



GUATEMALA INVESTMENT SUMMIT

TEARING DOWN BORDERS,
GENERATING INVESTMENT OPPORTUNITIES

2 0 1 6

NOVEMBER 9 AND 10
WESTIN CAMINO REAL HOTEL
GUATEMALA CITY

General Data

Republic of Guatemala

- **Population:** 16.03 million (2015)
- **Area:** 108.889 Km²
- **Official Language:** Spanish
- **Type of Government:** Republic
- **Currency:** Quetzal (GTQ)
- **GDP:** \$60 Billion
- **GDP per Capita:** US\$3,943.3 (2015)



How we describe Guatemala



Macroeconomic Stability

- Highly diversified economy



Urban

- High levels of Urban population growth



Industrial

- Largest GDP contributor



Young

- 50% of the population under 25.

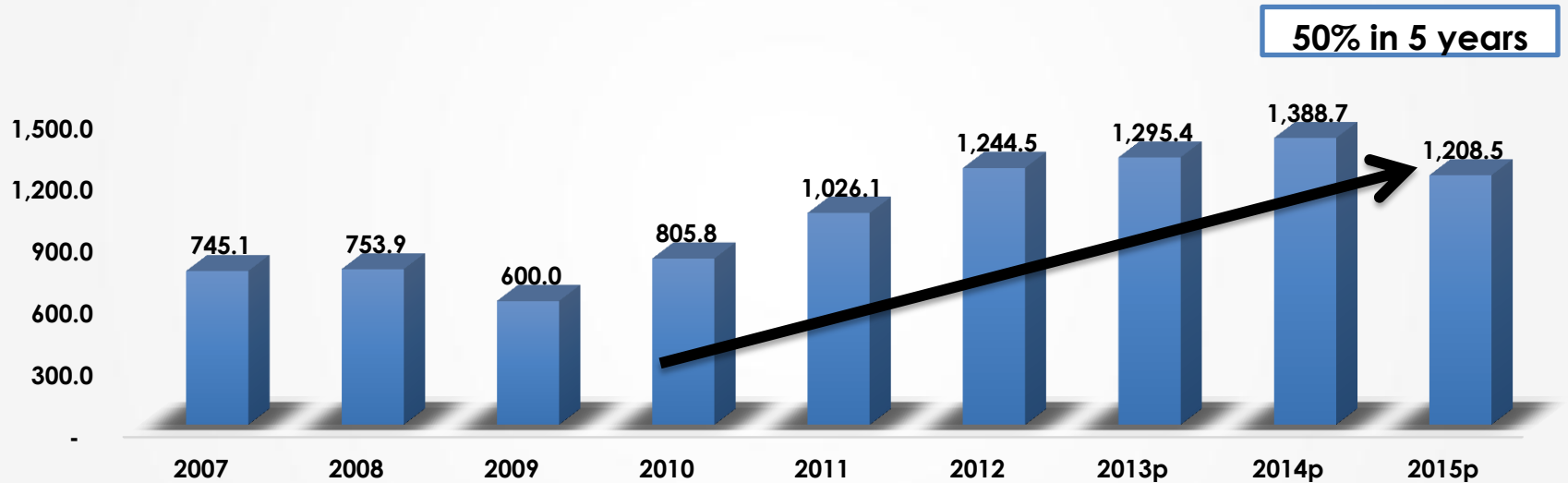


Macroeconomic Data

- **Continued GDP Growth:** 3.5 – 4.5%
- **Low Inflation:** 3.07%
- **Responsible Fiscal Deficit:** 1.4%
- **Public Debt (% of GDP):** 24.81%
- **Exchange rate:** 7.80 – 7.55 x 1 USD
- **International Reserves:** \$8.7 Billion
- **Average Active Interest Rate:** 5%

Foreign Direct Investment

In millions of USD



FDI forecasted for 2016: \$1.3 Billion

Country Ratings

AGENCY	Sept-05	Sept-08	Sept-12	Sept-16
FITCH	BB- (1)	BB+ (Stable)	BB+ (Stable)	BB (Stable)
MOODY'S	Ba2 (Stable)	Ba2 (Stable)	Ba1 (Stable)	Ba1 (Stable)
S&P	BB-(Stable)	BB (Stable)	BB (Stable)	BB (Stable)

Legal Structure

Foreign Direct
Investment Law
(Decree 9-98)

Free Currency
Negotiation Law
(Decree 94-2000)

Free Zone Law
(Decree 65-89)

ZOLIC
(Decree 22-73)

Law for the
Promotion of
Investment and
Employment
(Decree 19-2016)

Law of Public-
Private Alliances
(Decree 16-2010)

GUATEMALA in the region

Mesoamerican Market



Airports and Ports

Airports

Guatemala has 2 international airports and 17 local airports.



Airports and Ports



**Santo Tomás
de Castilla Port
(Atlantic),
capacity
550,00
containers
annually**



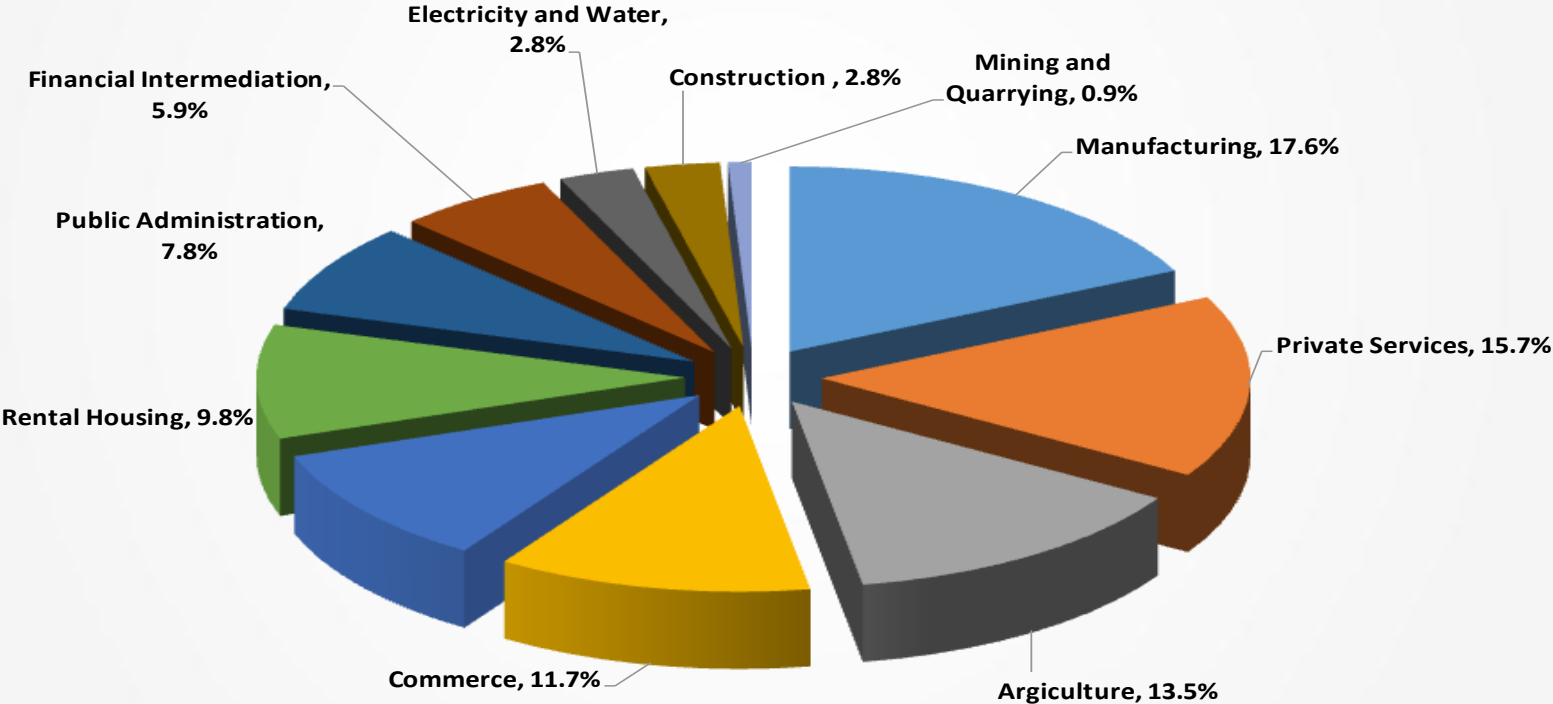
**Puerto Barrios
(Atlantic),
capacity
375,000
containers
annually**



**Puerto Quetzal
(Pacific),
capacity
350,000
containers
annually.**

GUATEMALA: trade

GPD Composition

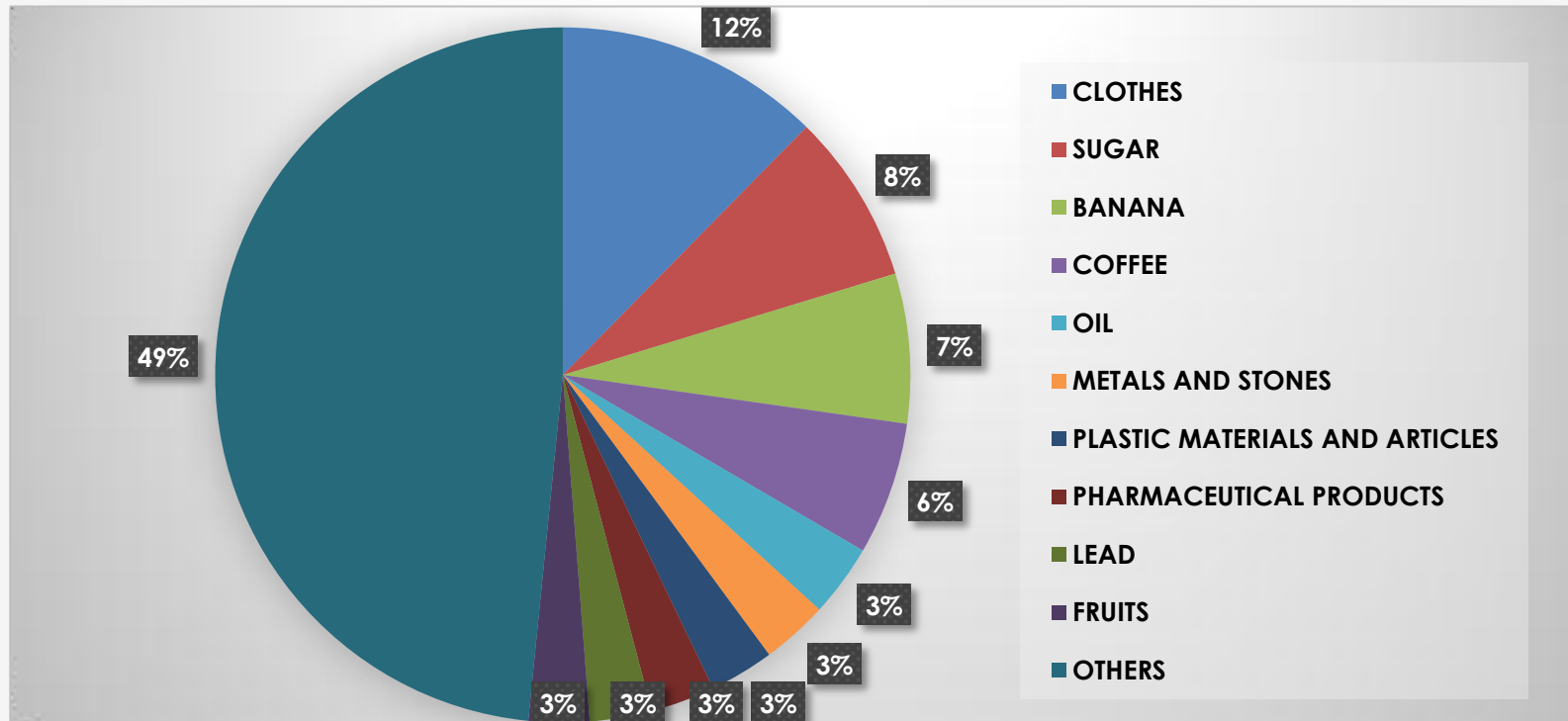


Trade Balance

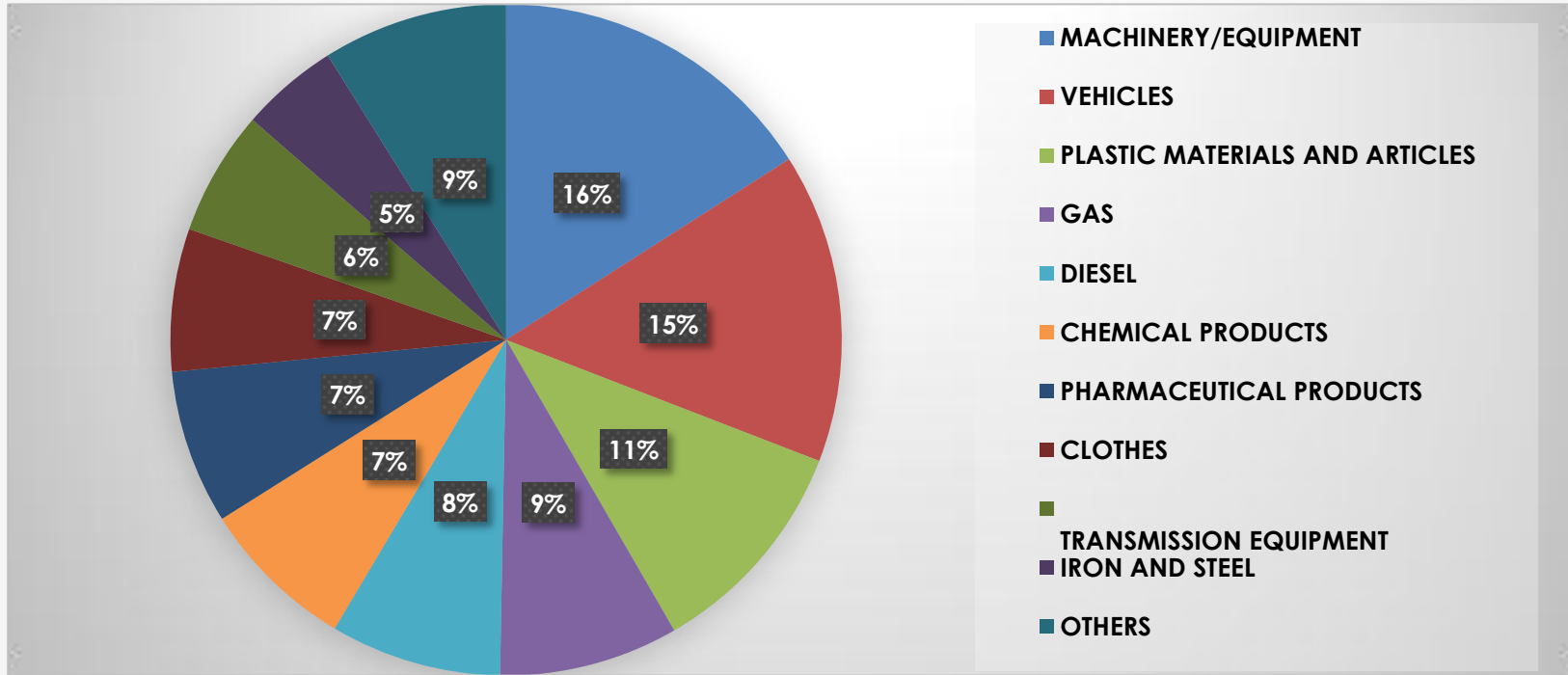


	2010	2011	2012	2013	2014	2015
Export	8,462,507,501	10,400,892,699	9,978,703,243	10,024,794,292	10,803,467,863	10,726,200,641
Import	13,838,305,207	16,612,984,426	16,994,375,657	17,517,930,897	18,281,817,265	17,639,335,385
Trade Balance	-5,375,797,706	-6,212,091,727	-7,015,672,414	-7,493,136,605	-7,478,349,402	-6,913,134,744

Structure of Exports 2015



Structure of Imports 2015



Trade Agreements

- ✓ DR-CAFTA
- ✓ Mexico
- ✓ Dominican Republic
- ✓ Colombia
- ✓ Venezuela
- ✓ Ecuador
- ✓ Chile
- ✓ Central American
Common Market
- ✓ European Union
- ✓ Taiwan
- ✓ EFTA
- ✓ Peru (P)
- ✓ Trinidad & Tobago (P)
- ✓ Ecuador
- ✓ South Korea (N)



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Previous Events



May 30 and 31, 2013

Specific Investments

Tesla Investments
Comercializadora
Huertas
Bupa Latin America
Kio Networks

2,200 | Participants
564 | Business meetings
94 | Investment
Projects
266 | Foreign investors
1st. | Entrepreneur
Award

Other Events



Countries represented in the 2013 GIS



America

Argentina
Belize
Bolivia
Canada
Chile
Colombia
Costa Rica
Cuba
Ecuador
St. Lucia
Trinidad and
Tobago

Uruguay
El Salvador
United States
Guyana
Haiti
Honduras
Jamaica
Mexico
Nicaragua
Panama
Peru

Puerto Rico
Dominican Republic
St. Vicente and the
Grenadines
Surinam
Venezuela



Europe

Spain
Holland
Italy
Norway
United
Kingdom
Russia
Switzerland



Africa

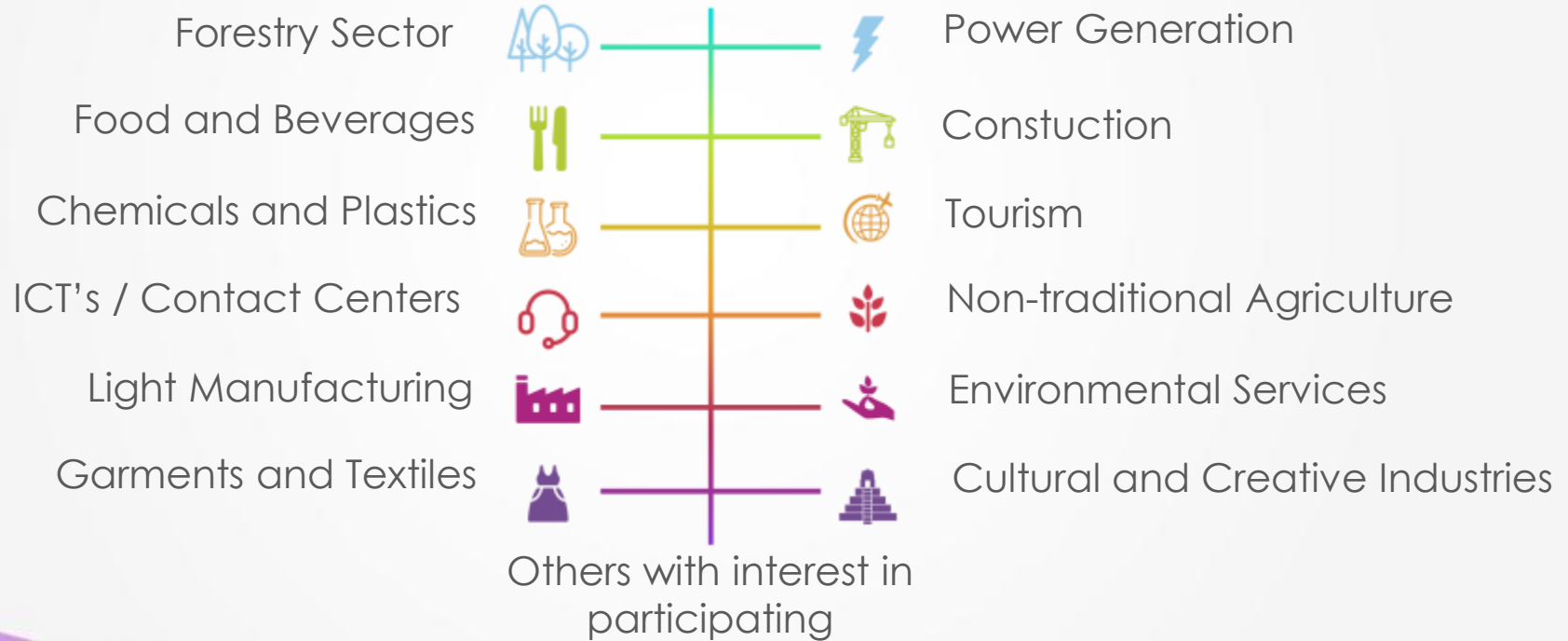
Egypt



Asia

China
Japan
Israel

Sectors



Guatemala Investment Summit 2016



Co-organized by the Chamber of Industry of Guatemala and the Ministry of Economy, the Guatemala Investment Summit is the most relevant international investment event in the Central American region.



The GIS will bring together investors, international business leaders as well as entrepreneurs from different parts of the world. Over USD9B in Public-Private Alliances projects will be presented.



With over 2,000 attendees from different parts of the world, among them, 250 investors and 700 business meetings, it will enhance the opportunity to make strategic alliances and learn about investment projects, strengthening the integration of the region.



You will learn about country programs to be an inclusive, sustainable, territorial, innovative and open economy.

SOME INVESTMENT PROJECTS

- **Government Plaza**

Building complex where several government agencies that provide public services will be located.

- **Metro Rail**

Railway system that will transport passengers from the north and south ends of the metropolitan area to the downtown area, in a fifth part of the time.

- **Highway Escuintla - Puerto Quetzal**

Highway that connects the south of the country, through a 50 kilometer highway.

SOME INVESTMENT PROJECTS

- **North-East Expressway**

Highway construction that will connect the exit to the Atlantic road to the El Salvador route. It will have a toll.

- **Intermodal Logistics Port Tecún Umán II**

Design, funding, construction and operation of a terminal (train and cargo trucks) located near the port of entry to Mexico.

- **Modernizing of International Airport La Aurora**

Project that seeks to increase the level of services of the International Airport La Aurora and improve the existing infrastructure through the operation and maintenance of the airport through private operation.

Target Audience



**National and Foreign
investors**

Business Executives

Entrepreneurs

Politicians



**Government
Authorities**

**Investment Promotion
Agencies**

Diplomatic Corps

Multilateral Bodies



**Banks and Financial
Entities**

**Projects and Companies
with Investment
Opportunities**

**Chambers and Business
Associations**

Specialized Media



Agenda

Conferences

Trade Show Area

Investment and Business Roundtables

Entrepreneur Meetings

Networking

What Will I Learn?



Solutions to common problems in the region



State Policies which allow competitiveness and integral development



Opportunities for Entrepreneurs



Meeting place for business generation



Advantages of Guatemala as an investment destination

Speakers



Edgar Figueroa

President and Executive
Director of Wi-Fi Alliance



Carlos Argüello

President and Founder
of Studio C



Marcos Antil

President and Founder of
Xumak, LLC.



Sergio Flores

Electronics Engineer,
Samsung Electronics /
Smartphone Division /IOT
HW Development Group

Speakers



**María Fernanda
Garza**

President ICC-Mexico and
CEO Orestia S.A de C.V.



Deiby Gómez

Oracle ACE Director



Enrique Beltranena

Founder and CEO Volaris



Ruth Dempsey

Director RRP External
Affairs of Phillip Morris
International

Speakers



Jorge A. Ruiz

Founder and CEO of
Above and Beyond Tech y
Ex Business Development &
Digital Banking Head for
Citi Latin America



Eduardo Parra

Vicepresident of
Colombina



Víctor Umaña

Director of the Latin
American Center for
Competitiveness and
Sustainable Development



Program

8:00 – 8:30	Ribbon-cutting and walk through the stands area – lobby of the Convention Center
8:30 – 10:00	<p><u>Inaugural Ceremony – Convention Center.</u> Intonation of the National Anthem of Guatemala Address by the Vicepresident of the Chamber of Industry of Guatemala, Mr. Juan Carlos Tefel del Carmen Guatemala: Economic Policy 2016-2021. Minister of Economy of Guatemala, Mr. Rubén Morales Guatemala: A Destination for Investment. Business Sector Coordinator of the Executive Committee PRONACOM, Mr. Ricardo Mansilla Address by the President of the Republic of Guatemala, Mr. Jimmy Morales</p>
10:00 – 11:15	<p><u>Innovation: Transforming companies, improving societies.</u> Panelists: Deiby Gómez, Oracle ACE Director Sergio Flores, Electronics Engineer, Samsung Electronics / Smartphone Division /IOT HW Development Group Ruth Dempsey, Chief Scientist at Phillip Morris International Moderator, Alberto Padilla</p>
11:15 – 12:30	<p><u>Accelerating development. Technology unites borders. Winners and losers.</u> Panelists: Edgar Figueroa, President and Executive Director of WI-FI Alliance Jorge A. Ruiz, Founder and CEO of Above and Beyond Tech y Ex Business Development & Digital Banking Head for Citi Latin America Marcos Andrés Antil, President and Founder of Xumak, LLC Moderator, Alberto Padilla</p>
12:30 – 14:30	Lunch break (free time)



Program

Wednesday, November 9

14:30 – 15:45 **Economic Growth, a Challenge for All**
Panelists:
Carlos Argüello, President and Founder of Studio C
Enrique Beltranena, Founder and CEO Volaris
Víctor Umaña, Director of the Latin American Center for Competitiveness and Sustainable Development
Moderator, Fernando López, President of the Latin American Industrial Association –LAIA-

15:45 – 16:15 **Fighting Corruption: Key to Economic Growth. Main conference.**

16:15 – 17:40 **Institutional Strengthening and the Business Climate**
Panelists:
Maria Fernanda Garza, President of ICC Mexico and CEO of Orestia
Eduardo Parra, Vicepresident of Colombina
Jorge Londoño de la Cuesta, General Manager of Empresas Públicas de Medellín –EPM-
Moderator, Alberto Padilla

18:15 – 19:00 **Shuttle to the National Palace of Culture (invitation required)**

10:00 – 16:00 **Parallel activities to the conference program**
Activities for entrepreneurs – Los Lagos meeting room
Investment and business roundtables – Los Lagos meeting room



Program

Thursday, November 10

8:00 – 8:30

Billions in opportunities – National Agency for the Development of Economic Infrastructure – ANADIE-

8:30 – 13:00

Investment and Business Roundtables – Convention Center

Organized by



Ruta 6, 9-21, zona 4, Nivel 12
Guatemala, Central America
Telephone: (502) 2380-9000 extention 364

and



8ª. Avenida 10-45, zona 1
Telephone: (502) 2412-0200

www.gis.com.gt

coordinadoragis@industriagate.com



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