

# Guatemala Exports Offer



# Trade in figures

1986

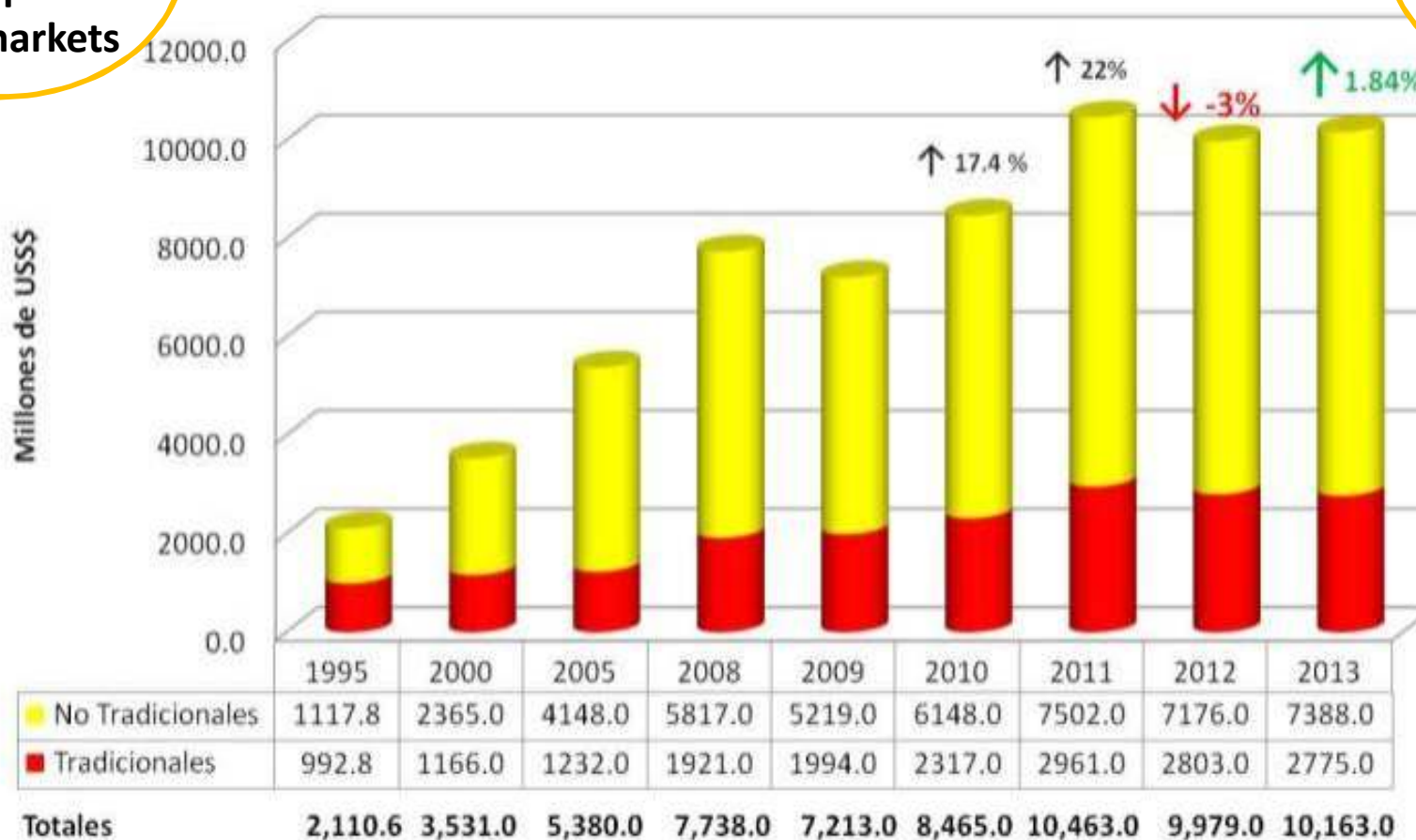
149 products  
237 exporting  
companies  
87 markets

2013

4,093 products  
3,901 exporting  
companies  
143 markets

## Guatemala an Exporting Country

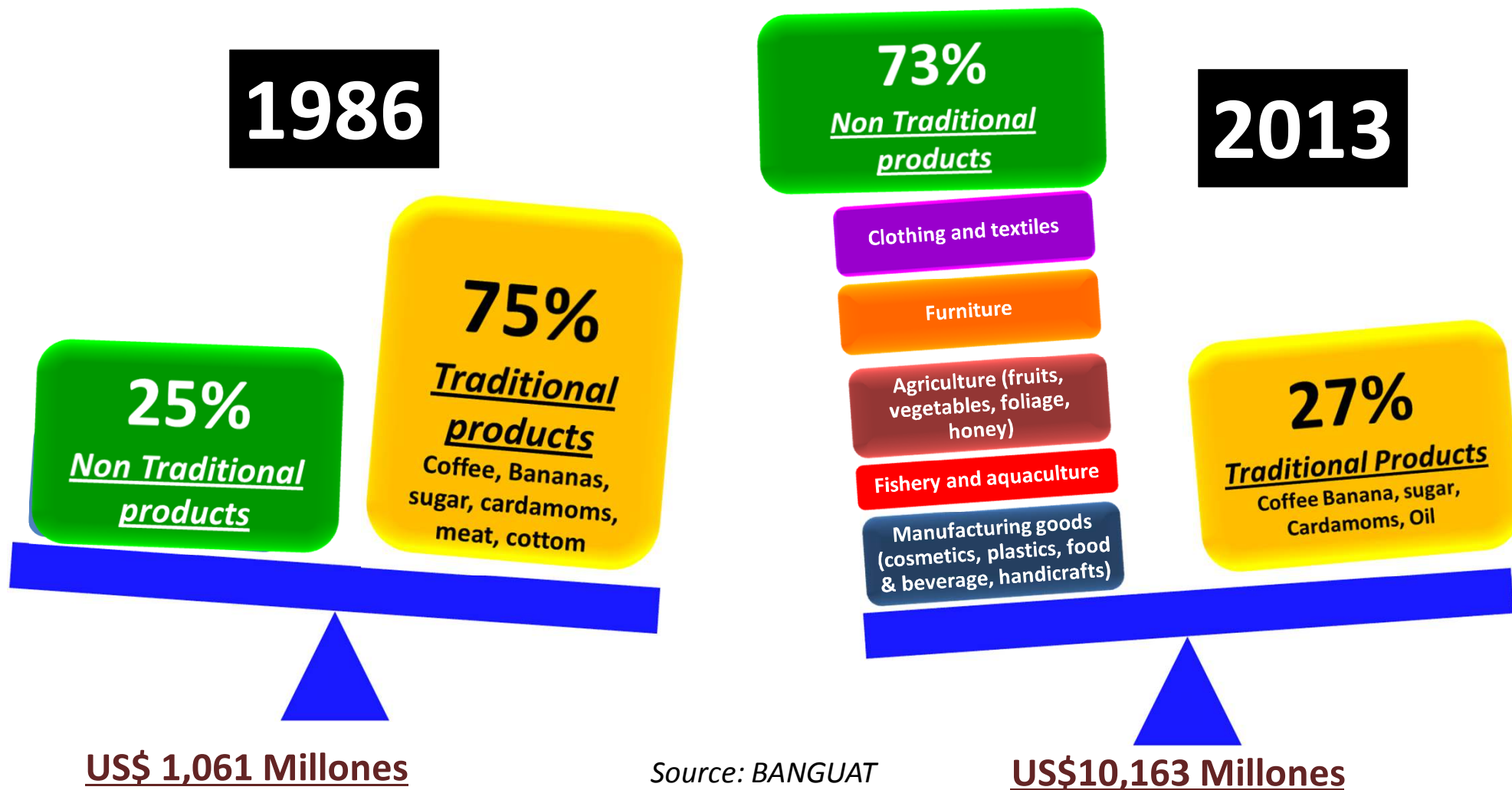
Exports have increased a 100% in 10 years (2003-2012)



# Trade in figures

## Guatemala offers diverse products

*Exports have change the country's structure*

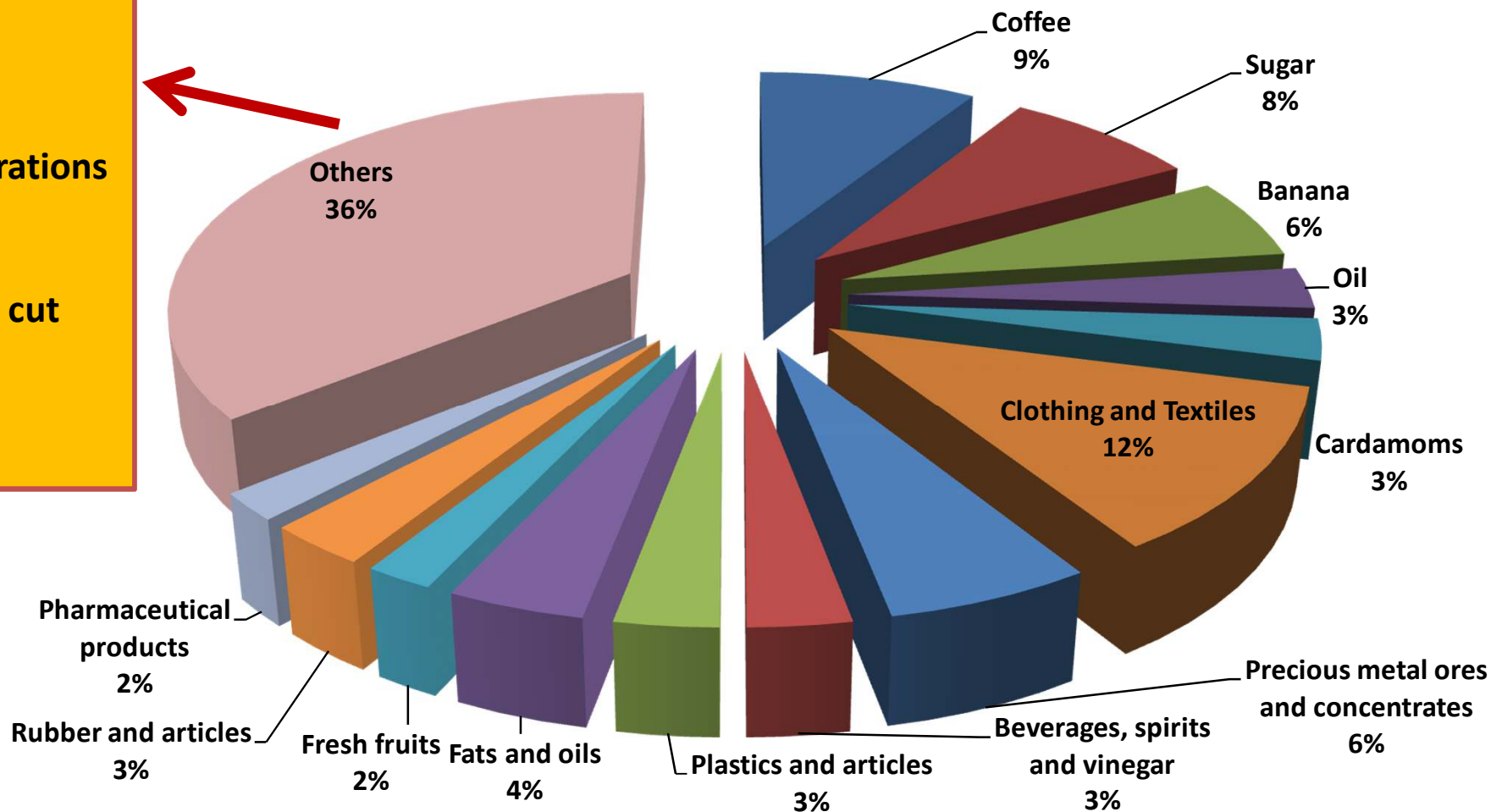


# Trade in figures

## Guatemala offers diverse products

*Export offer includes more than 4,000 products*

- Cosmetics
- Wood
- Furniture
- Handcrafts
- Food preparations
- Paper and paperboard
- foliage and cut flowers
- Vegetables
- Tobacco





# Trade in figures

## *Guatemala offers excellent services*

*The heart of the mayan world is an attractive place to visit*

### Services

Software

Laboratories

Contact Centers

Health and Wellness  
Tourism

Sustainable Tourism

Digital Contents and  
Development



# Trade in figures

*Guatemala's exports are recognized globally*

*Offers excellent products and services*

## Achievements



**Number one exporter**  
of Chinese pea pods to the US



**Number one**  
Worldwide exporter of cardamom  
and cuttings of poinsettia.



**Eight largest**  
Worldwide exporter of banana



**Main exporter**  
of manufactured products in the  
whole Central American region



Ranks in the list of main coffee  
suppliers for Starbucks Coffee



Is a provider of **wooden keys** for  
**Yamaha and Gibson** guitar

Has two cities rank in the **World's 10 Most  
Romantic Places To Retire**

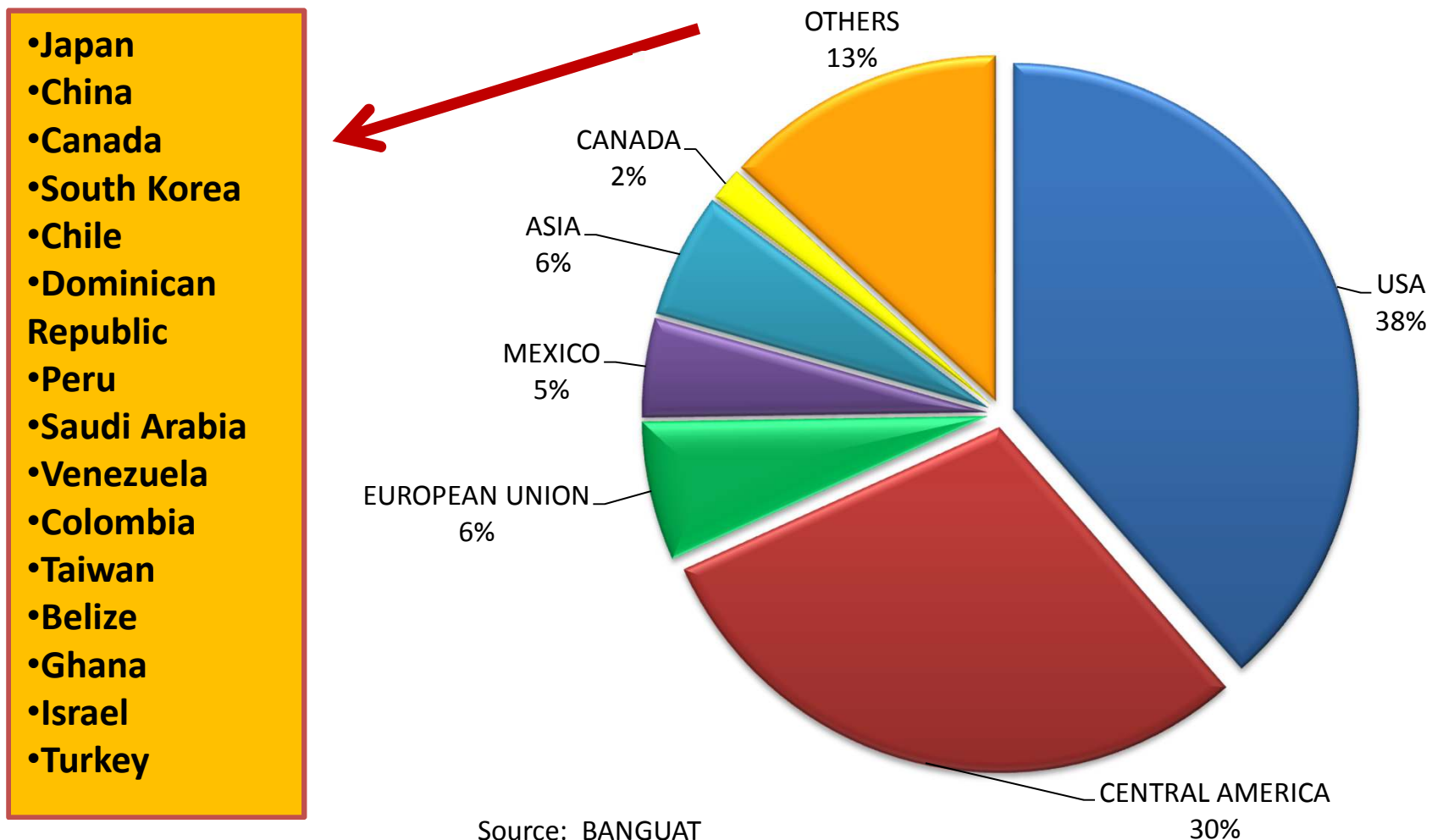


Source: Superintendence of Banks, Cordegua, Agritrade, Ministry of Economy,  
Wholesaler Market Director, Agexport, and Invest in Guatemala.

# Trade in figures

## *Guatemala has a solid place in International Businesses*

*Has several trade partners and Free Trade Agreements with different regions*



Source: BANGUAT



# Trade in figures





# Export Offer

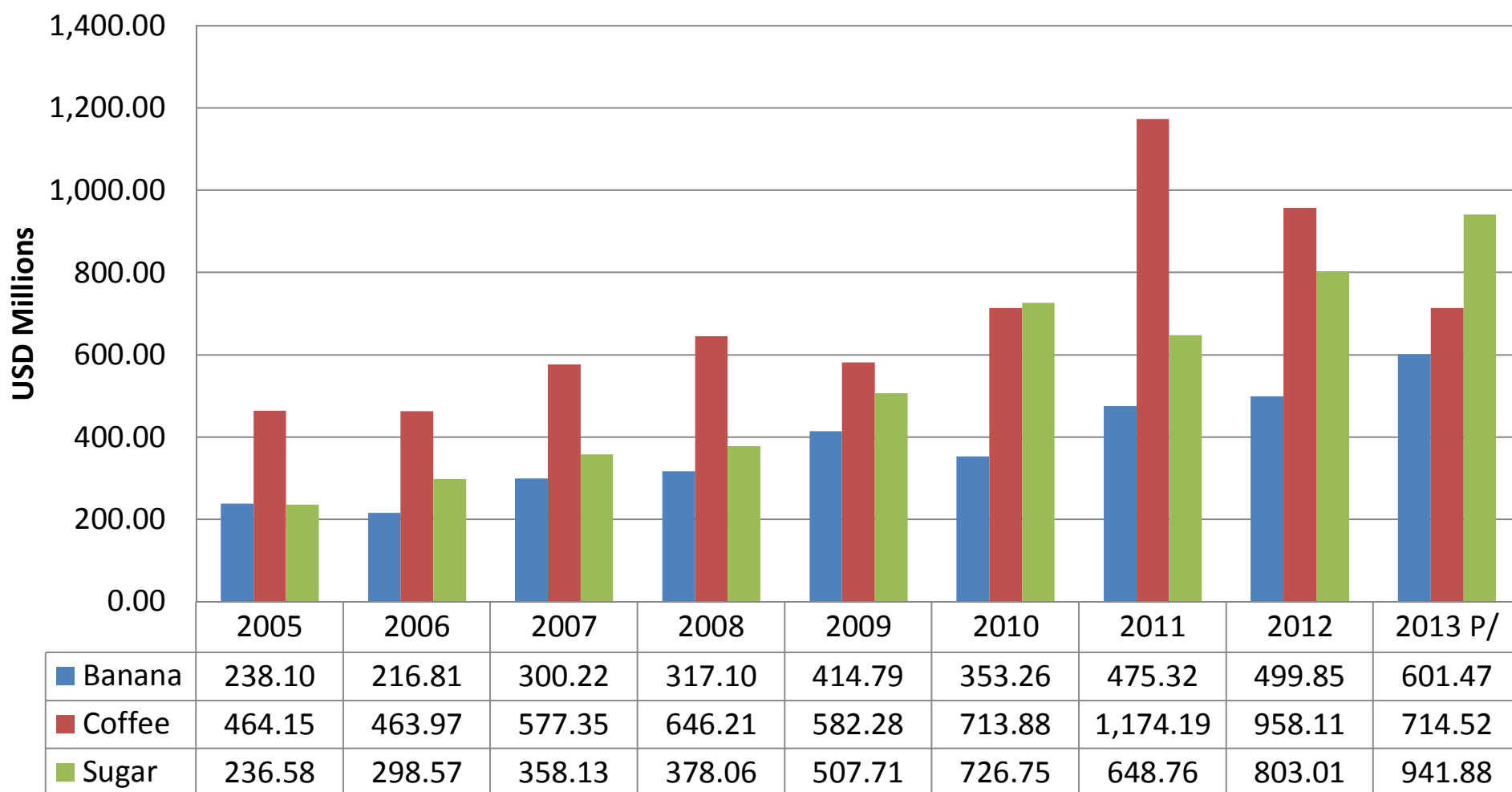
## Agriculture Traditional Products

**Main products:** sugar, coffee, banana

**Main Markets:** USA, Europe, Asia, Canada,



## Agriculture Traditional Products



# Export Offer

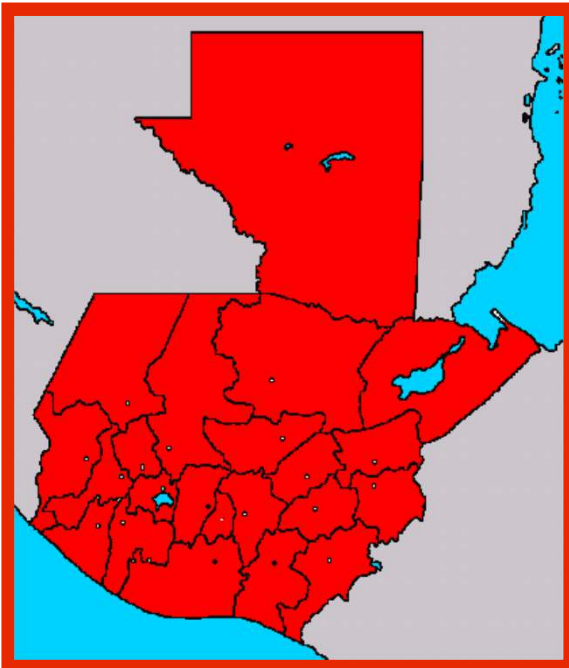
## Fresh Fruits

**Main products:** mango, berries, papaya, melon, watermelon  
pineapple, avocado, lime, rambutan.

**Main Markets:** USA, England, Holland, Germany, France, El Salvador, Honduras.

**Production zones:** all over Guatemala.

**Production area :** 24,500 ha.





## Fresh Fruits





# Export Offer

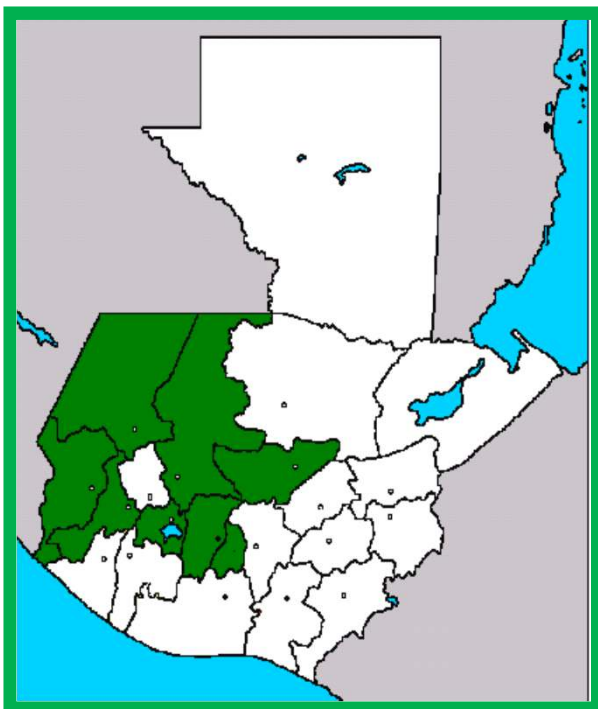
## Vegetables



**Main products:** snap peas, sugar snap peas, peas, French beans, carrots, tomatoes, sweet peppers, cauliflowers, broccoli, Brussels sprouts, squash, courgettes,

**Main Markets:** USA, Europe, Canada, Central America, Mexico

**Production zones:** Chimaltenango, Sacatepéquez, Quiché, Sololá, Quetzaltenango, Huehuetenango, San Marcos, Jalapa.



# Export Offer

## Vegetables





# Export Offer

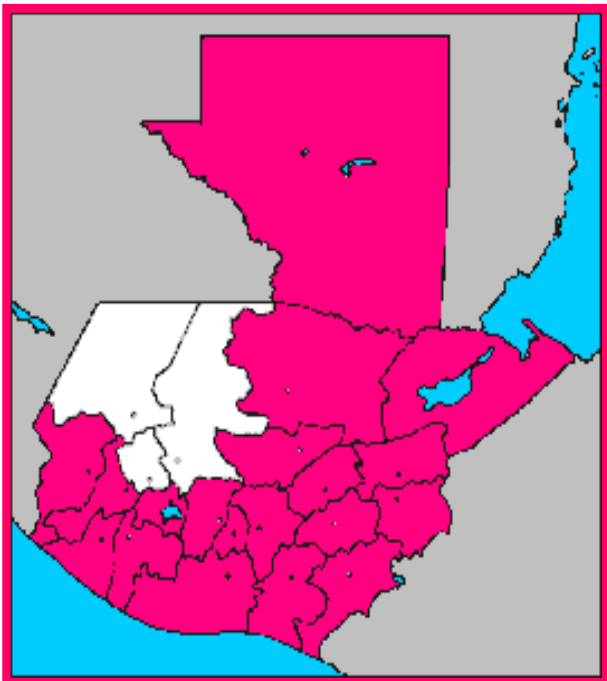
## Foliage and cut flowers



**Main Products:** Leather Leaf, Yucca (Izote), Beaucarnea (Pony Tail), Dracaenas, Roses, Chamadorrea sp (Xate), Asparagus sp.(Treefern), Tillandsias, Sansevieria, Schefflera

**Main Markets:** USA, Italy, Holland, Denmark, Germany, Japan

**Production area:** 3,500 He





# Export Offer

## Foliage and cut flowers





# Export Offer

## Differentiated products

**Main Products:** organic Coffee, Cardamoms, cacao, honey, hydroponic products, sesame

**Main Products:** USA, Europe and Asia

**Production zones:** all over the country



# Export Offer

## Differentiated products



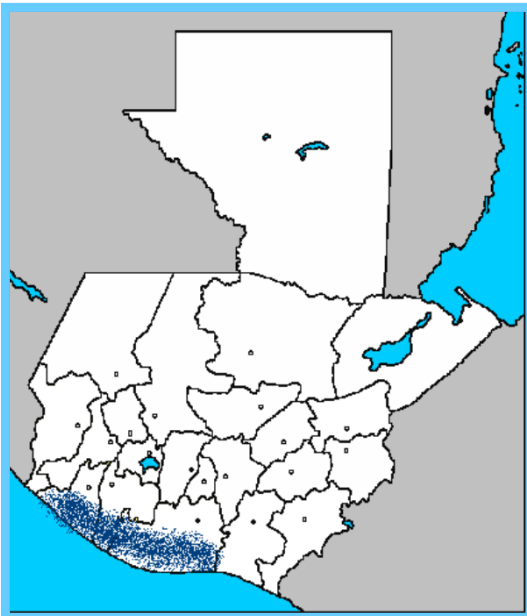


# Export Offer

## Hydrobiological

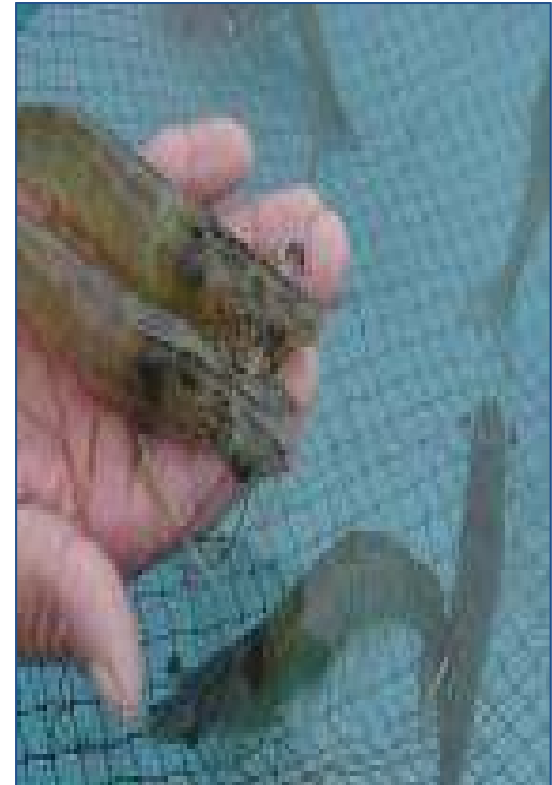
**Main Markets:** shrimp, tilapia, tuna

**Main Markets:** USA, Europe, Asia, China



# Export Offer

## Hydrobiological



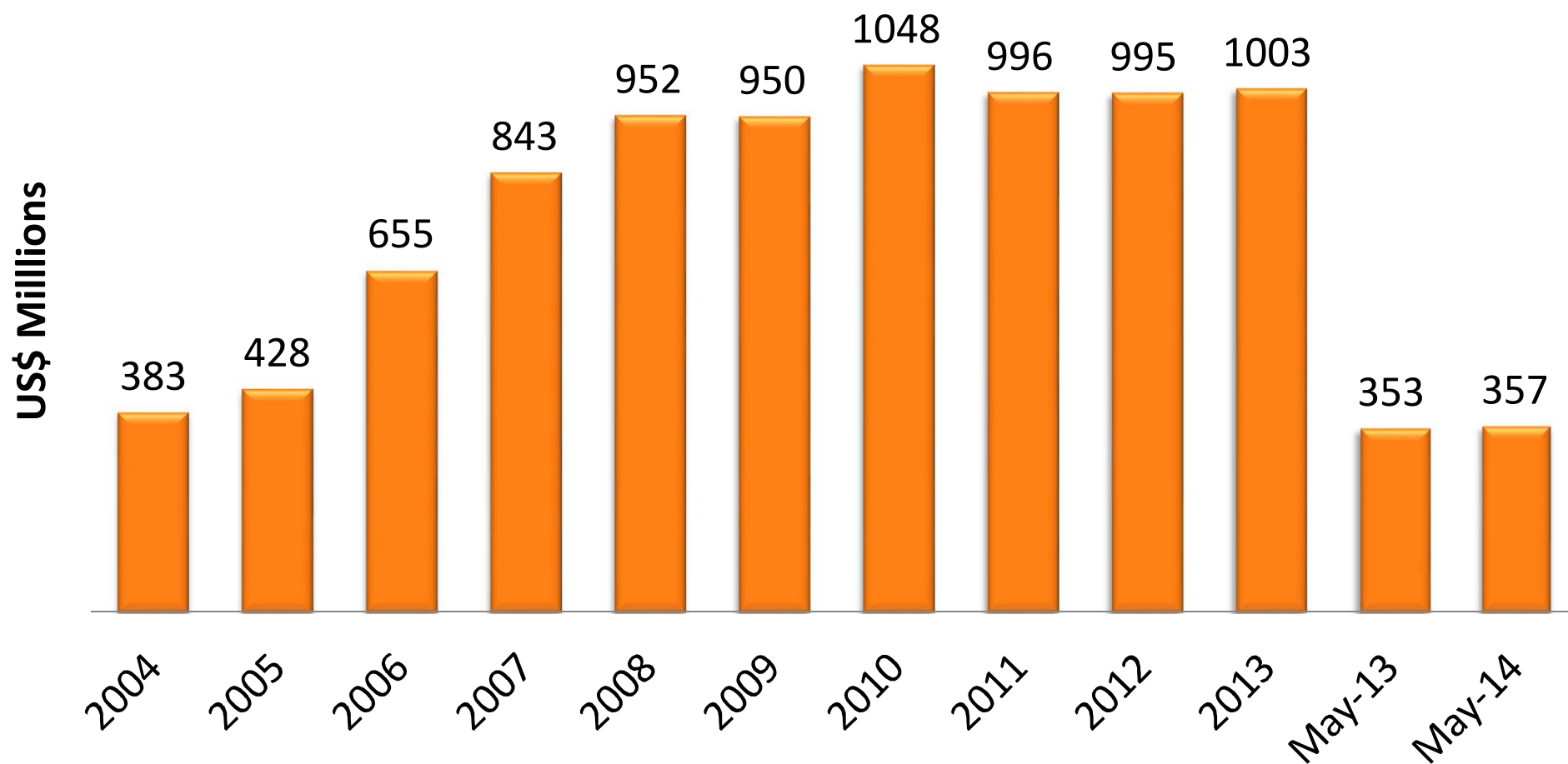


## Other Agriculture Products



# Export Offer

## Non Traditional AGRICULTURE products Exports



# Export Offer

## Agriculture Business Platform



agitrade  
Growing business together

EXPO & CONFERENCE  
MARZO 12 - 13 • 2015 • LA ANTIGUA GUATEMALA  
LA FERIA AGRÍCOLA INTERNACIONAL MÁS IMPORTANTE DE CENTRO AMÉRICA



AGEXPORT  
www.export.com.gt



EXPORTANDO  
GUATEMALA  
(SALIR ADELANTE)

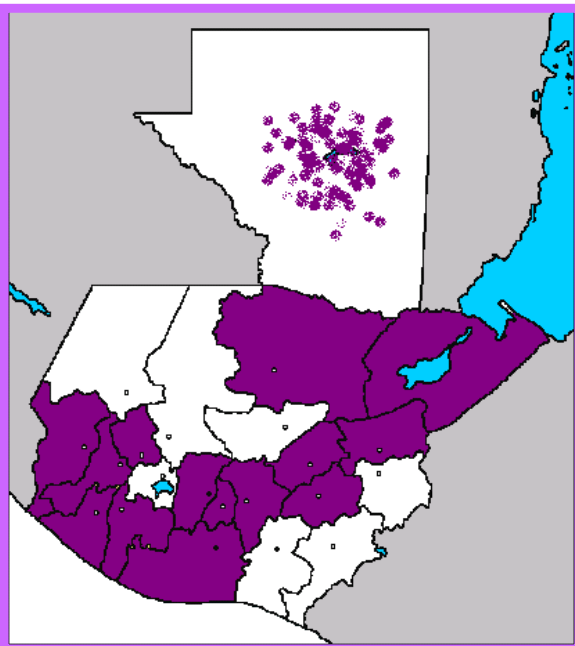


# Export Offer

## Manufactures

**Main Products:** food preparations, beverages, plastic manufactures, paper and paperboard, cosmetics, pharmaceuticals,

**Main products:** Central America, Dominican Republic, Mexico, Chile, Caribbean, USA





## Food and Beverages - Manufactures



# Export Offer

## Cosmetics and Hygiene products



## Plastic manufactures





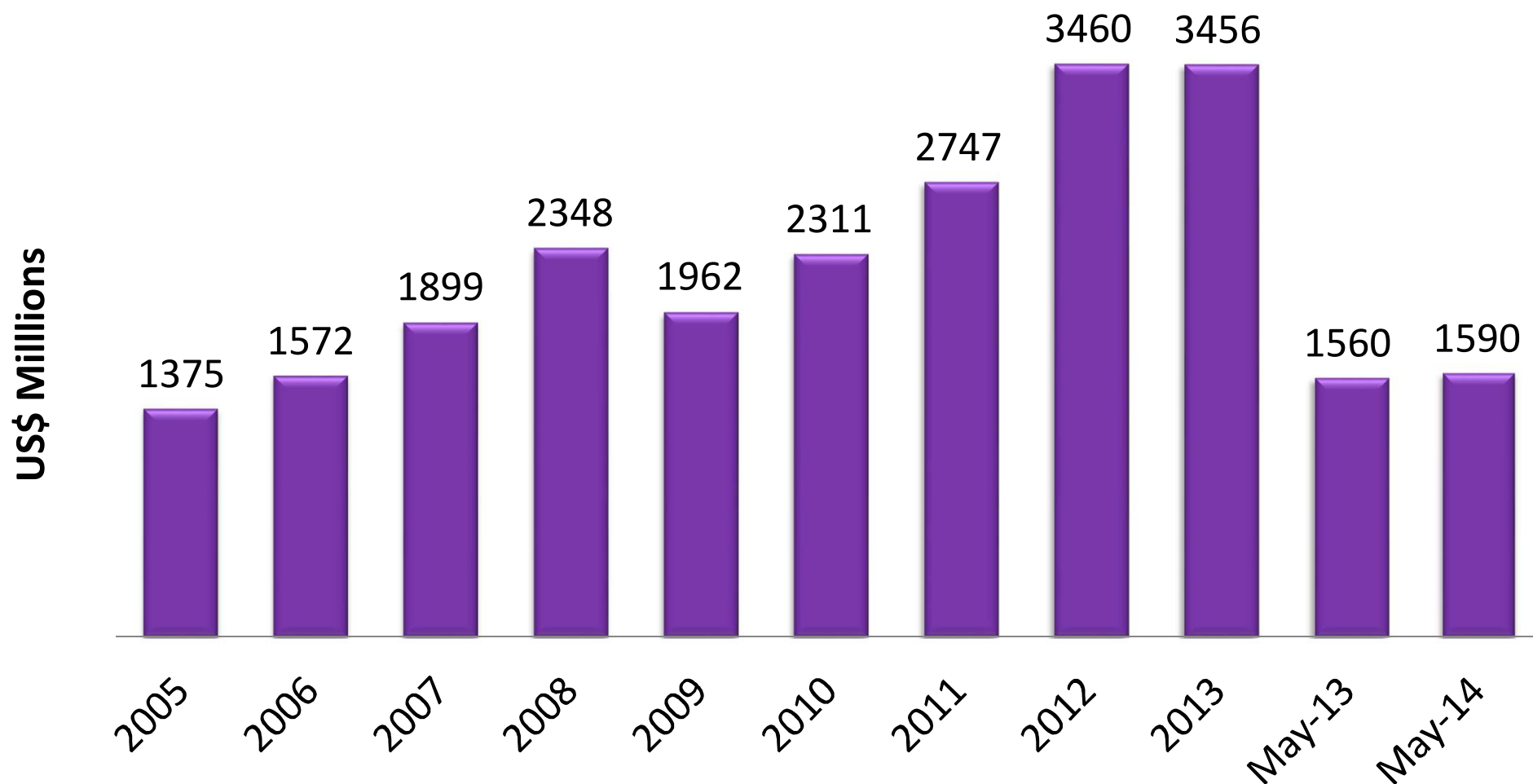
# Export Offer

## Other manufactures



# Export Offer

## Manufacture products Exports



# Export Offer

## Manufactures Trade Fair



**Manufexport**  
Retail Supply Expo 2014  
*Special Edition*

[www.manufexport.com.gt](http://www.manufexport.com.gt)

Organizado por:  AGEXPORT    
[www.agexport.com.gt](http://www.agexport.com.gt)

Con la participación de:  CIG

**Octubre 1-2 • Antigua Guatemala**

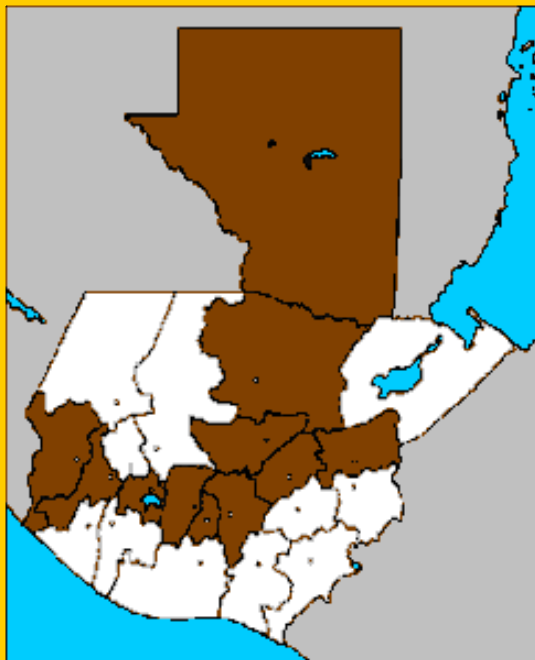


# Export Offer

## Wood and Furniture

**Main Products:** furniture, pallets, wood, doors, hardwood, coffins, boards, logs

**Main Markets:** Central America, USA, Italy, India, Mexico, Dominican Republic

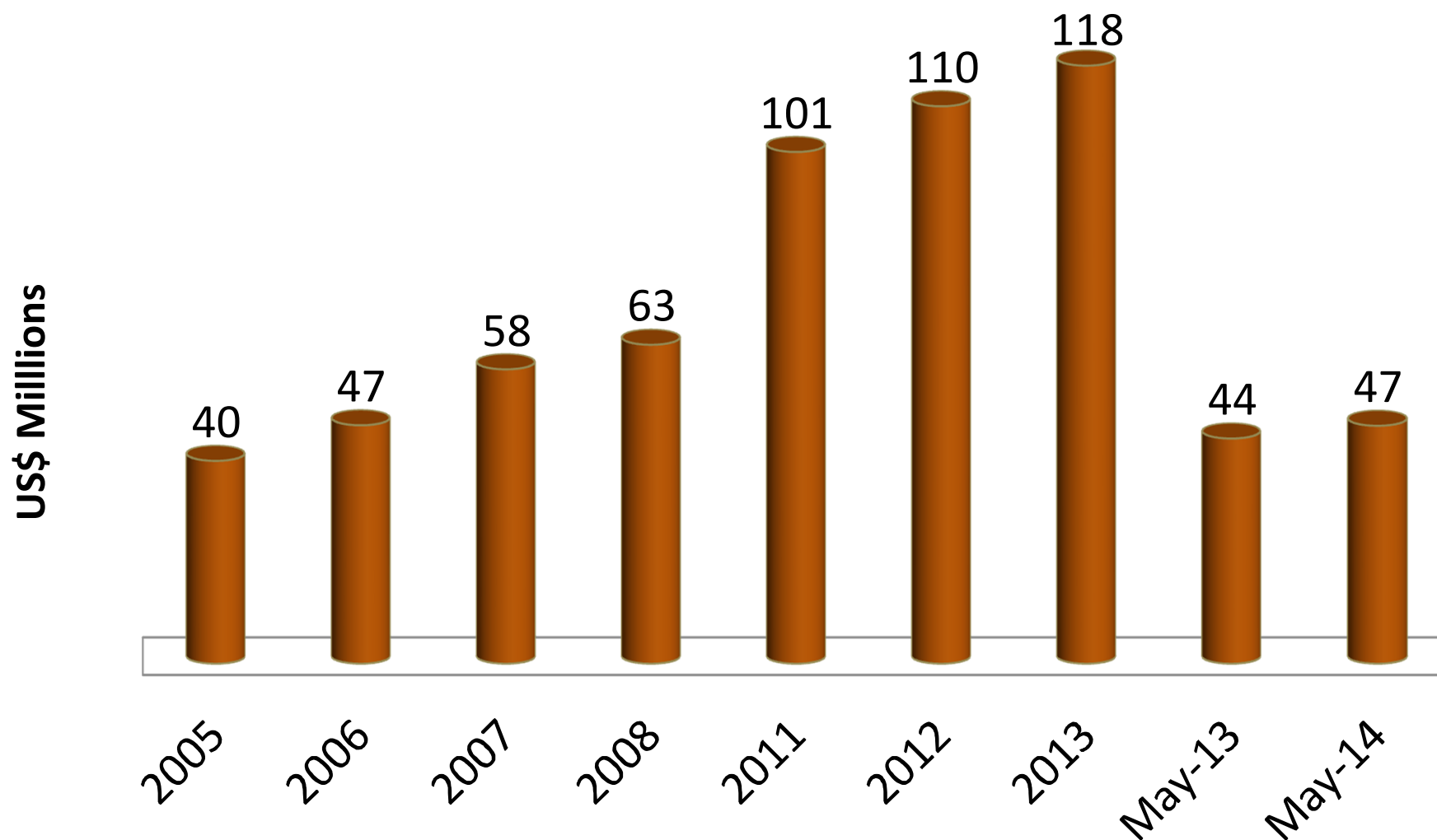


## Wood and Furniture



# Export Offer

## Wood and furniture Exports





# Export Offer

## Furniture Trade Fair



29 JUL  
03 AGO  
**2014**  
Tikal Futura

**expomUEBLE**  
Renueva tu vida, renueva tus ambientes.

Un evento de:

 **AGEXPORT**  
ASOCIACIÓN GUATEMALTECA DE EXPORTADORES

 **ECO**  
ECONOMÍA

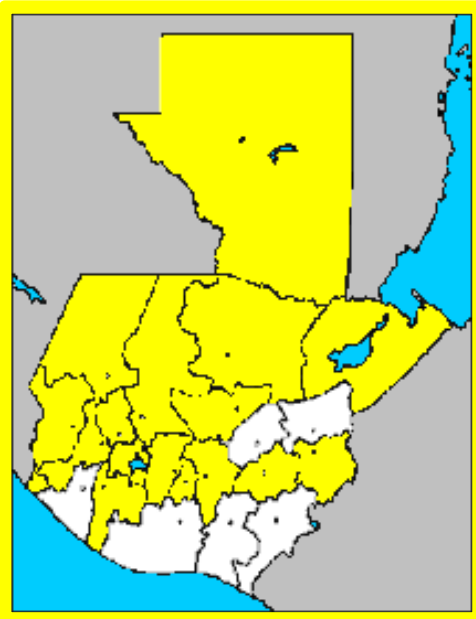
 **cofama**  
COMISIÓN FOMENTadora del COMERCIO EXTERIOR

# Export Offer

## Handicrafts

**Main Products:** Textiles, ceramics, fabrics, handbags, jewelry, pillows, accessories

**Main Markets:** Mexico, Central America, USA, Europe, Japan y Canada





## Handicrafts





# Export Offer

## Handicrafts Trade Fair



**NWC 2014**  
NEW WORLD CRAFTS  
GUATEMALA  
INFORMACIÓN

23, 24 y 25 de Septiembre  
Casa Santo Domingo, Antigua G.

Organizado por:  **AGEXPORT**  **Comisión de Artesanías**

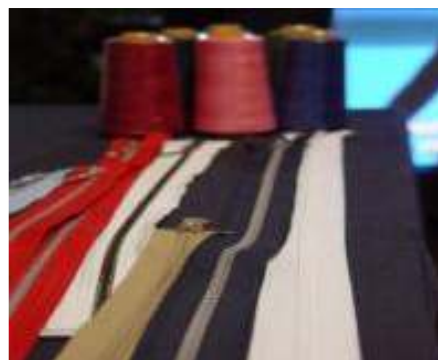
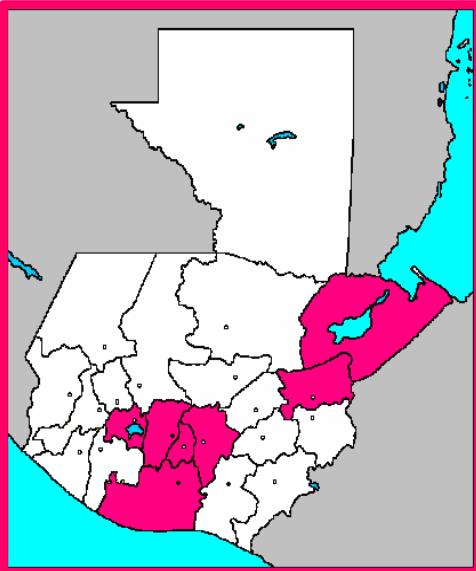
Con el apoyo de:  **USAID**  **CADENAS DE VALOR RURALES**  **Cadena de Valor Rurales**

# Export Offer

## Clothing and textiles

**Main Products:** shirts, t shirts, skirts, pants, jeans, jackets,

**Main Markets:** USA, Mexico, Europe



# Export Offer

## Apparel Trade Fair



APPAAREL  
SOURCING SHOW  
23rd edition | Guatemala

SOURCING  
CLOSER  
TO HOME

May/20-22/  
**2014**  
Grand Tikal Futura Hotel  
and Convention Center

<

A woman with long blonde hair, wearing a white long-sleeved shirt and blue jeans, is smiling and posing on the right side of the banner.



# Export Offer



## Services

- **Software**
- **Contact Centers**
- **Digital content development**
- **Laboratories**
- **Sustainable Tourism**
- **Health Tourism**



# Export Offer

## Services Business Platforms

You are invited to

**outsource2lac**  
GUATEMALA 2014

**SAVE THE DATE**  
**Nov 12 – 13<sup>th</sup>**  
**Guatemala City**  
**Camino Real Hotel**

The 4th Edition of Outsource2LAC, the most important and influential business forum



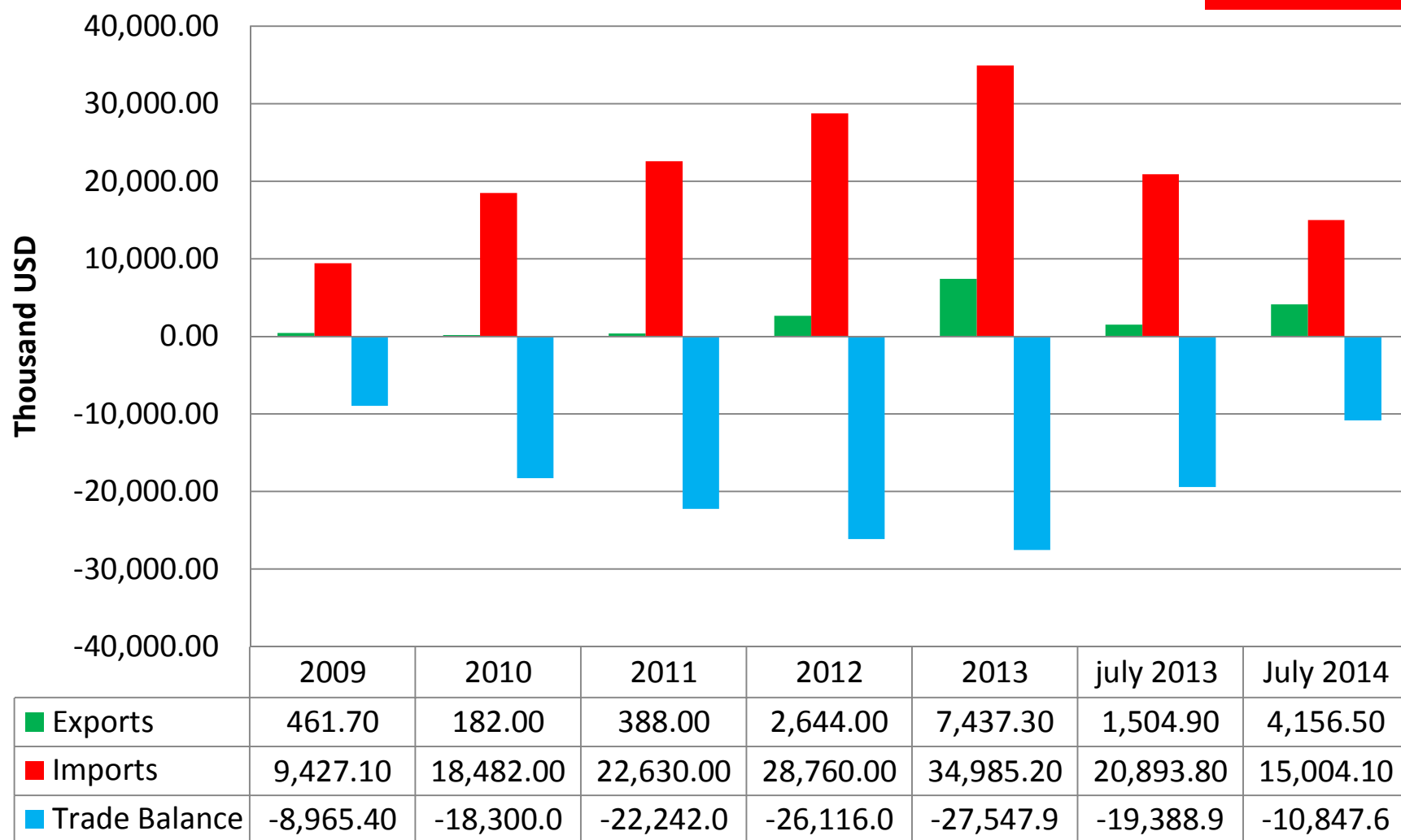
**FAMTOUR** **SERVICE SUMMIT**  
CULTURA Y NATURALEZA GUATEMALA

# Guatemala – Turkey



## Guatemala: Trade Balance with Turkey

*Guatemala and Turkey trade relations are growing*





# Guatemala – Turkey

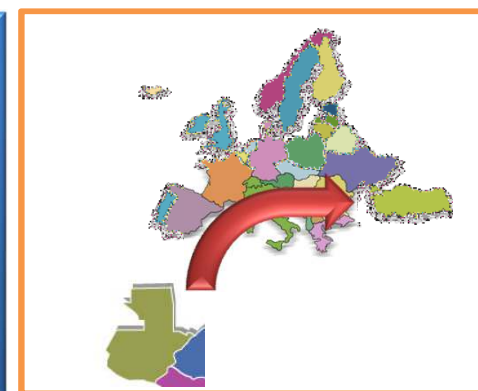
## Trade with Turkey

### EXPORTS TO:



Apparel articles  
Raw cane sugar  
Coffee  
Plants and Foliage  
Fruits  
Cardamoms  
Tobacco  
Alcohol beverages

7437.3 US  
thousand  
dollars

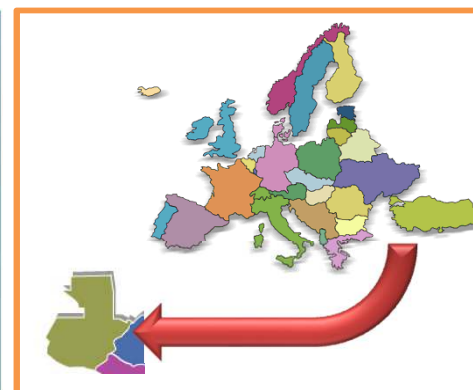


### IMPORTS FROM:



Articles of iron or steel  
Electronic equipment  
Iron or steel  
Strandd wire &cable  
Paraffin wax  
Chocolate and other cocoa  
food preparations  
Plastics and articles

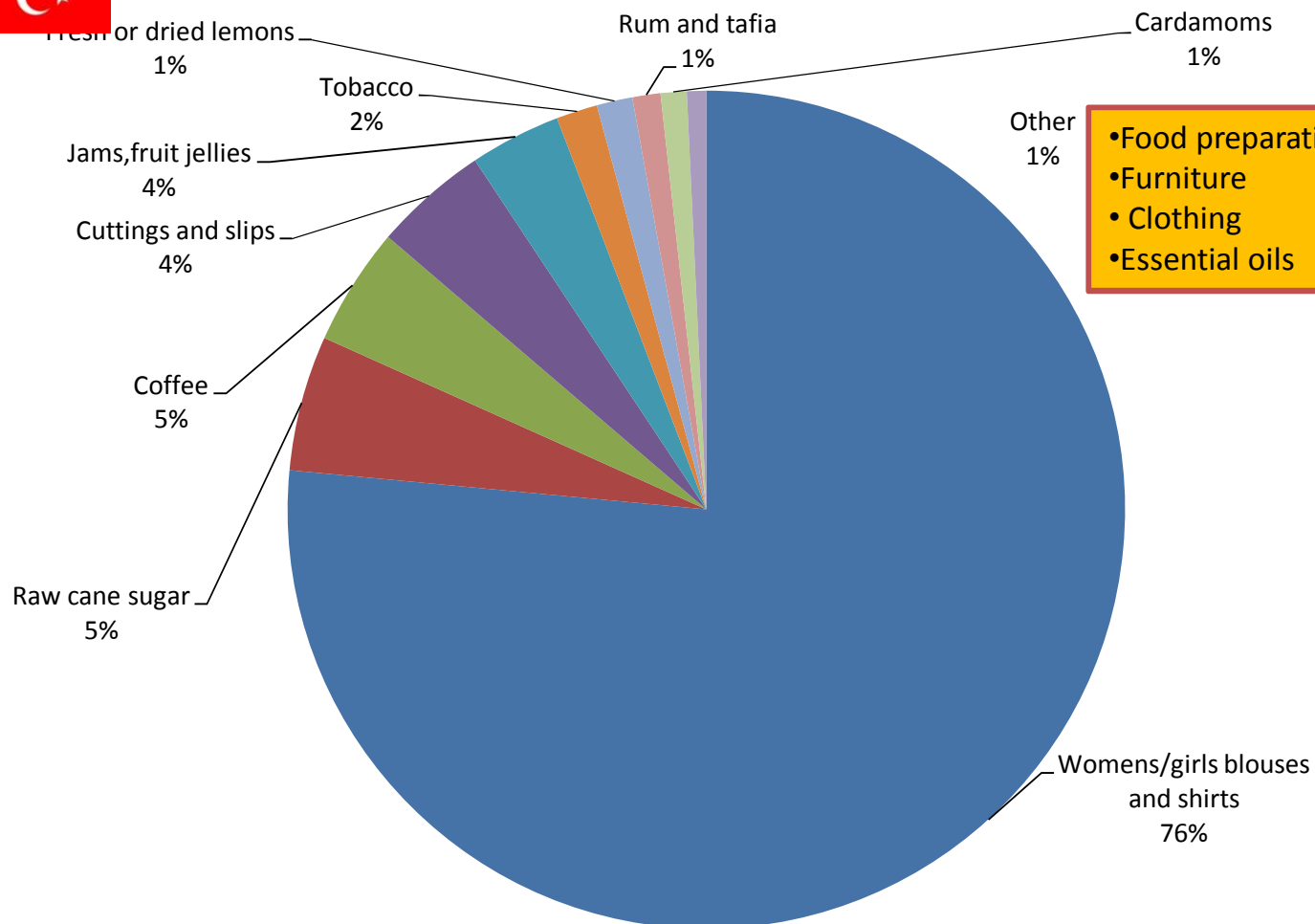
34,985.2US  
thousands  
dollars



# Guatemala – Turkey

## Trade with Turkey

EXPORTS TO:



# Thanks

[www.export.com.gt](http://www.export.com.gt)

## EXPORTANDO GUATEMALA SALE ADELANTE







*Heart of the Mayan World*