



Dear investors,

On behalf of the people of Guatemala, I am delighted to extend a warm welcome to you as you explore the opportunities for investment in our country.

Guatemala stands as a beacon of opportunity in Central America, boasting a stable economy, strategic location, and a supportive business environment. As you navigate the landscape of investment possibilities, we are eager to showcase the myriad reasons why Guatemala should be at the forefront of your considerations.

Our nation's commitment to economic stability and growth is unwavering. With a robust legal framework, transparent regulations, and a proactive approach to investment facilitation, Guatemala offers a secure and conducive environment for businesses to thrive.

Moreover, our strategic location bridging North and South America presents unparalleled access to key markets, facilitating seamless trade and connectivity. Whether you seek to establish manufacturing facilities, explore lucrative sectors such as food and beverages, renewable energy, or tap into our tourism and health services ecosystem, Guatemala offers a wealth of opportunities ripe for exploration.

Beyond the business landscape, Guatemala's rich cultural heritage, breathtaking landscapes, and warm hospitality offer a unique living experience. Our nation is moving fast towards a modern, diverse, and more inclusive society where investors and their families can flourish.

As you embark on this journey, rest assured that our National and Foreign Investment Attraction Agency is here to support and guide you every step of the way.

Our dedicated team of experts stands ready to provide tailored assistance, facilitate connections, and navigate any challenges that may arise, ensuring your investment journey is as smooth and successful as possible.

Finally, I extend my sincere gratitude for considering Guatemala as your investment destination of choice. We are eager to partner with you in realizing your investment goals and contributing to the mutual prosperity of our nations.

PhD. Bernardo Arévalo de León
President of the Republic of Guatemala

KNOW WHY GUATEMALA IS YOUR INVESTMENT DESTINATION

INVESTMENT INCENTIVES

	LAW FOR THE PROMOTION AND DEVELOPMENT OF EXPORT AND LIGHT MANUFACTURING ACTIVITIES (DECREE 29-89)	FREE ZONE LAW (DECREE 65-89 FOR USERS)	PUBLIC SPECIAL ECONOMIC DEVELOPMENT ZONE -ZDEEP- (DECREE 22-73 FOR USERS)
Income Tax -ISR	Exemption for 10 years (for specific activities)	Exemption for 10 years	Exemption for 10 years
Value Added Tax -IVA- and Tariff Duties on the Import -DAI- of raw materials or imported products	Suspension of payment for one year	Exemption on imports	Exemption on imports
Value Added Tax and Import Tariff Duties on machinery imports	Total exemption	Total exemption	Total exemption
Local sales	Payment of import duties and VAT (not exempt from income tax) (Article 39 bis)	Payment of import duties and VAT (not exempt from income tax)	Payment of import duties and VAT (not exempt from income tax)

FOR MORE INFORMATION:
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GUATEMALA YOUR INVESTMENT DESTINATION



Ministry of
Economy



A place to invest

Photography: Roberto Dastigar



With the support of USAID

Why GUATEMALA?

GENERAL INFORMATION

Capital city
Guatemala City

Area
108,889 sq km

Official language
Spanish; 22 Mayan, 1 Garifuna, 1 Xinca

Form of government
Republican, democratic and representative

Head of state
President of the Republic

POPULATION

Population 2025¹
18,079,810

Economically active population, 2022¹
7.4 millions

ECONOMY

Estimated GDP growth 2024²
3.7%

Estimated Per Capita GDP 2024²
US\$ 6,329.9

Foreign direct investment 2023²
US\$1,585.9

Family remittances 2024²
US\$ 21,510.2 million

Exports, 2023²
US\$ 14,186.1 million

Imports, 2023²
US\$ 30,320 million

Central Government Tax Revenue 2023¹⁰
US\$ 12,332.23 million

Currency
Quetzal (Q)



FAVORABLE BUSINESS CLIMATE

STABLE EXCHANGE RATE
in the last 20 years
US\$ 1 = Q 7.73²

3.4% Macroeconomic growth stability on average over the last 8 years²

10TH POSITION In Latin America and the Caribbean regarding **macroeconomic stability** within the Global Competitiveness Index (2019)⁷

US\$ 68.16 billions of total assets. **Solid financial system¹²** (2023)

Territorial, regular and maritime dispute pending resolution

4.24% Moderate and stable **inflation rate** over the last 12 years²

US\$ 24.42 Billion in international **reserves,³ the largest in Central America** (2024)

US\$ 92.25 Billion, the **highest final consumption household spending²** country in Central America (2023)

26.6% **Of GDP the lowest debt⁴** level in Central America (2024)

Country risk rating³
Fitch Ratings (BB Stable), Moody's (Ba1 Stable), Standard & Poor's (BB Positive)

Nominal GDP² 2023 US\$105,555.35 million, **the largest economy in Central America**

Customs union between Guatemala, Honduras and El Salvador, that with a trade exchange of more than US\$5,770 millions of dollars in 2023²

Guatemala has the largest installed capacity for energy production (3,699.4 MW) in the Northern triangle⁹, surpassing El Salvador (2,396.4 MW) and Honduras (3,097.6 MW)

67.28% of the total population¹ is of working age

60.2% of the working-age population¹ is economically active

26.9% of the working-age population is between 15 and 24 years old, while 73.1% is 25 years old or older.¹

HUMAN TALENT

The Technical Training and Productivity Institute¹¹ provides technical assistance to companies throughout the country with +32 centers, 4 departmental delegations, 5 regions, 72 specialties and 26 high-tech laboratories

14 private universities and 1 public university offering technical training, undergraduate, and postgraduate programs.⁶

LOGISTICS PLATFORM⁵



Direct access to the Pacific and Atlantic Coast, **250 miles from coast to coast**



Connectivity: 2 international airports, 9 local airfields, 16 cargo lines operating



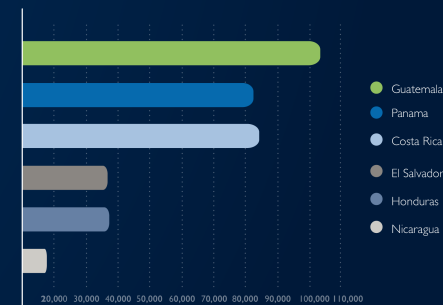
The largest operation in Central America (35.79%TM) maritime cargo in three main seaports, Santo Tom s de Castilla and Puerto Barrios on the Atlantic and Puerto Quetzal on the Pacific*¹³

ACCESS TO MAIN MARKETS⁸

Gateway to the largest market in Latin America, Mexico: (GDP in 2023 of US\$ 1.78 trillion)

Proximity and Free Trade Agreement with the United States, the largest market in the world: +US\$ 27.72 trillion in 2023

Opportunity to access the Central American market with a joined GDP of more than US\$360.51 billion, from the country with the largest economy in the region



SOURCE
World Bank

SOURCES

1. National Statistics Institute -INE-
2. Bank of Guatemala -Banguat-
3. Central American Monetary Council -CMCA-

4. Public Credit Operations Report of the Ministry of Public Finance
5. Association of Exporters of Guatemala -AGEXPORT-
6. Higher Private Education Council -CEPS-

7. World Economic Forum
8. World Bank

9. Website www.enteoperador.org

10. Superintendency of Tax Administration -SAT-

11. Technical Training and Productivity Institute -INTECAP-

12. Superintendent of Banks -SIB-

13. Central American Maritime Transport Commission -COCATRAM-

* Data does not include Panama
The reference exchange rate for the amounts in this document is US\$ 1 = Q7.75