

## Free Trade Zones

### Legal Entity - Free Trade Zone - Decree 65-89

A delimited, planned and designed area of physical land, subject to a special customs regime, in which individuals or legal entities are dedicated indistinctly to the production or commercialization of goods for export or re-export, as well as to the rendering of services related to international trade. The Free Trade Zone will be guarded and controlled by the customs authority. They may be public or private and will have physically separated the area where industrial and service users are located from those where commercial users are located, and may be established in any region of the country, according to legal provisions in force.

### Type of users

- Industrial: production or assembly of goods for export outside the national customs territory, re-export, or for technological research and development.
- Services: related to international trade.
- Commercial: commercialization of goods to be exported outside the national customs territory, as well as re-export without activities that change the characteristics of the product or alter its origin.

### Contact

Authorized by the Ministry of Economy, through the Directorate of Trade and Investment Services -DISERCOMI-.  
8 Avenida 10-43, zone 1  
Phone +502 2412-0200

More information here: <https://www.mineco.gob.gt/despacho-y-viceministerios/viceministerio-de-inversion-y-competencia/direccion-de-servicios-al-comercio-y-la-inversion>



### FREE TRADE ZONE QUALIFICATION PROCESS



1. Submit a request to DISERCOMI, which issues an opinion within 30 days.
2. With the previous report, MINECO will decide whether the application is admissible, within a period of no more than 15 days.
3. Once the administering entity is authorized, it can process user requests. See user requirements.



### INCENTIVES

- **Exoneration from taxes, customs duties and charges applicable to the import** of goods used in the production of goods and the provision of services.
- **Exoneration of 100% of the ISR<sup>1</sup>** for 10 years.
- **VAT exemption<sup>2</sup>** in the transfer of goods within and between Free Trade Zones.
- Exoneration from Stamp Tax and Special Stamped Paper for Protocols, for the purchase, exchange or transfer of real estate.
- **VAT exemption** for the acquisition of locally produced inputs to be incorporated into the final product and services.



#### Other benefits<sup>3</sup>:

- Warehouses of different dimensions
- Water
- Wastewater treatment
- Waste disposal
- Electricity
- Internet
- 24-hour security and surveillance
- Streets suitable for international commercial activity

#### Article 25 of the Free Zone Law:

Industrial Users that are installed under the Free Trade Zone regime, may export to the following countries. National Customs Territory, with prior authorization from the Industrial Policy Directorate, which will notify the General Customs Directorate, up to a maximum of twenty percent (20%) of its total production.

<sup>1</sup> Income Tax

<sup>2</sup> Value Added Tax

<sup>3</sup> These benefits may vary according to what each Free Trade Zone offers.



## PROHIBITIONS

### ARTICLE 41.\*

The following activities may not be produced or commercialized from the Free Trade Zone, nor may they be developed within them:



Exploitation, commercialization, deposit or temporary storage with suspension of duties and taxes, of crude oil and fuels derived from oil, as well as natural gas. Exempt from this provision is the deposit of the aforementioned products, which those who use these products in their own productive processes have for themselves, in their own storage places. Such circumstance must be accredited with the corresponding license issued by the respective agency of the Ministry of Energy and Mines.



Alcoholic beverages, alcoholic liquids and vinegars except wines and ciders.



Natural or artificial mineral water and carbonated water with or without added sugar or other sweetener or flavoring, ice and snow, beer and malt.



Fishing and breeding of marine or freshwater species.



Forestry, exploitation and commercialization of timber in logs, logs, boards and planks.



Cane sugar, refined or unrefined, and molasses, its derivatives and substitutes.



Coffee in cherry, parchment and gold.



Cardamom in cherry, parchment and gold.



Uncarded cotton.



Fresh banana.



Unhulled sesame seeds.



Rubber in its raw state.



Reproduction, breeding, fattening and slaughter (livestock) of cattle, swine, goats, poultry and any other species.



Mining in its extraction phase.



Distribuidora de Electricidad de Oriente S.A. –DEORSA–



Processing and handling of explosives and radioactive materials.



Breeding, cultivation and processing of flora and fauna species protected or prohibited by special agreements or laws.



Packing, packaging or labeling of products to which Guatemala is subject to quota.



Sowing of agricultural products of any kind.



Cigarettes and tobacco products.



Cement and clinker.



Construction materials for gray work.



Importation of vehicles for sale or lease into the national customs territory.



Metallic and non-metallic mineral products from mining and quarrying; scrap or waste of steel, iron and other ferrous and non-ferrous materials.



African palm and walnut.



Supply of food, prepared or not, destined to employees or to companies benefiting from this Law and any other liberatory or suspensive regime.



Financial or financial intermediation services.



Municipal Electric Utilities: In the areas of operation of the municipal electric utilities, energy distribution is the exclusive responsibility of the municipality.



Fixed, mobile, digital or satellite telephony services.



Television, cable, satellite or digital television and radio broadcasting services.



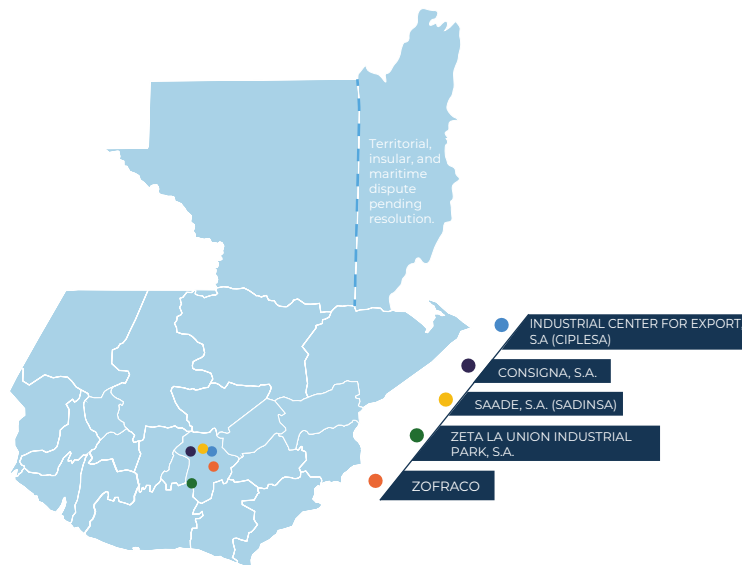
Jewelry and precious stones as final goods.

## REQUIREMENTS

1. Request from the user entity (download: <https://www.mineco.gob.gt/despacho-y-viceministerios/viceministerio-de-inversion-y-competencia/direccion-de-servicios-al-comercio-y-la-inversion#>). DISERCOMI issues an opinion within 30 days
2. With the previous opinion, MIECO resolves whether or not the user's operation request is valid or not within a period of no more than 15 days.

### The application must be accompanied by:

- One copy of the appointment of the duly registered legal representative.
- One copy of the Personal Identification Document (DPI) of the legal representative.
- Proof of the Unified Tax Registry.
- One copy of Patent of Commerce of Company and Society.
- Copy of receipt of last payment of IGSS dues
- Solvency of not having outstanding fines in the IGSS.
- Tax solvency issued by SAT
- Certification of Shareholders Registry.
- Affidavit before a Notary Public stating that it has not been sanctioned with revocation of the benefits conferred by the Free Zone Law, that it is not operating as a beneficiary of the Santo Tomás de Castilla Free Zone and that it is not benefiting from the tax incentives of other laws in force.



**Lease price range in free trade zones:**  
Lease from 5 to 8 USD per m2  
Maintenance from 2 to 4 USD per m2

| Free Trade Zone                             | Location  | Contact  | Phone   | E-mail   | Ubication  |
|---|---|--|---|--|--|
| INDUSTRIAL CENTER FOR EXPORT, S.A (CIPLESA) | 37 Avenida 2-77 zona 7 Colonia El Rodeo               | Leticia Estrada  | +502 2431-3109,<br>2420-4600 Ext. 1220<br>Cel. +502 5450-9698 | leticia.estrada@denimatrix.com   | CENTRO INDUSTRIAL PARA LA EXPORTACION, S.A (CIPLESA) |
| CONSIGNA, S.A.                              | Ruta al Pacifico km 19.3, Granjas Italia, Villa Nueva | Clayton Alburez  | +502 5963-6871<br>+502 6630-5353 Ext. 104                     | clayton@quirsa.com   | CONSIGNA, S.A.                                       |
| SAADE, S.A. (SADINSA)                       | 26 Avenida 08-50 zona 4 de Mixco, Colonia El Naranjo  | Vilma Quiroa<br>Viviana López                          | +502 2428-6900  | liz14209@hotmail.com<br>recepcionsadinsa@gmail.com<br>mayrarendon@sadinsa.com.sv           | SAADE, S.A. (SADINSA)                                |
| ZETA LA UNION INDUSTRIAL PARK, S.A.         | Km 30.5 CA-9 Sur Amatitlán                            | Ana Lucia Marroquin                                    | +502 6638-3838<br>+502 6633-1609                              | amarroquin@zetaonline.com<br>rcastaneda@zetaonline.com                                     | PARQUE INDUSTRIAL ZETA LA UNION, S.A.                |
| ZOFRACO                                     | 18 Avenida 40-23, Zona 12, Guatemala                  | Silvia Méndez<br>Gustavo Tamayac<br>Jorge M. Gutiérrez | +502 2462-4300<br>+502 2474-9000 Ext.1185                     | silvia.mendez@cropa.com.gt<br>gustavo.tamayac@zofracro.com<br>jorge.gutierrez@cropa.com.gt | ZOFRACO  |

<sup>4</sup>Guatemalan Institute of Social Security.

<sup>5</sup>Superintendencia de Administración Tributaria