



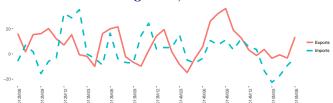
Snapshots Data Note



	GDP (US\$ llions) (2017)	Population (millions) (2017)	Land area km) (2014	(I	Income per capita (current US\$) (2017)	Poverty rate (2011) [1]	Unemployment rate (2014)	Ease of Doing Business Rank (2016)
	73.2	73.2 17.0		107,160.0		11.5	2.9	81.0
Macro Indicators								
	Avg 2	2003-2012	2013	2014		2016	2017	
GDP growth (annual %)		3.4	3.7	4.5		3.7	3.7	
Current account balance		-4.0	-2.7	-2.		-2.1	-2.0	
Fiscal balance (% of GDP)		-2.1	-2.1	-2.0		-2.0	-1.9	
Remittances, received (% of GDP) [1]		10.8	10.0	9.9		_	/	
Real Effective Exchange Rate (2010=100)		95.0	110.1	114.9		125.1	127.2	
Consumer Price Index, annual percent change		6.5	4.3	3.4	1.2	1.2	1.2	~
Investment indicators	Avg 2	2003-2012	2013	2014	4 2015	2016	2017	
Gross domestic investment (% GDP)		17.2	14.5	14.	5 14.2	14.1	14.0	
Gross domestic investment, of w: Private investment (% GDP) [1	1]	17.6	14.0	13.	5 —		_ ~	
Inward FDI (% of GDP) [2]		1.8	2.4	2.3	3 —	_	_	
Inward FDI, % of private investment [2]		10.5	NA	_		_		
Trade Indicators	Avg 2	2003-2012	2013	2014		2016	2017	
Total Trade in Goods and Services (% of GDP, real terms)		65.3	63.1	64.6		64.9	65.1	
Trade balance (% GDP, real terms)		-11.7	-10.7	-10.		-9.6	-9.2	
Exports, Goods and Services, annual percent change (real terms)		2.0	6.7	7.5	5.2	4.5	5.0	
Imports, Goods and Services, annual percent change (real terms))	2.9	4.3	6.0	3.2	3.4	3.4	
Total reserves in months of imports [1]		3.8	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),		Coffee, not roasted, whether or not	Blouses, shirts & shirt-blouses, wo
	fres			Precious metal
9		7	6	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)

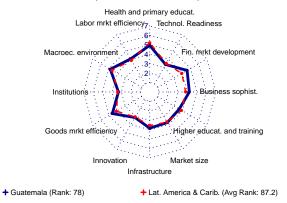
Doing Business 2015 Distance to Frontier (DTF) and Rank

		DTF			Rank	
	2015	2016	Change	2015	2016	Change
Ease of Doing Business	63.41	63.49	0.08	81	81	0
Dealing with Construction Permits	66.86	67.17	0.31	104	106	-2
Enforcing Contracts	34.55	34.55	0	173	173	0
Getting Credit	80	80	0	12	15	-3
Getting Electricity	88.84	85.76	-3.08	18	21	-3
Paying Taxes	80.04	81.18	1.14	54	50	4
Protecting Minority Investors	33.33	33.33	0	173	174	-1
Registering Property	66.39	66.42	0.03	74	75	-1
Resolving Insolvency	27.37	27.3	-0.07	153	153	0
Starting a Business	83.72	83.87	0.15	99	101	-2
Trading Across Borders	72.98	75.31	2.33	81	78	3

Source: Doing Busines Report 2015

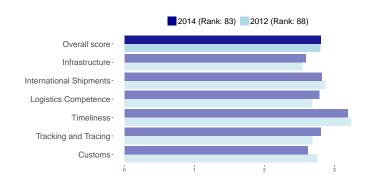
WEF Competitiveness Indicators

(Scale 1-7, 7=best)



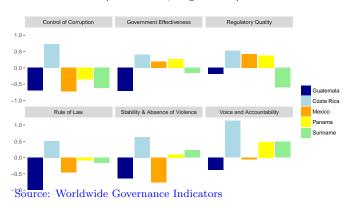
Source: WEF Global Competitiveness Report 2015

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



Source: Logistics Performance Index (World Bank)

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



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

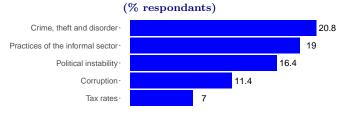
Private Sector View

Enterprise Survey 2010

	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

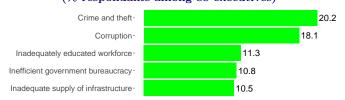
Source: Enterprise Survey 2010

Top 5 constraints according to ES 2010



Source: Enterprise Survey 2010

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



Source: WEF Global Competitiveness Report 2015





T&C Snapshots Operations Note



Guatemala

SCD/CPF

Most Recent

Product Document Date
Guatemala - Country Partnership Strategy (CPS) for the period FY2013-2016
2015-10-14

Planned

Product Concept Review Date Board Date

None

WB Lending Pipeline

Project ID	Project Name	Team Leader	Approval	Lending	Begin	Commitment	Latest	FY	Cum	FY Prob
			Date	Inst.	Appraisal	(US\$M)	Sort	Expenses	Expenses	
				Type			Overall	(US\$K)	(US\$K)	
							Risk			
							Rating			
None										

WB Portfolio

Active

Project ID	Project Name	Team Leader	Approval Date	Lending Inst. Type	Closing Date	Commitment U (US\$M)	Indisbursed Balance (US\$M)	Project Rating DO	Project Rating IP	Overall Risk	Months in Prob- lem Status
P112011	GT Enhancing MSME Productivity Project	Cristian Quijada Torres	2011-03- 03	IPF	2016-06- 30	32	2	U	U	S	31

Closed

Project ID	Project Name	Team Leader	Approval	Lending	Closing	Commitment	Project	Project	IEG
			Date	Inst.	Date	(US\$M)	Rating	Rating	Outcome
				Type			DO	IP	Rating

None

WB ASA

Active

Task ID	Task Name	Team Leader	Concept Approval	Output Approval	Product Line	$\begin{array}{c} \mathrm{RAS} \\ \mathrm{(Y/N)} \end{array}$	Current Expendi-	Current Expendi-	Lifetime Expendi-	Lifetime Expendi-
			Date	Date			ture BB	ture Total	ture BB	ture Total
							(US\$K)	(US\$K)	(US\$K)	(US\$K)
None										

Closed

Task ID	Task Name	Team Leader	Concept Approval Date	Output 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	2011-10-27	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	Expected	Approval	Total	Current FY
			Date	End Date	Value (in	Expenditures	Expenditure
					US\$K)	(in US\$K)	(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	