



GUATEMALA

MOVING FORWARD



Ministerio de
Agricultura, Ganadería
y Alimentación

Ministerio de
Ambiente y Recursos
Naturales

Ministerio de
Comunicaciones,
Infraestructura
y Vivienda

Ministerio de
Economía

Ministerio de
Educación

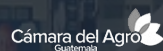
Ministerio de
Finanzas
Públicas

Ministerio de
Relaciones
Exteriores

Ministerio de
Salud Pública
y Asistencia
Social

Ministerio de
Trabajo y
Previsión
Social

Comisión Presidencial de
Gobierno Abierto y
Electrónico



Fundación20/20
análisis | reflexión | propuestas

Funsepa

Red Ciudadana

UVG UNIVERSIDAD DEL VALLE DE GUATEMALA



GUATEMALA

MOVING FORWARD

PUBLIC PRIVATE PLAN
ALIGNED TO GENERATE
2.5 millions

QUALITY JOBS BY 2032



GUATEMALA MOVING FORWARD, AN UNPRECEDENTED PUBLIC-PRIVATE PARTNERSHIP THAT IS IMPLEMENTING A HOLISTIC PLAN FOCUSED ON 6 KEY AREAS TO STIMULATE SUSTAINABLE GROWTH



Achieve foreign investment flows at a scale that catalyzes **economic growth** and **employment generation**



OVERVIEW OF GUATEMALA

17.3 MILLION PEOPLE
Estimated population (2022)



BEST CITY TO DO BUSINESS
According to FDI Markets Cost
Effectiveness American Cities of the
Future 2019/20

15 FREE TRADE
Agreements with over 40
countries

19 RECIPROCAL INVESTMENT
Promotional and protection
agreements with different countries

SOLID FINANCIAL SYSTEM

18 Banks
14 Financial Institutions
15 Storage Companies
28 Insurance Companies
2 Exchange houses
7 Offshore entities
12 Stock exchange houses

15 UNIVERSITIES

11.97 MILLION
Internet users* (Feb
2022)

Source: Banco de Guatemala, Ministerio de Economía, Internet World Stats

*<https://yiminshum.com/social-media-internet-guatemala-2022/>

**<https://www.datosmundial.com/america/guatemala/trafico.php>

***<https://www.soy502.com/articulo/casi-39-mil-personas-obtuvieron-titulo-universitario-101476>

WHAT MAKES GUATEMALA AN ATTRACTIVE DESTINATION FOR NEARSHORING OPERATIONS?



**Economic and
Monetary Stability**



**Market Access &
Diversified
Economy**



**Geographical
proximity to
North America**



**Young and
Productive Human
Talent**



**Renewable and
Reliable energy**



**Strong &
dynamic
Private Sector**





RECOGNIZED **MACROECONOMIC** **STABILITY WITH LOW RISK**



Real Economic Growth 2021/2022¹
4% interannual

GDP per capita 2022¹
US\$ 5,456.0

Foreign Direct Investment 2022¹
US\$ 1.3 billion

Exports 2022¹
US\$ 15.65 billion

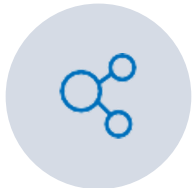
Imports 2022¹
US\$ 32.1 billion



Country risk rating²
Fitch Ratings (BB positive),
Moody's (Ba 1 stable),
Standard & Poor's (BB positive).



The largest economy in Central America,
Nominal GDP² 2022 of
US\$94.6 billion



Customs union between Guatemala, Honduras and El Salvador with a trade exchange of US\$ 6,237 million in 2022.



Exchange rate has been stable for over 20 years
GTQ7.75 = US\$1.00

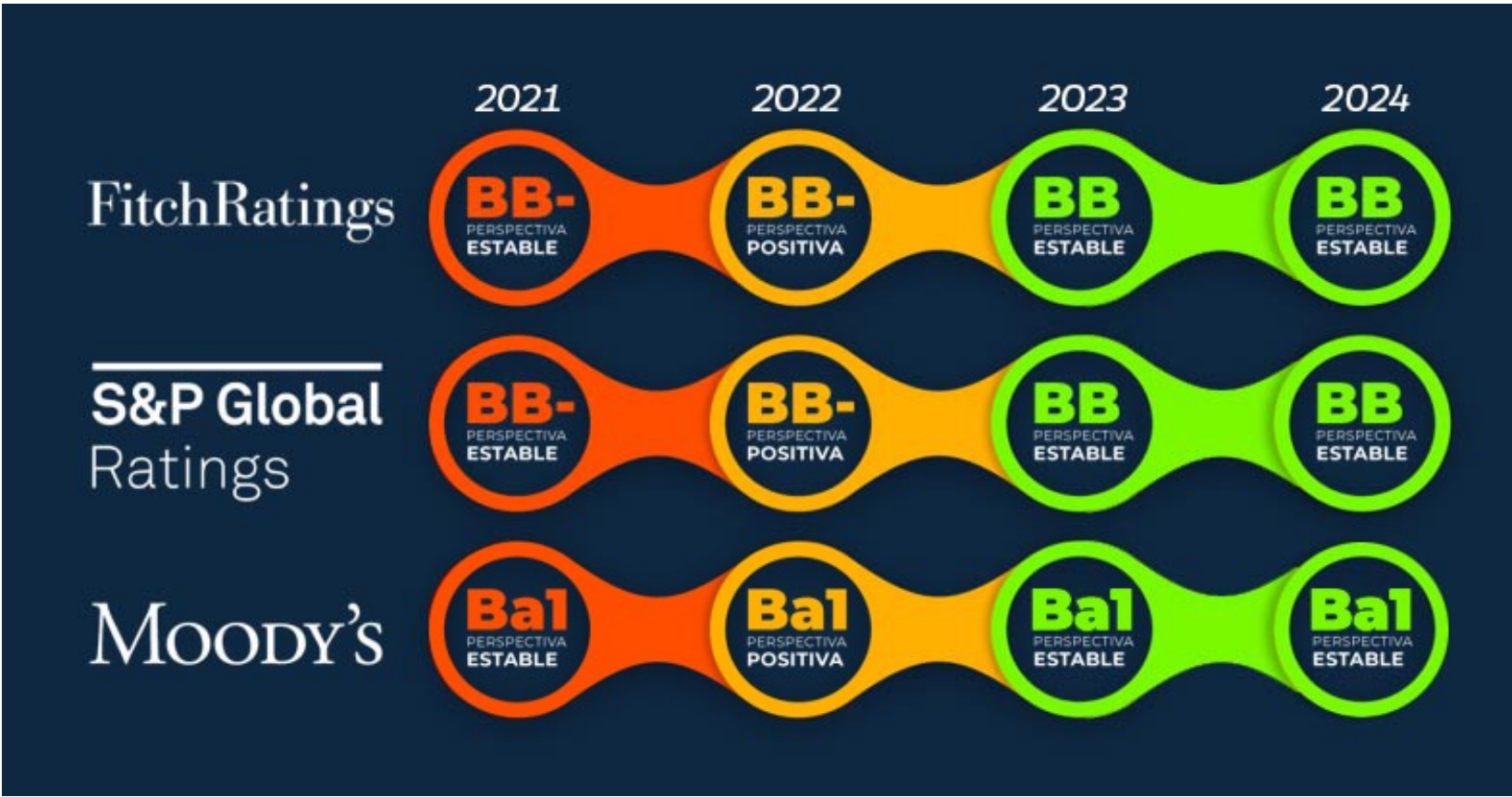


4 out of 10 products manufactured in Central America are made in GUATEMALA

¹ Bank of Guatemala
² Central American Monetary Council
³ Superintendency of Tax Administration-SAT-



RECOGNIZED **MACROECONOMIC STABILITY** WITH LOW RISK



Recognized macroeconomic stability
Prudent fiscal and monetary management
Strong liquidity
Improved tax collection



YOUNG AND PRODUCTIVE TALENT OUR MOST VALUABLE RESOURCE

The largest talent pool in the region



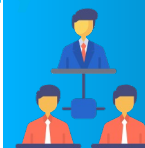
12.5 million

working age
population (WAP)



7.4 million

Economically
active population



15 Universities located in
Guatemala.

+360K students enrolled
each year.



**29 Training
Centers** of the
Technical Institute for
Training and Productivity
-INTECAP- throughout the
country,



English Skills

According to the English
proficiency index of the
Education First
organization, Guatemala
is ranked among the best
in Latin America, above
Mexico and Colombia.

STRATEGIC LOCATION, IDEAL FOR NEARSHORING



**Access to the Pacific
and Atlantic oceans,
through 3 ports.**



**Road connectivity to
Central America &
Mexico.**



**Air connectivity
through 2
international
airports.**

Proximity to key markets



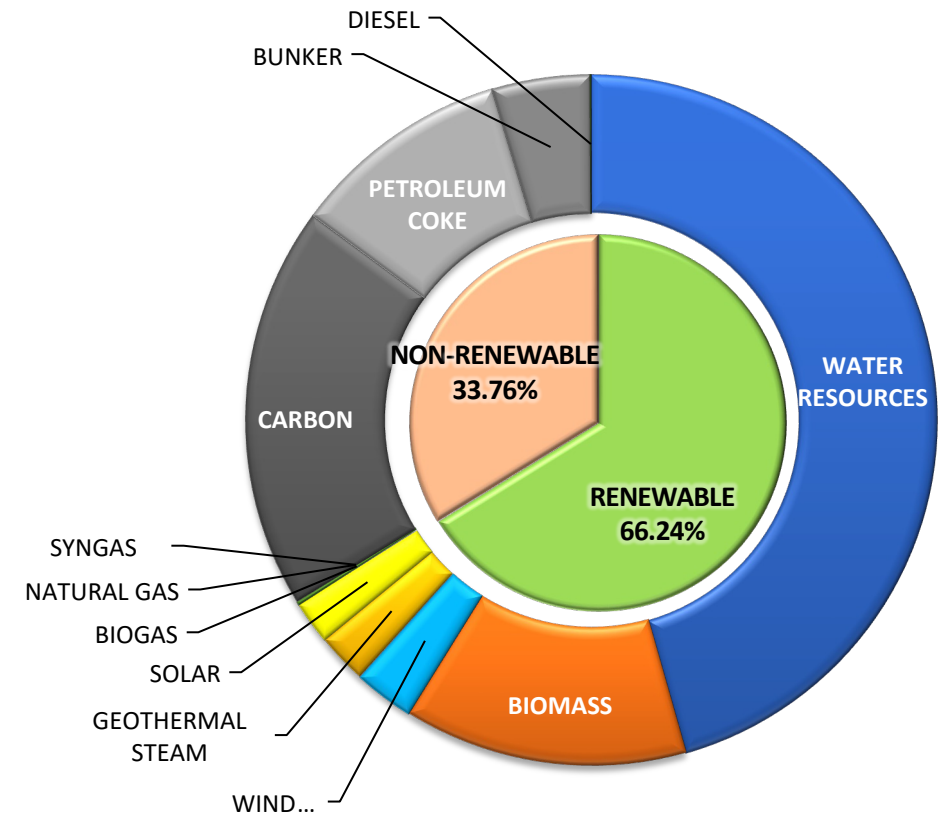
RENEWABLE AND RELIABLE ENERGY WITH COMPETITIVE COSTS

Energy Generation Matrix (2023)

	PRICE RANGE
Large industrial users > 100KW	US\$ 0.10 – US\$0.16 / kWh
Regulated users < 100KW	US\$ US\$ 0.22 / kWh

3,385 MW installed generation capacity

+65% of electricity was generated from renewable resources (2023)





SPECIAL PUBLIC ECONOMIC DEVELOPMENT ZONES (ZDEEP) Decree 22-73



FREE TRADE ZONES LAW Decree 65-89



LAW FOR THE PROMOTION AND DEVELOPMENT OF THE EXPORTING ACTIVITY Decree 29-89

Benefits:

- Income Tax Exemption for 10 years
- VAT and Tariff duties exemption on imported goods and production inputs
- VAT exemption on the acquisition of local inputs

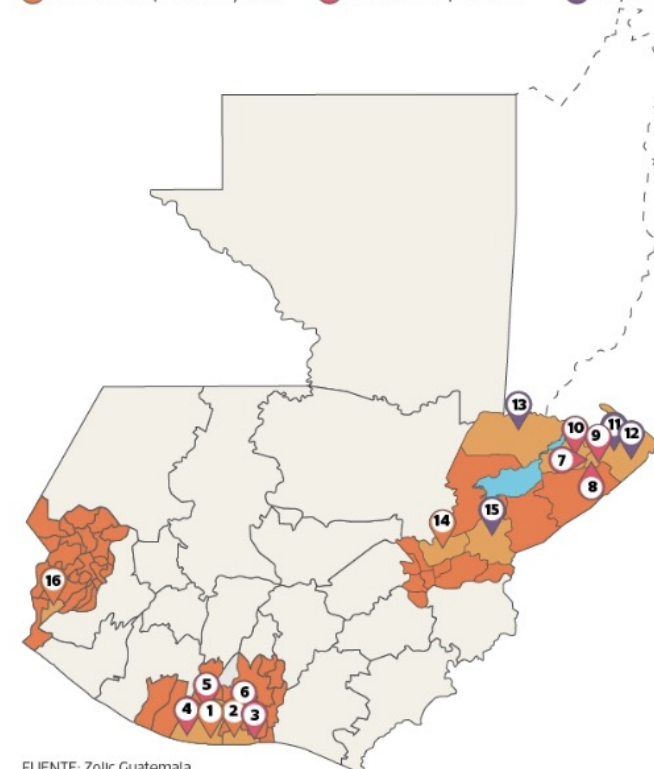
MOST ATTRACTIVE LOCATIONS FOR INDUSTRIAL PARKS

Zonas de oportunidad

● Autorizadas por Zolic y SAT

● Autorizadas por Zolic

● En proceso



FUENTE: Zolic Guatemala

Escuintla

- 1 ***Michatoya Pacífico**
Km. 72, autopista a Puerto Quetzal, Escuintla. Operaciones iniciadas
- 2 ***Pumas I**
Km 1.2, carretera a Chulamar, Puerto San José, Escuintla ZDEEP PUMA
- 3 **Puma II**
Km 3.5, carretera a Chulamar, Puerto San José, Escuintla
- 4 **Zona Libre Quetzal**
Km 98 autopista a Puerto Quetzal
- 5 **SCALI Centroamericana**
Km 98, autopista a Puerto Quetzal, Escuintla
- 6 **Mauricio Pacífico**
Km 62.5, Masagua, Escuintla

Izabal

- 7 **Santander**
Km 292, Puerto Barrios, Izabal
- 8 **ZODISA**
Km 293, Puerto Barrios, Izabal
- 9 **Parque Industrial Quiriguá**
Km 294, Santo Tomás de Casilla, Puerto Barrios, Izabal
- 10 **Río Medina**
Caserío, Masachaca, Puerto Barrios, Izabal
- 11 **Cerro Verde**
Km 292.4, Puerto Barrios, Izabal
- 12 **AW**
Santo Tomás de Castilla
- 13 **SOLATAM**
Km 284.5, Livingston, Izabal

Zacapa

- 14 **Miel Verde**
Km 127, Río Hondo, Zacapa
Operaciones iniciadas
- 15 **Zona Libre Gualán**
Km 166, Gualán, Zacapa

San Marcos

- 16 **Puerta del Istmo**
km 249.5, Pajapita San Marcos
Inicio de operaciones 11/11/2020

INVESTMENT OPPORTUNITIES



AGROINDUSTRY



MANUFACTURES



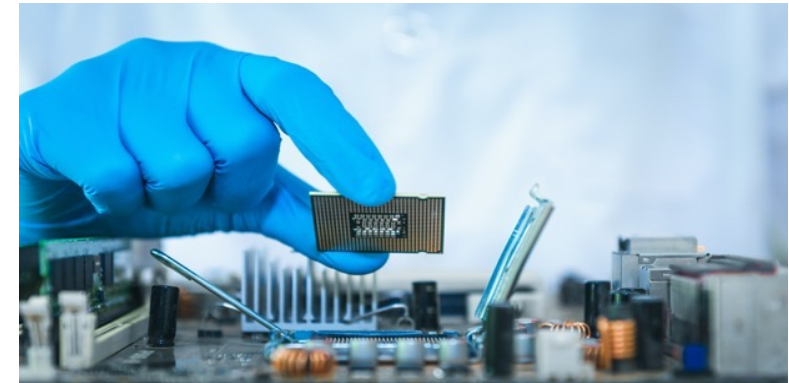
APPAREL AND TEXTILE



LIFE SCIENCES



**BPO, ITO & CREATIVE
INDUSTRIES**



**ELECTRONIC
MANUFACTURING SERVICES**

INVEST GUATEMALA, A STRATEGIC PARTNER THAT OFFERS PERSONALIZED ASSISTANCE TO FOREIGN INVESTORS



Private Agency that collaborates with the Public Sector to promote investment and create formal jobs.

We connect foreign investors with business opportunities in Guatemala and local entrepreneurs.

INVEST GUATEMALA SERVICES:

INTELLIGENCE

Validation of opportunities in strategic sectors.

Information for decision -making: Statistics and key aspects of the market, legal and legal and fiscal system, incentives, sector studies and profiles.



PROMOTION

Customized agendas and investment missions.

Investment events.

Liaison with local partners and suppliers.

Digital Strategy



SOFTLANDING

Assistance during the investment process

Specialized Services for investors, identification of co-investment projects, and location of real estate space.



AFTERCARE

Supporting investors in the challenges they face once they are up and running.

Promote public policies and actions to improve competitiveness and the investment climate.





 **ANADIE**
Associação Nacional de Instituições de Ensino Superior



Comandancia General de Guerra

Antecap



PRONACOM
PROTEÇÃO NACIONAL DE CONSUMIDORES E CONTABILIDADE



AGE International

 **BANCO MUNDIAL**
INTERNATIONAL BANK FOR RECONSTRUCTION AND DEVELOPMENT
BANQUE MONDIALE POUR LA RECONSTRUCTION ET LE DÉVELOPPEMENT

Cámara del Agro
Sustentable

Comercio



Fundación 20120

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