

INVESTMENT PASSPORT



INVEST
GUATEMALA

Invest in Guatemala.

A Strategic and Beyond Expectations Destination for your Business.

This passport is your key to unlocking high-potential opportunities across diverse and competitive sectors



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650 million
potential
consumers

60 million
potential
consumers

Strategic location
in the center
of the Americas



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Recognized macroeconomic stability, a solid track record of economic growth and a favorable credit rating.



Strategic location and a modern infrastructure with **Market Access to United States and Mexico** through 15 free trade agreements with over 40 countries reaching 1.5 billion consumers.



Availability of young and skilled talent, 11.8 million people with a reputation for service culture and productivity.



Energy supported by a diversified matrix at competitive prices. Favorable regulatory environment and abundant resources: water, land, raw materials, and finance.



A robust and **low-risk legal framework**, with clear, stable regulations strengthens the investment environment, while government efforts against corruption and toward digitalization make the country a reliable place for business.



Free trade zones with attractive incentives that facilitate the production or trade of goods and the provision of services.



Safety and quality of life, Guatemala is an ideal country for expatriates looking for a safe and modern city to move.

Guatemala at a Glance

Category	Details
Country Name	Republic of Guatemala
Capital	Guatemala City
Official Language	Spanish
Area	108,889 km ²
Currency	Guatemalan Quetzal (GTQ)
Population	18.0 million (2025)
GDP	108.9 million (2024)
GDP per capita	US\$ 6,343.3 (2024)
Working age population	11.8 million (2024)
Labor Force	6.3 million (2024)
Inflation Rate	1.7% (2024)
Exports	US\$ 14,557.6 million (2024)
Climate	Tropical, average 24°C
Time Zone	UTC -6
Government Type	Presidential democracy
Legal System	Civil law system
Long-Term Exchange Rate	GTQ 7.75



[Get more Data](#)

Sources: "Bank of Guatemala"
"National Statistics Institute"

Map of 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 |



Strategic location in the center of the Americas



27 airlines operating
in the country



20 shipping lines
operate routes to
and from Guatemala



Land borders with
4 different countries



Members of the
Central American
Common Market



15 free trade
agreements with
+40 countries



Access to +1.5 billion
consumers in
+ 140 countries

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Ease of Doing Business

Guatemala provides an investor-friendly environment with streamlined processes for business setup, legal certainty, and international agreements promoting foreign direct investment. The country's strong infrastructure includes extensive connections to submarine fiber optic cables, ensuring fast and reliable digital connectivity for businesses.

Additionally, Guatemala benefits from a stable and resilient energy grid, with competitive costs and sustainable energy sources comprising +66% of its electricity production. Government processes are increasingly being digitized to ensure efficiency, speed, and reliability.

These advancements, coupled with proximity to major trade markets and a predictable regulatory framework, create an efficient and secure environment for investors.

Main Economic Sectors

SECTOR

GDP Contribution (%)



Trade and
vehicle
repair

18.4

Manufacturing

13.8

Real Estate
Activities

9.2

Agroindustry

8.8

Financial and
insurance
activities

4.9

Investment Opportunities

Guatemala's economic stability coupled with its abundant natural resources and excellent human talent creates a perfect combo for success, especially in subsectors like:

Specialized Services: Finance, accounting, engineering, customer services, and project management.

Agroindustry: Diversification, expansion and agro-processing.

Renewable Energy: Energy generation (electricity supply), transport and distribution (electricity demand).

Tourism: Eco-tourism, adventure, gastronomic, health, cultural and MICE tourism.

Light Manufacturing: Automotive parts, packaging materials, plastic and rubber products, electronic components assembly.

Agroindustry

Reasons to Invest:



Diversity of Resources

The country has 360 microclimates and fertile lands, abundant water and skilled labor at competitive costs.



Export Hub

The country has solid experience in agro-industrial exports. Products such as coffee, bananas, sugar, cardamom and fresh vegetables are already positioned in international markets.



Supply Chain Opportunities

Guatemala has a consolidated agroindustrial supply chain, with storage, processing and logistics infrastructure geared toward exports.



Energy

Reasons to Invest:



Guatemala ranks among Latin America's top five for renewable energy investment, with significant untapped potential in solar, hydro, geothermal, wind, and biomass.



Guatemala has a diversified matrix with a generation capacity of approximately 3,400 MW.



Competitive energy costs. Mature market with a well-defined and robust regulatory framework.



66% renewable energy generation.



Services

Reasons to Invest:



Skilled workforce characterized by high English proficiency, a neutral accent, and a strong customer service culture. The country also shares a similar time zone and cultural affinity with North America.



First-class telecommunications infrastructure: featuring 99.99% redundancy, connectivity through 3 submarine cables and 2 terrestrial cables, installed capacity for STM-6, and 16 internet service providers.



Robust and well-established business ecosystem backed by over 30 years of experience.



Fashion System

Reasons to Invest:



Established and integrated textile and apparel sector with global export reach



Competitive production costs and free trade agreements.



Availability of skilled labor in design, production and innovation



Manufacturing

Reasons to Invest:



Expanding sector with strong presence in plastics, packaging, autoparts and metal products.



The most experienced manufacturing hub in Central America, delivering proven expertise and reliable results.



Growing ecosystem of suppliers and innovation centers supporting industrial transformation.



Life Sciences

Reasons to Invest:



Expanding pharmaceutical, medical supplies, cosmetics and chemicals manufacturing sector.



Over 40 laboratories nationwide, with broad adherence to Good Manufacturing Practices (GMP), meeting rigorous quality and safety standards aligned with international regulations.



Comprehensive range of supporting services, including certified testing laboratories, packaging manufacturers, logistics providers, and more.



How To Start A Business In Guatemala?

1

Select the legal entity best suited to the company's needs.

2

Draft the company's articles of incorporation.

3

Choose the company name and verify its availability.

4

Register the company with the Commercial Registry.

5

Obtain the Tax Identification Number (NIT).

6

Register employees with the Guatemalan Social Security Institute (IGSS) and the Ministry of Labor (MINTRAB).

7

Obtain the required licences and permits.



Guidelines for Establishing Legal Status in Guatemala

Guatemala facilitates streamlined migration processes for business investors and professionals. Whether you're visiting temporarily or seeking long-term residence, the country offers tailored visa and work permit options to support economic activity.

Available Visa Types

Visa Type	Elegible Individuals	Purpose
Tourist or Traveler Visa	For citizens of countries classified under Categories B and C	Short visits for tourist or meetings
Visa for Pending Residency	Those who initiated migration process	Temporary stay during the visa application
Visa Extension	Current Visa Holders	Extended stay during application process
Consulted Visa for Paid activities	Consultants and service providers	Short-term professional engagements

Application Procedure:

1. Determine the appropriate visa or permit.
2. Collect the required documentation.
3. Apply through the General Directorate of Migration.
4. Pay the corresponding fees.
5. Await approval and official notification.
6. Finalize registration and obtain your visa or permit.

For more information



Temporary* Residency for Migrant Workers

It allows foreign nationals to reside in Guatemala for a specified period, with the possibility of extension. This status is ideal for individuals planning to stay beyond the duration permitted under a tourist visa, without the intention of permanent settlement.

Some categories under temporary residence include:

- Migrant workers and their dependents;
- Students
- Investors and their family members.

PROCEDURE:

1. Prepare the application and gather the required documents.
2. Submit the documents to the Guatemalan Institute of Migration (IGM).
3. Obtain your residency approval upon successful processing.

For more
information



*After maintaining legal temporary residency for five years, you may apply for permanent residency in Guatemala

Obtaining a work permit

1. Obtain the application form and related documentation.
2. The employer must submit the complete file to the Ministry of Labor and Social Welfare or upload the required documents through the Online Work Permit System for Foreign Nationals.
3. If all documentation and information are correct, a payment order will be issued, which must be settled within five business days.
4. After the payment is processed, the Foreign Workers Permit Department will issue the authorization resolution.
5. Estimated processing time: 30 days.

**For more
information**



Tax Regime

The Guatemalan tax system is based on the principle of territoriality. Most taxes are applicable to activities carried out within the Guatemalan territory.

Tax	Rate	Base	Description & Exceptions
Income Tax (ISR)	25% net profit or 5-7% gross income	Net profits (General) – Quarterly	It is the tax levied on income or profits obtained by individuals and companies, entities or national or foreign assets, resident or not in the country.
		Gross income (Simplified) – Monthly	It is the tax levied on income or profits obtained by individuals and companies, entities or national or foreign assets, resident or not in the country.
Value-Added Tax	12%	Sales of goods and services, imports	Sales of goods and services, imports
Single Tax on Real Estate (IUSI)	0.2% - 0.9%		Sales of goods and services, imports
Solidarity Tax (ISO)	1%	Net assets or gross income, whichever is higher	This tax is paid by individuals or companies that are part of the ISR Profits Regime and that have commercial or agricultural activities that generate a gross margin of more than 4% of their income
Capital Gains	10%	Capital gains	Capital Gains and Capital Rents (passive income) are taxed at a specific rate as follows.
	10%	Leasing of real estate on 70% of the rental value	
	10%	Interest	
	5%	Dividends	
	10%	Income obtained from lotteries, raffles, sweepstakes and bingos	
Distribution of dividends, profits and earnings	5%	Dividends, profits and earnings	Whether domestic or abroad, is taxed at 5%, which must be withheld from the beneficiary and paid to the tax authorities within 10 working days of the month following the month in which the payment was made to the beneficiary.

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Incentives

Guatemala offers competitive incentives for business expansion and relocation, tailored to meet diverse operational needs through three distinct regimes:

Incentive	Decree	Description
Law for the Promotion and Development of Exporting and Maquila	Decree 29-89	Applicable to the transformation of raw materials, components, and accessories into finished goods, as well as the export of services. It primarily benefits industries such as apparel, textiles, and outsourcing services.
Special Public Economic Development Zones (ZDEEP)	Decree 22-73	Applicable to the transformation of raw materials, components, and accessories into finished goods, as well as the export of services. It primarily benefits industries such as apparel, textiles, and outsourcing services.
Free Zones	Decree 65-89	Applicable for manufacturing, transformation, service export, distribution, and warehousing.

No payment of tariff and VAT on imports of raw materials, machinery, equipment, local inputs.

10 years exemption on income tax rate. Subsequently, payment between 7 - 25%.

Facilitation of exports to third countries, taking advantage of existing trade agreements.

Foreign goods introduced into the Free Trade Zones may remain there indefinitely (only applicable with ZDEEPS).

Sales to local market, possibility to nationalize goods and distribute locally.

Labor Formalities

The employment relationship is formalized with an employment contract. This can be registered online, on the website of the Ministry of Labor and Social Welfare. A probationary period of 2 months is allowed before final hiring.

Contracts:

- **Indefinite-term:** no specific termination date is established.
- **Fixed-term:** a specific termination date is established, or it ends upon the occurrence of a predetermined event or circumstance.
- **Contract for a specific project or task:** the contract remains in effect until the completion of the agreed-upon work.

CE 1 - Department of Guatemala (USD)

Activity	Hourly Wage	Daily Wage	Monthly Salary	Incentive Bonus	Total Salary 2026
Agricultural	2.17	17.38	521.45	32.26	553.70
Non-Agricultural	2.29	18.29	548.68	32.26	580.94
Export & Maquila	1.97	15.74	472.22	32.26	504.48

CE 2 - Rest of Country (USD)

Activity	Hourly Wage	Daily Wage	Monthly Salary	Incentive Bonus	Total Salary 2026
Agricultural	2.07	16.56	496.91	32.26	529.17
Non-Agricultural	2.17	17.38	521.40	32.26	553.66
Export & Maquila	1.85	14.83	445.01	32.26	477.27



**For more
information**

Working schedules:



DAYTIME

06:00 - 18:00

8 hours a day
48 hours a week



NIGHTTIME

18:00 - 06:00

6 hours a day
36 hours a week



COMBINED

18:00 - 06:00

7 hours a day
42 hours a week

Overtime: The regular workday can be extended up to 4 hours a day. Each overtime must be paid at 1.5 times the regular hourly rate.

Social Security, Training and Technification (12.67%)	Christmas Bonus & 14th Salary (Aprox 16.66%)	Provision for Liabilities & Vacation (Aprox 13.88%)	Employer's Cost
66.07	86.87	72.38	779.02
69.52	91.41	76.16	818.02
59.83	78.67	65.54	708.53

Social Security, Training and Technification (12.67%)	Christmas Bonus & 14th Salary (Aprox 16.66%)	Provision for Liabilities & Vacation (Aprox 13.88%)	Employer's Cost
62.96	82.79	68.97	743.88
66.06	86.86	72.37	778.95
56.38	74.14	61.77	669.56

Note: Employees are entitled to two annual bonuses (Aguinaldo (Christmas Bonus) and Bono 14). 15 days of paid annual leave (vacations) and full coverage under the national security system (10.67%), training (1%) and recreation (1%).

About us

Invest Guatemala is the country's private investment promotion agency, dedicated to positioning Guatemala as a strategic destination for foreign direct investment (FDI). We serve as a trusted partner for international investors, offering personalized support throughout every stage of the investment journey – from market intelligence and opportunity assessment to business setup, operational guidance, and long-term expansion. Our goal is to help investors successfully navigate the local business environment while fostering sustained growth and retention of their investments in Guatemala.



STRATEGIC INFORMATION

- Identification of strategic sectors.
- Competitive value proposition for Guatemala.
- Legal, tax and incentives information.
- Market research and statistical insights.

PROMOTION CONCERGE

- Coordination of visits and tilormade agendas.
- Investment events.
- Engagment with local stakeholders, partners and suppliers.
- Digital positioning strategy.

AFTERCARE

- Post-establishment support.
- Assistance with reinvestment and expansion.
- Networking opportunities.
- Liason with public institutions.

INVESTMENT ATTRACTION

- Market intelligence for lead generation.
- Proactive outreach to global companies.
- Connection with industry associations and local partners.

SOFTLANDING SERVICES

- Assistance with administrative procedures and setup.
- Support in finding industrial land and real estate.
- Identification of co-investment projects.
- Guidenace on available incentives.



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Resources



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