## Investing in Honduras



ALTIA SMART CITY

### Demographic Profile



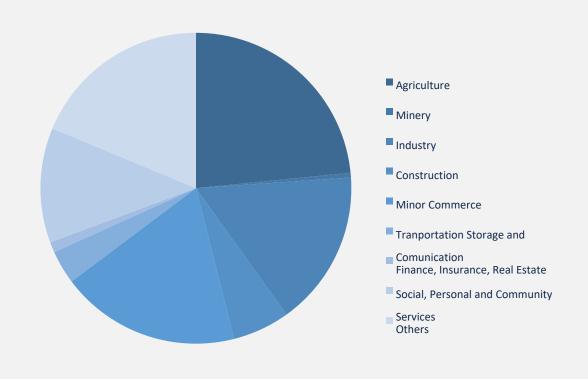
# Population Language Labor

Population in Honduras	9,151,940
San Pedro Sula Population (est.)	777,877
Tegucigalpa Population (est.)	1,143,373
Median age	19.5
Population growth	1.6%
Population breakdown	
Less than 17 years	37.08%
18 - 59	54.47%
60 years and over	8.45%
25 km radius population (Major City)	San Pedro Sula
Literacy Rate in Honduras	11.5 %
Languages	Spanish, English
Bilingual Population In Honduras	95,000
Annual Bilingual School Graduates in Honduras	3,600
Number of Bilingual School in Honduras	902
English as a 2nd language programs (Schools, Current Enrollment)	22,156
Labor force	3.6 million



### LABOR FORCE-BY OCCUPATION

Agriculture	23.41%
Minery	0.48%
Industry	16.20%
Construction	5.95%
Minor Commerce	18.71%
Transportation Storage and Communication	3.50%
Finance, Insurance, Real Estate	1.07%
Social, Personal and Community Services	11.95%
Others	18.72%
Unemployment/ Underemployment 2015	10.9%





## POPULATION CONCENTRATIONS



City	Population
Tegucigalpa	1,143,373
San Pedro Sula	777,877
Choloma	262,186
La Ceiba	214,917
El Progreso	196,884



## EDUCATION & LITERACY

SAN PEDRO SULA

Education levels	Pre School
	Elementary School
	High School
	University or Higher Education
Higher Education Institutions	UNITEC
	Universidad Autónoma de Honduras
	CEDAC
	UTH
	Universidad Pedagógica Nacional
	Universidad de San Pedro Sula
	Universidad Católica de Honduras
Higher Education Enrollment	28,426
Higher Education Bilingual Graduation #'s	3,600
Bachelor's Degree	2,900
Master's Degree	484
English Academies	13
Bilingual Schools in San Pedro Sula	200
English required in public schools	None
Annual graduation #'s from English as 2nd language Programs	2,339 graduate each year in San Pedro Sula
Workforce/Labor organization that maintains database of available bilingual labor and how often is database updated	Secretaria de Educación , Updated every year
English speaking population in San Pedro Sula	42,500
Altia Business Park data base	13,500
Literacy percentile	94.2% San Pedro Sula





## **EDUCATION**& LITERACY

TEGUCIGALPA

**Education Levels** Pre School **Elementary School** High School University or Higher Education UNITEC **Higher Education Institutions** Universidad Autónoma de Honduras CEDAC UTH Universidad Pedagógica Nacional Universidad Cristiana Guaymura Universidad Católica de Honduras Universidad Jose Cecilio del Valle UNIMETRO **Higher Education Enrollment** 28,426 **Bachelor's Degree** 2,900 Master's Degree 484 **English Academies** 13 **Bilingual Schools in Tegucigalpa** 199 **English required in public schools** None Annual graduation #'s from English as 2nd language programs 2,339 graduate each year in Tegucigalpa Workforce/Labor organization that maintains database of Secretaria de Educacion, Updated available bilingual labor and how often is database updated every year **English speaking population in Tegucigalpa** 42.500



# Hourly Paid Program Cost Chart

Suggested for English Speaking Agent



Honduras	Company Deductions	Employee Deductions
Base Salary +150 Employees	\$540.92	
Yearly Salary	\$6,491.04	
20% Compensation (includes: INFOP, Vacation, Holidays, 13th month, 14 months)	\$108.18	
Social Security (Ceiling Salary \$253) (Company pays 8.5% & Employee pays 5%)	\$45.97	\$27.04
<b>Monthly Fringe Benefits</b>	\$154.15	
Full Loaded Monthly Salary (Base & Benefits)	\$695.07	
Fully Loaded Yearly Labor Cost	\$8,340.84	

### Standard System: Labor Cost Chart

Suggested for English Speaking Agent



Honduras	Company Deductions	Employee Deductions
Base Salary (Any Amount of agents)	\$452.63	
Yearly Salary	\$6,813.10	
20% Compensation (includes: INFOP, Vacation, holidays, 13th month, 14 months)	\$4.25	
Social Security (Ceiling Salary \$253) (Company pays 7% & Employee pays 3.5%)	\$29.77	\$12.76
<b>Monthly Fringe Benefits</b>	\$34.02	
Fully Loaded Monthly Salary	\$486.65	
Fully Loaded Yearly Salary	\$6,813.10	

## Universities in Honduras

No.	Name of University
1	Universidad Nacional Autónoma de Honduras (UNAH)
2	(CURC) Comayagua
3	(CURLP) Choluteca
4	(CURNO) Juticalpa
5	(CURLA) La Ceiba
6	(CURN) San Pedro Sula
7	(CUROC) Santa Rosa de Copan
8	(CURVA) Valle de Aguan
9	UNAH TEC- Danli
10	Distance Educational System (Different cities countrywide)
11	Universidad José Cecilio del Valle
12	Universidad de San Pedro Sula
13	Universidad Tecnológica Centroamericana (UNITEC) Tegucigalpa
14	UNITEC San Pedro Sula
15	Universidad Pedagógica Nacional "Francisco Morazán" Tegucigalpa



No.	Name of University
16	Univ. Pedagógica San Pedro Sula
17	Univ. Pedagógica La Ceiba
18	Univ. Pedagógica Santa Rosa de Copan
19	Universidad Tecnológica de Honduras (UTH)- San Pedro Sula
20	UTH Tegucigalpa
21	UTH La Ceiba
22	UTH Puerto Cortes
23	UTH El Progreso
24	Universidad Católica Nuestra Reina Señora de la Paz (UNICAH) - Tegucigalpa
25	UNICAH San Pedro Sula
26	UNICAH Santa Rosa de Copan
27	UNICAH Siguatepeque
28	Universidad Cristiana Evangélica Nuevo Milenio (UCEM)
29	Universidad Metropolitana de Honduras
30	Seminario Mayor "Nuestra Señora de Suyapa y clero Diocesano en Honduras"

No.	Name of University	
31	Escuela Agrícola Panamericana (EAP)	
32	Escuela Nacional de Ciencias Forestales (ESCINAFOR)	
33	Centro de Diseño Arquitectura y construcción (CEDAC)- Tegucigalpa	
34	CEDAC- San Pedro Sula	
35	Instituto Superior de Educación Policial	
36	Universidad Jesus de Nazareth- San Pedro Sula	
37	Universidad Cristiana de Honduras- San Pedro Sula	
38	Incae Business School- San Pedro Sula	
39	Universidad Nacional de Agricultura	
40	Instituto Tecnologico Sampedrano	

### Government

Government type	Democratic Constitutional Republic
Gross Domestic Product - 2007 in bill.	25,1 Million
GDPreal growth	2.7%
GDPper capita	\$2,548
Inflation	4.08%
Currency	Lempira
Exports	\$ 8,713.3
Exports commodities	Banana, , Coffee, Palm Oil, Shrimp, Silver, Sugar ,Wood, Yellow Corn

#### **Export Partners:**

United States

• Guatemala

Germany

Belgium

Costa Rica

- United Kingdom
- Republic of Korea
- Mexico



Imports	\$ 11,825.6
Imports commodities	Machinery and transport equipment, Industrial raw materials, Chemical products, Fuels, Foodstuffs, Vehicles, Pharmaceutical Products
Imports partners	United States
	China
	Colombia
	Ecuador
	El Salvador
	Guatemala
	Mexico
	Panamá
Econ. aid recipient	
Major International Free Trade Agreements	North America
	Central America
	Colombia
	Dominican Republic
	Taiwán



## Government Effectiveness & Transparency

#### **Incorporation Deed**

It's a public and legal document, which contains the shareholders name and address, the company's trade name and type (Sociedad Anónima or Limited Liability), corporate capital and term, and its main purpose.

#### Requirements:

- Company's name
- Describe the company's main purpose
- Copy of personal documents (ID or passport) of each shareholder,
- Copy of the corporation bylaws and the documents of the

legal representative in case the shareholder is other corporation.

- Deposit Certificate in favor of the corporation by the 25% of the corporate capital.
- Receipt of Registry tax payment.

The First Copy of the Incorporation Deed has to be registered in the corresponding Registry of Commerce with all the requirements previously listed.

#### Authorization as user of a Free Zone

Companies wishing to operate under Free Zone status must apply to the Government Commerce department through a legal representative, submitting information on the company's services activity, location and contact information, export markets, and support services.

#### Requirements:

- Application presented by a attorney at law
- Power of attorney
- Copy incorporation deed
- Descriptive blueprint drawings of the property and installations where the project will be developed,

demonstrating compliance with building regulations,

• Property title or leasing agreement for a period no less than five (5) years.

Once all requirements are complied with, the Government Commerce department issues a resolution in favor of the company to operate under free zone status. Once approved the company signs an operation contract with the Dirección Ejecutiva de Ingresos prior to an inspection of the property where the company operate.



## Government Effectiveness & Transparency



### Tax Exemption

Once the company is authorizing by the Government Commerce Department as user of a Free Zone, will have the benefits of tax exemption established by the Free Zone Law, this benefit is authorized by the Dirección Ejecutiva de Ingresos (DEI).

#### Requirements:

- Application presented by attorney at law
- Incorporation Deed
- Corporation RTN copy
- Power of attorney
- Copy of authorization of Government

#### Commerce department

- Extended record by the Free Zone,
   explaining that the company is a user of the
   free zone
- Extended record by the customs Submanager, explaining that the company is a user of the free zone
- Copy of authorization extended by the General Department of Productive areas of the Commerce department, where certify the record of the company as a user of a free zone

### Political Landscape

The political landscape in Latin America is only a reflection of geopolitical movements.

- Political stability and democracy have been a characteristic in Honduras recent history.
- Due to the check and balances system we have, Honduras didn't follow the same path as Venezuela, Ecuador, Bolivia or Nicaragua.

#### R. DOMINICANA Leonel Fernand (2008–2012) El Salvador Mauricio Costa Rica Panamá Ricardo Ecuador Rafael Correa (2007-2012) Perú Alan García-(2006-2011) Bolivia Evo Morales -Chile Sebastián Piñera (2010-2014) Paraguay Femano CALENDARIO ELECTORAL Lugo (2008-2013) 2010 - AMÉRICA LATINA Febrero, 07 - Costa Rica, elecciones presidenciales y legislativas Sondeos favorecen a la candidata oficialista Laura Chinchilla, pero son insuficient

#### **U.S. Policy Toward Honduras**

U.S. policy toward Honduras is aimed at consolidating democracy, protecting human rights, and promoting the rule of law, and U.S. policy regarding the June 2009 coup pursued those aims. U.S. Government programs are aimed at promoting a healthy and more open economy capable of sustainable growth, improving the climate for business and investment while protecting U.S. citizen and corporate rights, and promoting the

well-being of the Honduran people. The United States also works with Honduras to meet transnational challenges--including the fight against terrorism, narcotics trafficking, money laundering, illegal migration, and trafficking of persons--and encourages and supports Honduran efforts to protect the environment.



### Infrastructure & Accesability



Telephones/Internet	
Fixed	27.1% of the total population
Mobile	90.5% of the total population
Internet Access	42% of the total population
Infrastructure	
Time Zone	Central Time
Airport	San Pedro Sula: Ramon Villeda Morales
Airports Honduras: 4	Roatan: Juan Manuel Galvez  La Ceiba: Goloson  Tegucigalpa: Toncontin
Airlines	see airline tab
Accessibility (flight time from Miami)	1:50min

### Competition/ Utilities/Misc

Competition			
Call Center Presence:			
# of call centers companies	21		
# of employees (estimated)	18,500		
Utilities			
Electricity Cost (\$/kw hr)	\$0.26/kw hr		
Water Cost (\$/m3)	\$2.81/m3		
Fiber Cost			
Misc			
Free Trade Zones	23		



## Telecom Competitive Costs

Country	5 Mbps	10 Mbps	25 Mbps	40 Mbps
Honduras	\$175	\$250	\$550	\$900
Guatemala	\$1100	\$2000		
El Salvador	\$450	\$900		
Nicaragua	\$450	\$900		



# Inland Transportation Cost

from Puerto Cortes to main cities and vice versa (Southbound and Northbound-Honduras)





### Country Financial Data



### Financial Data Including GDP, GNP

Central Bank of Honduras										
Deputy Manager of Economic Studies										
	PER CAPITA INCOME AND PRODUCT 1/									
		lr	າ U.S. \$			-				
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
GROSS DOMESTIC PRODUCT (U.S. \$)	17,703	18,514	18,498	19,745	20,971	21,698	23,159	24,085	25,108	23,850
GDP per capita (U.S. \$)	2,155	2,208	2,228	2,342	2,445	2,488	2,614	2,669	2,743	2,563
GROSS NATIONAL PRODUCT (million U.S. \$)	16,762	17,233	17,195	18,159	19,542	20,179	21,742	22,189	23,191	22,223
GNP per capita (U.S. \$)	2,040	2,055	2,071	2,154	2,279	2,314	2,454	2,459	2,534	2,388
NATIONAL INCOME (U.S. \$)	14,543	14,927	14,880	15,426	16,579	16,928	18,381	18,624	19,589	19,185
NATIONAL INCOME per capita (U.S. \$)	1,770	1,780	1,792	1,829	1,933	1,941	2,075	2,064	2,140	2,062
POPULATION (thousand people) 2/	8,215	8,385	8,304	8,432	8,577	8,721	8,860	9,024	9,152	9,304
r / Revised p / Preliminary e / estimated										
1/ Exchange rate used, BOP's credits										



### Mayor Employers





### Mayor Employers

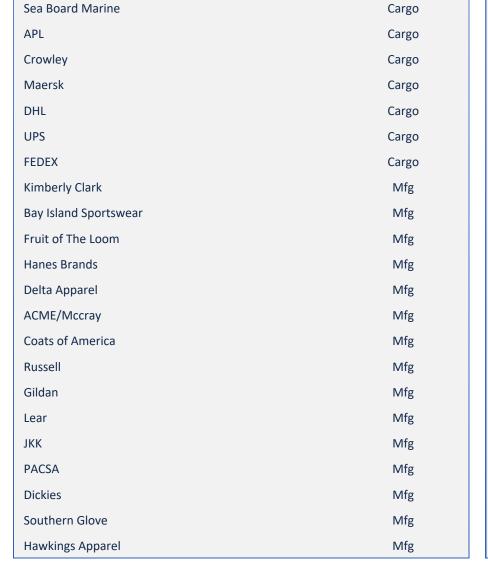


Company	Sector
Cervecería Hondureña	Beverages
Gildan GILDAN	Manufacturing
Grupo Lovable Lovable	Manufacturing
Fruit of The Loom	Manufacturing
Characol Knits Caracol Knits	Manufacturing
Grupo Kattan	Manufacturing
Grupo Karims	Textiles & Real Estate
Lear Corporation <b>Q LEAR</b>	Manufacturing
Dole Dole	Fruit exporter
Grupo Terra TERRA	Energy
Grupo Intur INTUR	Fast food
Corporación Dinant	Palm Oil and Food
Islena Airlines	Travel & Leisure
Easy Sky <b>Easy</b> Sky	Travel & Leisure
Aerolineas Sosa	Travel & Leisure

### Multinational Companies



### International Companies



Business

Company

Company	Business
Jockey	Mfg
New Holland	Mfg
Rio Garment	Mfg
Skips	Mfg
Sunny Garment	Mfg
Anvil Knitwear	Mfg
Wintex	Mfg
Burger King	Fast Food
Baskin & Robbins	Fast Food
Dunkin Dounts	Fast Food
Littler Ceasars	Fast Food
Chillis	Fast Food
Popeyes	Fast Food
Wendys	Fast Food
Dennys	Fast Food
Applebee's	Fast Food
TGI Fridays	Fast Food
Chicago Uno Grill	Fast Food
Sab - Miller	Beverage
American Airlines	Airlines
Continental Airlines	Airlines
Delta Airlines	Airlines



# Internacional Flights & Hotels



Honduras is the only country in Central America to have 4 International Airports



Direct Flights From Tegucigalpa				
Avianca	Miami El Salvador Costa Rica Guatemala			
AmericanAirlines°	Miami Dallas			
UNITED AIRLINES	Houston			
<b>▲</b> Delta	Atlanta			
Copa Airlines	Panama			
AEROLINEAS SOSA SU LÍNEA AÉREA AMIGA	La Ceiba, Roatán			

Honduras is the only country in Central America to have 4 International Airports



Direct Flights From San Pedro Sula				
Avianca	Miami Los Angeles San Salvador Costa Rica Guatemala New York Tegucigalpa			
AmericanAirlines°	Miami			
UNITED AIRLINES	Houston New York Los Angeles			
<b>▲</b> Delta	Atlanta			
spirit	Miami Houston New Orleans Orlando			
Copa Airlines	San Jose Panama			
<b>@</b> AirEuropa	Madrid, Spain			
AEROLINEAS SOSA SU LÍNEA AÉREA AMIGA	La Ceiba, Roatán			
AEROMEXICO.	Mexico City			
AEROCUBA Y	Cuba			

## Hotels in San Pedro Sula



Hotel	Tel & Fax Number	E-Mail
Real Intercontinental	(504) 2545-2500	Inter.sapha@r-hr.com
Hyatt Place	(504) 2570-7600	spsreservations@hyatt.com
Hilton Princess	(504) 2556-9600	Reservas.sanpedrosula@hilton princess.com
Holiday Inn Express	(504) 2540-3000	hiexpress@mhotelsgroup.com
Copantl Hote/ Convention Center	(504) 2516-8900	http://www.copantl.com/
Hotel Los Andes	(504) 2504-5747	reservaciones@hotellosandes hn.com
Hotel Casa Del Arbol	(504) 2553-3448	reservaciones@hotelcasadelar bol.com
Hotel Monteolivos	(504) 2553-7000	reservaciones@hotelmonteoli vos.com

## Hotels in Tegucigalpa



Hotel	Tel & Fax Number	E-Mail
Real Intercontinental	(504) 2290-2700 (504) 2231-2828	Inter.tgu@r-hr.com
Hotel Plaza Juan Carlos	(504) 2216-4343	Reservaciones1@distritohot elero.com
Hotel Honduras Maya	(504) 2220-5000	Reserve@hondurasmaya.hn sales@hondurasmaya.hn
Clarion Hotel	(504) 2202 4200 (504) 3190 0908	Clario.tgu@r-hr.com
Hotel Plaza San Martin	(504) 3172-9443 (504) 2216-4300	Reservaciones@plazasanma rtinhotel.com telemercadeo@distritohote lero.com
Hotel Plaza del Libertador	(504) 2216-4320	Reservaciones@plazaliberta dor.com
Dg Studios Suites	(504) 3172-9325	info@dgstudiosuites.com
Holiday Inn Express	(504) 2275- 3400	hiexpress@mhotelsgroup.c om
Hyatt Place	(504) 3188-3826	http://Tegucigalpa.place.hy att.com/

### Natural Risks





Honduras suffered the strike of a major damage in 1998 caused by Hurricane Mitch; since then, the country has heavily invested in designing infrastructure that can withstand this type of natural disasters, such as channel and river flow control systems statistically. Honduras is hit by a major hurricane every 25-30 years.

#### **Natural Hazards**

Minor earthquakes due to proximity to Central American countries located in the San Andres earthquakes line.
Susceptible to damaging hurricanes and floods along the Caribbean coast.
There are no active volcances

There are no active volcanoes (The only Central American country without them).

### Environment Current Issues

Urban population expanding; deforestation results from logging and the clearing of land for agricultural purposes; further land degradation and soil erosion hastened by uncontrolled development and improper land use practices such as farming of marginal lands; mining activities polluting Lago de Yojoa (the country's largest source of fresh water), as well as several rivers and streams, with heavy metals.







### Infrastructure



### Electricity (Brownouts)

- Availability of energy: 99.8%
- Voltage Imbalance <0.3% between phases
- Surge Protection and restorative phase losses (claims) in medium voltage
- Lightning protection (lightning arrester in Building and medium voltage systems)

#### **Backup Power System**

- CAT Generator 1,825 Mw
- Automatic Transfer (ENEE energy loss, self-starter and go load generator)
- Full Capacity Building load completely.

### Redundancy Of Telecomunications

- Regarding redundancy of telecommunications, Altia
  Business Park has two different wired entry points for the data links that connect the site with the rest of the world (fiber optic communications). A third wireless entry point will be provided in the future. This gives Altia's tenants the assurance that there will always be an active data channel for external communications.
- Altia Business Park has partnered with two of the biggest telecommunication service providers in Honduras and Central America: TeleCorp and Navega.

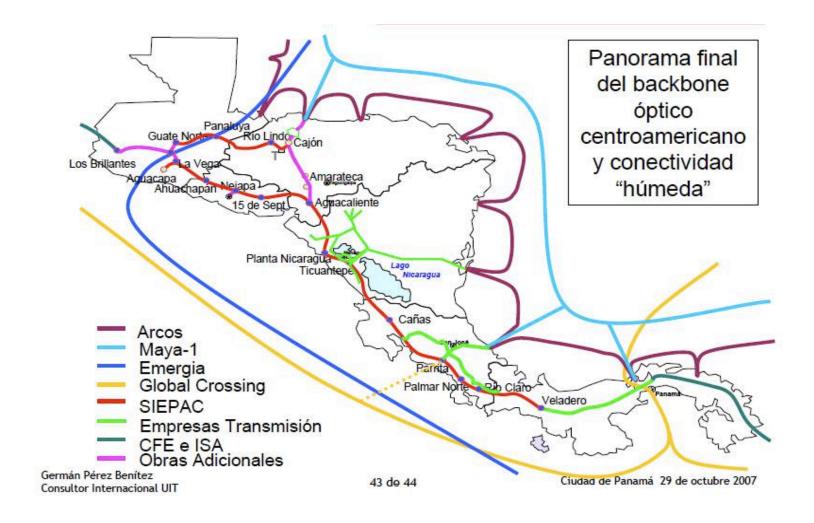
  Both companies offer redundancy in telecommunications with

- several urban and interurban communication rings.
- Furthermore, Altia Business Park and its partners offer redundancy beyond Honduran borders. There are agreements from the telecommunication service providers to route their data traffic through three different submarine communications cables.
- As a plus, there is the support from tier-1 network infrastructures of Internet service providers, such as AT&T, Sprint, Verizon and Global Crossing.

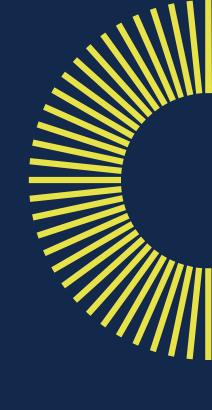


### Fiber Optic Access





# Free Trade Zone



#### **Customs Officer On-site**

- A free zone is a closed area guarded by a customs officer, and has to be fenced with their own security.
- Since it has an assigned customs officer in the premises, all the import and export activities can be done onsite.

#### Some benefits are:

- Currency conversion without restrictions
- No import or export duties on all machinery, raw materials and components needed for operating
- Quick dispatch of incoming and outgoing shipments in less than one day with minimal paperwork
- 100% foreign property ownership
- Tax exemption on sales, corporate and municipal taxes and profits
- 100% repatriation of income and capital at any time

#### Free Zones Law

It has been established a special law for export companies operating under the Free Zone mode that provides the following benefits:

- They can be located at the place of your convenience at home.
- Free of charge on the import or export of materials, equipment, office supplies, etc., required by the factory.
- They are exempt from income tax and municipal taxes.
- They have the right to repatriate 100% currency.
- Minimum formalities for shipments entering or leaving.

## Operating Under The Free Zone Regime

It allows companies to build buildings anywhere within the national territory, provided that the building is fully fenced and possesses 24-hour security permission of the authorities. For free zone status (permission), you pay an annual fee to the government of Honduras, through the Ministry of Industry and Commerce and the Executive Directorate of Revenue (DEI).



# Factories Located Within These Zones Enjoy The Following Benefits:



- 1. Unrestricted currency conversion.
- 2. Free import of all machinery, raw materials and supplies.
- 3. Clearance of inbound and outbound shipments in less than a day with minimal documentation.
- 4. Foreign ownership permits in 100%.
- 5. Exemption from sales tax, corporate and income tax.
- Unrestricted repatriation of profits and capital at any time.
- 7. Wide availability of productive labor at low cost.
- 8. Wide range of raw materials such as textiles, timber, fruits, sugar, vegetables, meats, seafood, leather, coffee, cocoa and spices, etc., Available for processing and manufacturing industries.
- 9. FTAs with the U.S. (CAFTA), Mexico, Dominican Republic, Central American Common Market, Taiwan and others.
- 10. Currently there are several treaties under negotiation.
- 11. Generalized System of Preference for Europe, Canada, Japan and Australia.

# Labor Pool Summary





## General Labor Pool

General Labor Pool				
SUMMARY				
Economically Active Population	4,220,294			
Current Graduate Student General Population in Universities	266,908			
Current Post Graduate Student General Population in Universities	4,927			
Estimated General number of Graduates per year	2,900			
Estimated General number of post Graduates per year	484			
Estimated General High School Graduates per year	3,600			
GENERAL = Spanish and other language speaking population				



### Skills Shortage?

Based on the data before, the cities San Pedro Sula and Tegucigalpa will not suffer from insufficient qualified candidates to fill the market-place demands for employment. The region has bilingual labor force that grows yearly due to the great number of bilingual schools in Honduras. The country offers a very good pool of bilingual personnel that are ready to start working, at the same time, skill tests have demonstrated that most of these bilingual people have no accent and can be easily trained.

#### **Labor Sustainability**

820 bilingual schools: Largest English speaking and IT population in the region, almost 100% more than the rest of Central American countries. Many bilingual schools have been accredited by international certifications, such as: the Southern Association of Colleges and Schools (SACS), the Council of International Schools (CIS), among others

**Population:** 802,598

**Population Growth Rate: 2.16% per** 

year

Population by Age (%)

Less than 17: 39.90%

18-59: 56.70%

**60 and more:** 3.40%

**Unemployment rate: 44%** 

**Underemployment rates: 40.30%** 

**Literacy rates in the largest cities** 

**are:** 92 – 94%



# Bilingual Education



### Honduras: Number Of Full Bilingual Education Centers Pre-school, Elementary, Middle, Junior High And High Schools

Department	HIGH SCHOOLS
Atlántida	36
Colón	12
Comayagua	38
Copán	16
Cortés (San Pedro Sula)	144
Choluteca	6
El Paraíso	8
Francisco Morazán (Tegucigalpa)	120
Intibucá	6
Islas de la Bahía	16
La Paz	6
Lempira	4
Ocotepeque	4
Olancho	13
Santa Barbara	23
Valle	3
Yoro	27
Total	482

# English Learning Institutes

English classes are given to teach English as a second language in different schedules (for people who did not study in a bilingual school).

Honduras counts with 80 English learning institutes in the whole country with the best qualified personnel for teaching.



# Current Situation In Honduras



### **Political Factor**

- Honduras, according to its constitution and other laws, is a country based on the rule of law.
- Government Type: Republican and Democratic representative.

For the first time an unprecedented event in our history happened, a political achievement, in which today, all sectors and parties are duly registered and are participating in the electoral process (the most participatory election of our democracy), which indicates maturity and political stability.

- 3. Honduras is respectful with the international laws, treaties and agreements and submits unreservedly to the international courts.
- Actively involved for many years in missions for peacekeeping in many countries, upon request and in collaboration with the United Nations.

Note: In the International political field, we have not been accepted by the OAS, due to the hegemonic control of the ALBA countries, but in the context of United Nations we have expanded our relationships, even with countries with which we never had diplomatic relations.



### **Economical Factor**

At present and as a result of the critical economic situation, which particularly affects the developing countries, mostly, our country, in addition to macroeconomic factors, we have not reached a sustainable development, however, efforts continue to lead in this direction, in which are the following:

- between C.A. and the countries of North America.
- 2. Free Trade Agreement in 2010 C.A. and European Union.
- Internally, programs to revitalize the economy through incentives in productivity and exports.
- 4. Programs and incentives to attract foreign investment as "Honduras is Open for Business".
- 5. Program supporting the development of Tourism Industry (modest but steady growth).
- 6. Market expansion program at the Fair Expo in Shanghai-2010.

Note: The challenge is to achieve

sustainable growth in the coming years.

By reducing the fiscal deficit, currently at 3.5% decline among other things, government is spending in terms of wages from 11.1 today to 10.1, agreed with the IMF. (Stand-By Agreement) by streamlining the administrative system of the Government.

1. Expanding free trade agreement



### **Social Factor**

Honduras is a free country where citizens enjoy all the guarantees, that respects human rights and private property.

Although efforts have not been effective in achieving the most important goal according to our constitution: "The supreme goal of the state is the common good" the good of society, also referred to in the objectives of the Millennium Challenge Account.

The main objective is poverty reduction.

Instead of diminishing, has increased the number of households in extreme poverty, 546.300 in 2001 to 614, 800 in 2009 relative to GDP and population growth.

This, however, can become a development

opportunity, as the current high unemployment rate, properly managed, may present an opportunity for domestic and foreign investment, as well as to increase our economically active population (EAP).

In addition to the previous paragraph, it has been recently approved by the Honduran Congress, Temporary Employment Law, with the purpose of encouraging employment creation.

Health and education are also in short, medium and long term considered in the social field as a Goal.







## Safety

## Honduras has very advanced laws in the following terms:

- Labor Code.
- Precautions for the regulation of occupational accidents and diseases.

### Policies, Regulations and Procedures at ALTIA:

- ALTIA has contingency, natural disasters and emergencies plans, duly approved and certified by competent authority (Fire Department).
- ALTIA has Safety Policies, Procedures and Regulations.
- ALTIA requires each client to settle in the Park, to submit its own Safety Policies and Procedures in order to integrate and be part of the Safety Committee.
- 4. Establishment of an Integrated Safety Committee: ALTIA / Clients.



## Security

- Professional certified and committed personnel.
- 2. Access control systems for vehicles and personnel, integrated, automated and manual.
- 3. CCTV System.
- Countermeasures based on the Layered Defense Concept or "Onion Philosophy".
- 5. Countermeasures to Deter, Delay, Detect and Deny.
- Security Operations Center (SOC) that includes CCTV, Lighting, and access controls, vehicle barriers and personnel, Elevators, A/C, Fire protection and alarm annunciation for all Systems.









## Our Mission

#### To protect people and property

"In order to accomplish the mission, by protecting occupants, assets, and buildings from human aggressors."

The Master Plan address and meet aesthetics, function, environmental impact, sustainability, codes and design guidelines and cover planning anywhere from one to ten years with annual validation of conditions.

#### Plan are to:

- 1. Prevent loss of life and minimize injury.
- Protect Critical Assets.
- 3. Prevent loss of operation.
- 4. Deter criminal and terrorist acts.
- 5. Enhance Long-Term Security for personnel and Assets.
- To provide our customers with timely information and intelligence for Security and decision making related.



## Data Protection

To physically protect the information stored in equipment, Altia has taken different security measures. For authorized people to enter the premises and access controlled areas, they have to present their credentials when entering the park, the building, and the elevators. A fourth security control may be in the floor where critical equipment is located. Also, there are CCTV cameras set to record every action in the building, with security personnel actively monitoring the activity 24/7.

Likewise, security in telecommunications is a very important aspect for data protection. Currently, Navega, one of Altia's partners, is about to finish the certification process for ISO/IEC 27001.2005 security standard.

On the other hand, Cyber crime has become a major threat for companies since the advent of the Web. In the past few years we have seen initiatives to pay more attention to this phenomenon through professional conferences. This has attracted the involvement of public entities, such as the Supreme Court of Justice (CSJ), the National Commission of Telecommunications (CONATEL), and the Honduran Counsel of Science and Technology (COHCIT), among others.



# Other Country Incentives



Honduras competitive advantages vs. other Offshore Locations

Criteria	Phillipines	India	Canada	Ireland	Panama	Brazil	Honduras
Average Agent Salary Per Year (Us \$)	4,000-6,000	3,500- 5,000	25,000- 40,000	25,000- 40,000	6,500- 8,500	7,500- 10,000	4,000-6,000
Real Estate Cost (Rent Per Square Meter)	26	18	35	38	26-28	40	18
Real Estate Cost (Rent Per Square Ft/Yr)	29	20.07	39.03	42.38	31.23	44.61	20.07
Real Estate Cost (Buyout Per Square Meter)	3,000	2,000	3,800	4,000	3000-3500	4,000- 4,500	1,800
Telecommunication (E1)	1,000 - 1,400	1,100 - 1,500	650 - 800	1,300 - 1,700	1,200 - 1,500	1,000 - 1,500	900 - 1,200



Honduras competitive advantages vs. other Offshore Locations

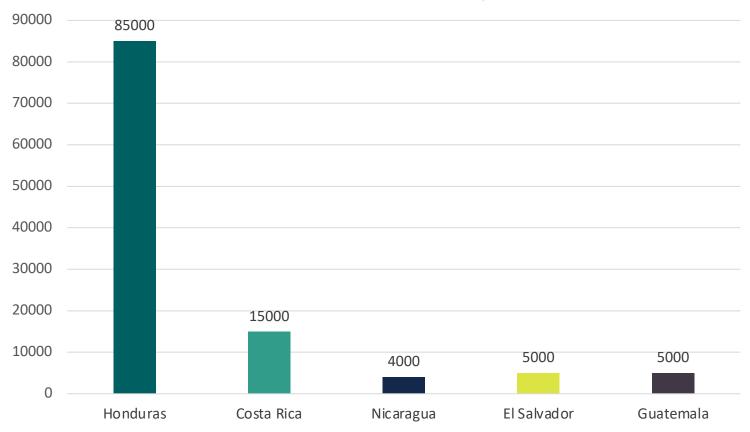
Criteria	Honduras	Mexico	Costa Rica	Chile
Average Agent Salary Per Year (Us \$)	4,000-6,000	10,000-12,000	8,000-10,000	10,000-12,000
Real Estate Cost (Rent Per Square Meter)	18 - 20	35	26	30
Real Estate Cost (Rent Per Square Ft/Yr)	20.07	39.03	29	33.46
Real Estate Cost (Buyout Per Square Meter)	1,800	3,800	2,700-3,500	3,000-3,500
Telecommunication (E1)	900 - 1,200	1,200 - 1,700	2,000-3,100	1,200 - 1,500



# Plenty Of Labor

# **Pool Availability**



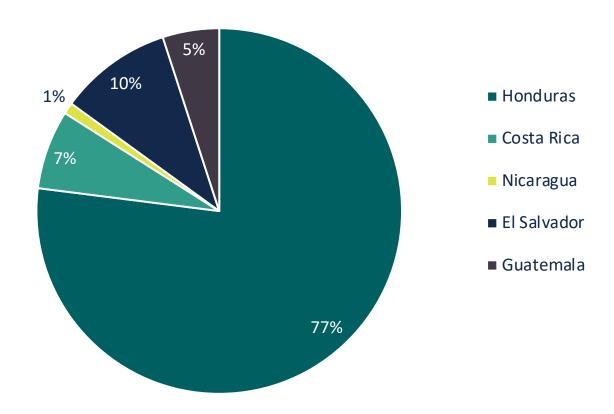




# 100% More Bilingual Schools Than The Rest Of Central America

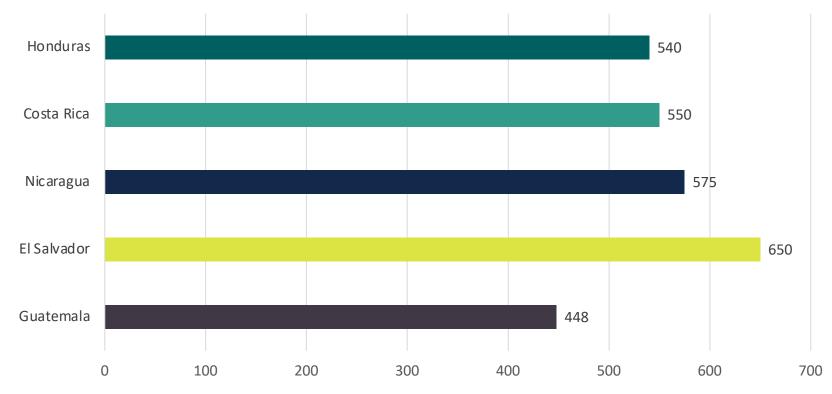
# ALTIA

#### Bilingual School Distribution in Central America



### Lowest Average Agent Salary

### Average Agent Salary (includes fringes and benefits)





# Thank you.









