



INDUSTRIAL COSTS

One of the most important aspects to be considered by any Investment Project in Guatemala is related to the industrial costs such as basic services and salaries. This information will help to make an economic projection of the investment for the management and operation of the company. Among the main costs to be considered are:

SERVICES



ELECTRIC POWER

Regulated user (less than 100kW). The user's location determines the distribution company that will provide the service. The reference cost is US\$0.16.

Industrial user (greater than 100 kW) the price, quantity and term of the contract are agreed with the supplier. The reference cost is \$0.085.



POTABLE WATER*

Water can be supplied by drilling a privately-owned well and costs vary depending on location and depth of the well. Another option, pending of availability, is the cost of purchasing the rights to water service from Municipalities and be connected to the public network of supply. Costs may range from US\$779 to US\$6,493.

Private consumption costs:

- From 1 to 20 m³ fixed rate of US\$2.08 and US\$0.29 per m³ used.
- From 121 m³ and up, fixed rate of US\$2.08 and US\$1.45 per m³ used.

**Note: cost reference if the service is provided by the municipal government of Guatemala department.*



RENTING A PROPERTY FOR INDUSTRIAL USE

GUATEMALA CITY

- Warehouses and industrial parks: monthly rent per square meter ranges between US\$3.50 and US\$6.00.
- Offices, according to location and characteristics: monthly rent is set between US\$8 to US\$14 per square meter.
- Premises in shopping centers, according to the location and characteristics: rent per square meter between \$18 to \$45.

ESCUINTLA AND SAN MARCOS (SOUTH AND SOUTHWEST OF THE COUNTRY)

- Special Public Economic Development Zones: monthly rent per square meter ranges between US\$4 and US\$6.50.



CONNECTIVITY

Residential or Broadband Internet Access (BIA). There are different options for connection: wireless, satellite, cable, optical fiber and DSL (Digital Subscriber Line). The reference cost for a 60 MB asymmetric link is US\$208 and for 100MB is \$260.

Enterprise or Dedicated Internet Access (DIA). The upload and download speeds are constant (symmetrical connections). For the optical fiber link of 100 Mbps the cost is US\$1.125. The prices and terms of contract vary according to the private entity that provides the service.



**The average price of 1 GB of mobile data in Guatemala is \$1.944.*

SALARIES

MINIMUM SALARY IN GUATEMALA

According to Government Agreement #278-2021 (from January 1st 2022):

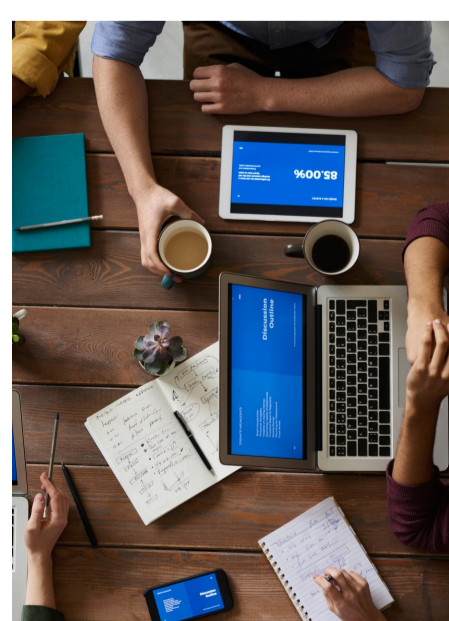
Economic Activity	Daily Salary	Monthly Salary	Incentive Bonus	Total Salary
Agricultural activities	US\$ 12.22	US\$ 371.61	US\$ 32.34	US\$ 403.95
Non-agricultural activities	US\$ 12.59	US\$ 382.83	US\$ 32.34	US\$ 415.17
Exports and maquila operations	US\$ 11.50	US\$ 349.85	US\$ 32.34	US\$ 382.19

	 Guatemala	 Costa Rica	 Mexico
Minimum Salary	US\$ 382.19	US\$ 534.72	US\$ 679.81
range in US\$	US\$ 415.17	US\$ 1,058.72	US\$ 1,023.80



PART TIME CONTRACTS

Government Agreement 89-2019 enables part-time contracts in Guatemala. Payment must be per hour and must not be less than the current minimum salary per hour. There must be added the monthly Incentive Bonus stipulated in Decree 78-89 and this cannot be proportional. To apply part-time contracts, the person must work less than the number of hours established for day, night or mixed shifts. The hours that are worked beyond the agreed schedule, must be taken as overtime and must be paid in that way. The rights and obligations of workers who are contracted part-time are the same as full-time workers, who are paid vacations, Christmas bonus, Bono 14, incentive bonus and Social Security.



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