



Guatemala

TURNING AGRICULTURAL
POTENTIAL INTO STRONGER RURAL
LIVELIHOODS

HAND-IN-HAND INVESTMENT FORUM
ROME, OCTOBER 2026



Why Guatemala?

USD 112.2B

GDP

8.8% of GDP

Agriculture contribution

29% of exports

From main agricultural products

1.3M households

Population supported by agriculture

1 in 3 jobs

Are in the agricultural sector

ACROSS GUATEMALA, THOUSANDS OF FARMERS AND THEIR FAMILIES GROW COFFEE, CACAO AND CARDAMOM, CROPS THAT SUSTAIN RURAL LIVELIHOODS AND CONNECT COMMUNITIES TO MARKETS AROUND THE WORLD.

Yet many producers are still unable to capture the full value of what they grow. Low productivity, climate pressures, limited value addition and poor connectivity constrain incomes and opportunities, particularly in rural communities.



What are the challenges these farmers face?

THREE STRUCTURAL
GAPS ARE LIMITING
PRODUCTIVITY,
RESILIENCE AND
ACCESS TO MARKETS

01 Low productivity and weak market linkages

Despite an established export base in coffee, cacao and cardamom, low productivity and limited value addition prevent producers from capturing greater value and accessing better markets and prices

02 Increasing pressure on soils and water

Climate variability and soil erosion are affecting priority agricultural territories, while historically rainfed areas need better water management to strengthen farmers' resilience

03 Limited rural infrastructure

Poor roads and insufficient electrification isolate rural communities, increasing transport costs and limiting farmers' access to markets, processing and agro-industrial opportunities

Where are the biggest investment opportunities?

THREE STRATEGIC INVESTMENTS FOR USD 126 MILLION TO STRENGTHEN PRODUCTION, BUILD RESILIENCE AND CONNECT FARMERS TO MARKETS

01

Coffee, Cacao & Cardamom Value Chains

Transform 37,458 ha through agroforestry systems, establish selection centers and nurseries, and develop 10 value-addition centers to improve productivity and help producers access better markets and prices

USD 52.3M
Investment

USD 22.1M
NPV

22.0%
IRR

02

Soils & Water for the Future: Keyline System

Introduce the Keyline system through 17 demonstration farms and build the capacity of 325 farmer groups representing 13,002 producers, improving water availability and creating a scalable model for smallholders

USD 2.3M
Investment

USD 1,201
NPV

12.5%
IRR

03

Enabling Infrastructure: "Rutas del Desarrollo"

Improve 301.1 km of rural and paved roads and extend 54.8 km of electricity transmission lines, connecting isolated communities to markets and supporting processing and agro-industrial activity

USD 71.4M
Investment

USD 9.2M
NPV

15.0%
IRR

How is the Government enabling investment?

AN ESTABLISHED EXPORT BASE, STRATEGIC MARKET ACCESS AND STRONG GOVERNMENT SUPPORT

Strong Government Commitment

National programs including Rutas del Desarrollo and Riego support investment in rural areas

Strategic Access to Markets

Pacific and Atlantic access, three major seaports, two international airports and a US FTA connect Guatemala to key regional and global markets.

Stable Economic Fundamentals

GDP growth is projected at 4.1% in 2026, following average growth of 3.6% over the previous decade

Established High-value Crops

Specialty coffee, fine-aroma cacao and leading cardamom exports provide a strong base for growth.

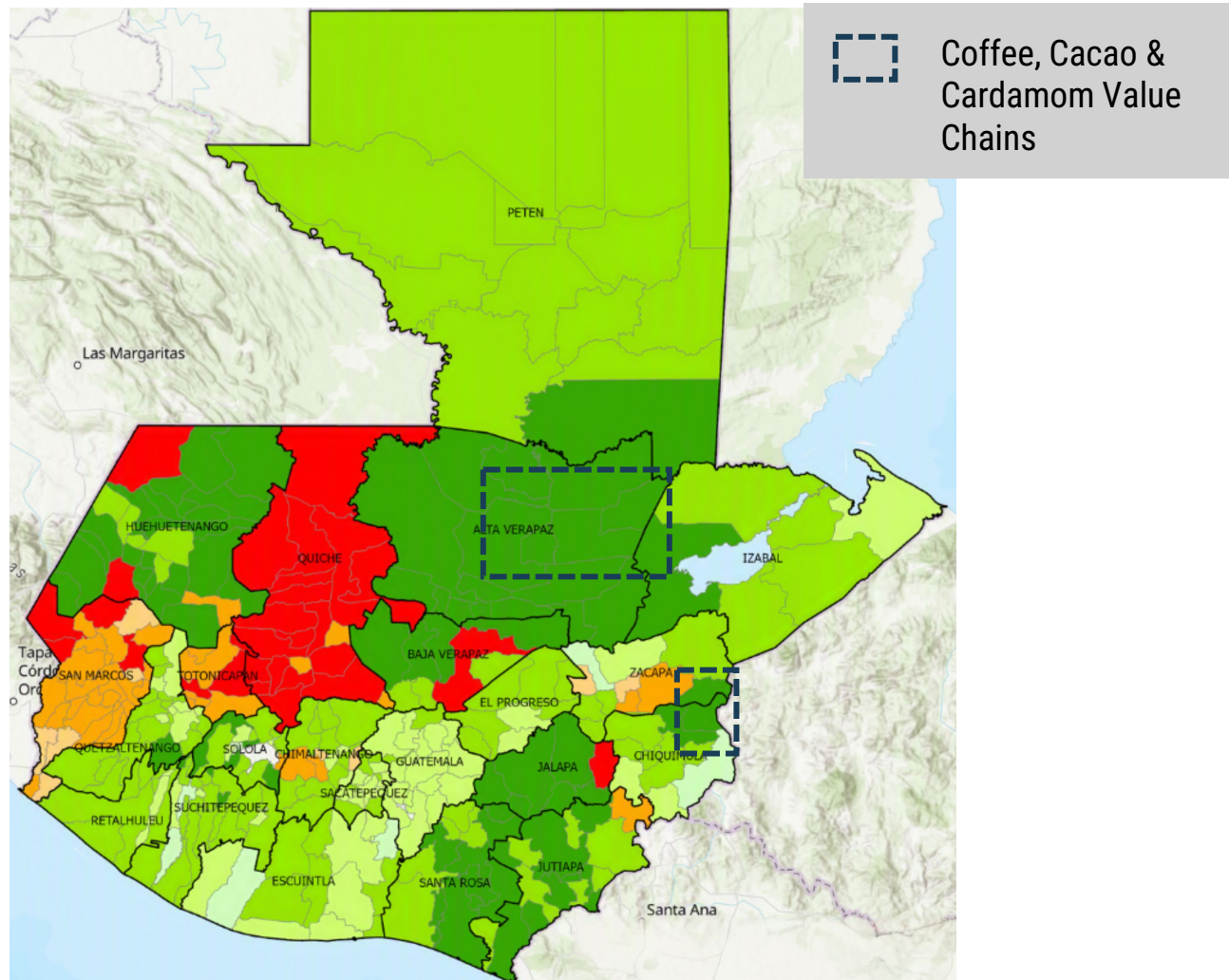
Improving Investment Environment

Guatemala achieved its best sovereign credit ratings to date in 2025 and is one notch away from investment grade

Up to 10-year Tax Holidays

Under export & free-zone regimes

How do we know where to target these investments?



FAO'S GEOSPATIAL PLATFORM HELPS IDENTIFY AREAS WHERE AGRICULTURAL POTENTIAL IS GREATEST.

INVESTMENTS ARE TARGETED TO ADDRESS THE SPECIFIC CHALLENGES OF EACH TERRITORY, MAXIMIZING IMPACT.

- Critical with moderate agricultural opportunities
- Medium priority with moderate agricultural opportunities
- Low priority
- High priority
- Medium priority with high agricultural opportunities
- Low priority with high agricultural opportunities
- High performance



What impact can these investments deliver?

BUILDING MORE PRODUCTIVE, RESILIENT AND
CONNECTED RURAL COMMUNITIES

Coffee, Cacao & Cardamom Value Chains

Direct beneficiaries

13,002

Indirect beneficiaries

51,458

Per capita income increase

USD 5,780

GHG impact

-1,334,290 tCO2-e

Soils & Water for the Future: Keyline System

Direct beneficiaries

680

Indirect beneficiaries

13,002

Per capita income increase

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GHG impact

-2,030 tCO2-e

Enabling Infrastructure: "Rutas del Desarrollo"

Direct beneficiaries

13,002

Indirect beneficiaries

51,458

Per capita income increase

--

GHG impact

+60,219 tCO2-e

How can you be part of this story?

THREE SIMPLE STEPS

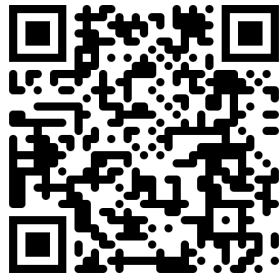
01 Explore the Investment Note

Download the **full investment note** or **investor deck** from the country page:



Access the most relevant document to you for more details on the country's investment cases.

02 Request a Bilateral Meeting



Schedule a one-on-one session with the country's delegation to discuss opportunities.



03 Join as an Investor/Partner



Engage with us as a DFI, MDB, or private investor to structure, derisk, and deploy capital.