



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*

With the support of **USAID**



# 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
• 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
• Value Added Tax and Import Tariff Duties on machinery imports	• 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)

FOR MORE INFORMATION:  
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# GUATEMALA

## YOUR INVESTMENT DESTINATION



Ministry of  
**Economy**



*A place to invest*

# 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 2025<sup>1</sup>

18,079,810

### Economically active population, 2022<sup>1</sup>

7.4 millions

## ECONOMY

### Real Economic Growth, 2024<sup>2</sup>

3.7%

### Estimated Per Capita GDP, 2024<sup>2</sup>

US\$ 6,329.9

### Direct foreign investment, 2023<sup>2</sup>

US\$ 1,585.9 million

### Family remittances, 2024<sup>2</sup>

US\$ 21,510.2 million

### Exports, 2023<sup>2</sup>

US\$ 14,186.1 million

### Imports, 2023<sup>2</sup>

US\$ 30,320 million

### Tax revenue of the central government, 2023<sup>10</sup>

US\$ 12,332.23 million

### Currency

Quetzal (Q)

## FAVORABLE BUSINESS CLIMATE

STABLE EXCHANGE RATE  
in the last 20 years  
US\$ 1 = Q 7.73<sup>7</sup>

3.4%

Macroeconomic growth stability on average over the last 8 years<sup>2</sup>

10<sup>TH</sup> POSITION

In Latin America and the Caribbean in the **macroeconomic stability** pillar of the Global Competitiveness Index (2019)<sup>7</sup>

US\$ 68.16

billions of total assets.  
**Solid financial system**<sup>12</sup>

Territorial, insular and maritime dispute pending resolution

4.24%

Moderate and stable **inflation rate** over the last 12 years<sup>2</sup>

US\$ 24.42

Billion in international **reserves**, the **largest in Central America**<sup>3</sup> (2024)

US\$ 92.25

Billion, the **highest final consumption household spending**<sup>4</sup> country in Central America (2023)

26.6%

**Of GDP**<sup>4</sup> the **lowest debt** level in Central America



### Country risk rating<sup>3</sup>

Fitch Ratings (BB Positive), Moody's (Ba1 stable), Standard & Poor's (BB Positive)



### Nominal GDP<sup>2</sup> 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 2023<sup>5</sup>



### Guatemala has the largest installed capacity for energy production (3,699.4 MW) in the Northern triangle<sup>6</sup>, surpassing El Salvador (2,396.4 MW) and Honduras (3,097.6 MW)

**67.28% of the total population**<sup>1</sup> is of working age

**60.2% of the working-age population**<sup>1</sup> 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.

## HUMAN TALENT

**The Technical Training and Productivity Institute**<sup>11</sup> 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 one public university**, offering technical training, undergraduate and post graduate programs.<sup>6</sup>

## LOGISTICS PLATFORM<sup>5</sup>



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%<sup>TM</sup>) maritime cargo in three main seaports, Santo Tomás de Castilla and Puerto Barrios on the Atlantic and Puerto Quetzal on the Pacific<sup>5</sup>

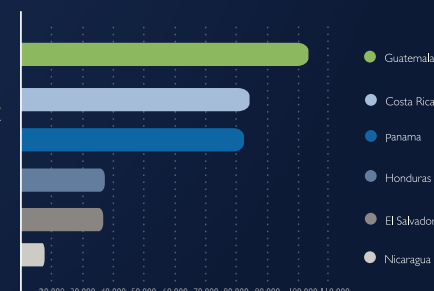
## ACCESS TO MAIN MARKETS<sup>8</sup>

**Gateway to the largest market in Latin America, Mexico:** (GDP in 2023: 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

### GDP CA 2023 Million US\$



SOURCE  
World Bank

### SOURCES

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

\* Data does not include Panama.  
The reference exchange rate for the amounts in this document is US\$ 1 = Q 7.75

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.enteoperator.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-