international investment event in the Central American region. Its successful first edition took place in the year 2013. It is organized by the Chamber of Industry of Guatemala together with the Government of the Republic, through the Ministry of Economy.

This second edition promises to provide the participants current topics related with the investment climate, a search for answers to common problems, and to promote the State's Policies that allow a global and inclusive economy which, besides promoting the sustainability and innovation, promotes the integration and competitiveness of Guatemala and the region.

With the participation of over 250 investors from different parts of the world, the business leaders of the Central American region and entrepreneurs in different areas will facilitate the opportunity to make strategic alliances and get to know public, private and PPA (Public-Private Alliances) investment projects for over US\$9 billion. The interaction between the sectors will be possible through the investment and business roundtables which will be active during the whole event.

Additionally, you will have the opportunity to be a part of the over 2,000 participants that will meet with the purpose of making business contacts as well as contacts with high government authorities.

### **Main points of the conferences and panels:**

- ▶ Business
- ▶ Investment
- ▶ Entrepreneurship
- ▶ Innovation

### **Who is the target audience?**

- ▶ Investors
- ▶ Business people
- ▶ Entrepreneurs
- ▶ Government Entities
- ▶ International Bodies
- ▶ Investment Promotion Agencies
- ▶ Banks and Financial Entities
- ▶ Specialized media
- ▶ Projects and Companies with investment opportunities
- ▶ Chambers and Business Associations
- ▶ International Community and Diplomatic Corps

### **Sectors of Interest**

- ▶ Forestry Sector
- ▶ Food and Beverages
- ▶ Chemicals and Plastics
- ▶ ICT's / Contact Centers
- ▶ Light Manufacturing
- ▶ Cultural and Creative Industries
- ▶ Clothing and Textiles
- ▶ Energy
- ▶ Construction
- ▶ Tourism
- ▶ Non-traditional Agriculture
- ▶ Environmental Services
- ▶ Others with interest in participating

# Speakers



**Edgar Figueroa**

President and Executive  
Director of Wi-Fi Alliance



**Carlos Argüello**

President and Founder  
of Studio C



**Deiby Gómez**

Oracle Ace Director



**Silvina Moschini**

International expert on Social  
Networks and Internet.  
Cofounder and President of  
Transparent Business and Yandiki



**Marcos Andrés Antil**

President and Founder of  
Xumak, LLC.



**Sergio Flores**

Guatemalan Engineer  
in Samsung Korea



**Enrique Beltranena**

Founder and CEO Volaris



**Maria Fernanda Garza**

President of International Chamber  
of Commerce, ICC-Mexico  
and CEO Orestia S.A de C.V.

# Preliminary Agenda

Date	Time	Event
8 Nov. 2016	14:00 – 18:00	<b>CREDENTIALS PICK-UP</b> At the entrance to the Auditorium in the Westin Camino Real Hotel
9 Nov. 2016	8:00	<b>OPENING CEREMONY</b> <ul style="list-style-type: none"><li>- Speech of the President of the Chamber of Industry of Guatemala, Mr. Oscar Emilio Castillo Montano</li><li>- Speech of the President of the Republic of Guatemala, Mr. Jimmy Morales</li></ul>
	9:00	<b>CONFERENCES AND PANELS</b> <ul style="list-style-type: none"><li>- Inclusive and sustainable economic growth. Ministry of Economy of Guatemala and Cochairman of the Organizing Committee, Mr. Rubén Morales</li><li>- Guatemala: Opportunities for Business. Vice-president of the Chamber of Industry of Guatemala and Cochairman of the Organizing Committee, Mr. Juan Carlos Tefel</li></ul>
	10:00	<b>OPPORTUNITIES TO INVEST AND INNOVATE IN GUATEMALA</b> <ul style="list-style-type: none"><li>- A variety of business, investment and innovation opportunities in several sectors will be presented</li><li>- Parallel activities for entrepreneurs</li><li>- Investment and business roundtables</li></ul>
	16:00	<b>INSTITUTIONAL STRENGTHENING: NEW OPPORTUNITIES</b>
10 Nov. 2016	08:00 – 12:30	<b>INVESTMENT AND BUSINESS ROUNDTABLES</b>

# Participants **Registration**

International and local participants (including members of the Chamber of Industry of Guatemala ) may register in [www.gis.com.gt](http://www.gis.com.gt). After filling out the registration form satisfactorily, they will receive an email confirming their participation.

If any participant does not receive a confirmation email or has any questions about it, please contact Jhenifer Urizar at +502 2380-9000 ext. 229 or to the email address [registrogis@industriaguatemala.com](mailto:registrogis@industriaguatemala.com).

Registrations for foreign participants include participation in the opening ceremony, conferences program and closing ceremony.

Credentials will be handed in Tuesday, November 8 from 14:00 hours and Wednesday, November 9 from 7:00 hours.

We will have translation during conferences and investment and business roundtables.

## **Entry to Guatemala**

When arriving to Guatemala, at the International Airport La Aurora, a delegation made up of collaborators from the Chamber of Industry of Guatemala, duly identified and uniformed, will be waiting for you, to help you with your immigration proceedings and to take you to board the bus that will drive you to the hotel confirmed for your accommodation.

## **Shuttle in Guatemala**

The organization of the Guatemala Investment Summit 2016 will provide free ground shuttle service from the airport to the hotel.

This service will be available on Tuesday, November 8 from 5:00 to 23:00 hours.

On your departure day from Guatemala, you must directly coordinate your shuttle from the hotel to the airport with your hotel.

# Visas

Citizens of some countries require a visa to enter Guatemala. In the following link, you may consult the list of countries and the type of visa to process.  
[http://www.minex.gob.gt/Visor\\_Pagina.aspx?PaginalD=21](http://www.minex.gob.gt/Visor_Pagina.aspx?PaginalD=21)

You may also consult the list of embassies and consulates, locations and contact telephone numbers by entering the following links:

Guatemalan Embassies authorized abroad:  
[http://www.minex.gob.gt/Visor\\_Pagina.aspx?PaginalD=1199](http://www.minex.gob.gt/Visor_Pagina.aspx?PaginalD=1199)

Guatemalan Consulates authorized abroad:  
[http://www.minex.gob.gt/Visor\\_Pagina.aspx?PaginalD=1200](http://www.minex.gob.gt/Visor_Pagina.aspx?PaginalD=1200)

For questions about these proceedings you may contact Karen Chinchilla, in the email address [kchinchilla@industriquate.com](mailto:kchinchilla@industriquate.com)

## Official Airline



Guatemala Investment Summit 2016 counts on the participation of Copa Airlines as the official airline of the event. International participants will have a 20% discount when buying their ticket directly at the website [www.copaair.com](http://www.copaair.com) and entering the promotional code **D6958**.

# Accommodation Service

Hotels that offer their accommodation services with negotiated rates by the Organizing Committee of the Guatemala Investment Summit 2016, are the following:

## RADISSON HOTEL & SUITES GUATEMALA CITY

1ª. Avenida 12-46, zona 10  
Guatemala City  
Telephone: +502 2421-5151  
[www.radisson.com](http://www.radisson.com)

Type of Room	Single or double occupancy rate	Included
JUNIOR SUITE	US\$75.00	<ul style="list-style-type: none"><li>▸ Buffet breakfast</li><li>▸ Wireless internet</li><li>▸ Bottled water (one daily)</li><li>▸ Access to gym and Jacuzzi</li><li>▸ Coffee maker</li><li>▸ Airport-hotel-Airport shuttle</li></ul>
PREMIER SUITE	US\$85.00	
DELUXE SUITE	US\$95.00	
BUSINESS CLASS	US\$120.00	

### CONTACT FOR RESERVATIONS

**Franz Estrada**

[festrada@radissonguatemala.com](mailto:festrada@radissonguatemala.com)

Office Telephone: +502 2421-5150 | Cell phone: +502 5311-8587

To make the reservation, please enter: [www.radisson.com](http://www.radisson.com)

Reservation Code: **CAMARA**

### **NOTE:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- 40 rooms available with the above rates. From July 11 to October 1 – 30 rooms. From October 2 to October 25 – 10 rooms. From October 26 to November 8 - rates and space subject to availability.
- You may consult cancelations policies, other services and benefits directly to the hotel's representative or at the moment of confirming your reservation.

## H & F HOTEL FONTABELLA

Plaza Fontabella, 4 Av. Y 12 calle, Zona 10,  
Guatemala City  
Telephone: +502 2305-5900  
<http://www.hotelfontabella.com/>

Type of Room	Single or double occupancy rate	Included
PREMIUM	US\$90.00	<ul style="list-style-type: none"><li>• Breakfast a la carte in specific restaurants inside of Plaza Fontabella</li><li>• Internet Service</li><li>• Complete gym</li><li>• Combined humid and dry Sauna</li><li>• Housekeeping service in established schedules</li><li>• Parking space in the basement</li><li>• Security 24/7</li><li>• Safety security box in every Suite</li><li>• Air conditioning</li><li>• Business center</li><li>• Meeting room fully equipped</li></ul>
LOFT	US\$115.00	
D'LUXE	US\$190.00	

### CONTACT FOR RESERVATIONS

**Astrid Corzo**

[astridcorzo@hotelfontabella.com](mailto:astridcorzo@hotelfontabella.com)

Office Telephone: +502 2305-5900 | Cell phone: +502 3053-9063

### **NOTE:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- 12 room available with the above rates, which are kept until October 31, 2016. After that date, rates and spaces will be subject to availability.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.



# HOLIDAY INN GUATEMALA

1ª. Avenida 13-22, zona 10,  
Guatemala City  
Telephone: +502 2421-0000  
<http://www.hinn.com.gt>

Type of room	Rate	Validity of rate	Included
SINGLE OR DOUBLE IN STANDAR FLOOR	US\$85.00	August 20, 2016	<ul style="list-style-type: none"><li>• Internet, one complimentary access. Additional access with a charge of US\$10.00 per access per day.</li><li>• Use of pool and gym free of charge.</li><li>• Airport – Hotel – Airport shuttle, free of charge.</li><li>• Safety security box with a capacity for portable computers.</li><li>• Television with cable</li><li>• Coffee maker with complimentary coffee</li><li>• Air conditioning</li><li>• Iron and ironing board</li></ul>
	US\$95.00	September 20, 2016	
	US\$105.00	October 20, 2016	

## CONTACT FOR RESERVATIONS

**Arely Gómez**

[arely\\_gomez@hinn.com.gt](mailto:arely_gomez@hinn.com.gt)

Office Telephone: +502 2425-0005 | Cell phone: +502 4149-4187

Direct link for reservations: [Guatemala Investment Summit 2016](#)

### **NOTE:**

- Add to rates 22% of taxes (12% IVA and 10% tourism tax).
- These rates do not include any kind of meal. Price for breakfast is US\$10.00 plus 10% of service.
- 60 rooms are available until October 20, 2016, after this date, spaces and rates are subject to availability.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.

# CLARION SUITES GUATEMALA

14 Calle 3-08, zona 10  
Guatemala City  
Telephone: +502 2421-3333  
<http://www.clarionguatemala.com>

Type of room	Single rate occupancy	Double rate occupancy	Included
DELUXE FLOOR	US\$100.00	US\$115.00	<b>Benefits of Deluxe floor:</b> <ul style="list-style-type: none"><li>• Complimentary Buffet breakfast, La Poza Restaurant, from 6:00 to 10:30 hours</li><li>• Complimentary Internet</li><li>• Airport – hotel shuttle from 5:00 to 22:00 hours (prior flight schedule)</li><li>• Hotel - airport shuttle (Scheduled trips every hour from 5:00 to 14:00 hours).</li></ul>
EXECUTIVE FLOOR	US\$125.00	US\$140.00	<b>Benefits of Executive Floor:</b> <ul style="list-style-type: none"><li>• Breakfast included in the Lounge on level 17</li><li>• Check in/out personalized service</li><li>• Butler service</li><li>• Permanent coffee break and cookies during the day, on level 17</li><li>• Open bar (drinks and canapés included from 19:00 to 20:00 hours), on level 17</li><li>• Robe and slippers</li></ul>

- 3 meeting rooms with view to the city and volcanos (complimentary for 30 minutes prior reservation and availability)
- Shoe polishing
- Up to 2 pieces for light ironing per day|.

### CONTACT FOR RESERVATIONS

**Ingrid Barillas**

[ingrid.barillas@clarionguatemala.com](mailto:ingrid.barillas@clarionguatemala.com)

Office Telephone: +502 2421-2916 | Cell phone: +502 5171-3873  
+502 5695-7794

Code for reservations: **GIS2016**

### **NOTE:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- 45 rooms available with the above rates. From July 11 to October 19 – 45 rooms. From October 20 to October 26 – 20 rooms. From October 28 to November 8 – rooms and rates are subject to availability.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.

## HOTEL BARCELÓ GUATEMALA CITY

7 Avenida 15-45, zona 9  
Guatemala City  
Telephone: +502 2378-4000  
<http://www.barceloguatemalacity.com>

Type of room	Rate	Included
SINGLE OR DOUBLE	US\$85.00	<ul style="list-style-type: none"><li>• Buffet breakfast</li><li>• Internet</li><li>• Airport - hotel –airport shuttle</li></ul>

### CONTACT FOR RESERVATIONS

**Lucy Sánchez**

[guatemalacity.ventas12@barcelo.com](mailto:guatemalacity.ventas12@barcelo.com)

Office Telephone: +502 2378-4000 | Cell phone: +502 5516-5578

### **NOTE:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- 40 rooms available with the above rates.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.

## HOTEL WESTIN CAMINO REAL

14 calle 0-20, zona 10  
Guatemala City  
Telephone: +502 2333-3000  
<http://hotelcaminoreal.com.gt/>

Type of Room	Single or double occupancy rate	Included
DELUXE FLOOR	US\$130.00	<ul style="list-style-type: none"><li>• Individual airport/hotel/airport services every hour from 5:00 to 23:00 hours, in established schedules, minimum 8 persons per shuttle</li><li>• Access to wireless internet in every area of the hotel, Business Center which offers the following services:<ul style="list-style-type: none"><li>▪ Fax, computers with access internet</li><li>▪ Permanent coffee</li><li>▪ Secretarial Assistance</li><li>▪ Cell phones rental</li></ul></li><li>• Access to Cabaña Club "The best Spa in the City", which has the benefits of a fully equipped Spa:<ul style="list-style-type: none"><li>▪ Cardiovascular equipment</li><li>▪ Jacuzzi, pool</li><li>▪ Sauna, massage area</li><li>▪ Tennis court, Racquetball court squash court</li></ul></li><li>• Emergency medical and ambulance service available for 24 hours.</li></ul>
EXECUTIVE FLOOR	US\$170.00	

- Miles and points accumulation by the Starwood Preferred Guest / SPG, the best loyalty program worldwide
- If you have SPG you can earn an upgrade in the platinum level.

### CONTACT FOR RESERVATIONS

**Lleimy de León de Callejas**

[lleimy\\_decallejas@caminoreal.com.gt](mailto:lleimy_decallejas@caminoreal.com.gt)

Office Telephone: +502 2410-5041 | Cell phone: +502 5513-8286

### **NOTE:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- Rates do not include any kind of meal. Price for buffet breakfast is US\$20.00 per person.
- 50 rooms available in the Deluxe floor and 10 rooms available in the Executive floor. Rates and room blocking will be available until October 14, 2016.
- You may consult cancellations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.

## HOTEL BILTMORE GUATEMALA

15 Calle 0-31, zona 10  
Telephone: +502 2410-5000  
<http://hotelbiltmore.com.gt/>

Type of room	Occupancy Rate	Included
STANDARD SINGLE	US\$90.00	<ul style="list-style-type: none"><li>• Located next to Westin Camino Real Hotel with direct Access to their meeting rooms and public areas.</li><li>• Individual airport – hotel - airport shuttle every hour from 5:30 to 22:30 hours in established schedules, minimum 8 persons per shuttle.</li><li>• American buffet breakfast in Lounge</li><li>• Complimentary coffee in the Lobby</li><li>• Access to internet</li><li>• Entrance to Cabaña Club Spa of Westin Camino Real for an additional rate of US\$10.00 per person any day you wish to go.</li></ul>
STANDARD DOUBLE	US\$100.00	

### CONTACT FOR RESERVATIONS

**Lleimy de León de Callejas**

[lleimy\\_decallejas@caminoreal.com.gt](mailto:lleimy_decallejas@caminoreal.com.gt)

Office Telephone: +502 2410-5041 | Cell phone: +502 5513-8286

### **NOTA:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- 30 rooms available. Rates and room blocking will be available until October 14, 2016.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.

## INTERCONTINENTAL HOTELS & RESORTS

14 Calle 2-51, zona 10  
Telephone: +502 2413-4444  
<http://www.intercontinental.com/espanol>

### Type of Rooms

#### SINGLE DELUXE

### Included

- Located a block away from the venue of the Guatemala Investment Summit 2016
- Access to internet
- Minibar
- Safety security box
- Special and fast assistance of the Business Center.

### CONTACT FOR RESERVATIONS

**Silvia Pinillos**

[silvia.pinillos@r-hr.com](mailto:silvia.pinillos@r-hr.com)

Office telephone: +502 2413-4552 | Cellular phone: +502 5401-6215

### **NOTE:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- Rates will be available until October 8, 2016. From October 9, availability and rates will be subject to availability.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.



# HOTEL VISTA REAL

Km. 9 Carretera a El Salvador,  
Guatemala, Guatemala  
Telephone: +502 2427-0000  
<http://www.vistareal.com/>

Type of Room	Single Occupancy Rate	Double Occupancy Rate	Included
MASTER SUITE PREFERENTIAL FLOOR	US\$60.00	US\$60.00	<ul style="list-style-type: none"> <li>complimentary Wi-Fi</li> <li>Airport -hotel – airport shuttle</li> <li>complimentary shuttle circuits to offices and entertainment, in pre-established schedules</li> <li>Use of pool, Jacuzzi and dry sauna</li> <li>Gymnasium with cardiovascular equipment and weights.</li> <li>24 hrs. Suite Service.</li> <li>Hermetic sound insulating Windows</li> <li>Safety security box</li> <li>Great Class line, 24 hour service for your requirements</li> <li>For stays over 15 consecutive nights, consult our Long Stay program and its benefits.</li> </ul> <p>Rates for Master Suite y Great Class rooms in Preferential level do not include breakfast and the cost is US\$12.00 plus service.</p>
GREAT CLASS PREFERENTIAL LEVEL	US\$70.00	US\$70.00	
MASTER SUITE EXECUTIVE LEVEL	US\$150.00	US\$160.00	
GREAT CLASS EJECUTIVE LEVEL	US\$170.00	US\$180.00	
GOVERNOR SUITE	US\$450.00	US\$450.00	
PRESIDENTIAL SUITE	US\$1,200.00	US\$1,200.00	

Rates for Master Suite and  
Great Class rooms in  
Executive level,  
Governor Suite y  
Presidential Suite include  
buffet breakfast

### CONTACT FOR RESERVATIONS

**Fabiola Méndez**

[fmendez@vistareal.com](mailto:fmendez@vistareal.com)

Office Telephone: +502 2427-0000 | Cell phone: +502 5752-4109

#### **NOTA:**

- Add to the rates 22% of taxes (12% IVA and 10% tourism tax).
- Rates are subject to availability.
- You may consult cancelations policies, other services and benefits directly with the hotel's representative or at the moment of confirming your reservation.

# Venue Hotel

Westin Camino Real located at 14 calle 0-20, zona 10, Guatemala City, telephone 2333-3000, website <http://hotelcaminoreal.com.gt/>

## Optional Tourist Services

If prior to or at the end of the Guatemala Investment Summit 2016, you are interested in visiting some tourist sites, characteristic of the Guatemalan culture, you may contract these services directly with Clark Tours Agency, who have prepared a package to destinations nearby Guatemala City. Destinies and prices may be consulted in [www.gis.com.gt](http://www.gis.com.gt) in the Visitor Service section. Each participant will pay for the cost for these services.

## Currency, Weather and Language



**Currency:**

Quetzal

Reference Exchange Rate:  
US\$ 1.00 = Q 7.60



**Weather:**

NOVEMBER Forecast

- Clear skies
- Temperate weather.



**Language:**

Spanish

# Contacts

## General Coordination

Javier Zepeda

[coordinadoragis@industriaguade.com](mailto:coordinadoragis@industriaguade.com)

## Operating Coordination

Gladys Fuentes

[coordinadoragis@industriaguade.com](mailto:coordinadoragis@industriaguade.com)

Tel: +502 2380-9000 extension 364

## Investment and business roundtables

Claudia Barrios

[cbarrios@industriaguade.com](mailto:cbarrios@industriaguade.com)

Carlos Medrano

[cmedrano@industriaguade.com](mailto:cmedrano@industriaguade.com)

## Investment projects presentation

Edgardo Ruiz

[eruiz@industriaguade.com](mailto:eruiz@industriaguade.com)

Andrea Romero

[aromero@industriaguade.com](mailto:aromero@industriaguade.com)

## Registration and confirmation

Jhenifer Urizar

[jurizar@industriaguade.com](mailto:jurizar@industriaguade.com)

## Visa information and proceedings

Karen Chinchilla

[kchinchilla@industriaguade.com](mailto:kchinchilla@industriaguade.com)

## Optional tourist services

Jackeline Siliézar

*Sales Executive of Clark Tours*

PBX: +502 2412 4700 extension 4755

[emisor.ventas@clarktours.com.gt](mailto:emisor.ventas@clarktours.com.gt)

[www.clarktours.com.gt](http://www.clarktours.com.gt)

Organized by:

