



WORLD TRADE
ORGANIZATION



OECD
BETTER POLICIES FOR BETTER LIVES

Page 2: ABOUT YOU

Q1

GUATEMALA

Respondent (Country or Customs Territory)

Q2

About you

Name

Mynor Alarcón

Position

Advisor

Organization

Ministry of Economy

Email Address

malarcon@mineco.gob.gt

Page 3: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q3

Yes

Do you have a national development plan or strategy?
(ies)?

Page 4: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q4

If yes, does your national development plan or strategy(ies) include trade priorities?

Yes,

If yes, please provide further details including hyperlinks to relevant documents containing trade priorities::
productive and Export Diversification. While the country has improved its market access, exports are still heavily concentrated in basic products and low-tech manufactures; therefore, the following is required: - Diversification of exports. - Trade assistance in terms of building trade capacity. - Overcoming supply limitations. - Legal certainty to connect with global markets. - Market intelligence. - Establishment of economic development zones. The country's commercial insertion strategy involves a greater effort to approach Asian markets and emerging countries, recognizing that in the coming years, external demand will be highly influenced by these markets. More information:
<https://observatorioplanificacion.cepal.org/sites/default/files/plan/files/GuatemalaPlanNacionaldeDesarrollo2032.pdf>

Page 5: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q5

Does your national development strategy(ies) have a thematic focus?

Yes

Page 6: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q6

If yes, please choose options from the non-exhaustive list of thematic options of key strategic objectives below. (If an objective(s) does not appear in the drop-down list, please tick other and add details in the text box.)

DEVELOPMENT WITH SPECIFIC ECONOMIC CHARACTERISTICS:

- '
- Economic diversification,**
- Enhancing exports in non-traditional sectors,**
- Export diversification,**
- Expansion of the extractive sector (minerals and mining)**
- '
- Expansion of the agriculture sector,**
- Expansion of the forestry sector,**
- Expansion of the manufacturing sector,**
- Expansion of the services sector,**
- Institutional strengthening (e.g. good governance, transparency and accountability)**
- '
- Climate change mitigation,**
- Climate change adaptation,**
- Innovation and technological development,**
- Expansion of the formal economy,**
- Expansion of the MSME sector,**
- Expansion of public-private partnerships,**
- Human capital development (e.g. education through skills, training and health)**
- '
- Protection of biodiversity,**
- Higher labour productivity,**
- Employment creation,**
- Women's economic empowerment and gender equality**
- '
- Youth employment and skills,**
- Pollution control,**
- Environmental protection,**
- Sustainable resource management,**
- Waste management ,**
- Inclusive growth, including (historically) disadvantaged groups (add additional information in text box if appropriate).**
- '
- Food security,**

DEVELOPMENT WITH SPECIFIC SOCIAL

CHARACTERISTICS:

,

DEVELOPMENT WITH SPECIFIC ENVIRONMENTAL CHARACTERISTICS:

Page 7: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q7

Yes

Do the trade priorities found in your national development plan or strategy(ies) reflect specific development objectives or targets?For example, the national development plan of Benin aims to achieve a sustained, inclusive and sustainable growth of at least 10% by 2025.

Page 8: SECTION A: TRADE PRIORITIES IN NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q8

If yes, please choose options from the non-exhaustive list below. (If an objective(s) or target* do not appear in the list below, please tick other and add details in the text box. Please tick relevant boxes).Objectives & Targets*:

Other targets (e.g. digital connectivity, gender equality, renewable energy, circular economy, etc.)

,

Economic growth targets,

Additional information on objectives and targets::

In 2032, the real GDP growth has been gradual and sustained, reaching a rate not less than 5.4%: a) Range between 3.4 and 4.4% in the 2015-2020 five-year period. b) Range between 4.4 and 5.4% in the 2021-2025 five-year period. c) Not less than 5.4% in the subsequent years, until reaching 2032.

Page 9: SECTION B: TRADE PRIORITIES IN OTHER NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q9

Yes

In addition to the trade priorities you may have in your national development strategy, do you have trade priorities that are set out in other national policy documents or strategies?

Page 10: SECTION B: TRADE PRIORITIES IN OTHER NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q10

If yes, do you have a national trade policy or strategy, export development strategy or similar policy or strategy (e.g. national diagnostic trade integration study update, national e-commerce strategy etc.)? For example, Jordan has published a national export strategy for the period 2023-2025.

Yes,

(If yes, please provide further details, including dates the strategy covers and hyperlinks to relevant documents)::
 Integrated Foreign Trade, Competitiveness, and Investment Policy of Guatemala (2012): The country's Foreign Trade Policy, approved in 2012, maintains the principles developed in the 1997 Foreign Trade Policy. It is based on the premise that foreign trade contributes to the economic development of countries by stimulating production, generating jobs, and increasing income for the population. It also aims at the successful entry of Guatemalan production, both goods and services, into international markets and competing, in turn, in the local market with productions from other countries. It is grounded in the improvement of competitiveness and productivity. More information:
https://portal.mineco.gob.gt/sites/default/files/politica_integrada_de_comercio_exterior.pdf

Page 11: SECTION B: TRADE PRIORITIES IN OTHER NATIONAL DEVELOPMENT PLAN OR STRATEGY(IES)

Q11

Do these other national policy documents or strategies include trade objectives or targets? For example, Ghana's National Export Development Strategy envisages that over a duration of 10 years non-traditional exports will grow from \$2.8 billion in 2020 to \$25.3 billion in 2029 accompanied by deep structural transformation that positions Ghana as a competitive export-led industrialized economy.

Yes

Q12

If yes, please chose options from the non-exhaustive list below. If an objective(s) does not appear in the list, please tick "other" and add details in the text box. If no, please indicate if there is another strategy or policy that includes specific objective of targets.

Increased competitiveness,

Growth in the number of export markets reached,

Export diversification in terms of number of markets reached

,

Better export performance,

Export diversification in terms of number of goods and services exported

,

Additional information on trade objectives and targets including hyperlinks to relevant documents::

https://portal.mineco.gob.gt/sites/default/files/politica_integrada_de_comercio_exterior.pdf

Q13**Yes, in full**

Do the trade priorities found in your national development strategy align with those found in other national policy documents or strategy(ies)?

Page 12: SECTION C: SECTORAL AND REGIONAL TRADE OBJECTIVES

Q14**No**

Do the trade objectives in your national development plan and/or those found in other national policy documents or strategies include sectoral objectives? For example, Vision 2030 Jamaica includes 31 Sector Plans (in 28 separate documents) prepared by Task Forces, comprising stakeholders from public and private sector bodies, civil society and international development partners). And Bhutan's National Export Strategy 2022 identifies the mineral and timber industries as holding potential for the development of value-added products.

Page 13: SECTION C: SECTORAL AND REGIONAL TRADE OBJECTIVES

Q15**Respondent skipped this question**

If yes, please tick all relevant boxes and provide further details, including hyperlinks to relevant documents. If no, please indicate if there is another national strategy or policy that includes specific objectives or targets. (Please tick relevant boxes)

Page 14: SECTION C: SECTORAL AND REGIONAL TRADE OBJECTIVES

Q16**Yes**

Does the trade objectives found in your national development plan or strategy(ies) and in other national policy documents or strategies include regional objectives? For example, the national development strategy of the Kyrgyz Republic for 2018-2040 includes, inter alia, the objective to work on harmonious integration of the Kyrgyz economy with the Eurasian Economic Union; active participation in regional projects that improve production and transit capacity; diversification of foreign economic focus of Kyrgyzstan through development of mutually beneficial trade, economic and investment cooperation with the countries of South and Southeast Asia, the Arab East and America.

Page 15: SECTION C: SECTORAL AND REGIONAL TRADE OBJECTIVES

Q17

Central American Integration System (SIECA)

If yes, please identify the relevant economic community(ies).(Please tick relevant boxes)

Page 16: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q18

Yes

Does your government have priority areas for Aid for Trade for which it is actively seeking support?

Page 17: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q19

If yes, please indicate the relevant priority areas for Aid for Trade for which your government is actively seeking support.(Please tick relevant boxes)

TRADE POLICY AND REGULATIONS (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to undertake trade reform/facilitate implementation of trade agreements and to adapt to and comply with rules and standards)

- ,
- Trade policy and administrative management,
- Trade facilitation,
- Trade education/training,

TRADE-RELATED INFRASTRUCTURE (Including physical infrastructure)

- ,
- Trade-related Transport and storage infrastructure (e.g. port, dry port, inland container port, inland container depot, etc.)
- ,

TRADE DEVELOPMENT (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e-commerce, trade finance, trade promotion, market analysis and development)

- ,
- Business support services,
- Building productive capacity,
- Agriculture,
- Forestry,
- Fishing,
- Multilateral trade negotiations,
- Industry,
- Mineral resources and mining,
- Travel and tourism,
- Digital trade and e-commerce,

OTHER TRADE RELATED-NEEDS

Page 18: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q20

No

Have these priorities been communicated to Donors and South-South partners?

Page 19: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q21

Respondent skipped this question

If yes, please provide additional information on how priorities were communicated:

Page 20: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q22

Does your government face difficulties in financing implementation of the trade objectives found in your development plan or strategy(ies) or trade strategy?

Yes,

If yes, please identify which sources of aid finance or other financial assistance for trade that you would like to attract to achieve your trade objectives. (e.g. Official Development Assistance (i.e. Aid for Trade), Other Official Flows (loans at concessional rates that do not qualify as ODA), South-South co-operation, Climate finance, etc.):

Some sources of financing are internal, while others come from cooperation programs with trading partners, for example, the United States of America and the European Union.

Page 21: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q23

Yes

Do you face difficulties in accessing finance to address your Aid-for-Trade priorities?

Page 22: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q24

Respondent skipped this question

If yes, please choose options from the non-exhaustive list below. (If a difficulty in accessing aid for trade does not appear in the drop-down list, please tick other and add details in the text box.)

Page 23: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q25

Yes

Does your government face a situation where it is receiving an increasing share of Aid for Trade in the form of loans and a declining share of grants?

Page 24: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q26

Yes

If yes, does this situation present a challenge for your government to achieve its trade objectives?

Page 25: SECTION D: FINANCING NATIONAL DEVELOPMENT AND TRADE PRIORITIES

Q27

No

Do you plan to stop receiving Aid for Trade? Has a date been set to achieve this objective (e.g. a date to stop receiving foreign aid)?

Page 26: SECTION E: ALIGNMENT OF AID-FOR-TRADE SUPPORT

Q28

Somewhat aligned

How well-aligned is the Aid-for-Trade support you receive with your Aid-for-Trade priorities?

Q29

What challenges do you encounter in aligning the Aid-for-Trade support you receive with the sectoral level needs outlined in relevant policy documents ? (Please tick relevant boxes)

- Difficulties associated with cross-sectoral approaches (e.g. e-commerce development)**
 - ,
 - Lack of donor coordination,**
 - Limited knowledge of recipient (i.e. developing country) needs and economic situation**
 - ,
 - Conditions required by development partners to access support**
 - ,
 - Length of project/programme funding cycles,**
 - Human capacity constraints to developing bankable projects**
 - ,
 - Lack of partner country ownership,**
 - Weak institutional capacity (e.g. lack of coordination at domestic level)**
-

Page 27: SECTION F: OUTCOMES AND IMPACTS OF AID-FOR-TRADE SUPPORT

Q30

No

Do development financing partners (i.e. both donors and South-South partners) align their monitoring and evaluation with your national monitoring or results frameworks?

Page 28: SECTION F: OUTCOMES AND IMPACTS OF AID-FOR-TRADE SUPPORT

Q31

No

Do you measure the impacts of the Aid-for-Trade support you receive?

Page 29: SECTION F: OUTCOMES AND IMPACTS OF AID-FOR-TRADE SUPPORT

Q32

Respondent skipped this question

If yes, where is Aid for Trade having a measurable impact in your opinion?(Please tick relevant boxes)

Page 30: SECTION F: OUTCOMES AND IMPACTS OF AID-FOR-TRADE SUPPORT

Q33

No

Is there an Aid-for-Trade project or programme that you would like to highlight as an example of best practice?

Page 31: SECTION G: FUTURE AID-FOR-TRADE NEEDS

Q34

Yes

Do you foresee a continued need for Aid-for-Trade financing?

Page 32: SECTION G: FUTURE AID-FOR-TRADE NEEDS

Q35

If yes, please tick all relevant boxes and provide further details including hyperlinks as relevant.(Please tick relevant boxes)

- Agriculture,**
- Forestry,**
- Manufacturing sector,**
- MSME sector development,**
- Services (general),**
- Distribution services,**
- Science, technology and innovation,**
- Transport services (air, land and maritime),**
- Cross-sectoral e-commerce and digital trade,**
- Other (please specify),**

Additional information on sectors needing continuing Aid for Trade financing.:

Trade Facilitation

Q36

In which categories of Aid-for-Trade support do you foresee future needs?(Please tick relevant boxes)

- Trade policy and administrative management,
- Trade facilitation,
- Trade education/training,
- Business support services,
- Building productive capacity,
- Agriculture,
- Forestry,
- Fishing,
- Digital trade and e-commerce,
- TRADE POLICY AND REGULATIONS (Including training of trade officials, analysis of proposals and positions and their impact, support for national stakeholders to articulate commercial interest and identify trade-offs, dispute issues, institutional and technical support to undertake trade reform/facilitate implementation of trade agreements and to adapt to and comply with rules and standards)**
- ,
- TRADE-RELATED INFRASTRUCTURE (Including physical infrastructure)**
- ,
- TRADE DEVELOPMENT (Including investment promotion, analysis and institutional support for trade in services, business support services and institutions, public-private sector networking, e commerce, trade finance, trade promotion, market analysis and development)**

Page 33: SECTION G: FUTURE AID-FOR-TRADE NEEDS

Q37

Yes

Do you foresee future needs for Aid for Trade to support the achievement of trade-related aspects of the Sustainable Development Agenda?

Page 34: SECTION G: FUTURE AID-FOR-TRADE NEEDS

Q38

If yes, please indicate the relevant SDGs that Aid for Trade can help achieve.(Please tick relevant boxes)

- GOAL 1: No Poverty,**
- GOAL 8: Decent Work and Economic Growth,**
- GOAL 9: Industry, Innovation and Infrastructure,**
- GOAL 10: Reduced Inequality**

Page 35: SECTION G: FUTURE AID-FOR-TRADE NEEDS

Q39

Yes

Do you foresee future needs for Aid for Trade to support the trade-related aspects of climate change ?
