



WHY INVEST AND DO BUSINESS IN GUATEMALA?

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March 2009
Germany



GENERAL INFORMATION



OFFICIAL NAME:	Republic of Guatemala
CAPITAL:	Guatemala
AERA:	108,889 Km ²
POPULATION:	13,667,815 (projected for 2008)
OFFICIAL LANGUAGE:	Spanish
OFFICIAL CURRENCY	El Quetzal
EXCHANGE RATE	US\$ 1.00 = Q 7.87 (Jan. 2009)



GUATEMALA: INSTITUTIONAL FRAMEWORK



GUATEMALAN GOVERNMENT

EXECUTIVE BRANCH

- Presidency
- Vice Presidency
- State Departments
- The Cabinet (Secretaries and Vice-secretaries)
- The Departments

LEGISLATIVE BRANCH

- Congress
- Congressmen and congresswomen elected by the people by universal suffrage

JUDICIAL BRANCH

- Supreme Court of Justice
- President of the Judicial Branch

DECENTRALIZED GOVERNMENT ENTITIES:

- Constitutional Court
- Supreme Electoral Court
- Office of the Attorney General
- Office of the Public Prosecutor



GUATEMALA: ECONOMIC INFORMATION



MACROECONOMIC DATA

GDP 2008(in millions of US\$):	35,729.0
GDP per capita 2008:	2,627.1
GDP GROWTH RATE (preliminary for 2008) :	4.3%
INFLATION (January 2009):	7.88%
NET INTERNATIONAL RESERVES	
(in millones of US\$, to January 2009):	4,758.5
UNEMPLOYMENT RATE (ENEI 2004):	3.13%

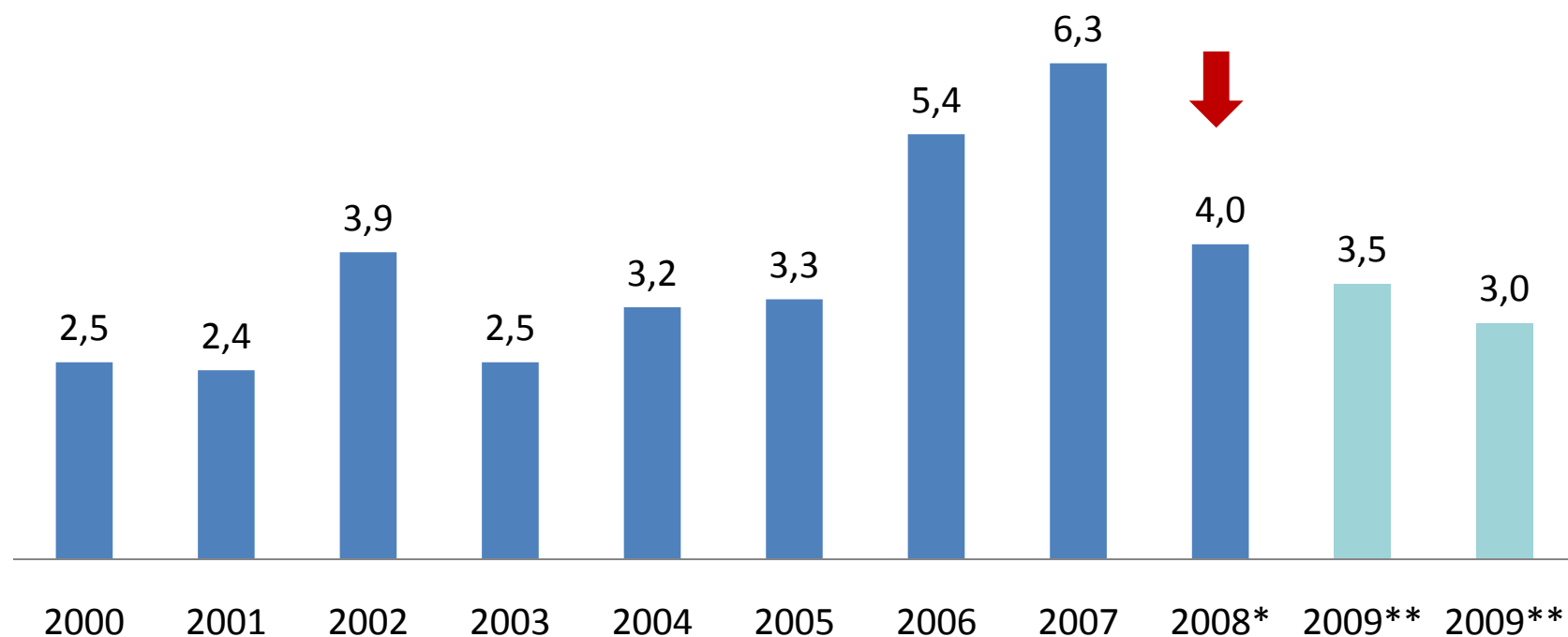
Source: BANGUAT-FMI

Guatemala has:

- The largest economic market in Central America with a GDP of **US\$ 33,617.6** million, approx. **39.8% of the Central American GDP**.
- The lowest volatility rate in Latin America, with a stable 1990-2007 GDP growth period.
- One of the best track records in fiscal deficits management in Latin America: 1.6% of GDP during the last four years.
- The lowest external debt in the region: 11.6% of the GDP (2008) and the best repayment record.
- An all time high in International Net Reserves and one of the most robust levels in the region: US\$ 4,758.5 million (to January 2009)

GUATEMALA: MACROECONOMICS

GUATEMALA: GROSS DOMESTIC PRODUCT 2000 – 2009**

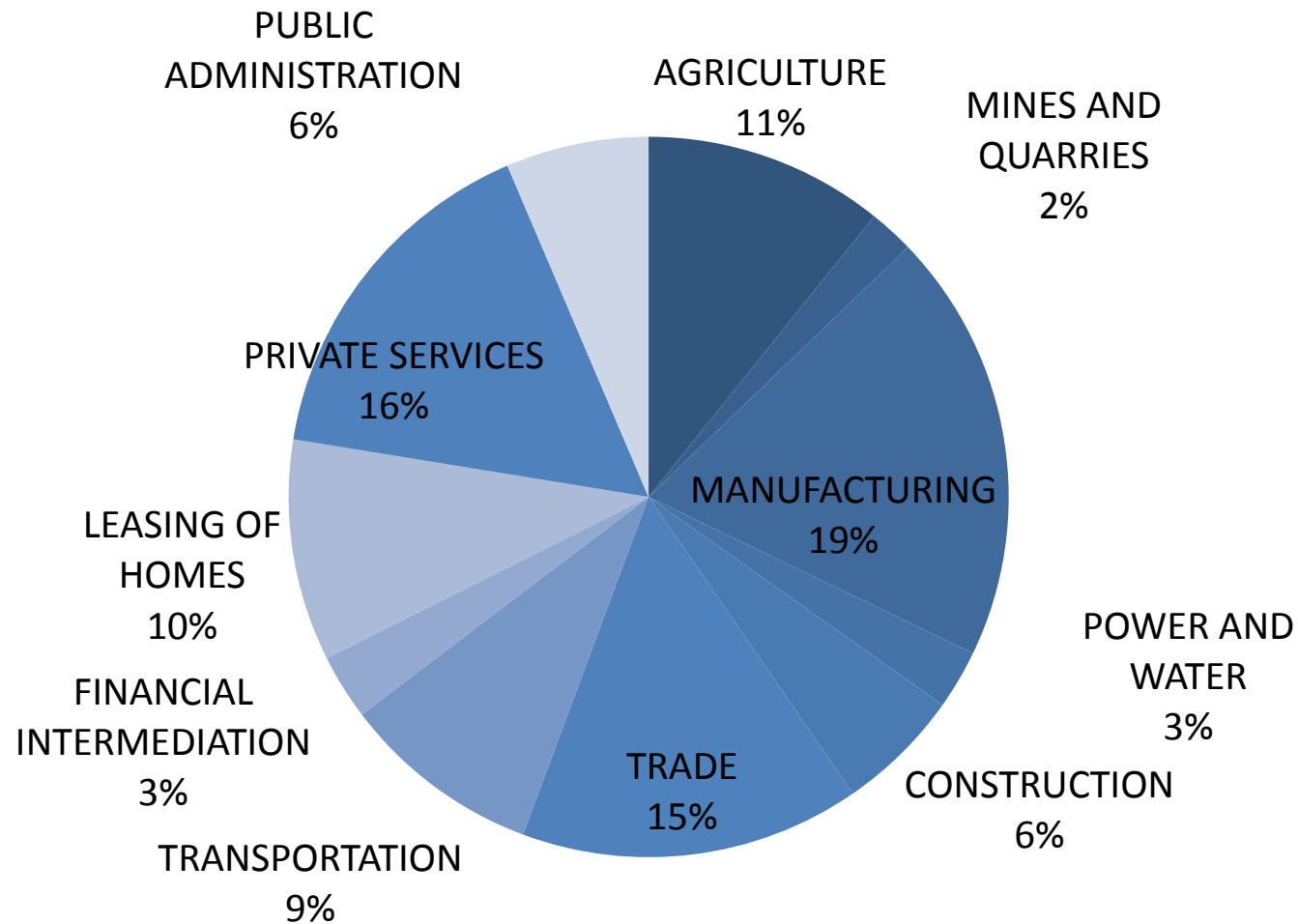


*Estimated

**Projected

Source: BANGUAT

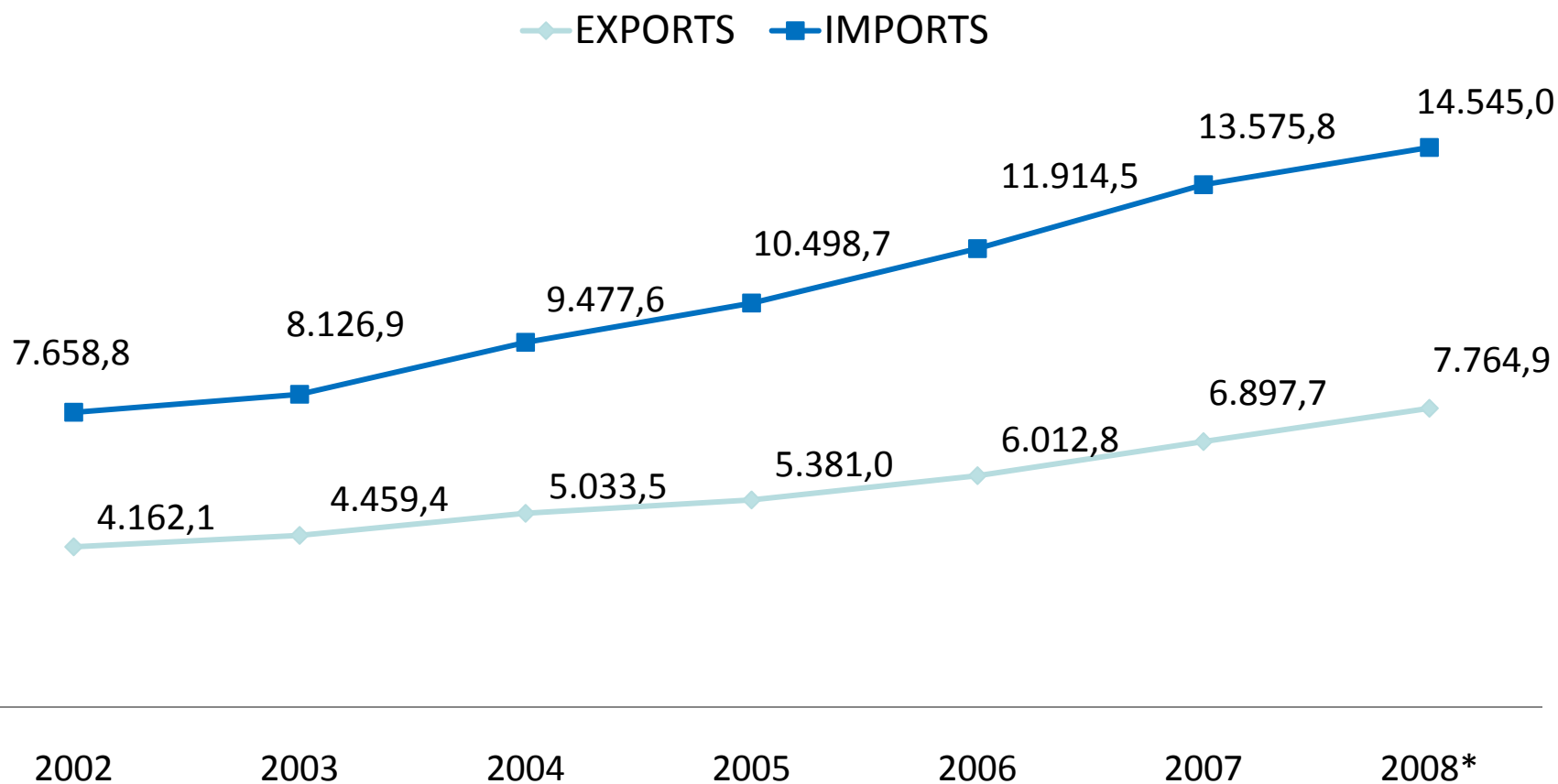
GROSS DOMESTIC PRODUCT BY SECTOR - 2008



Source: BANGUAT

GUATEMALA: FOREIGN TRADE

2002 – 2008*



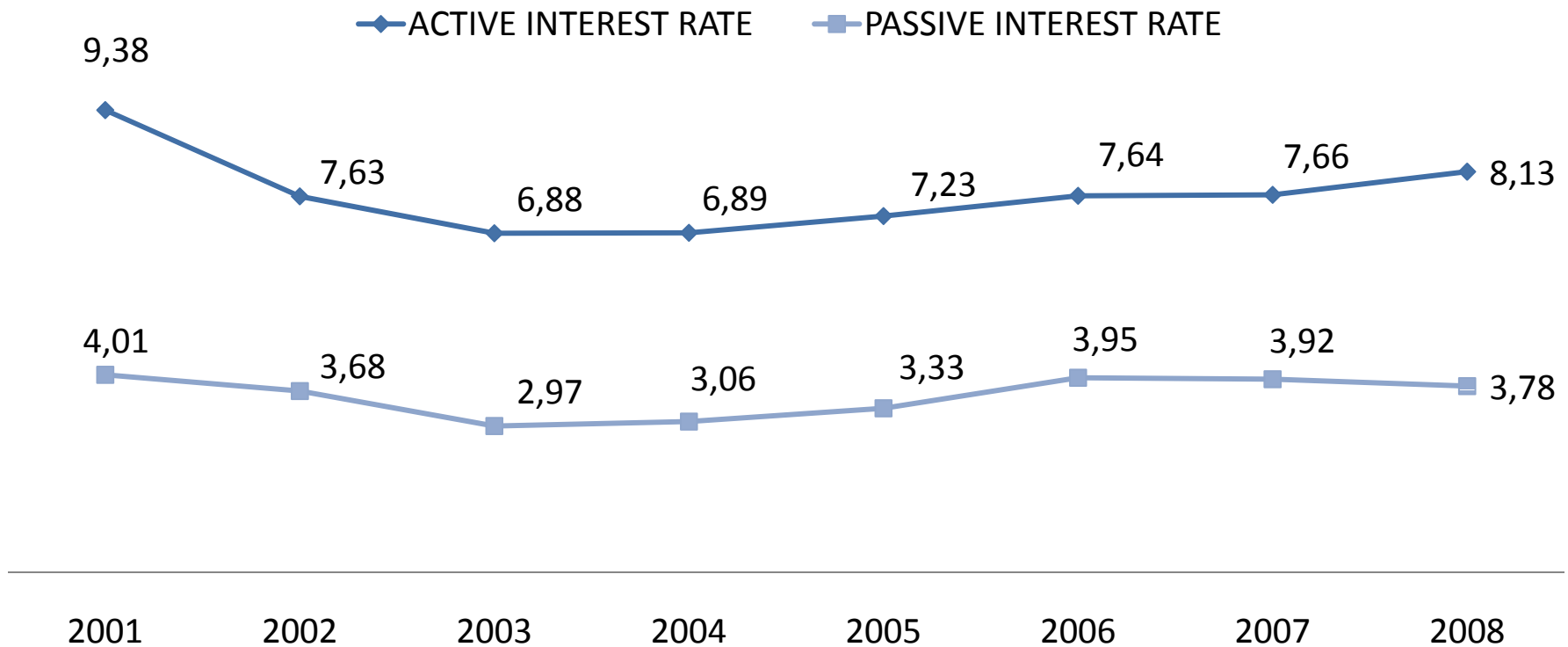
Source: BANGUAT

*Preliminary data



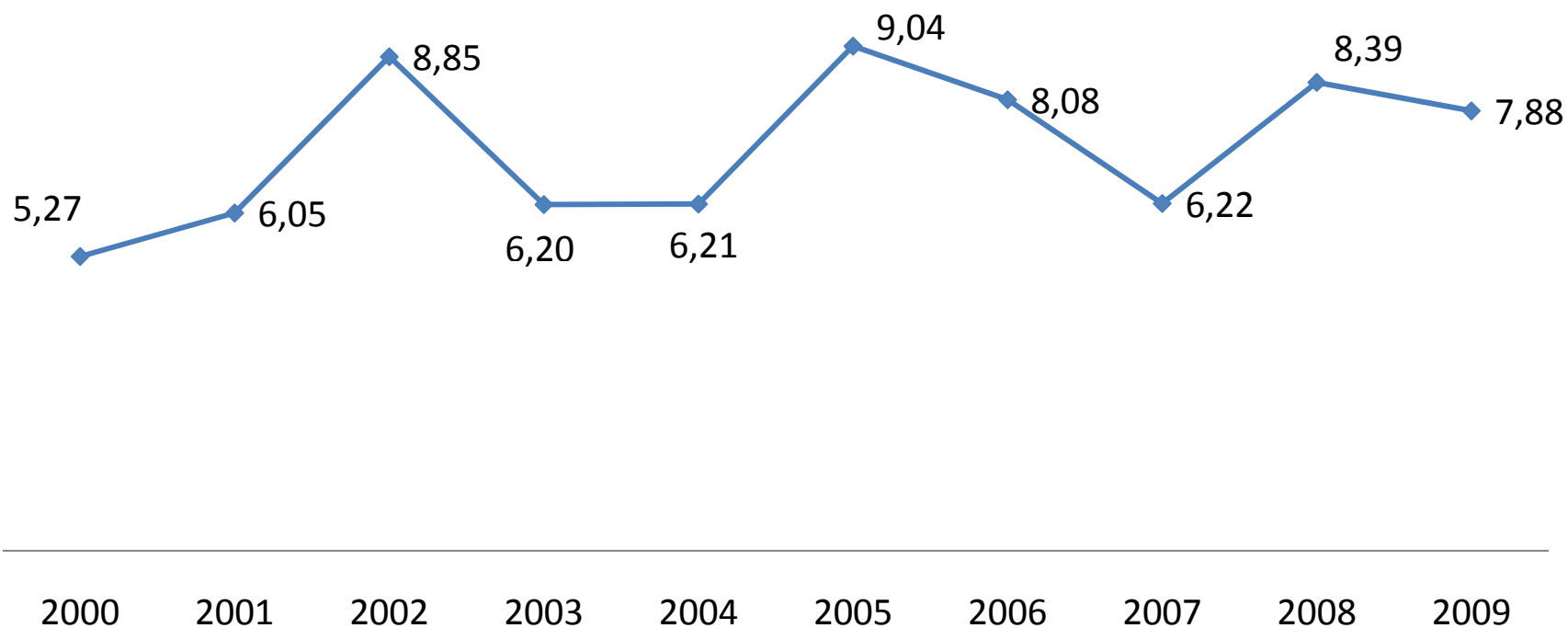
GUATEMALA: AVERAGE ACTIVE AND PASSIVE INTEREST RATES

(in foreign currency, to October of each year)
- percentage -



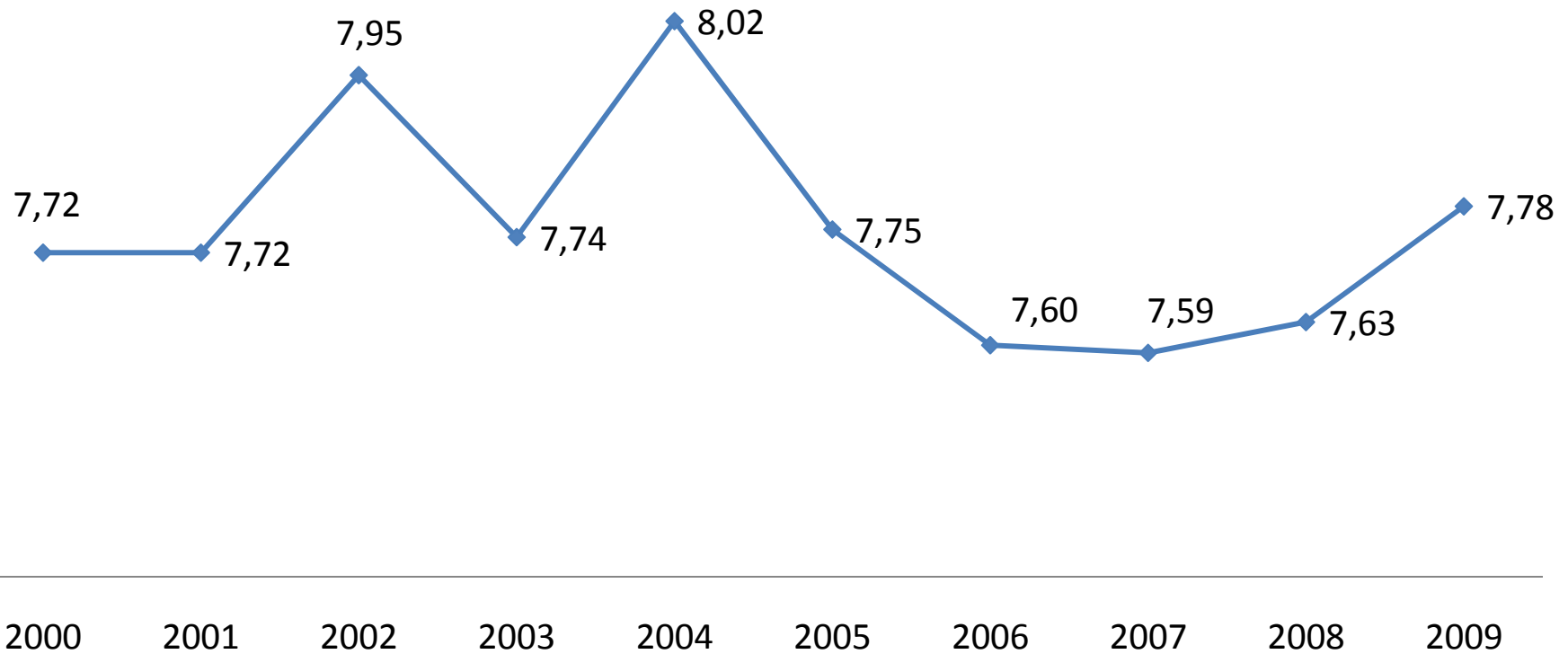
Source: BANGUAT

GUATEMALA: INFLATION RATE (to January of each year)



Source: BANGUAT

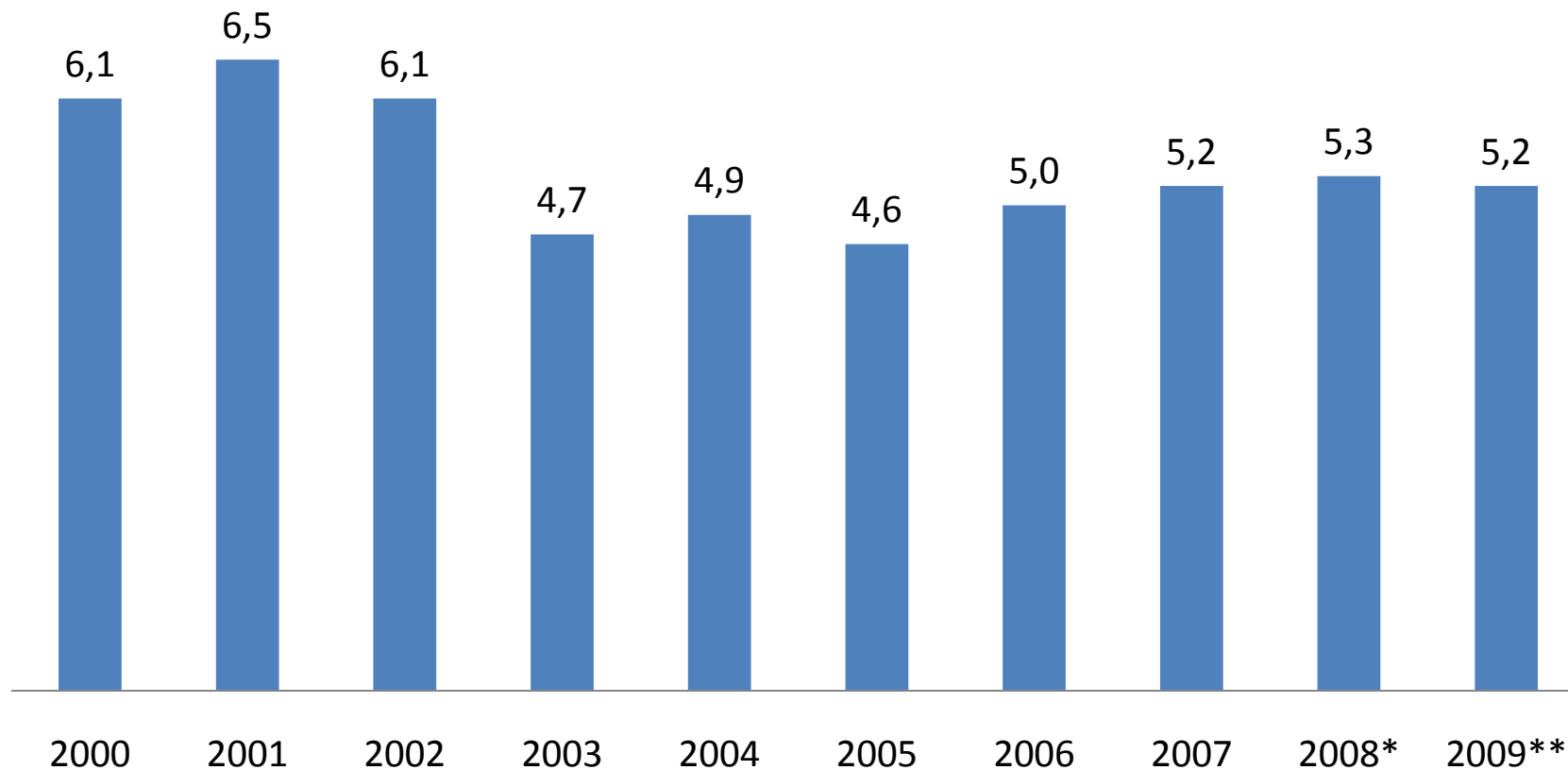
GUATEMALA: EXCHANGE RATE (to January of each year)



Source: BANGUAT

It is important to point out that the exchange rate in Guatemala is: flexible, administrated and corresponds to the market price.

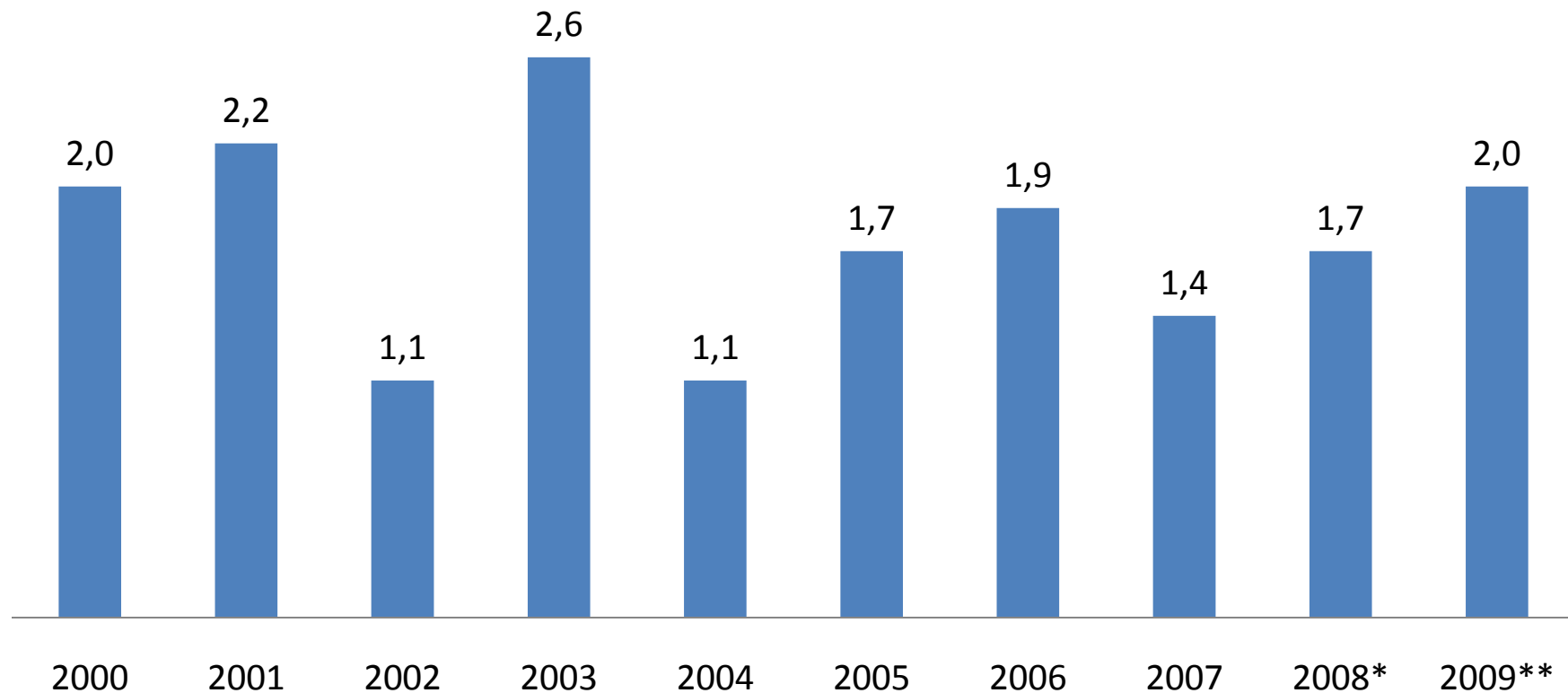
GUATEMALA: CURRENT ACCOUNT DEFICIT 2000-2009 GDP Percentage



*Estimated
**Projected

Source: BANGUAT

GUATEMALA: FISCAL DEFICIT 2000-2009 GDP Percentage

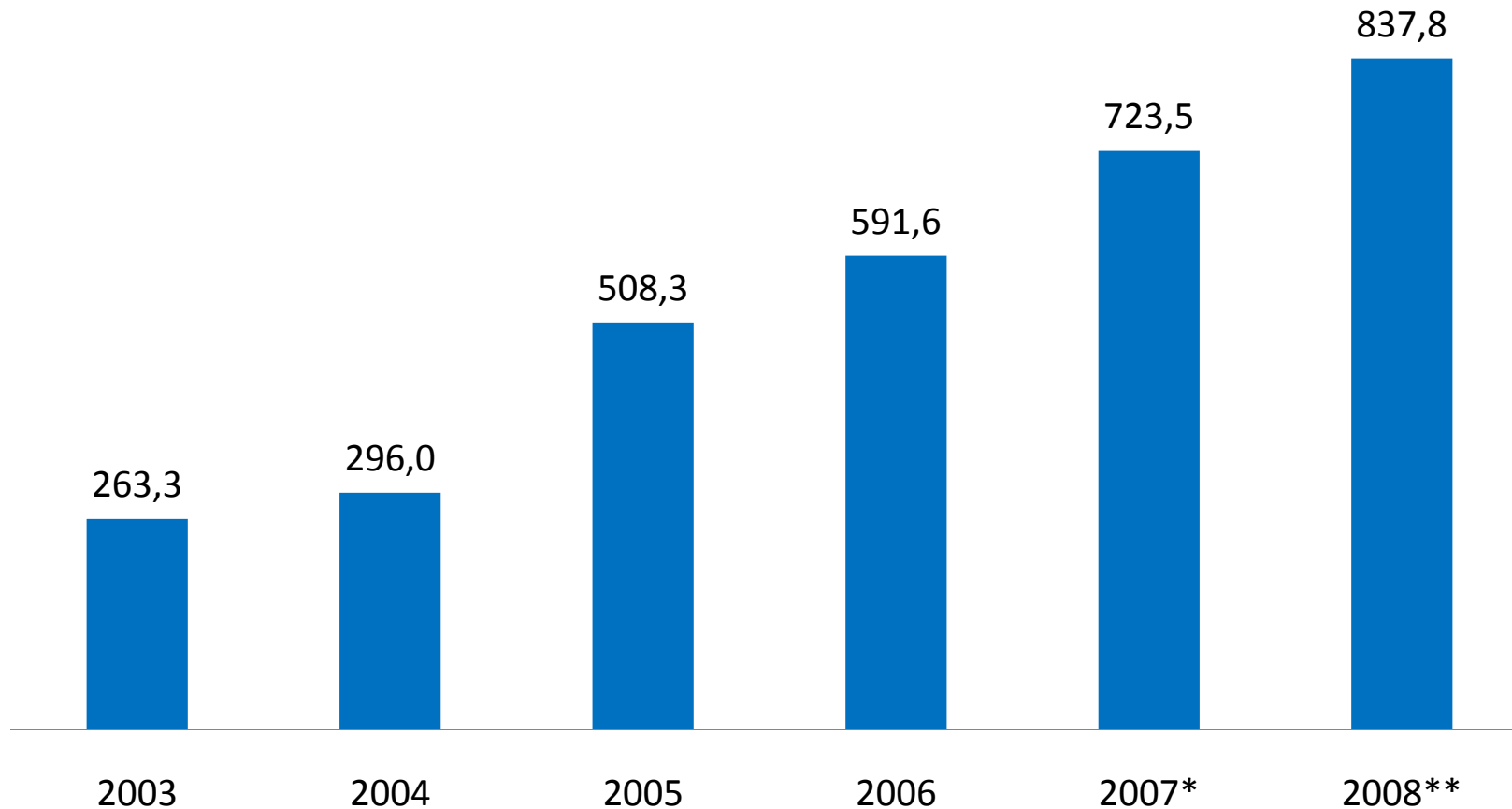


*Preliminary

**Projected

Source: BANGUAT

GUATEMALA: FOREIGN DIRECT INVESTMENT (in millions of US\$)



*Preliminary
**Projected
Source: BANGUAT

GUATEMALA: EXPORT PLATFORM



- **US\$100 Million** a year in software y visual effects
- **No. 1 Exporter** of snow peas to the US.
- **No. 1 Exporter** of cardamom in the world.
- **No. 1 Exporter** of Poinsettia (Christmas flower) slips (for planting).
- **No. 1 Supplier of** Yamaha wooden piano keys and Gibson guitars
- **No. 1 Supplier** of manufactured articles in the Central American region.
- **No. 1 Supplier** of coffee to Starbucks Coffee and **No. 3 Supplier** to Japan
- **No. 1 in efficiency** regarding bulk sugar ports and **No. 2 Exporter** of sugar in the Latin American sphere
- **No. 5 Exporter** of banana in the world
- **Key positioning in the US Market:** 28% broccoli, 24% cauliflower and 21% snow peas.

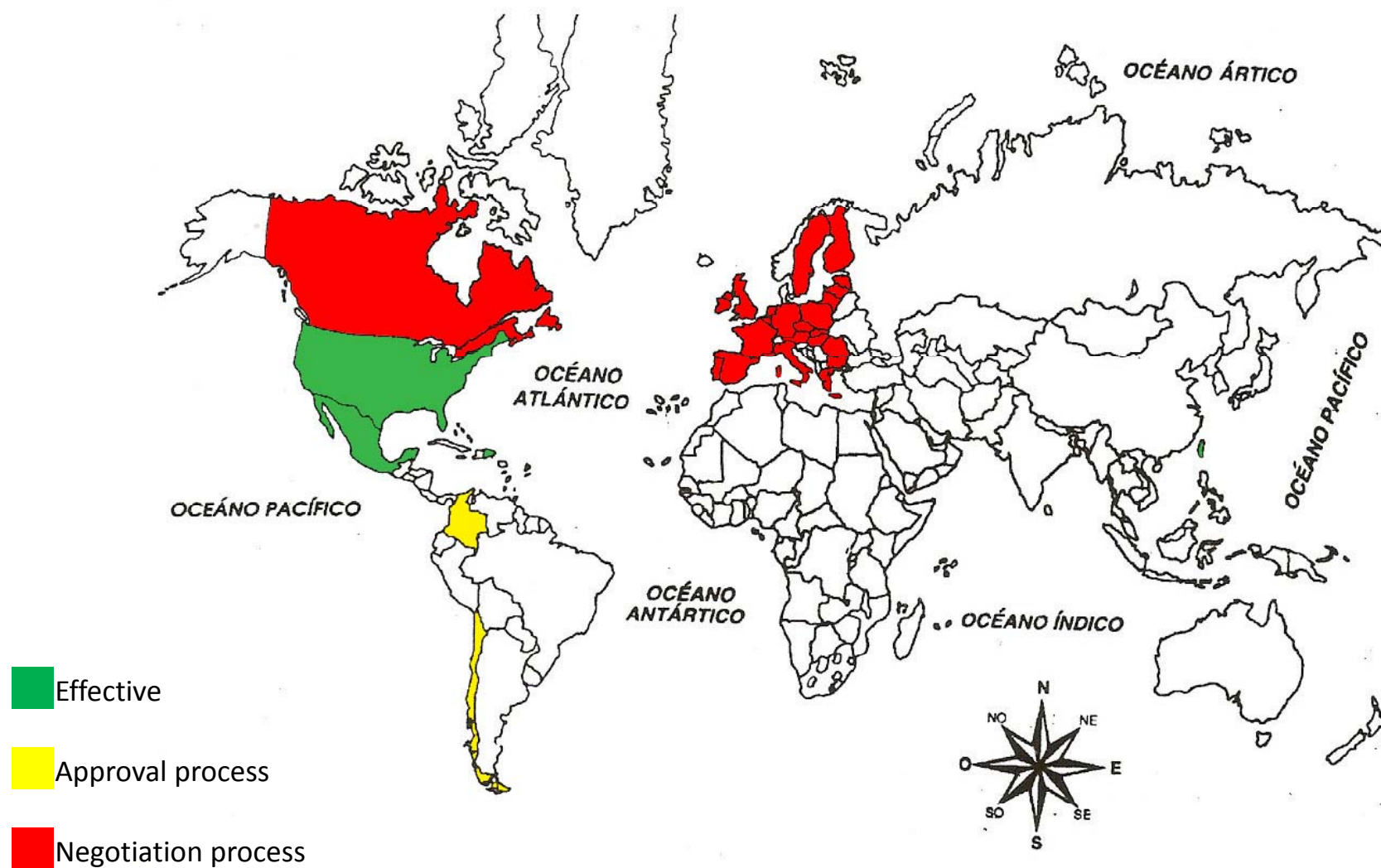
GUATEMALA: A DIVERSIFIED MARKET

Share and Growth Rate of Guatemala's Main Export Trade Blocks

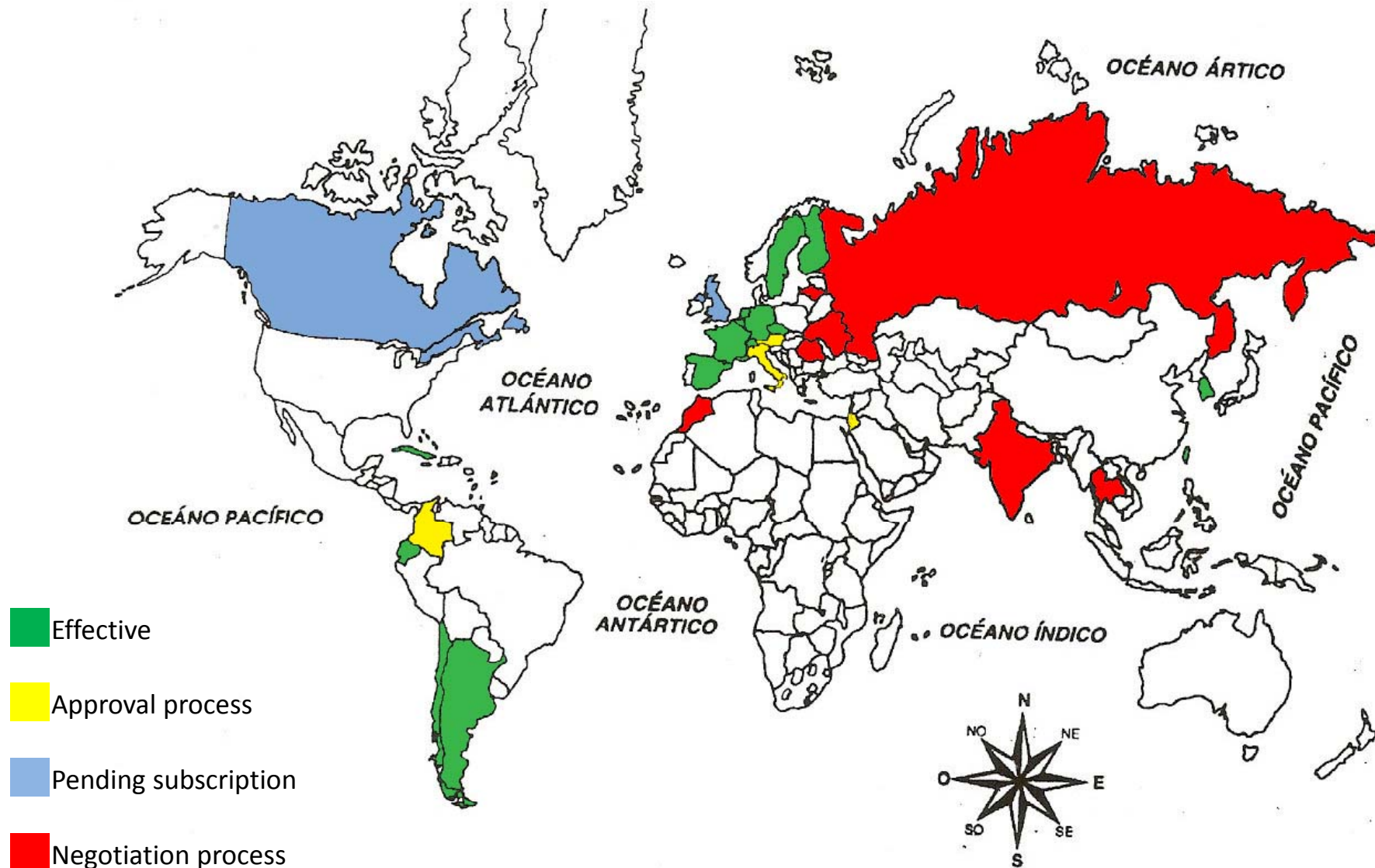
	Market Share percentage per Trade Sector- 2005	2004-2007 Growth Rate
NAFTA	53%	11%
Central America	27%	27%
USA + Switzerland	6%	65%
Asia (Japan + China)	1%	98%
The Caribbean	2%	52%
South America	2%	<5%
Others	6%	>50%

**Main Trade Partner in Central America.
(43%)**

GUATEMALA: FREE TRADE AGREEMENTS



GUATEMALA: RECIPROCAL INVESTMENT PROMOTION AND PROTECTION AGREEMENTS









GUATEMALA: BUSINESS CLIMATE



GUATEMALA: COUNTRY RATINGS

AGENCY	Jul-05	Jul-06	Jul-07	Jul-08
FITCH 	BB- (1)	BB+ (Stable)	BB+ (Stable)	BB+ (Stable)
MOODY'S 	Ba2 (Stable)	Ba2 (Positive)	Ba2 (Positive)	Ba2 (Stable)
S&P 	BB- (Stable)	BB (Stable)	BB (Positive)	BB (Stable)*
OCDE 	6	5	5	5

*Info to Nov 2008

Source: Fitch, Moody's, S&P, OCDE

The main rating agencies have assigned a Stable Outlook for Guatemala throughout 2008.

<i>Ranking</i>	2009	2009	Variation	
Ease of Doing Business	116	112	4	
Starting a Business	132	147	15	
Dealing with Constructions Permits	167	164	3	
Employing Workers	107	106	1	
Registering Property	23	27	4	
Getting Credit	61	28	33	
Protecting Investors	125	126	1	
Paying Taxes	115	120	5	
Trading Across Borders	119	123	4	
Enforcing Contracts	103	106	3	
Closing a Business	89	90	1	

According to Doing Business, Guatemala carried out an important reform in the credit access area upon implementing the **Chattel Mortgage Law**, Decree 51-2007, that became effective on January 1, 2008.



GUATEMALA:



DOING BUSINESS REFORM MEMO

- Following the publication of the 2009 Doing Business Index, an evaluation task, headed by the *Doing Business* Reform Memo, was performed.
- Such evaluation verified the progress made by the country, and reforms were recommended to improve Guatemala's index.
- The results of this task were submitted to the country's high-ranking authorities, who are responsible for approving the *Doing Business* Reform Memo.
- Once the document was approved, the recommended reforms were prioritized and technical support will be requested from *Doing Business* Reform Memo.



GUATEMALA'S INVESTMENT LEGAL FRAMEWORK

- Foreign Investment Law (Decree 9-98)
- Free Negotiation of Foreign Currency Law (Decree 94-200)
- Free Port Zone Law (Decree 65-89)
- ZOLIC (Decree 22-73)
- Export and *Maquila* Promotion and Development Law (Decree 29-89)

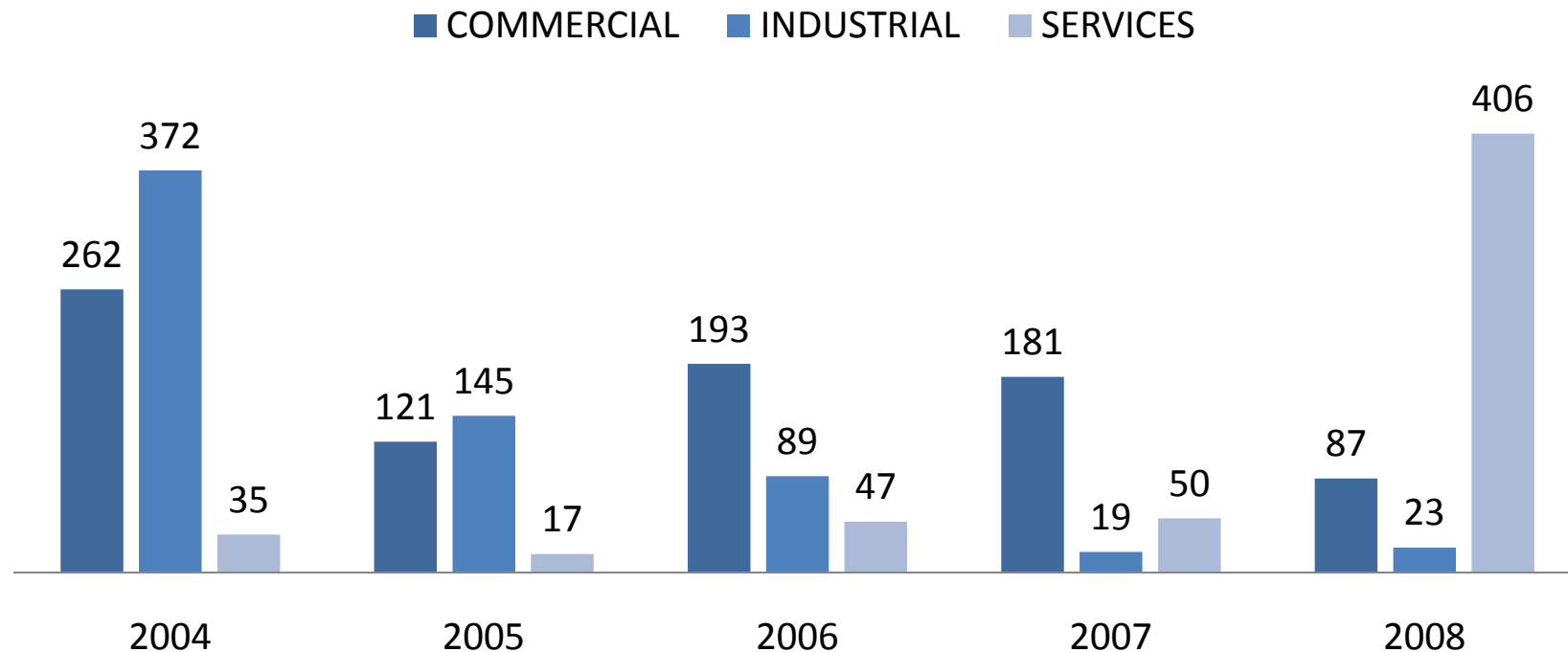
The following bills have been presented to Congress for approval (February 2009):

- Public Private Partnerships (PPP)
- Legal Security Law
- ILO 175 (Flexible Employment Framework)

GUATEMALA: FREE TRADE ZONES

There are 16 active free trade zones in Guatemala and 6 will soon start operating, in addition to a significant number of industrial parks that provide an important competitive advantage to investors.

JOBS GENERATED IN THE FREE TRADE ZONES



Source: Department of Economy

GUATEMALA: FREE TRADE ZONES

Free Trade Zones	Location
CROPA S.A.	Zona 12
ZOFRACRO	Zona 12
PARQUE INDUSTRIAL Z LA UNION	Amatitlán
ZOFRATUSA	San Marcos
CENTRO INDUSTRIAL PARA LA EXPORTACION	Zona 7
EL CACAO	Puerto Barrios, Izabal
DEL ATLANTICO	Zona 17
ZONAS FRANCAS ACTUALES, ZOFRACSA	Zona 12
ZONA FRANCA SADINSA	Zona 4 Mixco
TERMINAL L.C. S.A.	Zona 2
INCOINSA	Zona 4
INSSA	Zona 2 Mixco
ZONA FRANCA BUENOS AIRES	Puerto Barrios, Izabal
ZONA FRANCA PETAPA	Zona 12
ZONA FRANCA AMATITLAN	Amatitlán
ZONA FRANCA CONSIGNA	Villa Nueva

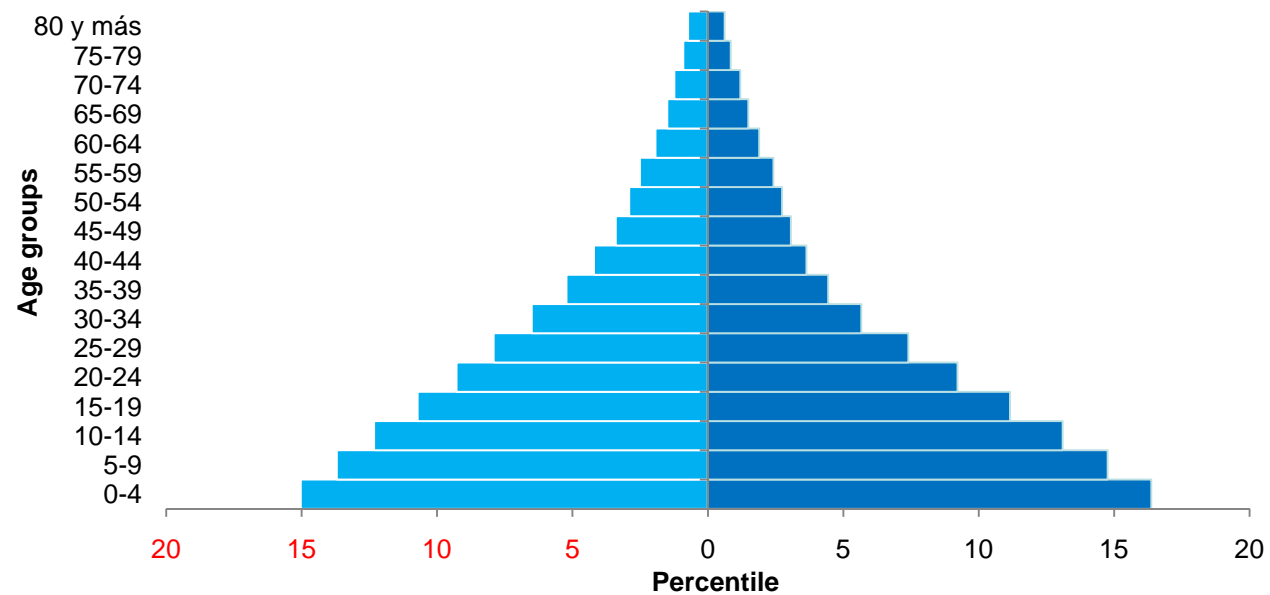


GUATEMALA: SOCIAL DATA



GUATEMALA: DEMOGRAPHICS

Total for the Republic: Percentile distribution of the total population by sex, as per five year age groups – year 2007



GUATEMALA: DEMOGRAPHICS

POPULATION:	13,667,815
ANNUAL GROWTH:	2.46%
MALE POPULATION:	6,673,533
FEMALES POPULATION:	7,180,208
RURAL POPULATION:	53.9%
URBAN POPULATION:	46.1%

Source: INE

HDI VALUE (2005):	0.689
ILLITERACY RATE (% - 2006):	23.9
LIFE EXPECTANCY RATE (years - 2006):	68
MORTALITY RATE (for every/1000 inhabitants) - 2008:	5.19
INFANT MORTALITY RATE (for every/1000 births) - 2006:	41

Source: HDI- UNDP, INE

GUATEMALA: 2005 BASIC EDUCATION INDICATORS

NET ENROLLMENT RATE	TOTAL	MALE	FEMALE
Preschool	47	47.1	46.9
Elementary	93.5	95.5	91.5
Middleschool and first two years of high school	33.2	34.6	31.9
Comprehensive (academic with vocational education in the same senior highschool)	19	18.6	19.5
GROSS ENROLLMENT RATE			
Preschool	57.9	57.9	58
Elementary	113.1	117.4	108.8
Middle School and first two years of high school	55.4	59.4	51.3
Comprehensive (academic with vocational education in teh same senior highschool)	29.9	29.8	30
YEAR-ON-YEAR DROP OUT RATE			
Preschool	6.7	7.2	6.3
Elementary	6.2	6.4	5.9
Middle School and first two years of high school	5.3	5.6	4.8
Comprehensive (academic with vocational education in teh same senior highschool)	2.1	0.8	3.5
TASA DE REPITENCIA			
Elementary	12.5	13.7	12
Middle School and first two years of high school	2.7	3.4	2.3
Comprehensive (academic with vocational education in teh same senior highschool)	1	1.3	1

Source: UNICEF





GUATEMALA: SECTORIAL INFORMATION



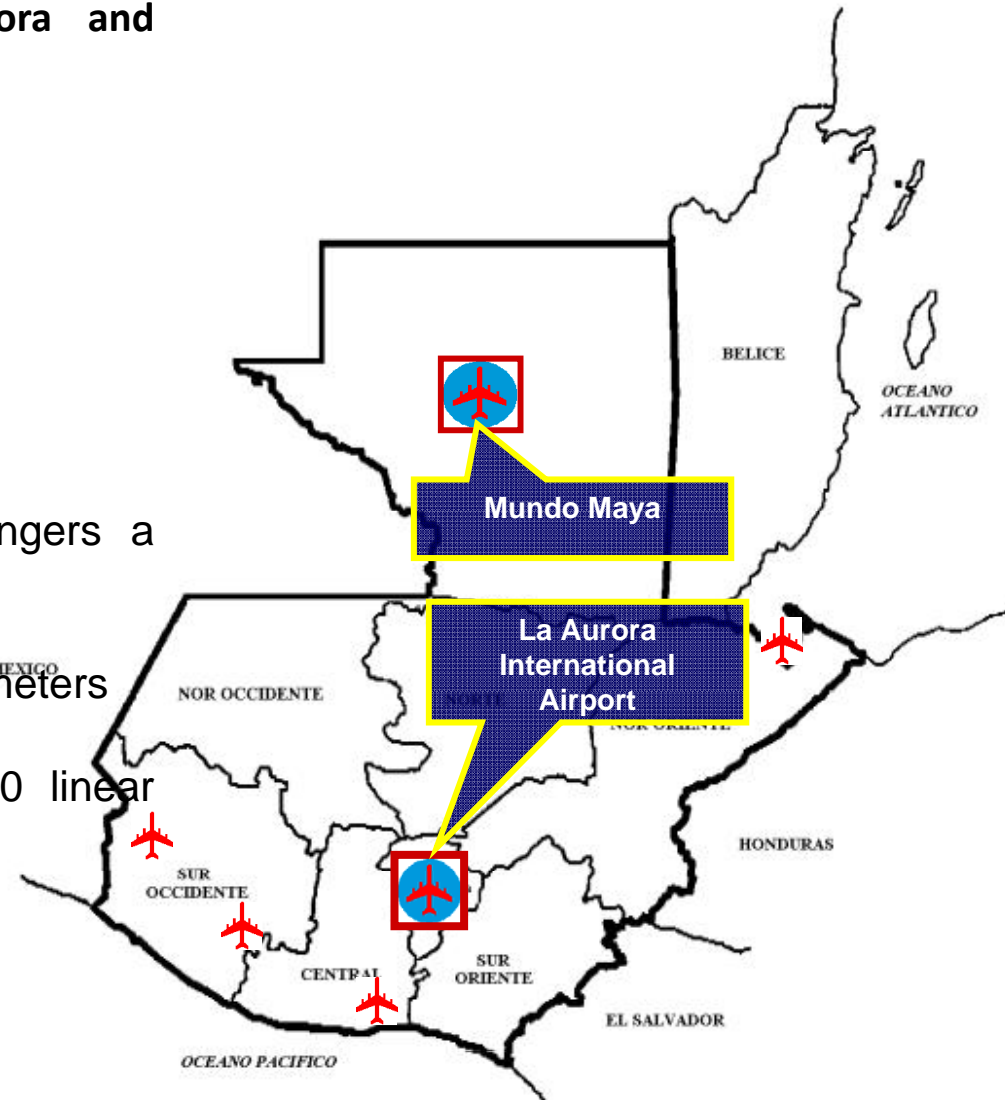
GUATEMALA: AIRPORT SYSTEM

- **2 International Airports: La Aurora and Mundo Maya**

- ✓ Under OACI regulations
- ✓ Airbus 320/340
- ✓ Boeing 737
- ✓ Embraer 110

- **La Aurora Airport:**

- ✓ Modernization plan
- ✓ Category 1, according to the FAA
- ✓ Capacity of 4 million passengers a year
- ✓ 160 weekly flights
- ✓ Area of 115 thousand square meters
- ✓ 98 double counters/ordinary use
- ✓ a conveyor belt area of 500 linear meters
- ✓ 24 migratory control points
- ✓ Capable of attending 22 Aircrafts, simultaneously.

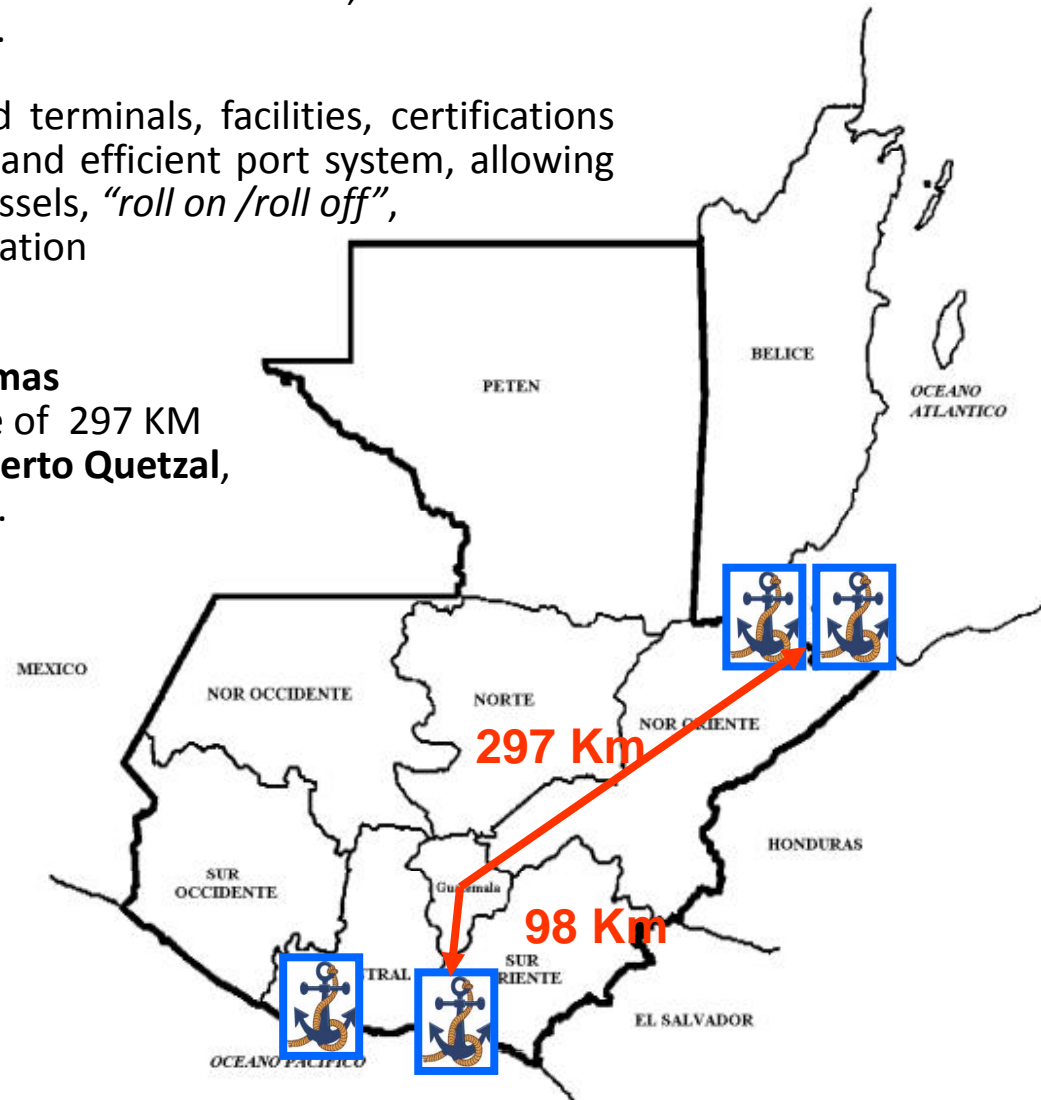
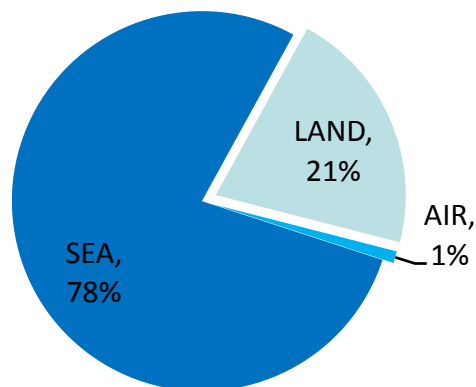


- **17 Local Airports**

GUATEMALA: PORT SYSTEM

- Guatemala has access to both the Atlantic and Pacific oceans, where 78% of the country's foreign trade load is managed.
- The National Port System has specialized terminals, facilities, certifications and the necessary services to offer a safe and efficient port system, allowing access to conventional vessels, container vessels, "roll on /roll off", Refrigerated vessels, bulk product transportation (solids and liquids) vessels and cruise lines.
- On the Atlantic we have: **Puerto Santo Tomas de Castilla and Puerto Barrios**, at a distance of 297 KM from Guatemala city; and on the Pacific: **Puerto Quetzal**, at a distance of 98 Km from the capital city.

GUATEMALA: 2007 FOREIGN TRADE STRUCTURE BY PORT



GUATEMALA: ROADWAY SYSTEM

ROAD SURFACE TYPE	TOTAL KILOMETERS	%
ASPHALT	6,418.11	42.26%
DIRT ROAD	5,126.90	33.76%
RURAL ROADS	3,642.69	23.98%
TOTAL	15,187.70	100.00%
NONREGISTERED ROAD SYSTEM	9,173.36	60.00%*

Source: MICIVI

*of the registered network

- Guatemala has a modern and growing road infrastructure network connecting its different regions, ports and borders with Mexico and Central America.
- The State of Guatemala is working on a Public-Private Participation or Alliance legislation, Law P3, seeking to improve and expand the ports, airports, roads and, thus, the national infrastructure.

Price for Dry Containers	
Puerto Quetzal - Long Beach	\$ 1,800.00
Puerto Quetzal - Shanghai	\$ 2,576.00
Puerto Sto. Tomas - Everglades	\$ 2,000.00
Puerto Sto. Tomas - Mobile	\$ 2,025.00
Puerto Sto. Tomas - Liverpool	\$ 2,940.00

Air Transportation Cost from La Aurora to (per cubic meter):	
Miami Int. Airport	\$ 54.04
Los Angeles	\$ 74.68
De Gaulle Paris	\$ 103.12
Asia	\$ 160.63

Source: quotes from different companies, November 2008

GUATEMALA: MINIMUM WAGE

MINIMUM WAGE	PER HOUR	PER DAY	PER MONTH
Agriculture /Farming	Q6.50	Q52.00	Q1,560.00
	US\$ 0.84	US\$ 6.75	US\$ 202.33
Non-agriculture	Q6.50	Q52.00	Q1,560.00
	US\$ 0.84	US\$6.75	US\$ 202.33
Maquila	Q5.97	Q47.75	Q1,432.50
	US\$ 0.77	US\$ 6.19	US\$185.79
INCENTIVE BONUS	Q. 1.04	Q.8.33	Q. 250.00*
(Decree 78-89 and 37-2001)	US\$ 0.13	US\$ 1.08	US\$ 32.42

Exchange Rate: US\$1 x Q7.71

Source: Labor Department, to January 2009

*Minimum incentive bonus

GUATEMALA: WATER SERVICE

BACIS WATER SERVICE COST			
Consumption Range m3	Cost per m3 (in Q)		Cost per m3 (in US\$)
1 to 20	Q	1.12	\$ 0.15
21 to 40	Q	1.76	\$ 0.23
41 to 60	Q	2.24	\$ 0.29
61 to 120	Q	4.48	\$ 0.58
120 or more	Q	5.60	\$ 0.73
Private water sources	No cost		No cost

Exchange Rate: US\$1 x Q7.71

Source: Municipality of Guatemala

These prices do not include the Value Added Tax (VAT, 12%). Additionally, a fixed rate of Q.16.00 plus the VAT is charged to cover all the administrative and commercial process that is not included in the price per cubic meter.

GUATEMALA OFFERS:

- A modern legal framework regarding investments:
 - One of the most flexible Telecommunications laws in Latin America.
 - One of the most competitive sectors at the Latin American level.

- World-class international stakeholders:
 - Telefónica / Bell South
 - Millicom / Digicel
 - Telmex, among others

- Increased coverage
 - 500,000 (1995) to 13.3 million (2007)
 - Mobile: 65% annual growth vrs 45% for Latino America
 - Competitive rate L.A.:

Cost	Guatemala	El Salvador	Honduras	Nicaragua	Costa Rica
Calls to the US and Canada	US \$0.09	US \$0.10	US \$0.84	US \$0.17	US \$0.45
Calls to Central America	US \$0.34	US \$0.35	US \$0.40	US \$0.35	US \$0.40
Local calls	US \$0.02	US \$0.02	US \$0.02	US \$0.02	US \$0.01

Source: Telefónica 2007



GUATEMALA OFFERS:

- A modern legal framework for investments:
 - Electrical Power Law.
 - 75% of power is privately generated

- World-class international actors:
 - TAMPA
 - Duke Energy
 - IBERDROLA
 - UNIÓN FENOSA

Supply increase

- Total: 700 MW (1995) to 1,800MW (2006)

CORPORATE RATE:

FOR BILLING PURPOSES	Nov 08 - Jan 08	
RESOLUTION NUMBER	CNEE - 199 - 2008	IN US\$
Consumer charges (Q/user-month)	8.19385	\$ 1.06
Power charge (Q/kWh)	1.258835	\$ 0.16

Exchange Rate: US\$1 x Q7.71

Source: CNEE



The Regulated Market consists of the following:

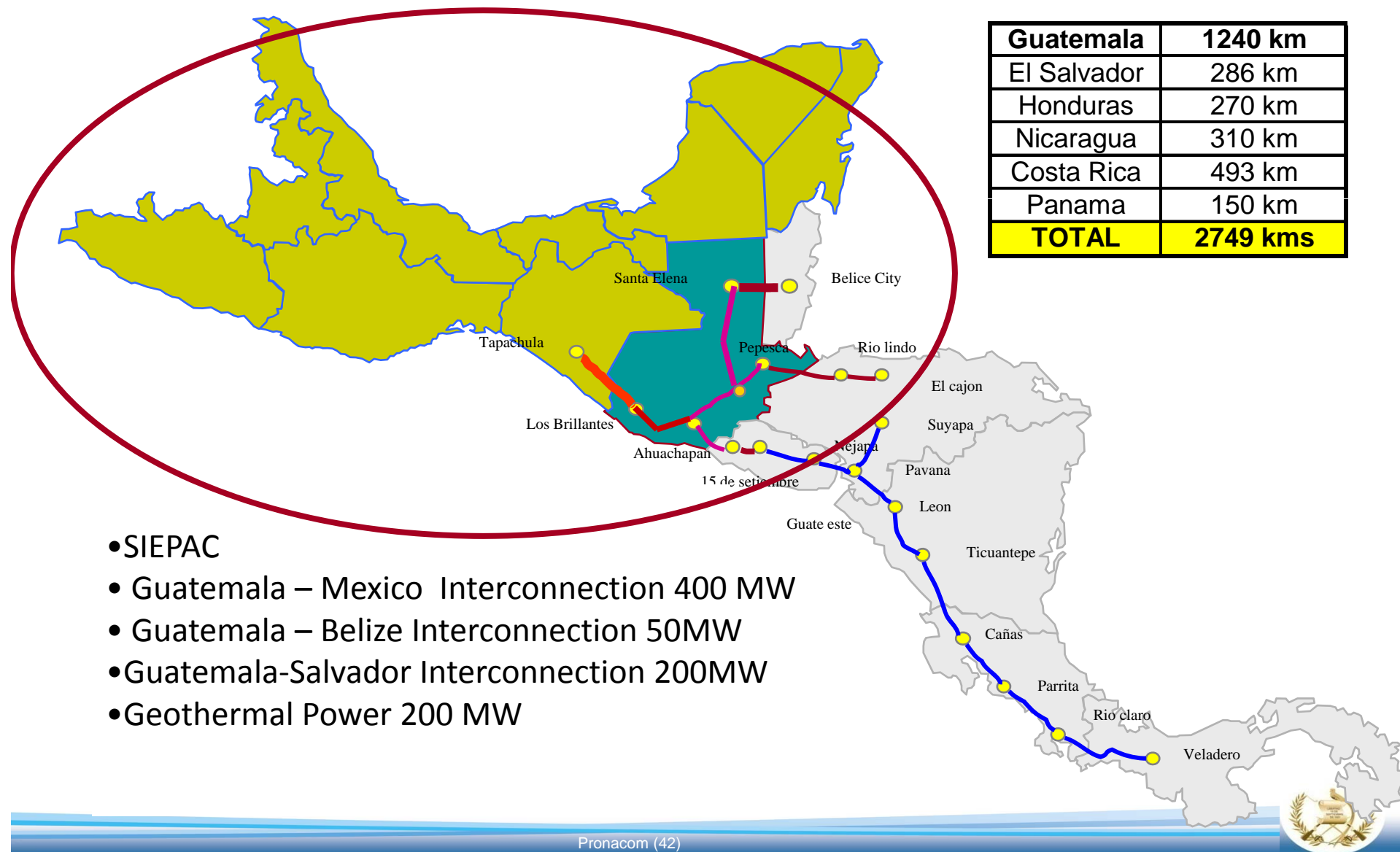
- Regarding the demand: All those users with a power demand of less than 100 kW.
- Regarding the supply: Authorized distributors within their coverage area

The Wholesale Market has the following characteristics:

- Generators with over 5MW of power.
- Distributors with a minimum of 15,000 users
- Transporters with a minimum transportation capacity of 10 MW .
- Marketers buying or selling blocks of energy relating to a Stable Offer of at least 2MW.
- Large users with a maximum demand of over 100kW of power.

Local Power Generation	7,928.62	GWh
Internal Consumption	7,510.45	GWh
Exports	131.88	GWh
Imports	8.12	GWh
Average SPOT Price	89.8	US\$ / MWh
Maximum Demand	1,443.43	MW
Load Factor	61.73	%
Firm Offer 2007 – 2008 (Sugar Cane Harvest)	1,829.55	MW
Firm Offer 2007 – 2008 (Non Harvest season)	1,759.80	MW
Losses (Main and Secondary)	294.4	GWh

GUATEMALA: GREATEST POWER CONNECTIVITY IN THE MESOAMERICAN REGION





GUATEMALA: KEY MESSAGES



MESSAGE 1: Guatemala is the main economic partner in Central America

- Guatemala is the largest economy in Central America (1/3 of Central America GDP)

YEAR 2005	GUA	E.S.	HON	NIC	C.R.	PAN
GDP (billions US\$)	32.0	17.0	8.1	5.0	19.8	15.1

SOURCE: Consejo Monetario Centroamericano

MESSAGE 1: Guatemala is the main economic partner in Central America

- Guatemala is the largest economy in Central America (1/3 of Central America GDP)

YEAR 2006	GUA	E.S.	HON	NIC	C.R.	PAN
GDP (billions US\$)	30.3	18.6	9.3	5.4	22.1	17.1

SOURCE: Consejo Monetario Centroamericano & International Monetary Fund

MESSAGE 1: Guatemala is the main economic partner in Central America

- Guatemala is the largest economy in Central America (1/3 of Central America GDP)

YEAR 2007	GUA	E.S.	HON	NIC	C.R.	PAN
GDP (billions US\$)	33.4	20.3	10.5	5.7	25.8	19.3

SOURCE: Consejo Monetario Centroamericano - IMF

MESSAGE 1: Guatemala is the main economic partner in Central America

- Guatemala is the largest economy in Central America (28.8 % of Central America GDP).

YEAR 2008	GUATEMALA	EL SALVADOR	HONDURAS	NICARAGUA	COSTA RICA	PANAMA
GDP (billions de US\$)	38.9	21.8	13.7	6.5	31.5	22.8

SOURCE: IMF (estimated)

MESSAGE 2: Sound macroeconomics and public debt management

- Outstanding record of debt service. Never has restructured obligations to private creditors.
- Solid credit and debt indicators.
- Excellent working relationship with multilateral institutions (IMF, IBRD, IDB, CABI).
- Sustained and stable economic growth over the past 15 years.
- One digit inflation and a stable currency, as result of disciplined monetary policy.
- Proven commitment to fiscal discipline
- Controlled and sustainable Current Account Deficit.
- Increasing level of international monetary reserves.
- CELGUSA case completely resolved.

MESSAGE 3: Improving democratic Institutions

- Supreme Electoral Tribunal has conducted 12 transparent electoral events.
- Constitutional and Supreme Court of Justice as fundament for the rule of law.
- Plural Legislative with democratic and vigorous debate.
- Human Rights office playing a fundamental and recognized role in the institutional structure of the country.



MESSAGE 4: Peace Agreements as reference of the social-ethnic agenda

- Active participation of ethnic groups in local government (more than 100 indigene mayor) and in development council system.
- Political instruments for ethnic and social dialogue.
- Quick, peaceful, orderly reduction of the army forces.
- Increased social spending.



MESSAGE 5: Country performance is comparable to other global players

YEAR 2005	Guatemala	Brazil	Colombia	Egypt	Peru	Romania
<i>OCDE Classification</i>	6	4	4	4	4	4
GDP Growth Rate-%- (avg. 1995-2005)	3.2	2.2	2.2	4.9	3.3	2.2
Fiscal Deficit -% of GDP- (avg. 1995-2005)	1.5	2.8	5.0	2.1	1.8	1.6
Inflation -%- (avg. 1995-2005)	7.4	8.2	11.0	5.4	4.5	43.7
External Debt - billions of US\$- (2005)	3.6	61.6	20.8	18.7	22.3	8.2
External Debt -% of GDP - (2005)	11.2	7.8	17.0	20.1	28.4	8.3
International Reserves – billions of US\$- (2005)	3.8	53.8	14.9	22.1	14.1	1.3
International Reserves -% of external debt- (2005)	105.1	87.4	71.8	118.1	63.3	15.4

Source: Bancos Centrales -IMF

MESSAGE 5: Country performance is comparable to other global players

	GUATEMALA	BRAZIL	COLOMBIA	EGYPT	PERU	ROMANIA
OCDE Classification	5	4	4	4	4	4
GDP Growth Rate - % - (avg. 1995-2008)	3.7	2.7	2.8	5	4.2	3.1
Fiscal Deficit - % of GDP - (avg. 1995-2008)	1.7	2.8	4.5	4.5	1.7	2.2
Inflation - % - (avg. 1995-2008)	7.4	8.3	10.8	5.4	4.3	38.1
External Debt – billions of US\$ - 2008	4.0	63.7	23.5	29.6	22	12.9
External Debt - % of GDP - 2008	13.1	5.7	20.7	27.6	23.6	11.7
International Reserves- billions of US\$ - 2008	4.1	85.8	15.4	25.6	17.3	30.2
International Reserves - % of External Debt - 2008	102.6	87.4	65.5	86.5	78.6	234.1

Source: Bancos Centrales - IMF



MESSAGE 5: Country performance is comparable to other global players - 2008

	GUATEMALA	BRAZIL	COLOMBIA	EGYPT	PERU	ROMANIA
OCDE Classification	5	3	4	4	3	3
GDP Growth Rate - % - (avg. 1995-2008)	3.8	3.0	3.2	5.3	4.7	3.5
Fiscal Deficit - % of GDP - (avg. 1995-2008)	1.6	2.1	2.6	6.9	2.1	2.1
Inflation - % - (avg. 1995-2008)	7.5	11.4	10.5	5.9	4.5	34.8
External Debt – billions of US\$ - 2008	4.4	272.9	48.5	32.3	36.7	21.0
External Debt - % of GDP - 2008	11.2	182.4	22.7	16.2	29.2	11.2
International Reserves- billions of US\$ - 2008	4.7	188.1	23.2	33.8	30.6	28.3
International Reserves - % of External Debt - 2008	106.8	68.9	102.2	208.6	14.8	251.8

Source: Bancos Centrales - IMF



GUATEMALA: A COUNTRY IN EVOLUTION

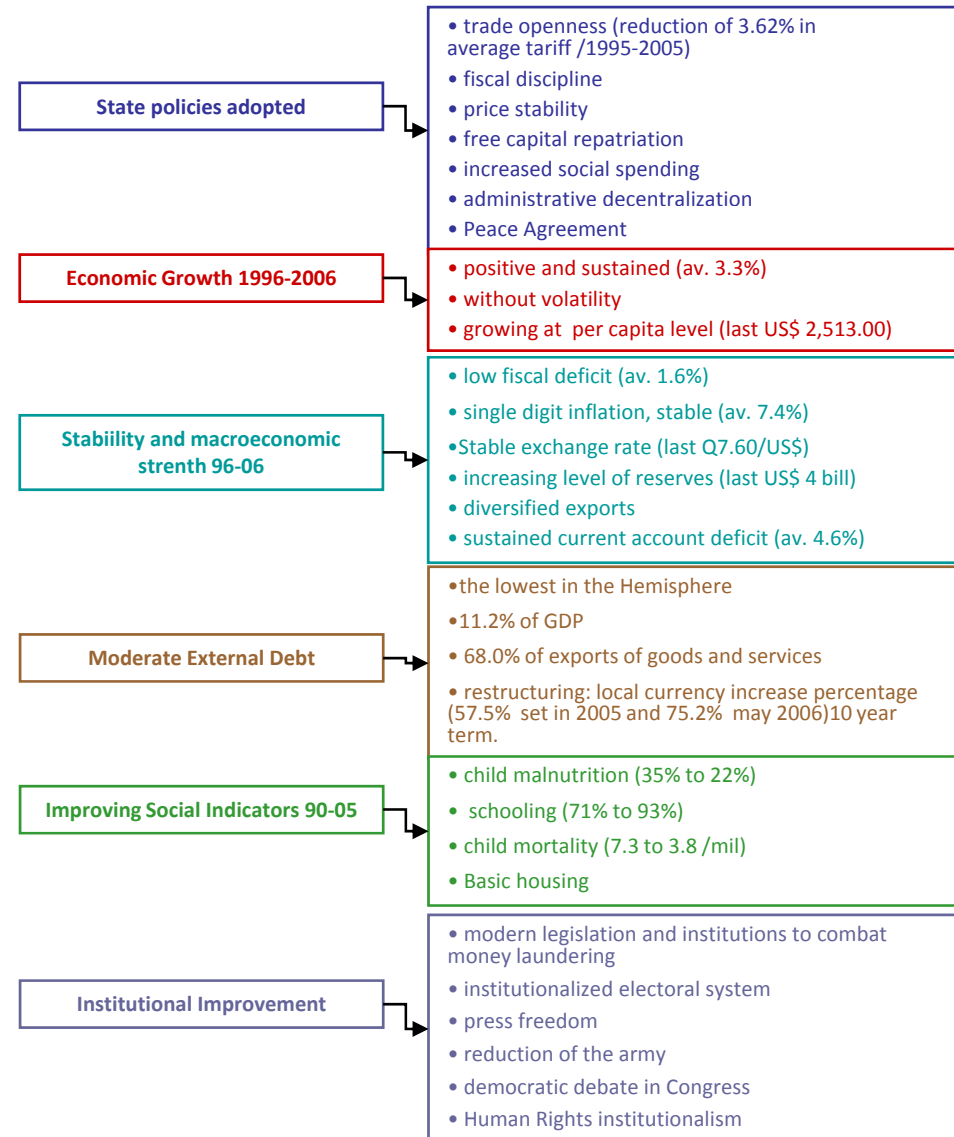


GUATEMALA: A COUNTRY IN EVOLUTION

EVENTS

- Stabilization and Structural Adjustment • 1991-95
- Political events: “self coup” aborted, parliamentary elections • 1993-94
- General Elections: orderly transition • 1995
- Peace Agreements • 1996
- Asian Crisis • 1997
- Referendum: Constitution reforms • 1998
- Hurricane Mitch • 1998
- General Elections: orderly transition • 1999-2000
- Teacher’s strike • 2000
- Confrontation: Public S.-Private S. • 2001-03
- General Elections: orderly transition • 2003-04
- CAFTA negotiation • 2003-05
- Hurricane Stan • 2005

OVERALL PERFORMANCE



Ethno Cultural Considerations: Guatemala with more than 23 ethnic groups (and policies of inclusion, diversity of languages, geographical ubication and economic interests) isn't similar to Peru, Bolivia or Ecuador

M.R.M.R. & M.A.G.L. 2006



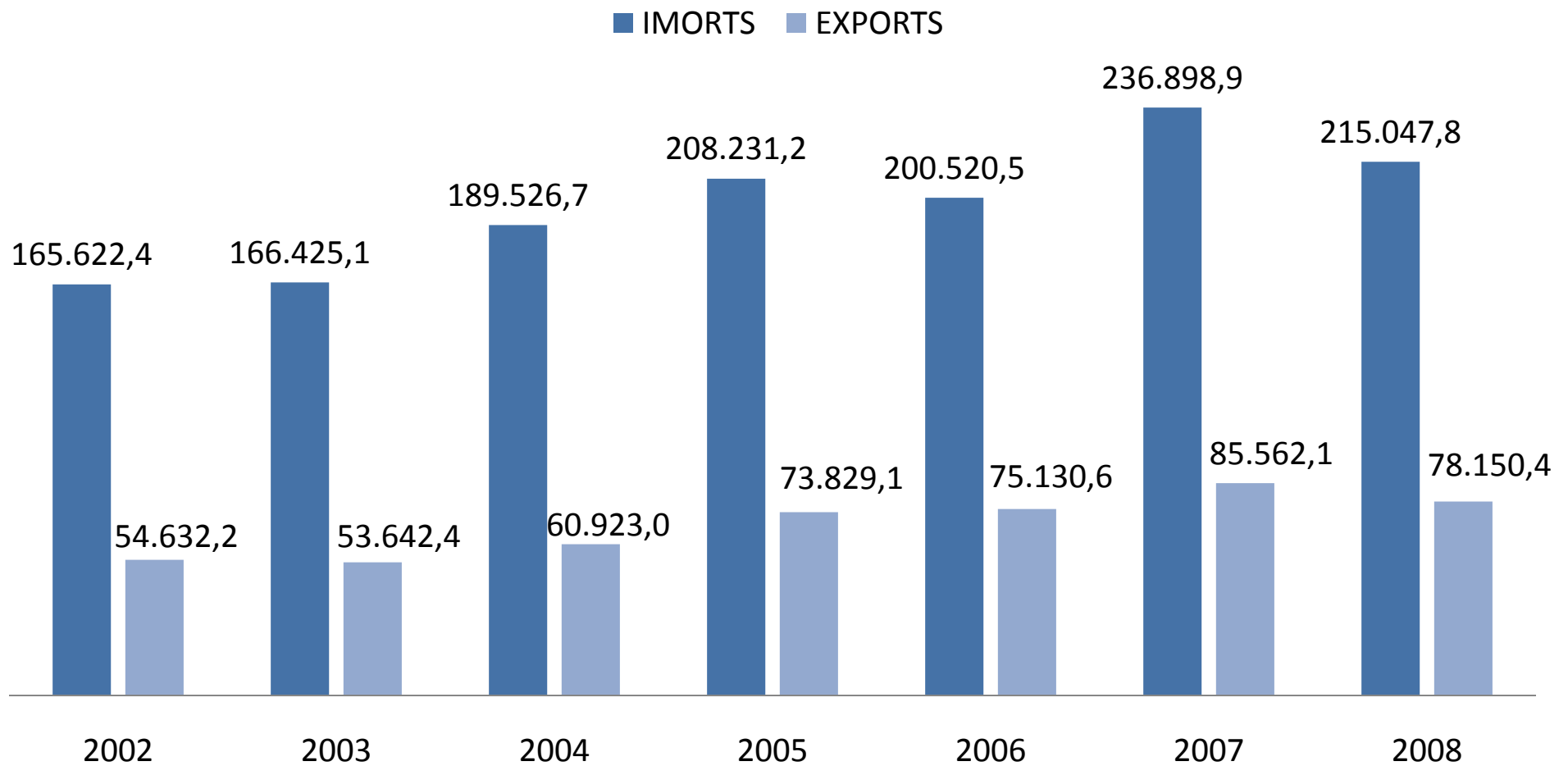


TRADE RELATIONSHIP WITH GERMANY



GERMANY AND GUATEMALA INTERNATIONAL TRADE

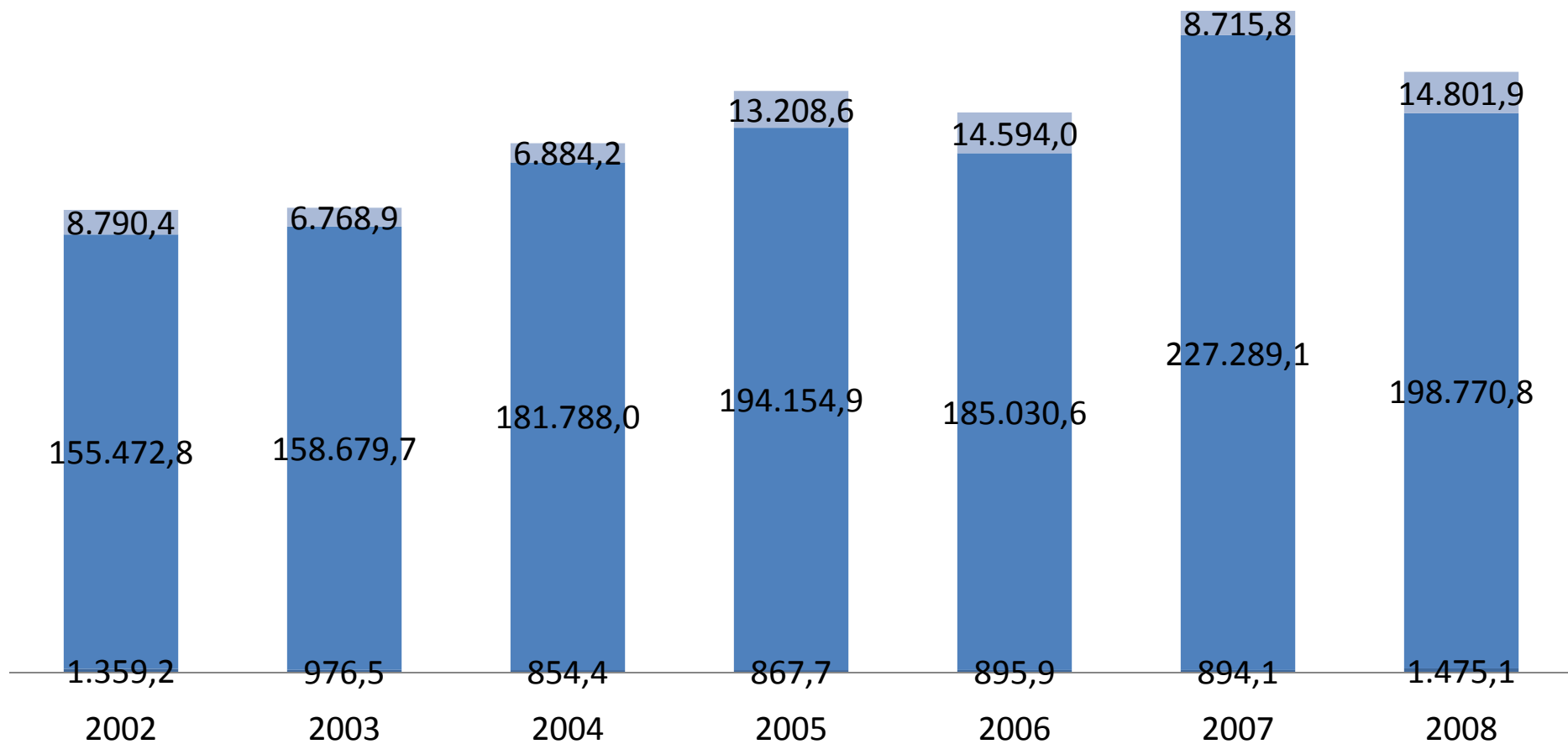
(in thousands of US\$)



Source: BANGUAT

GUATEMALA: IMPORTS FROM GERMANY (in thousands of US\$)

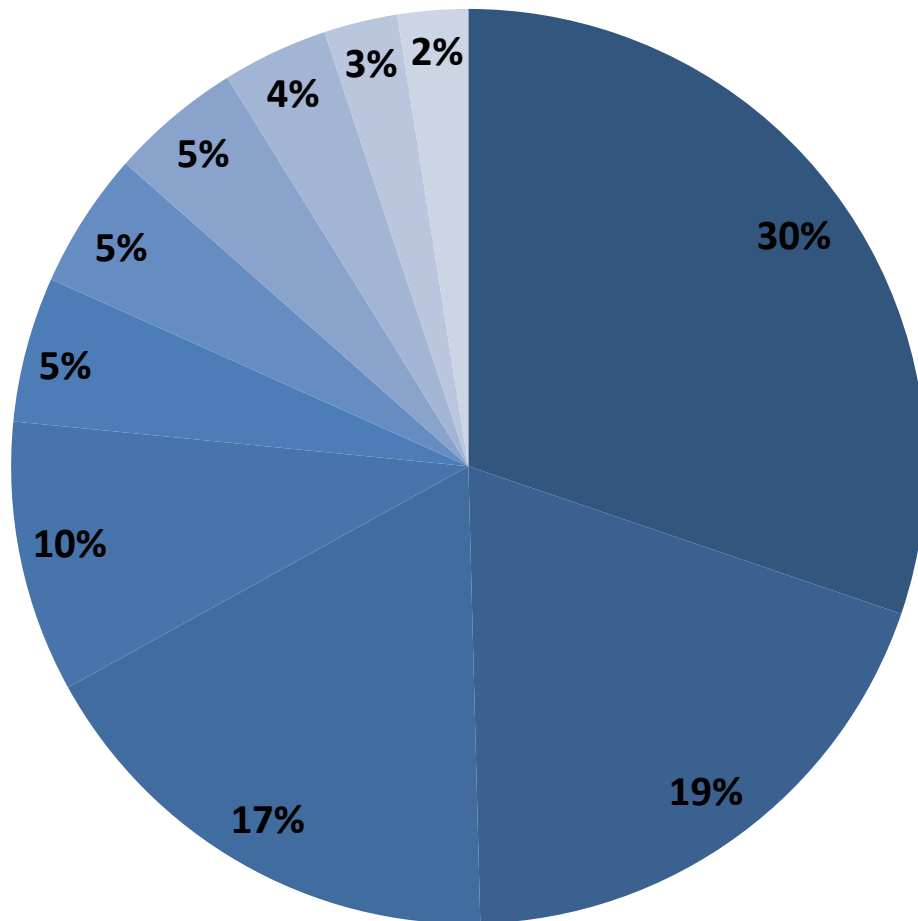
■ AGRO INDUSTRIES ■ MANUFACTURE INDUSTRIES ■ EXTRACTIVE INDUSTRIES



Source: BANGUAT



GUATEMALA: MAIN PRODUCTS IMPORTED FROM GERMANY - 2008

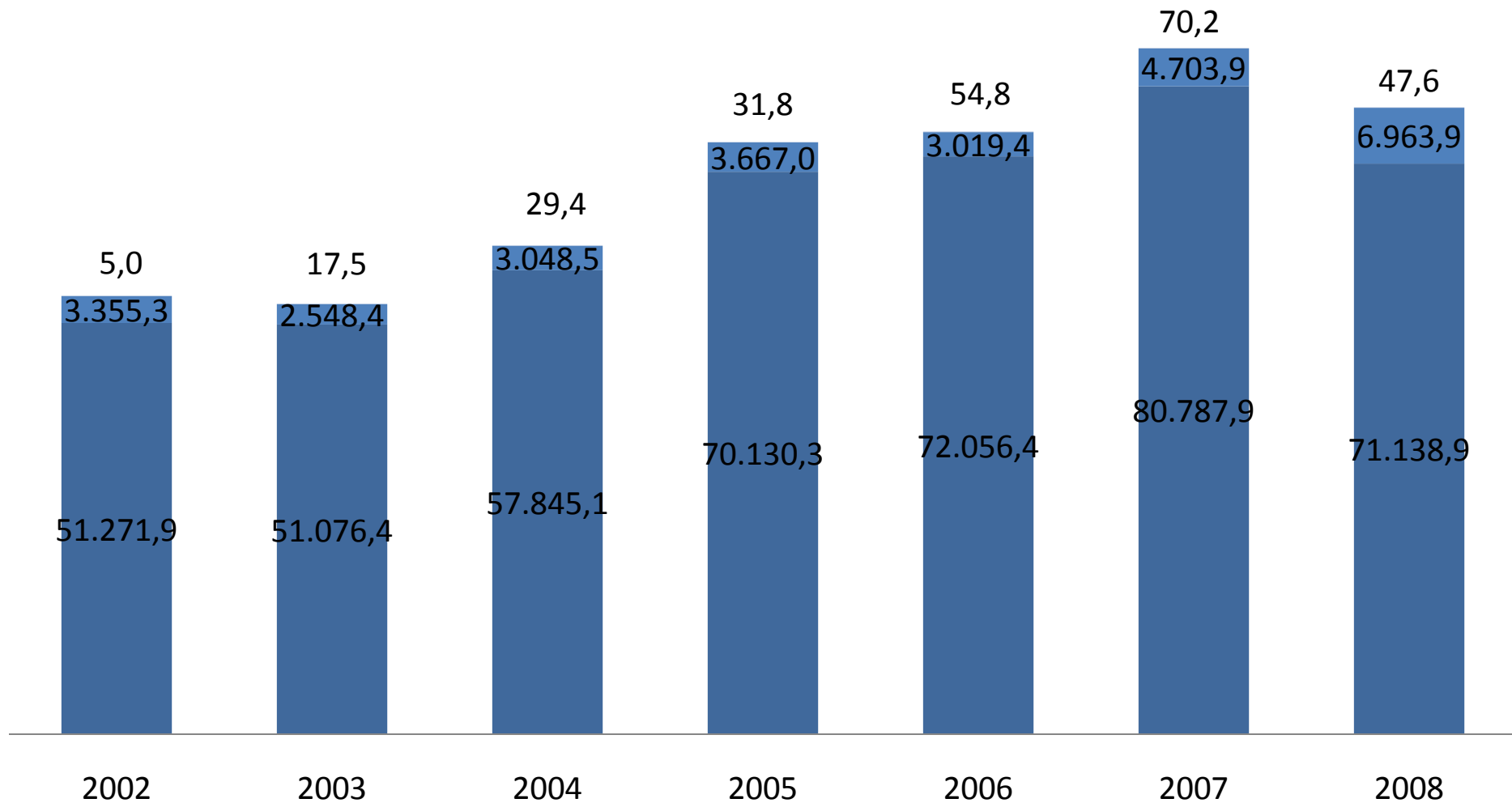


- MACHINERY AND MECHANICAL APPLIANCES FOR ELECTRICAL USES
- MISCELLANEOUS PRODUCTS OF CHEMICAL INDUSTRY
- VEHICLES AND EQUIPMENT
- PHARMACEUTICAL PRODUCTS
- FUEL
- MEDICAL INSTRUMENTS AND OTHERS
- MANUFACTURES
- PLASTIC MATERIALS AND ARTICLES
- INSECTICIDES, FUNGICIDES AND DISINFECTANTS
- OTHER METAL PRODUCTS

Source: BANGUAT

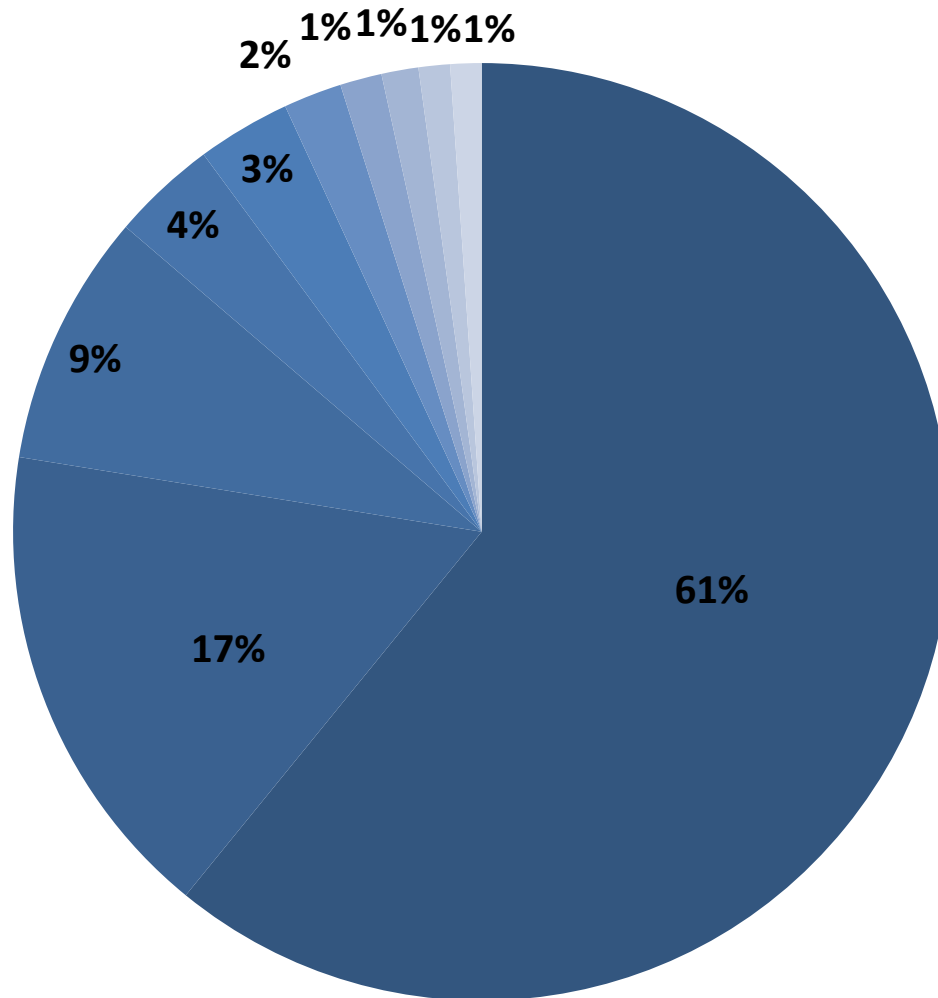
GUATEMALA: EXPORTS TO GERMANY (in thousands of US\$)

■ AGRO INDUSTRIES ■ MANUFACTURE INDUSTRIES ■ EXTRACTIVE INDUSTRIES



Source: BANGUAT

GUATEMALA: MAIN PRODUCTS EXPORTED TO GERMANY - 2008

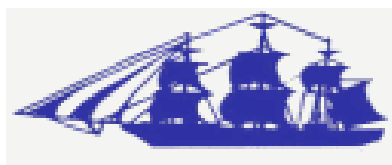


- COFFEE
- TABACC IN BRANCH OR UNPROCESSED
- MANUFACTURING INDUSTRIES
- CARDAMOM
- FRUIT PREPARATIONS
- RUBBER
- SESAME SEEDS
- FRESH FRUITS, FROZEN OR DRY
- FLOWERS AND FOLIAGE
- BEVERAGES, ALCOHOLIC LIQUIDS AND VINEGARS

Source: BANGUAT



German companies that
trust and are invested in
Guatemala



Transmares S.A. Guatemala





WHAT IS INVEST IN GUATEMALA?

➤ **The National Foreign Investment Promotional Agency, with the mandate of:**

- Promoting Guatemala as the best investment destination.
- Offering foreign investors all the necessary support and assistance in seeking opportunities in the country.
- Contributing to the economic growth and development of the country.

➤ **Its specialized Consultants assist foreign investors by:**

- Providing updated and reliable information on Guatemala's economy, legislation, incentives and investment climate.
- Offering contacts with service entities and raw material suppliers.
- Organizing agendas for ion-country visits, during the time investors consider it necessary.
- Supporting investments during and after operations are set up in the country.

www.investinguatemala.org

