

ON ONA CITY PARK

GUATEMALA'S FIRST INDUSTRIAL CITY



SWOT



STRENGHTS	WEAKNESSES	OPPORTUNITIES	THREATS	
 Location 1. Local and regional connectivity 2. Far from towns or villages that could cause social impact or urbanistic risks Hydraulic capacity Terrain's flatness, quality and resistance Out of risk of floods and volcanic eruptions Anchor companies in the project Lower land costs vs. city projects 	 Longer distance for clients whose primary demand is located in the city Qualified workmanship in the area Rainy weather No additional tax benefits in Escuintla's municipal law 	 10+ roadway projects mapped for development Development hub in ZDEEP zone Little supply of logistics projects in the area Lower rent costs vs. projects in the city 	 Laws and taxes modifications Competition and commercialization of similar projects (Michatoya) Competitive projects closer to the city Government's development stagnation (airports, highways, ports) 	



A WORLD CLASS LOGISTICS PROJECT TO SERVE LOCAL & REGIONAL NEEDS

NUMA CITY PARK VS. OTHER GUATEMALAN AREAS											
AREA WEIGHT		WEIGHT %	METROPOLITAN AREA	PACIFIC EXIT (AMATITLÁN)	ATLANTIC EXIT (PALENCIA)	ESCUINTLA	ATLANTICO ROUTE	CENTRAL AREA			
A	GROWTH CAPACITY	25%	VERY LIMITED	LIMITED	LIMITED	+DISPONIB -50Ha	+DISPONIB -6HA	LIMITED			
В	HYDRIC RESOURCES	20%	LIMITED	LIMITED	LIMITED	+DISP	+DISP	LIMITED			
С	ROAD CONNECTIVITY	20%	<u>-</u>	+	+	++	+	+			
D	RENT \$/M2	15%	7.0 TO 9.0	5.0 TO 6.0	4.0 TO 6.0	3.5 TO 5.0	3.5 TO 5.0	6.0 TO 7.5			
Е	ICL RANKING	10%	1	12	23	26	30	90			
F	SUPPLY	5%	-15KM	-20KM	-30KM	-45KM	+120KM	0 KM			
G	GDP	5%	\$18.7	\$9.8	\$8.6	\$7.6	\$6.9	\$2.2			
EVALUATION (1 - LOW, 5 - HIGH)		100%	2.0	3.4	3.2	4.4	3.9	2.8			



NUMA CITY PARK AS A ZDEEP FIGURE TO GENERATE VALUE TO ALL ITS CLIENTS

TAX-EXEMPT TRANSACTIONS FOR USERS (ISR, IVA, ISO)

1. SPARE PARTS, INVENTORY AND MACHINERY IMPORTATION IS EXEMPT OF DAI AND VAT



SUPPLIERS

OTHER PARTNERS

2. LOCAL CUSTOMERS
Subject of tax payment

3. FOREIGN CUSTOMERSExempt of taxes

4. ZDEEP USER TYPES

- INDUSTRIES
- Production
- Manufacturing
- Transformation
- Assembly

- COMMERCE
- Commercialization
- Distribution
- Storage
- Conservation
- Division

- SERVICES
- Packing
- Repackaging
- Packaging
- Handling
- Classification
- Other import/export transactions

- 100% exempt of Income Tax (ISR) for 10 years
- Temporary suspension of VAT (IVA), customs duties, other charges in the importation of merchandise that enter the zone (commodities, supplies, materials, intermediate products, machinery, equipment, spare parts and accessories) until the merchandise is imported to the National Customs Territory.
- VAT (IVA) exemption for recorded events and acts carried out within the free zone when exported to foreign trade.
- Exemption from tax stamps on documents containing acts or contracts on goods and businesses in the area.
- The goods do not cause abandonment once the contract is in force.
- The state or municipalities may grant non-fiscal incentives to specific users.
- The municipalities where a ZDEEP is located may receive partial profits.



PUBLIC PROJECTS TO CONNECT PORTS, SOUTHERN BORDER COAST & RING ROADS IN THE METROPOLITAN AREA ARE BEING PLANNED

- · 40+ public and private projects are being planned
- \$1,000M to be invested in the upcoming 10 years
- Several projects to improve connectivity between CA2 and CA9 as the main productive road
- Encirclement roads to improve mobility in the city

A WORLD CLASS
INDUSTRIAL CITY PARK