

# Guatemala

land for investment



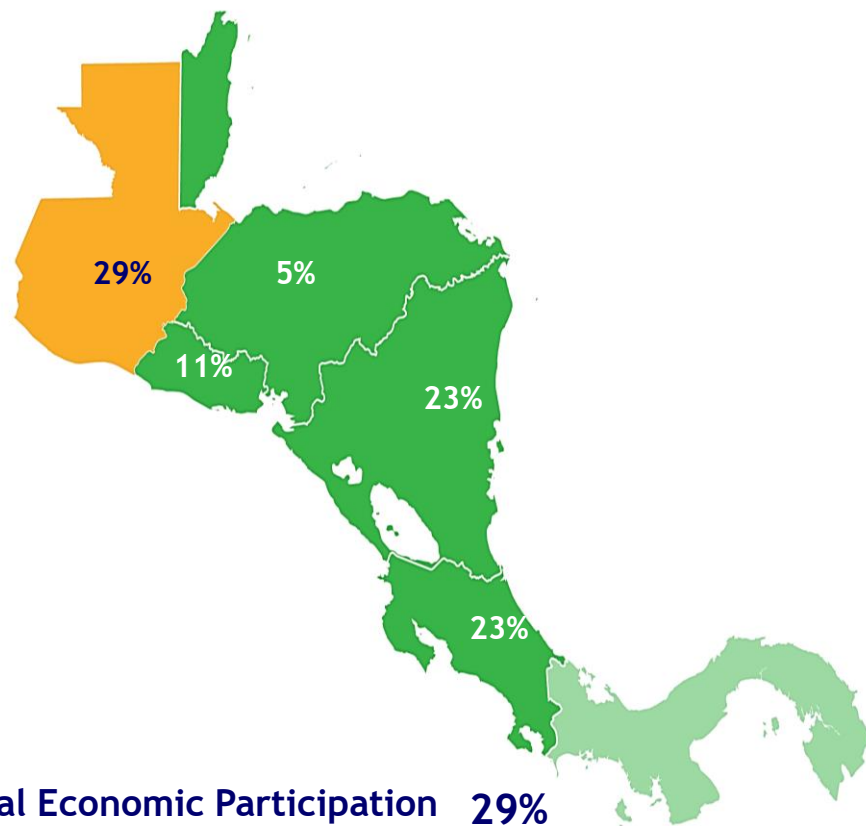
# A privileged location, ideal for business



# Guatemala Figures

The economic engine  
of the region

Population	16.9 million
Administrative Division	22 departments-340 municipalities
Territory	108,430 km2
Official Language	Spanish -23 mayan languages
Time Zone	UTC-6
Gross Domestic Product GDP	US\$75,40 Billion
GDP per capita	US\$4,455
Inflation	4.39%
Remesas	US\$8,192.2 millon
Exchange Rate	Q7.3477 X US\$1.00
Monetary Reserves	US\$11,215 millon
External Public debt	US\$8,233.9 millon
Exports FOB	US\$11,215 millon
Imports CIF	US\$16,792.2 millon
Foreign Direct Investments	US\$1,216.2 millon



**Regional Economic Participation** 29%  
**GDP Economic Growth** 3.0 - 3.8%  
**Exports Growth** 5.0 - 8.0%



# AIR & SEA CONECTIVITY



## 2 International Airports

- La Aurora, International Airport - category A1 -
- Mundo Maya, International Airport

### ❖ 4 Local Airports

- Puerto Barrios, Retalhuleu, Quetzaltenango, Cobán

### ❖ 260 weekly flights- 13 commercial flights

### Flight Time from Guatemala

• New York	5 hours
• Houston	2.5 hours
• Los Ángeles	6 hours
• Miami	2.5 hours
• Washington	4.25 hours
• Mexico City	2.25 hours
• Costa Rica	1.20 hours
• Panama	2.25 hours
• Bogota	3.25 hours
• Madrid	11 hours



## 3 Sea Ports

### ❖ Santo Tomás de Castilla

### ❖ Puerto Barrios

### ❖ Puerto Quetzal

- 250 miles away to cross the Atlantic Ocean to the Pacific.
- Maritime trade operations represent 80% of the total imports and exports of the country and 34% of the Central American cargo.

- **CRUISE SHIPS:** Guatemala, is in the TOP 5 of the Cruisers Choice Destinations Awards 2017, this year more than 100 vessels were received.



# ACCESSES TO IMPORTANT MARKETS

## SOUTH OF MEXICO

Economy: US \$ 100.1 Billion

Population: 35.1 Million

**Guatemalan Exports 2017:**

**US \$ 510.62 Million**

## NORTH AMERICAN MARKET

US \$ 21,201 Billion

Population: 363.224 Million

**Guatemalan Exports 2017:**

**US\$4,464.2 Million**

## UNITED STATES

Economy: US \$ 18.5 Billion

Population: 323.1 Million

**Guatemalan Exports 2017:**

**US \$ 3,725.02 Million**



## CENTRAL AMERICA

Economy: US \$ 242.1 Billion

Population: More than 45 Million

**Guatemalan Exports 2017:**

**US \$ 3,457.74 Million**



## MESOAMERICA

Economy: US\$ 81.6 Billion

Population: 68 Million

**Guatemalan Exports 2017:**

**US \$ 4,040.18 Million**





# GUATEMALA IS KNOWN BY

- ❖ **#1** in efficiency with respect to **bulk sugar ports** & **#2** **sugar export** at Latinamerican level
- ❖ **#1** cardamom exporter
- ❖ **#6** melons, papayas, & watermelons exporter
- ❖ **#5** arabic coffee exporter, wich is top 10 in the world
- ❖ **#4** banana exporter to the world &
- ❖ **#2** in plantain
- ❖ **#5** snow peas exporter
- ❖ **Ron Zacapa Centenario** known by World's Top 100 Most Valuable Luxury Brands, &
- ❖ **#1** for 5 consecutive years at the ranking #1 The Beverage Testing Institute.
- ❖ With a total volumen of 2,800.000 m<sup>3</sup> & 170meters, La Danta, is the **Pyramid with Larget Volume in the World** even over the pyramids of Egypt, located in the Department of Petén, Guatemala



# Investment Opportunities



• Light Manufacturing



• Tourism



• Software & BPO's



• Fruits & Vegetables



• Forestry & Furniture



• Construction & Housing

## Agroindustry

Coffee

Banana

Sugar

Basic Grains

Fruits & Vegetable

Poultry Farming

Palm

Livestock & Dairy  
Products

Fishing & Aquaculture

Forestry, Furniture,  
Paper & Rubber

## Manufacture & Assembly

Processed Food

Beverages

Apparel & Textiles,  
Footwear

Metalworking

Light Manufacturing

Pharmaceutical Products

Chemicals & Plastics



## Services

Tourism, Health & Wellness  
Tourism

Contact Centers & BPO's,  
Software

Transport & Logistics

Financial Services



## Natural Resources

Mining

Oil

Petroleum

Energy

Renewable Energy

## Others

Infrastructure

Construction





## Laws that supports FDI

**Law on Foreign Direct Investment  
(Decree 9-98)**

**Free Trade Negotiation  
Law (Decree 94-200)**

**Free Zones Law  
(Decree 65-89)**

**ZOLIC (Decree 22-73)**

**Law on Employment  
(Decree 19-2016)**

**Law on Public Private  
Partnerships  
(Decree 16-2010)**

**Guatemala guarantees  
for foreign investors  
the same benefits  
enjoyed by local  
investors**

**The State of  
Guatemala enjoys a  
long history of  
absolute respect for  
private investments  
and of compliance  
with its contract and  
credit commitments**

**Regulatory  
Framework**

**There is absolute  
freedom in the  
country to repatriate  
dividends**

**The fiscal system and  
tax rates are highly  
competitive in the  
global environment**

# ***Economic Policy 2016-2021***

## ***Inclusive and sustainable economic growth***



# TRADE AND INVESTMENT POLICY

Guatemala has 19 INVESTMENT agreements with different countries around the world.

TRINIDAD & TOBAGO CUBA KOREA  
TAIWAN SWITZERLAND SWEDEN  
GERMANY NETHERLANDS  
ARGENTINA ITALY RUSSIA  
CHILE SPAIN  
FINLAND LUXEMBOURG  
CZECH REPUBLIC ISRAEL  
AUSTRIA  
BELGIUM

Through these investment agreements Guatemala ensures the reciprocal investment promotion and protection.



## 12 TRADE Agreements

- ✓ PSA Guatemala - Cuba
- ✓ FTA Guatemala - Taiwan
- ✓ DR CAFTA
- ✓ FTA C.A. - Panama
- ✓ FTA Colombia - Guatemala
- ✓ FTA C.A. - Chile
- ✓ PSA Guatemala - Belize
- ✓ PSA Guatemala - Ecuador
- ✓ FTA Mexico - Guatemala
- ✓ European Union Association Agreement
- ✓ FTA Guatemala - Dominican Republic
- ✓ PSA Venezuela

FTA -Free Trade Agreement  
PSA- Partial Scope Agreement

Through these agreements Guatemala manages more than 80% of its trade.



# Starting a Business in Guatemala

## Standardized Company – Guatemala City-

**Legal form:** Corporation (Sociedad Anónima S.A.)

**Paid-in minimum capital requirement:** GTQ 5,000 / US\$ 680.00

1. Check the company name and obtain a letter from a notary public to open a bank account



2. Deposit the subscribed capital in a bank and obtain a receipt



3. A notary public draws the deed of constitution



4. A notary public completes registration forms and pays the registrations fees online

5. Obtain the certification of the legal representative's registration, the proof of registration at the tax administration office and the edict



6. Deposit the subscribed capital in a bank and obtain a receipt



7. Obtain the Articles of Incorporation registration certificate, commercial license, Social Security Number and authorization for social and accounting books





# asisehace.gt

Es una base de datos en línea, la cual detalla paso a paso, desde la perspectiva de los usuarios, una serie de trámites administrativos en Guatemala.

Informa a los usuarios.

Crea un medio de control ciudadano en los procesos institucionales.

Despliega los procesos en una metodología.

Logra que exista transparencia.





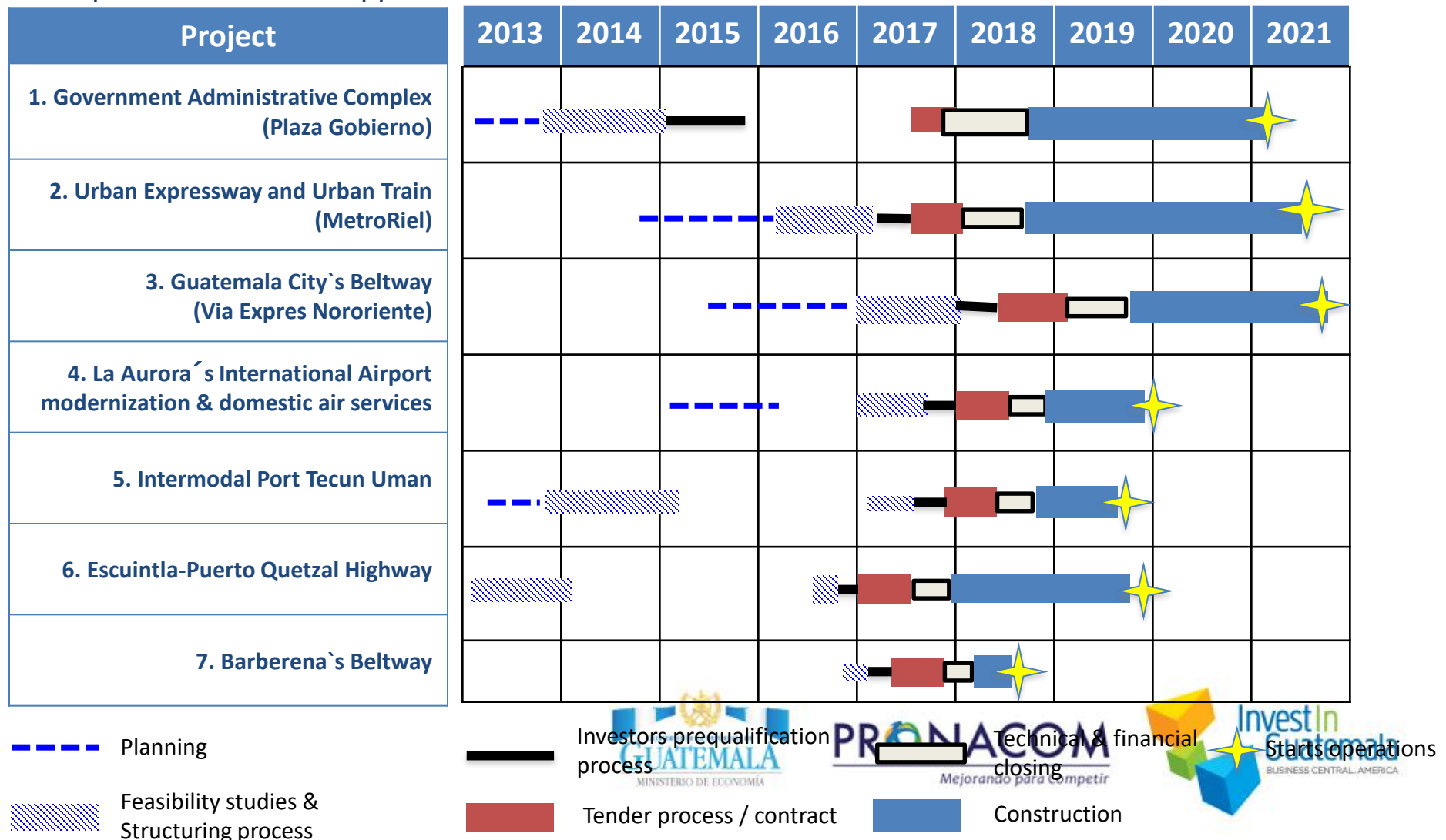
# MiNegocio.gt

- Minegocio.gt is a project from Pronacom, which works in the Commercial Registry and facilitates the registration of new companies in Guatemala.



# Project Portfolio: Prioritized Projects 2017

- ➔ **Investors:** The tendering period starts with the investor's prequalification process
- ➔ **Goods & Service providers:** With the awarded participant, there will be construction and operations contract opportunities





Thank You

## ***CONTACT US***

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