



numa

CITY PARK

July 2022



Content



Guatemala: a strategic location to invest and do business



Industrial parks reimagined



Numa City Park: a world-class partner for your business



Productive chaining platform, connectivity and growth

GUATEMALA

A LAND TO INVEST



MINISTERIO DE ECONOMÍA

MINISTERIO DE RELACIONES EXTERIORES

MINISTERIO DE FINANZAS PÚBLICAS

PRONACOM
PROGRAMA NACIONAL DE COMPETITIVIDAD DE GUATEMALA



Why **investing** in Guatemala?



Macroeconomic Resilience and Stability

- **Stable** exchange rate: Q7.7 = \$1.0 USD
- 4 out of 10 products manufactured in C.A. are made in Guatemala
- 75% **GDP growth** in 2021
- The **most resilient country** in the region after the pandemic
 - GDP only under -0.5%
- +30 trade and investment international agreements
- **Exports** grew 21% in 2021
- **Imports** grew 46% in 2021
- Stable inflation average of 4% in the past years
- Foreign **investment** 3x higher than the 2021 target
- **Remittances** exceeding \$US 15 Billion



Strategic location and export platform

- **Direct access** to Pacific and Atlantic coast ports
- **Connectivity**: 2 airports, 22 commercial airlines and 11 cargo airlines operating
- The **second largest** maritime cargo operation in Central America (17.89%), surpassed only by Panama
- **Proximity to key** markets with competitive logistics costs and times
- **Trade agreements** with +40 countries for export
- **Customs union** between Guatemala, El Salvador and Honduras reduced customs time by 90%



Cost competitiveness and investment incentives

- **Best regional electricity price** <\$0.16kw
75% **renewable energy**
+93 million mt3 of **water** per year
Lower **telecommunications services costs**
\$411 minimum **wage** for **skilled labor**
- **Investment incentives** such as:
 - Decree 29-89: Export and Maquila Activity.
 - Decree 65-89 Free Zones Law.
 - Decree 22-73 Law on ZOLIC and ZDEEP.



Nearshoring: US congress' statements + VOC Supply chain challenges + Strong wave of Nearshoring in Latin America, specially to Guatemala due to immigration



GUATEMALA: A STRATEGIC LOCATION TO INVEST AND DO BUSINESS



**Governance
strategy**



**Sufficient inputs at
competitive costs**



**Macroeconomic
Stability**



**Strategic
Location**



Export Platform



Modern facilities



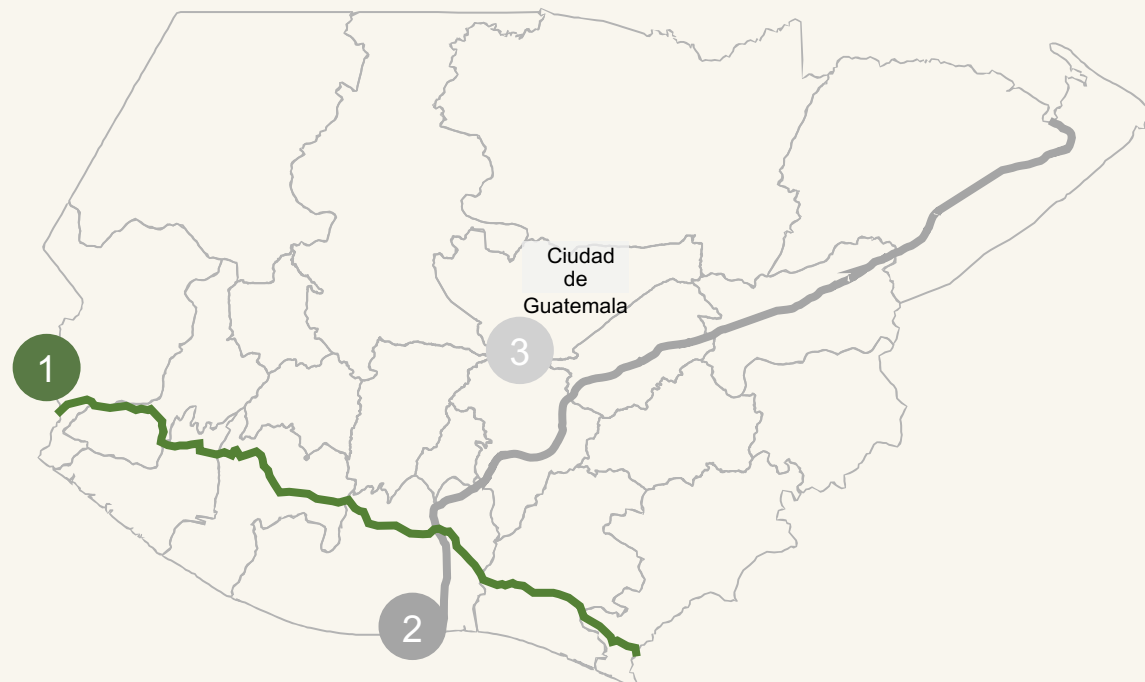
**Incentives
for Investment**



Rule of Law

41 priority infrastructure projects

...located around 3 areas of competitiveness



1

Border to Border Connectivity

9 projects

283 km

Investment of +US\$
~900M

2

Port to Port Connectivity (Including ring road Guatemala City)

25 projects

~688 km

Investment of +US\$
~4.400M

3

Improved mobility in Guatemala city

7 projects

19 km

Investment of ~US\$
~140M



Nearshoring

Nearshoring, una oportunidad de oro para Guatemala

Jul 7, 2021 | En la mira, Noticias de hoy



La nación busca posicionarse como un destino atractivo para que empresas de países cercanos subcontraten procesos de negocio, una oportunidad dorada para atraer mayor Inversión Extranjera Directa (IED).

INVERSIÓN
Nmobiliaria
Única revista para el profesional e inversionista inmobiliario

Guatemala: parques industriales se transforman para satisfacer las necesidades del mercado



SUPPLY CHAIN

Nearshoring, A Strategic Response to the Current Supply Chain Model

March 2, 2022

Nearshoring, the process of moving operations to a nearby country, has emerged as a strategic answer to lack of diversified resources caused by offshoring.

Related To: [Fusion Worldwide](#)



PRONACOM
PROGRAMA NACIONAL DE COMPETITIVIDAD DE GUATEMALA

Guatemala, el destino nearshore para sus inversiones



Nearshoring

US congress' statements + VOC Supply chain challenges
+ Strong wave of Nearshoring in Latin America, specially
in Guatemala, due to immigration

Split Nearshoring – Main industries and markets

Leaves:

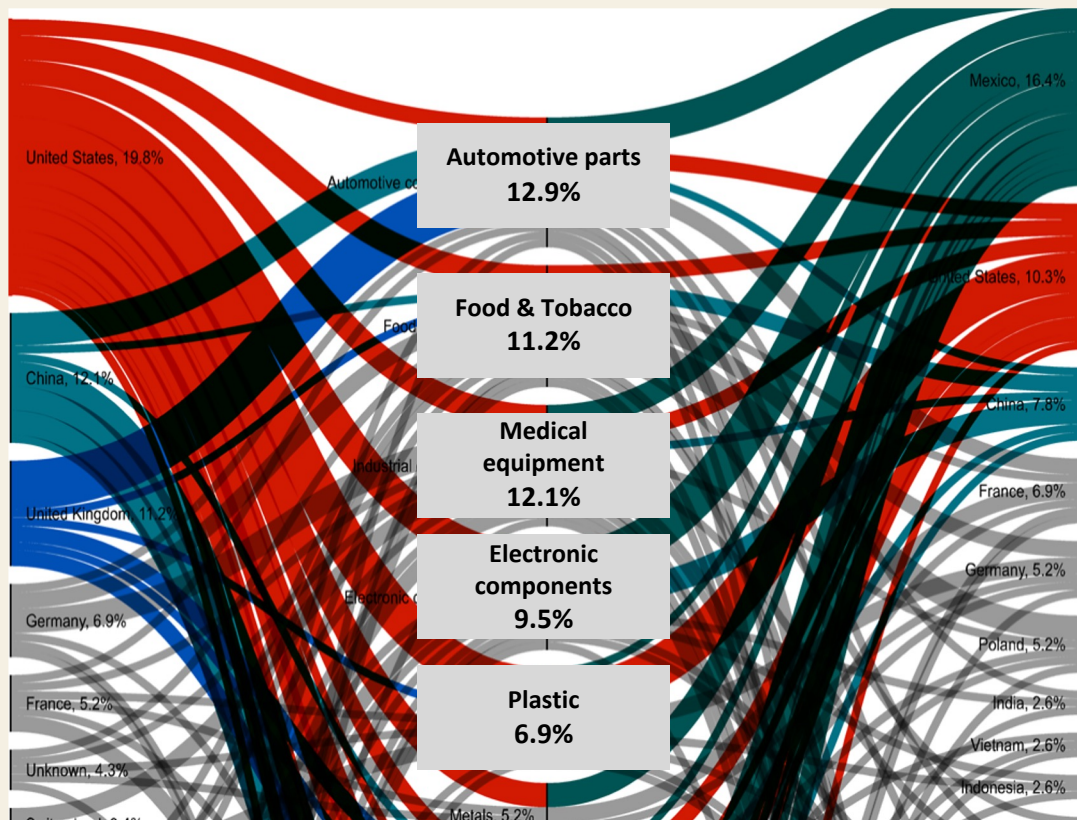
EEUU
19.8%

China
12.1%

UK
12.1%

GER
6.9%

FR
5.2%



Enter:

Mex
16.4%

EEUU
10.3%

China
7.8%

FR
6.9%

GER
5.2%

\$215 Bio per year: relocation foreseen due to nearshoring
effect worldwide, 52.6% Split concentrated in 5 industries

TOTAL NEARSHORING OPPORTUNITIES BY COUNTRY ADDITIONAL EXPORTS OF GOODS (M: US\$ MILLIONS, B: US\$ BILLIONS)



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Industrial parks reimagined



Numa City Park: a world-class partner for your business



Productive chaining platform, connectivity and growth



Numa City Park surpasses any industrial park ever built in the region, becoming the best place to invest and do business thanks to its strategic location.

Its vertical business integration provides access to all the inputs required to produce goods and services, at lower costs.

Numa is a business hub committed to exceed the highest sustainability, development and environmental care standards.

We are particularly interested in our clients' growth, offering a safe and healthy environment for their employees that also benefits the local communities around us.

The committed group of experts behind Numa, ensure the project's viability and leadership.



Manufacturing
and industry



Logistics
Hub



3PL



Vertical
Integration



Sustainable
& Social



Commerce



Housing

General characteristics



- **+350Ha** of land extension
Flat terrain, out of natural and urbanistic risks.
Excellent location **in between CA2 and CA9 highways**,
with **+70% of the guatemalan imports and exports flow**
- Close to stores, banks, services, transportation and workforce
- 8min drive from Escuintla, 25min drive from Sta. Lucia Cotz and 50min drive from Antigua Guatemala
- +30 blocks of **private nature reserve**
- Optional **tax-exempt benefits** under ZDEEP figure
- **World class** construction standards



Numa is located in Guatemala's main industrial development zone

Main industrial development concentrated in CA2 & CA9 highways, with +70% of the guatemalan imports and exports flow

NUMA Route to:	KM	Time
Mexico Border	187	03:15
El Salvador Border	114	02:00
Puerto Quetzal	52	00:55
Guatemala City	42	00:45
Antigua Guatemala	25	00:30
Puerto Barrios	361	06:30
Puerto Santo Tomas	362	06:30
Honduras Border	377	06:50
Belize Border	566	10:00

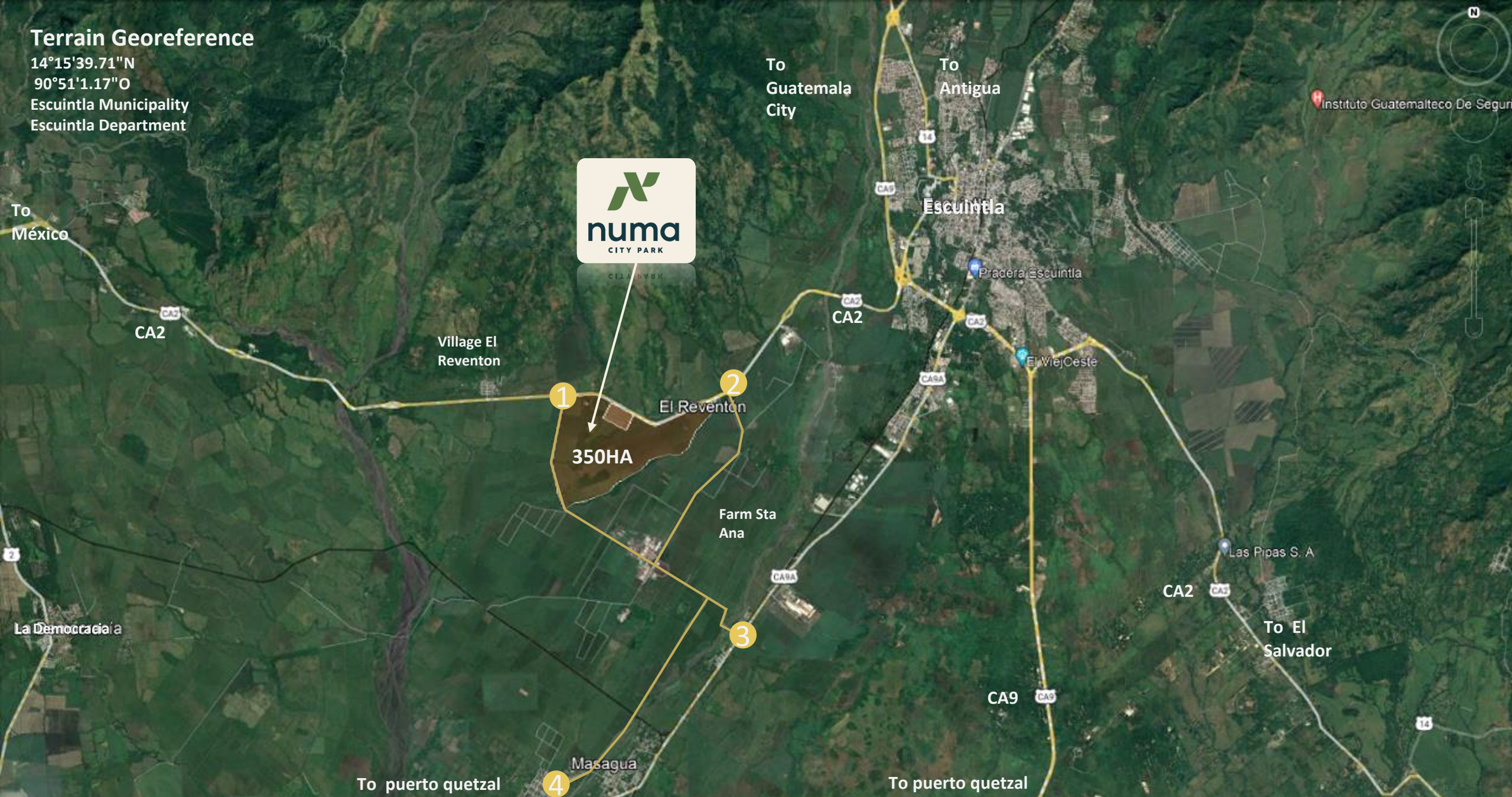
Terrain Georeference

14°15'39.71"N

90°51'1.17"O

Escuintla Municipality

Escuintla Department







PHASE 4

- 35.3 Mz
- Commerce and housing areas

PHASE 1

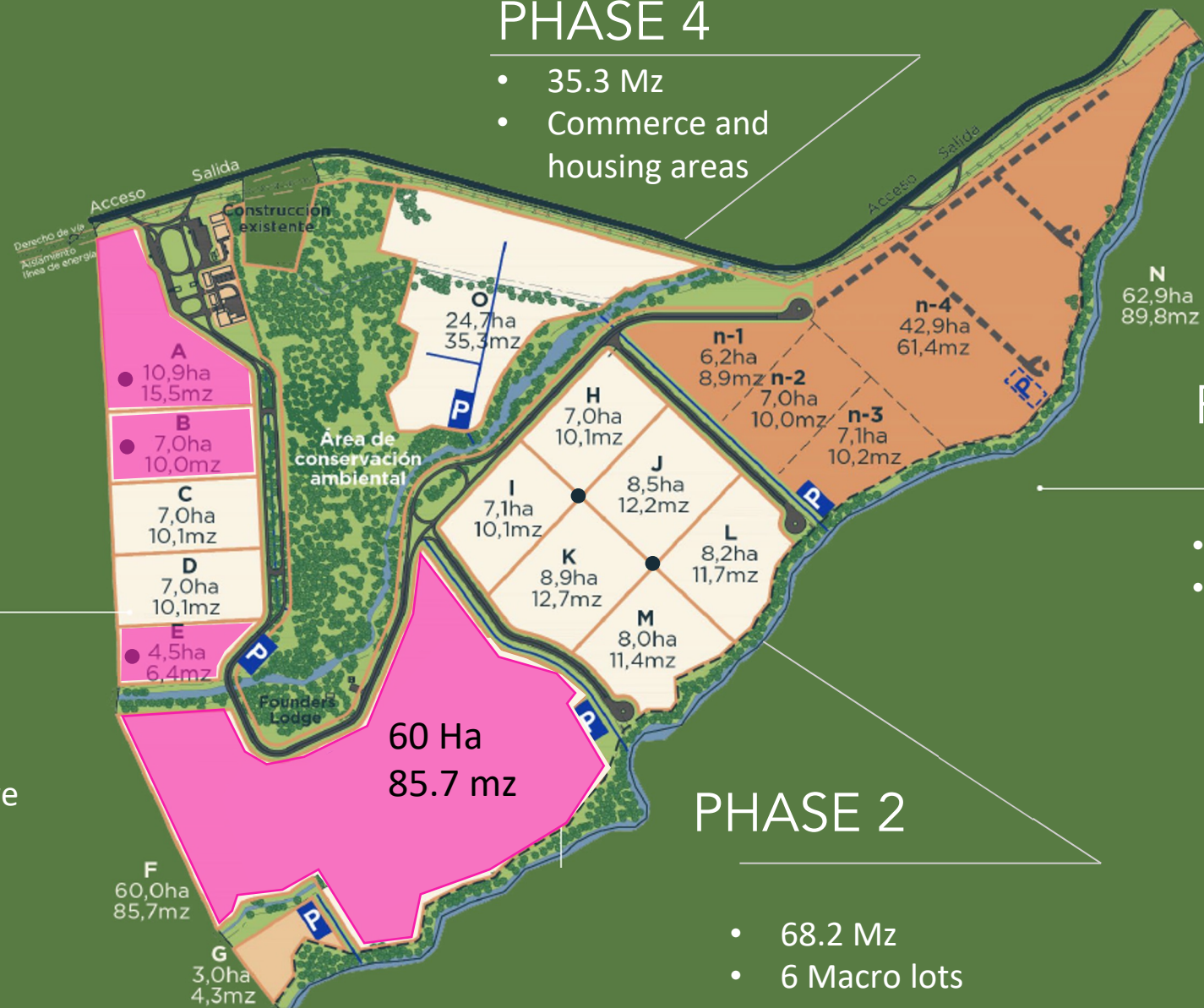
- 200Mz
- 5 Macro Lots
- Water Reserve
- Private nature reserve

PHASE 3

- 100 Mz
- 10 macro lots of 10Mz (7Ha) Apice

PHASE 2

- 68.2 Mz
- 6 Macro lots



- Available
- Reserved

General Plan

Main entrance directly connected to CA-2 for clients' convenience.

Services

- Administration Office, Garbage collection, Power substation, Sentry box

Operations

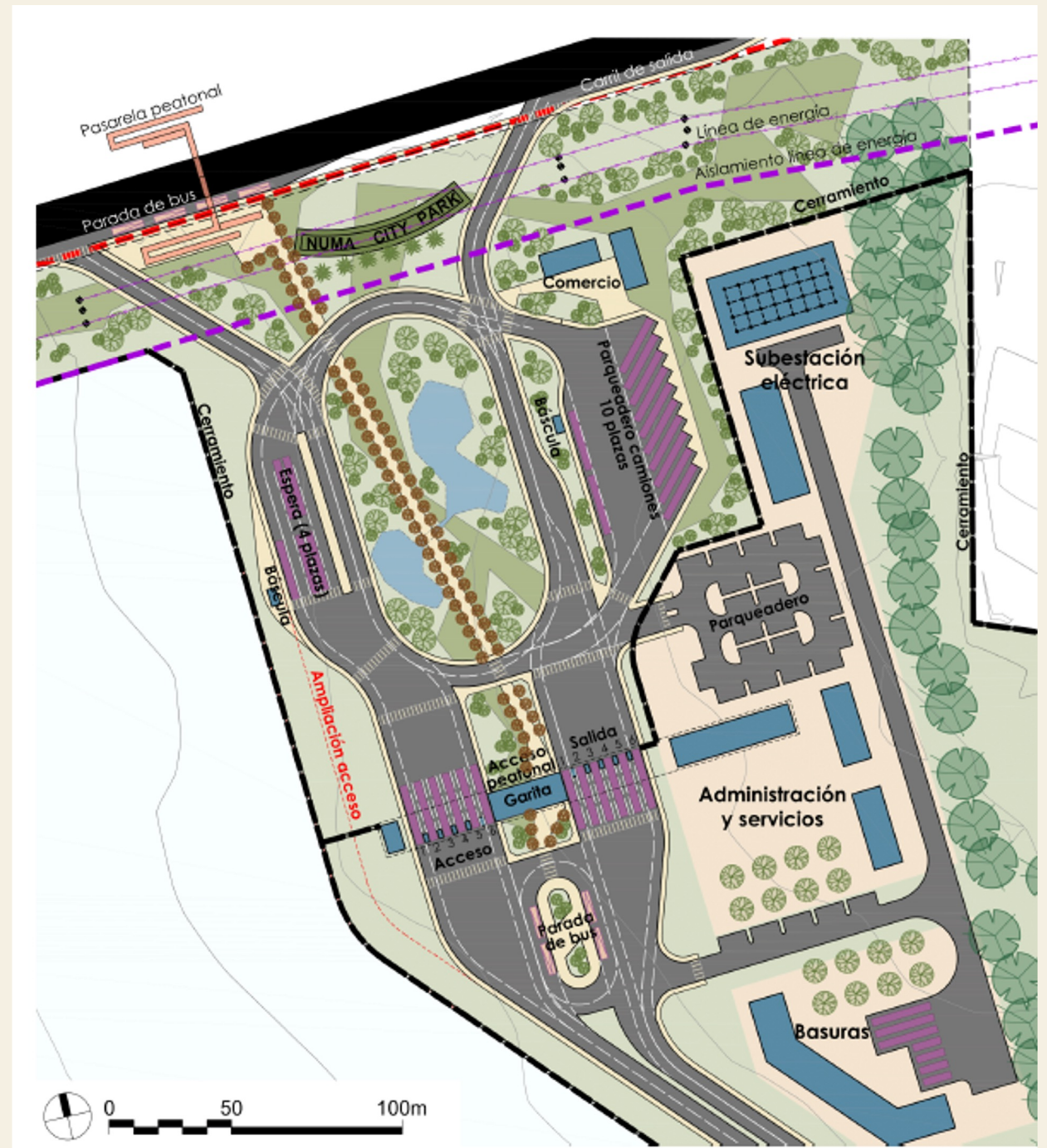
- Waiting area
Input and output scale
- Wide access and exit lanes
Outdoor parking for light-duty vehicles

Road design standards

- Access and exit lanes
- Internal bus stop
- Truck crossings between waiting, truck parking, exits and entrances
- Rail separator design

Other topics

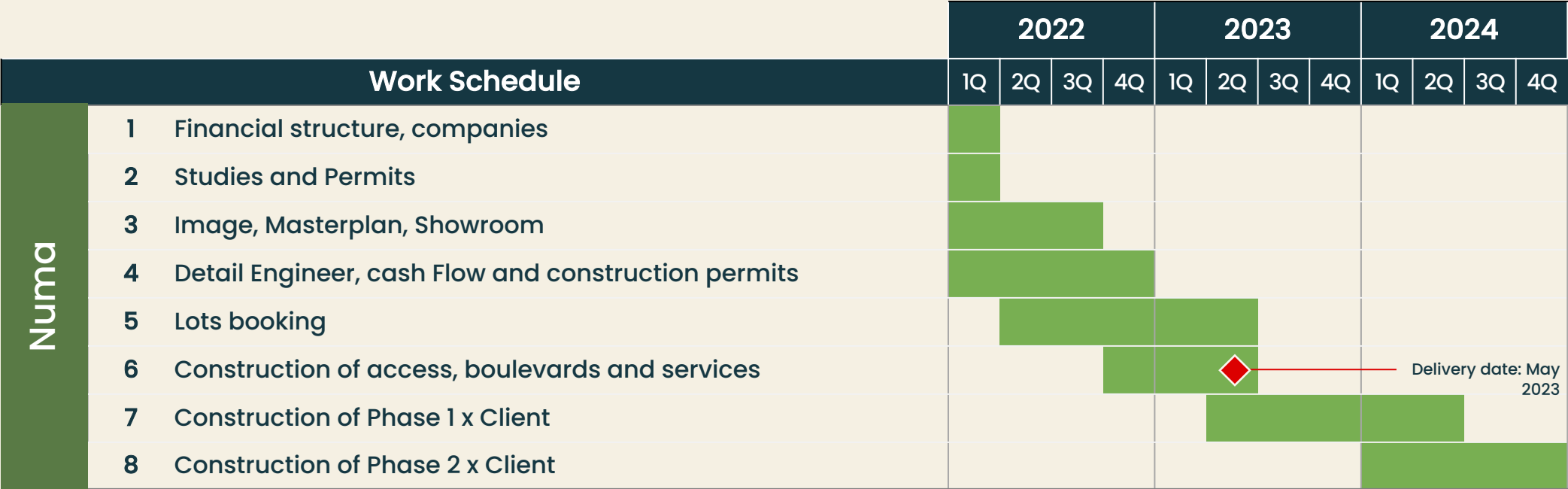
- Security, enclosures, lighting, signage, controls

















Numa Front Entrance View



Project Phase 1 ready for Q1 2023



Numa's development is backed up by a an expert team, working to facilitate permits and ZDEEP status

Legal	Finance	Land, Studies, Permits	Market	Urbanization	PMO	Marketing / Promotion
Maria Mercedes Marroquín	Oscar Arrecis	F. Areano / Pocasangre	Cushman & Wakefield	Mario Noriega y asociados	Pablo Delgado	EIKON
<ul style="list-style-type: none"> • M. Vela (validación) • Quil4 (Zolic y tributario) 	<ul style="list-style-type: none"> • Luis Panadero • ZDEEP (ZOLIC) 	<ul style="list-style-type: none"> • Juan Pablo Peña • Luis Chicas • Sergio Muñoz • Ing. Civil • Municipalidad 	<ul style="list-style-type: none"> • Bernal Rodriguez • Jose Ignacio 	<ul style="list-style-type: none"> • Mario Noriega • John Poveda 	<ul style="list-style-type: none"> • Enrique Collia 	<ul style="list-style-type: none"> • Photography • Marketing • Design • Branding
						
Architecture	ZOLIC	Tributary	Engineering Consultant	Electrical energy	Hydrology	Soils
Darcon	ZOLIC	Grant Thorton	PIASA	Carlos Colon	igh	Laboanalysis
<ul style="list-style-type: none"> • Rodolfo Cabrera 	<ul style="list-style-type: none"> • Christian ZDEEP 	<ul style="list-style-type: none"> • Edy Perez 	<ul style="list-style-type: none"> • Mauricio Arce • Luis Ezpeleta 	<ul style="list-style-type: none"> • Carlos Colon 	<ul style="list-style-type: none"> • Sergio Muñoz 	<ul style="list-style-type: none"> • Laboratorio Análisis
						



Founders Lodge

Clubhouse located within the private nature reserve that complements Numa's amenities



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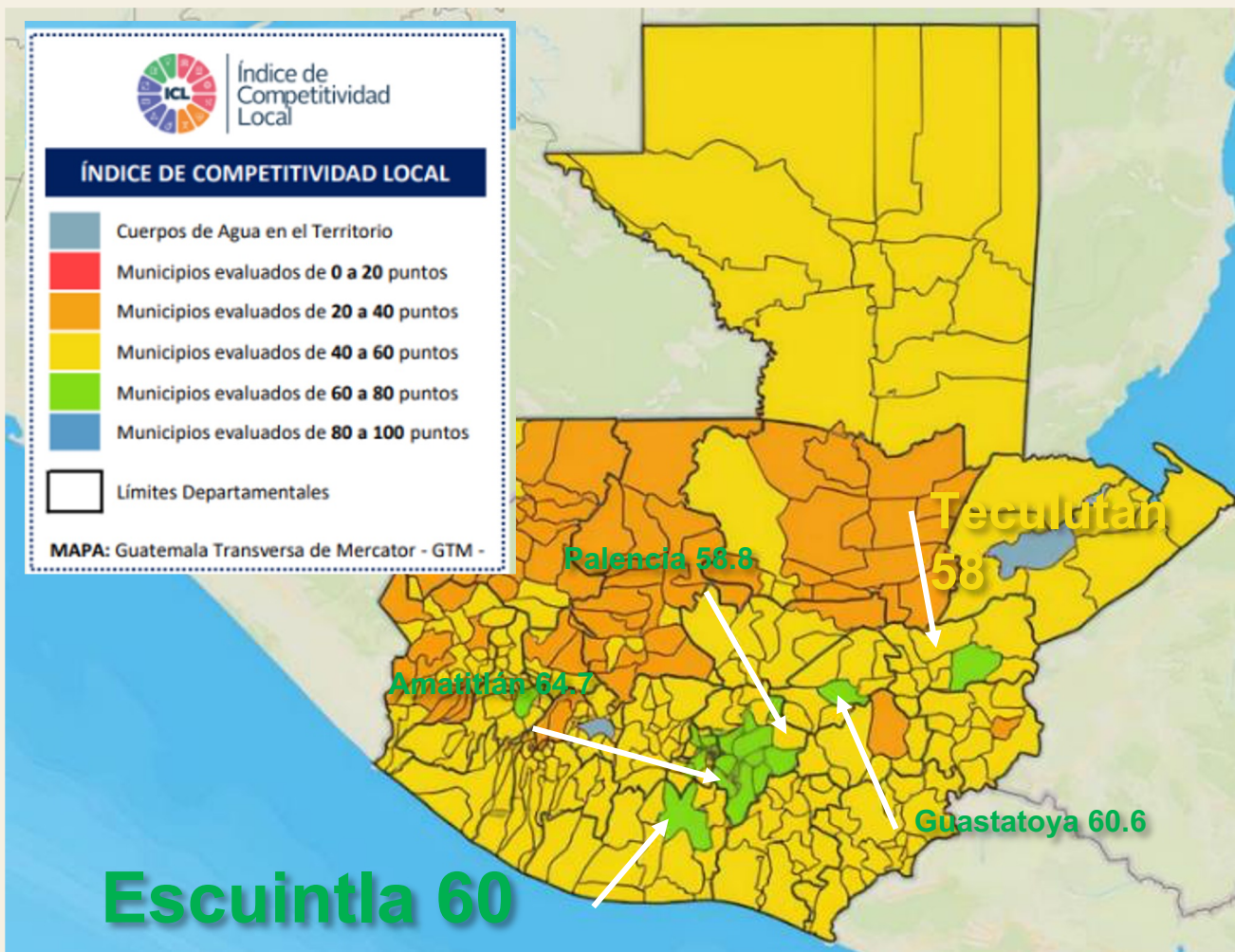
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Local Competitiveness Index



MUNICIPALITY	Escuintla
ICL 2021	60 out of 100pts
INSTITUTIONS	69.99
INFRASTRUCTURE	73.84
TICs ADOPTION	37.24
ECONOMIC ENVIROMENT	84.85
HEALTH	76.30
WORKFORCE AND TALENT	54.61
LABOUR MARKET	93.15
MARKET SIZE	36.93

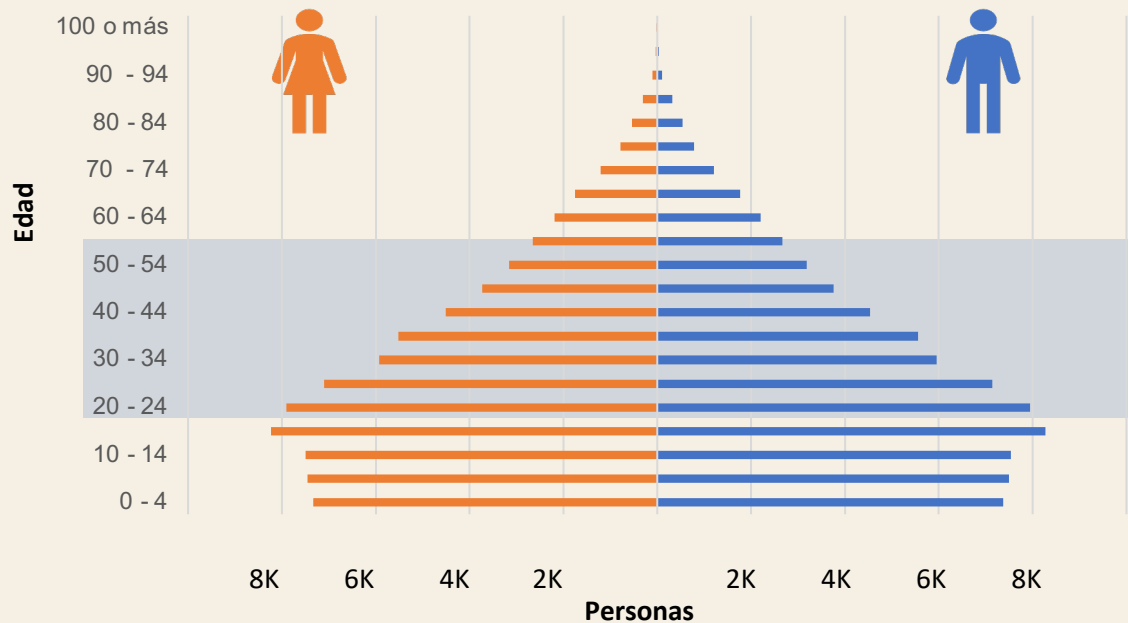
Escuintla

- **+7 universities:** Universidad de San Carlos, Del Valle, Galileo, Mariano Gálvez, San Pablo, etc.
- Proximity to government institutions, shopping centers, banks, amenities and basic services.
- Escuintla, within the towns with best ICL ranking for local productivity



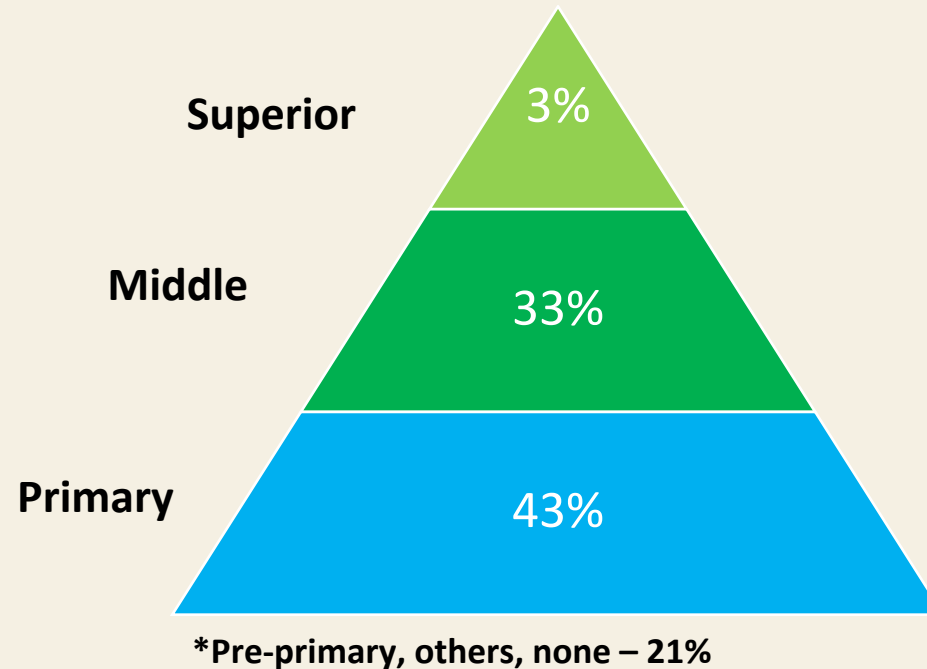
Demography

Age Inhabitants Escuintla



- Department with 813k inhabitants, 36% in close proximity to the project – 21% Escuintla + 15% Santa Lucia Cotzumalguapa
- Average age 27 years
- 50% Population between 20 and 54 years old
- 38% Economically active population

Educational level Escuintla



- 79% population with primary education and 36% with secondary or higher education.
- Presence of +7 universities in the department



Mains

Access to the national electricity network. A 69Kv line passes over the ground and a substation less than 1km away.



Voltage levels

- 230Kv
- 138Kv
- 69Kv

- Line 69kv INDE Alborada-Jocote available capacity of 121.3MVA
- 69kv line crosses over Numa's terrain 230Kv to 1.2 Kilometer Line
- 6 Substations around 10Km
- Numa's electrification project is being evaluated

Numa's hydraulic capacity

Numa has a water generation capacity of +19,000 liters per minute.

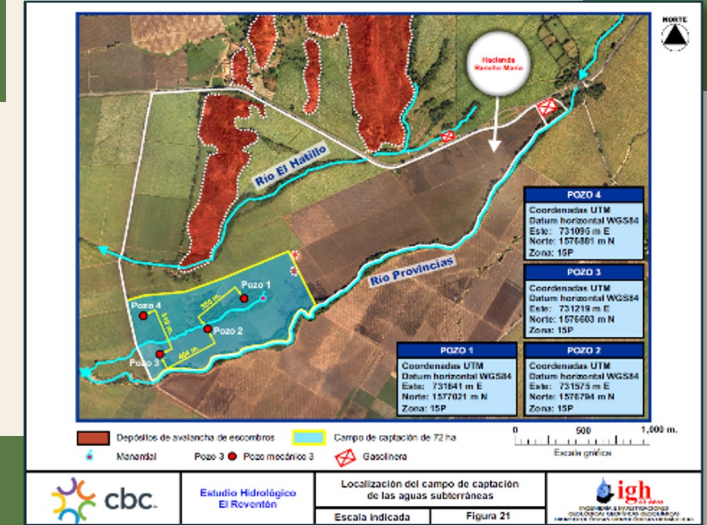
The sustainability of the well guarantees more than 100 years of extraction.

High water quality:

- No hydrocarbons
- Low concentration of calcium, carbonates, iron and magnesium

Three possible sources of future supply

- Soil collector
- Capture via <1,000-feet-deep well
- Capture via >1,000 deep well




HYDRAULIC CAPACITY

Escuintla is among the 15 towns with the highest yearly rainfall >1300 mm

6 rivers in the surrounding area:

Achiguate River, Aceituno River, Tulilo River and Limoncillo River.

A WORLD-CLASS LOGISTICS PROJECT
TO MEET LOCAL AND REGIONAL NEEDS

NUMA CITY PARK VS. OTHER AREAS IN GUATEMALA								
AREA		WEIGHT %	 ESCUINTLA	METROPOLITAN AREA	PACIFIC EXIT (AMATITLÁN)	ATLANTIC EXIT (PALENCIA)	ATLANTIC ROUTE	WEST
A	GROWTH CAPACITY	25%	+DISP >50 HECTARES	VERY LIMITED	LIMITED	LIMITED	+DISP >10 HECTARES	LIMITED
B	WATER RESOURCES	20%	+DISP	LIMITED	LIMITED	LIMITED	+DISP	LIMITED
C	ROAD CONNECTIVITY	20%	++	-	+	+	+	+
D	LEASE \$/M2	15%	3.5 To 5.0	7.0 To 9.0	5.0 To 6.0	4.0 To 6.0	3.5 To 5.0	6.0 To 7.5
E	ICL RANKING	10%	26	1	12	23	30	90
F	CENTRAL DEMAND	5%	-45KM	-15KM	-20KM	-30KM	-120KM	0KM
G	PIB (\$K)	5%	\$7.6	\$18.7	\$9.8	\$8.6	\$6.9	\$2.2
EVALUATION (1 – LOW, 5 – HIGH)		100%	4.4	2.0	3.4	3.2	3.9	2.8



ESG

Numa's development will have a positive impact in Escuintla:

Employment creation – +30,000
direct and indirect jobs

Awareness of ecological
and responsible
integration

Projected
investment: Total
development of the
project ~\$1.2 Bio

Direct impact to local businesses in
transportation, housing, catering,
shopping malls and markets

IUSI
Applicable to
190 Has
Numa terrain

Educational development – Vocational
technical schools, development of
universities in the area



**SUSTAINABLE
DEVELOPMENT
GOALS**

Content



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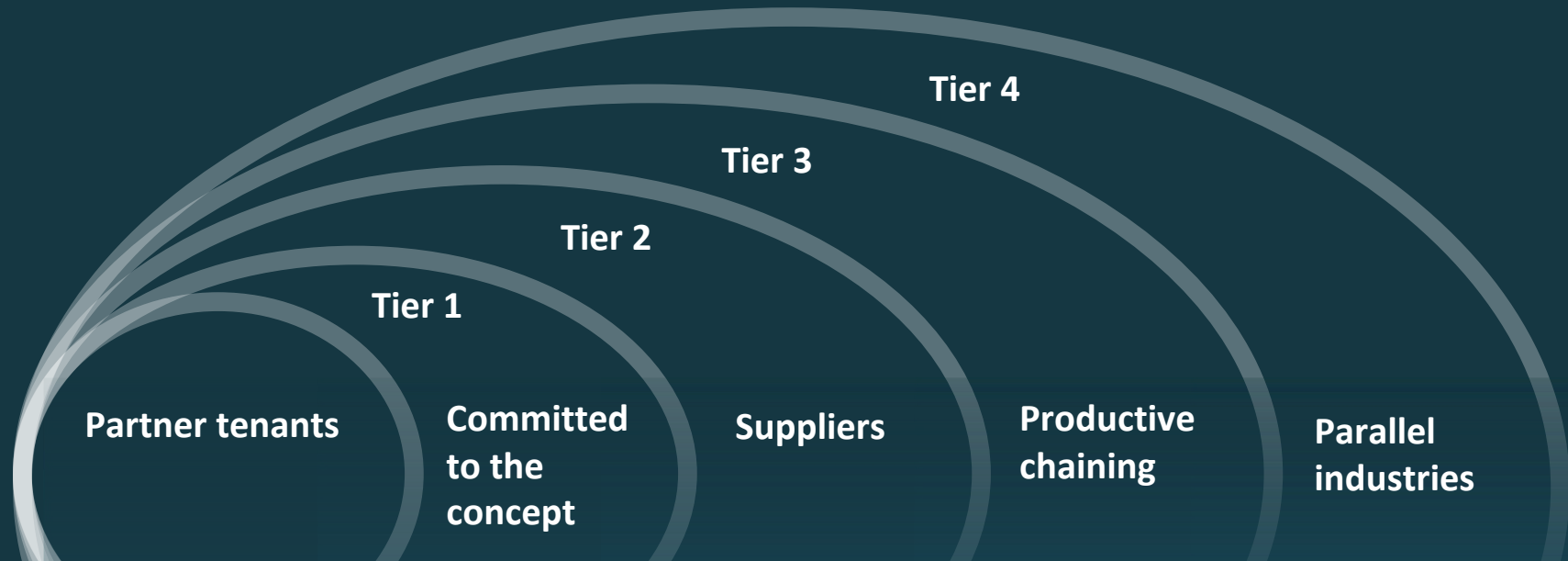


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Growth cycle



Distinctive

Anchor customers, pioneers and project partners	Customers benefiting from Numa's unique features	Customers who make a living from tenants' businesses	Customers who provide basic inputs and manufacturing supplies	Those that grow with the park's economic development (housing projects, hotels, restaurants, etc.)
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Potential Jobs created

1200-1600	2400-3400	1500-2500	2000-2500	15,000-20,000
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* = Inv 50%

Thank you

We look forward to seeing you
soon at our Founders Lodge!





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CITY PARK