

T&C

Snapshots

Data Note

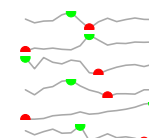


Guatemala

| GDP (US\$ billions) (2016) | Population (millions) (2016) | Income per capita (current US\$) (2016) | Poverty rate (2011) | Unemployment rate (2014) |
|----------------------------|------------------------------|---|---------------------|--------------------------|
| 68.2 | 16.7 | 4,087.8 | 11.5 | 2.9 |

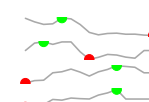
Macro Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|-------|-------|-------|-------|-------|
| GDP growth (annual %) | 3.4 | 3.0 | 3.7 | 4.2 | 3.8 | 3.7 |
| Current account balance | -4.1 | -2.6 | -2.7 | -2.1 | -2.2 | -2.1 |
| Fiscal balance (% of GDP) | -2.1 | -2.4 | -2.1 | -2.0 | -2.3 | -2.0 |
| Remittances, received (% of GDP) [1] | 10.9 | 10.0 | 10.0 | 9.9 | — | — |
| Real Effective Exchange Rate (2010=100) | 94.0 | 106.9 | 110.1 | 114.9 | 122.2 | 125.1 |
| Consumer Price Index, annual percent change | 6.8 | 3.8 | 4.3 | 3.4 | 1.2 | 1.2 |



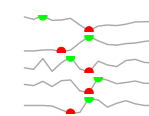
Investment indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|------|------|------|------|------|
| Gross domestic investment (% GDP) | 17.4 | 14.8 | 14.5 | 14.5 | 14.2 | 14.1 |
| Gross domestic investment, of w: Private investment (% GDP) [1] | 17.9 | 15.0 | 14.0 | 13.5 | — | — |
| Inward FDI (% of GDP) [2] | 1.7 | 2.5 | 2.4 | 2.3 | — | — |
| Inward FDI, % of private investment [2] | 9.8 | 16.9 | NA | — | — | — |



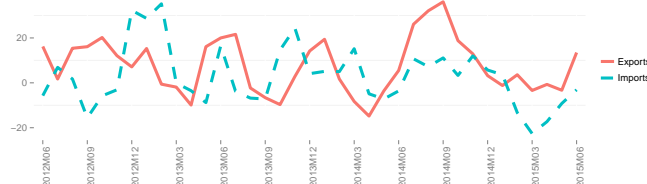
Trade Indicators

| | Avg 2002-2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|---|---------------|-------|-------|-------|------|------|
| Total Trade in Goods and Services (% of GDP, real terms) | 65.5 | 62.2 | 63.1 | 64.6 | 64.8 | 64.9 |
| Trade balance (% GDP, real terms) | -11.7 | -11.2 | -10.7 | -10.5 | -9.9 | -9.6 |
| Exports, Goods and Services, annual percent change (real terms) | 2.1 | 1.8 | 6.7 | 7.6 | 5.2 | 4.5 |
| Imports, Goods and Services, annual percent change (real terms) | 2.9 | 2.8 | 4.3 | 6.0 | 3.2 | 3.4 |
| Total reserves in months of imports [1] | 3.8 | 4.0 | 4.2 | 4.0 | — | — |



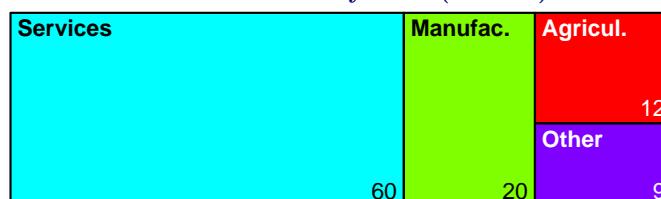
Sources: MFM note, [1] World Development Indicators (WDI), [2] UNCTADSTAT, [3] World Economic Outlook (WEO)

Goods Export and Import volume growth, 2012-2015



Source: Development Prospects Group (DECPG)

Gross Value Added by Economic Activity 2013 (% GDP)



Source: World Development Indicators (WDI)

Top 5 Exports by % of Total Value, 2014

| | | | |
|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Sugars, beet or cane, raw, in solid | Bananas (including plantains), fres | Coffee, not roasted, whether or not | Blouses, shirts & shirt-blouses, wo |
| 9 | 7 | 6 | 4 |
| | | Precious metal ores and concentrate | 3 |

Imports Categories by % of Total Value, 2014

| | | |
|----------------|--------------------|---------------|
| Consumer goods | Intermediate goods | Capital goods |
| 47 | 28 | 19 |
| | | 6 |

Source: World Integrated Trade Solution (WITS)

Doing Business 2015 Ranks (among all countries)

| | DB 2015 Rank | DB 2016 Rank | Change in Rank |
|-----------------------------------|--------------|--------------|----------------|
| Dealing with Construction Permits | 104 | 106 | -2 |
| Ease of Doing Business Rank | 81 | 81 | 0 |
| Enforcing Contracts | 173 | 173 | 0 |
| Getting Credit | 12 | 15 | -3 |
| Getting Electricity | 18 | 21 | -3 |
| Paying Taxes | 54 | 50 | 4 |
| Protecting Minority Investors | 173 | 174 | -1 |
| Registering Property | 74 | 75 | -1 |
| Resolving Insolvency | 153 | 153 | 0 |
| Starting a Business | 99 | 101 | -2 |
| Trading Across Borders | 81 | 78 | 3 |

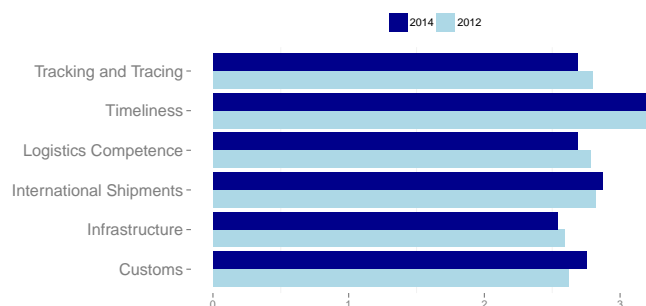
Source: Doing Business Report 2015

WEF Competitiveness Indicators (Scale 1-5, 5=best)



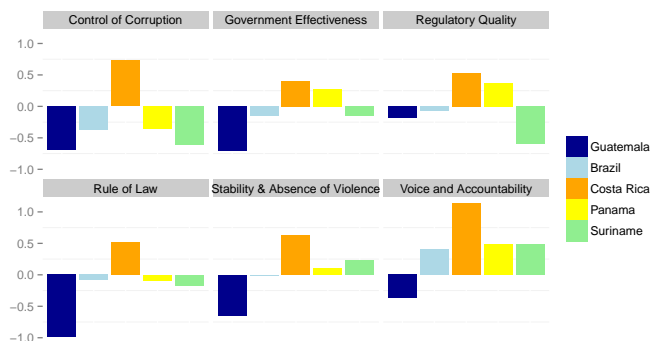
Source: WEF Global Competitiveness Report 2015

Logistics Performance Index (Scale 1-5, 5=best)



Source: Logistics Performance Index (World Bank)

World Governance indicators (Std. score, High=best)



Source: Worldwide Governance Indicators

Trade Policy

| | 2010 | 2014 |
|--|------|-------|
| Applied Tariff (Incl. Prefers. and Trade-Weighted) | 4.1 | 3.5 |
| Binding (%) | 100 | 100.0 |
| Dispersion (Standard Deviation) | 6.5 | 6.4 |
| Import duties collected (% , 2011-2013) [1] | — | 1.6 |
| MFN Tariff (Agriculture) | 9.9 | 9.7 |
| MFN Tariff (Non-Agriculture) | 4.8 | 4.6 |
| MFN Tariff (Simple Average) | 5.6 | 5.3 |
| Services sectors with GATS commitments [1] | — | 20.0 |

Sources: WITS, [1] WTO Trade Profiles

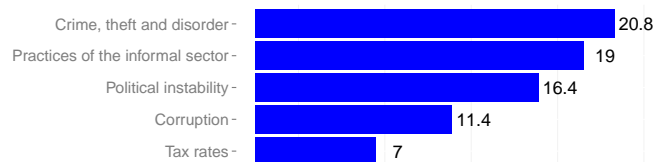
Private Sector's Views

Enterprise Survey 2013

| | Latin America and Caribbean | Guatemala | All Countries |
|---|-----------------------------|-----------|---------------|
| Number of electrical outages in a typical month | 2.80 | 2.30 | 6.30 |
| Percent of firms with a bank loan/line of credit | 45.80 | 49.10 | 34.30 |
| Proportion of investment financed by banks (%) | 19.90 | 22.40 | 14.30 |
| Proportion of investment financed internally (%) | 62.90 | 55.00 | 71.80 |
| Senior management time spent dealing with the requirements of government regulation (%) | 14.00 | 10.20 | 9.90 |

Source: Enterprise Survey 2013

Top 5 constraints according to ES 2013 (% respondents)



Source: Enterprise Survey 2013

Top 5 constraints according to WEF 2015 survey (% respondents among 88 executives)



Source: WEF Global Competitiveness Report 2015



Most Recent

Planned

WB Lending Pipeline

Active

Closed

[illegible]

WB ASA

Active

| Task ID | Task Name | Team Leader | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|-----------|-------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| None | | | | | | | | | |

Closed

| Task ID | Task Name | Team Leader | Management Approval Date | Product Line | RAS (Y/N) | Current Expenditure BB (US\$K) | Current Expenditure Total (US\$K) | Lifetime Expenditure BB (US\$K) | Lifetime Expenditure Total (US\$K) |
|---------|---------------------------------------|-------------|--------------------------|--------------|-----------|--------------------------------|-----------------------------------|---------------------------------|------------------------------------|
| P127536 | GT Clean Technology with value chains | Rekha Reddy | 2013-11-11 | TA | N | — | 0 | — | 102 |

IFC ASA

Active

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--------------|-------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| None | | | | | | | |

Pipeline

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--------------|-------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| None | | | | | | | |

Closed

| Project ID | Project Name | Team Leader | IP Approval Date | Expected End Date | Approval Value (in US\$K) | Total Expenditures (in US\$K) | Current FY Expenditure (in US\$K) |
|------------|--------------------------------------|-------------------------|------------------|-------------------|---------------------------|-------------------------------|-----------------------------------|
| 565207 | Fast track Simplification Guatemala | Martin-Montero, Ernesto | 2009-03-03 | 2011-09-29 | 117 | 136 | 0 |
| 538764 | Diagnostic of the Investment Climate | Batra, Geeta | 2005-08-10 | — | 0 | 0 | 0 |