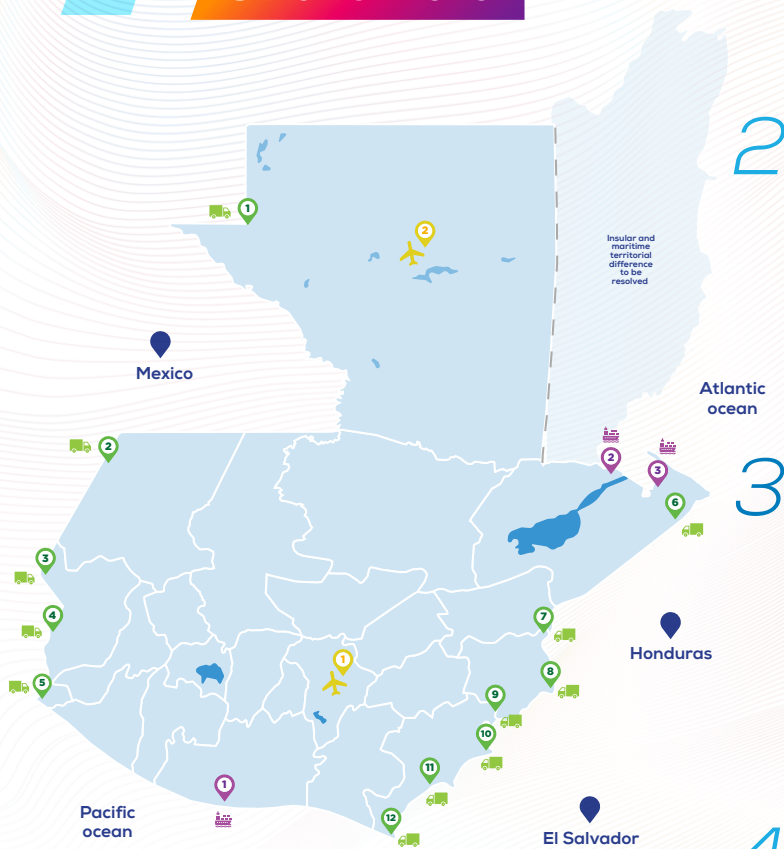


# 7 reasons to invest in Guatemala



## International Airports

1. La Aurora in Guatemala City
2. Mundo Maya in Petén



## Ports

1. Puerto Quetzal
2. Puerto Santo Tomás de Castilla
3. Puerto Barrios



## Land Customs Offices

- |                  |                  |                       |
|------------------|------------------|-----------------------|
| 1. El Ceibo      | 5. Tecún Umán I  | 9. La Ermita          |
| 2. La Mesilla    | 6. Corinto       | 10. San Cristóbal     |
| 3. El Carmen     | 7. Agua Caliente | 11. Valle Nuevo       |
| 4. Tecún Umán II | 8. El Florido    | 12. Pedro de Alvarado |

1

## Strong track record of macroeconomic stability

With an average GDP growth rate of 3.6% over the past 10 years, surpassing the regional average for Latin America of 2.3%. A stable exchange rate of approximately GTQ 7.8/US\$ 1 for the past 20 years; robust international reserves totaling US\$ 21.246 billion (2023); moderate public debt representing 28.4% of GDP (2023); and a stable and positive country risk rating, with a BB rating from Fitch Ratings and Standard & Poor's, and a Ba1 rating from Moody's (2024).

2

## Young and qualified human resource

Recognized as the youngest and largest workforce in Central America, with an average age of 26 years and 11.8 million people of working age. Guatemalans are known for their service-oriented culture, productivity, and high potential for development. Each year, +23,000 professionals and +11,000 technicians graduate from universities in various fields. The country also stands out for its English proficiency, ranking 53rd globally in the English Proficiency Index.

3

## Renewable and reliable energy with competitive costs

Supported by an installed capacity of 4,200 MW for production, primarily from renewable sources (66.24% in 2023). Investments in generation and transmission infrastructure, along with favorable regulations for commercialization, allow large users with power demands exceeding 100 kW to negotiate better rates. The country's regional interconnection capacity and favorable regulatory environment position it as a key player in the energy sector.

4

## Strategic location and logistics platform for export

With access to key markets such as the United States, Mexico, and the European Union through 15 free trade agreements. This advantage is further enhanced by modern infrastructure, multimodal connectivity including ports on both the Pacific and Atlantic coasts, and proximity to major North American cities (just a 3-hour flight to Miami, Dallas, Houston, and Atlanta). Guatemala exports over 4,000 products, primarily manufactured goods, to 140 countries.

5

## Abundant production resources

Including land (108,889 km<sup>2</sup>), water (97 billion m<sup>3</sup>), industrial parks, and raw materials. Additionally, Guatemala has a dynamic business ecosystem that promotes foreign direct investment, providing broad access to financing at competitive rates (between 9% and 12% for local currency loans) and showing credit portfolio growth (15% in 2023). Moreover, the country has a developing infrastructure with over 19 cities boasting populations of more than 100,000 inhabitants.

6

## Free zones and attractive incentives

Enabling companies to become more competitive when expanding or relocating their operations to export to other key markets, including tariff benefits and tax exemptions such as Income Tax for 10 years, VAT, and customs duties on the acquisition of local inputs, imported raw materials, and machinery for production.

7

## Safety and quality of life

Supported by a low homicide rate of 16.4 per 100,000 inhabitants, significantly lower than the regional average of 24.3, making it a safe place to live and invest. With rental costs 70% lower than in the United States, access to healthcare services, and an average temperature of 24°C, Guatemala is an ideal country for expatriates. The confidence in economic activity, which reached 72.35 points in May 2024, and an optimistic outlook for the coming years, demonstrate that Guatemala is a low-risk country that offers predictability for businesses.

Contact us

