



ALLAM ADVISORY GROUP

Luis M. DELGADO
MANAGING DIRECTOR
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Luis Delgado is a senior consultant with the Allam Advisory Group in Costa Rica and Central America Region. Since joining the firm, he has advised clients in a range of industries, including banking, consumer goods, high tech, and industrial.

Mr. Delgado's career includes 32+ years of experience in business development as a senior executive in the private sector and in provincial and central government agencies in Costa Rica.

Mr. Delgado brings 20+ years of experience in the financial services, building and construction as the owner of several companies in Costa Rica.

He also brings senior level experience in Costa Rica's civil service and the United Nations system, including a term as the Ambassador of Costa Rica to Canada from 2010 to 2014. In his capacity as Costa Rica's Ambassador to Canada, he was instrumental in the conclusion of the 5th round of negotiations to expand the existing Canada-Costa Rica Free Trade Agreement to include cross-border trade in services, financial services, investment and government procurement. He recently helped the Costa Rican government create a strategic trade promotion and investment attraction plan to attract Canadian exports and investments into Costa Rica.

Mr. Delgado has advised C-suite executives on international market entry and expansion, corporate strategy and organizations, and government leaders on international trade and investment policies in Costa Rica and the Central American Region.

He brings a strong network of contacts in business and political circles at the decision-making level in Costa Rica and has been active in leadership roles in a number of international organizations.

Mr. Delgado serves on the boards of a number of organizations that focus on education, financial services, economic development, and social services in his native Costa Rica. He successfully served as a member of the board of directors with VISA International, Banco de Costa Rica, Banco Internacional de Costa Rica S. A." (BICSA), and the Children Pro-Hospital Association.

Since 1998, Mr. Delgado has been operating a number of successful companies in Costa Rica. He is a banker by trade and a well known developer and owner of real estate projects throughout the country. He is responsible for expanding business in the areas of planning, infrastructure, hospitality and health care across Costa Rica.

From 1982 to 2010, he held several leadership positions with organizations like Banco Credito Agricola de Cartago, the Costa Rican Ministry of Housing, and as Minister Counsellor and Deputy Ambassador of Costa Rica to the United Nations.

He holds postgraduate degree in Economical Development from the University of Florida and Bachelor of Arts in Economics from Universidad de Costa Rica. Mr. Delgado is fluent in Spanish, English and French.

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