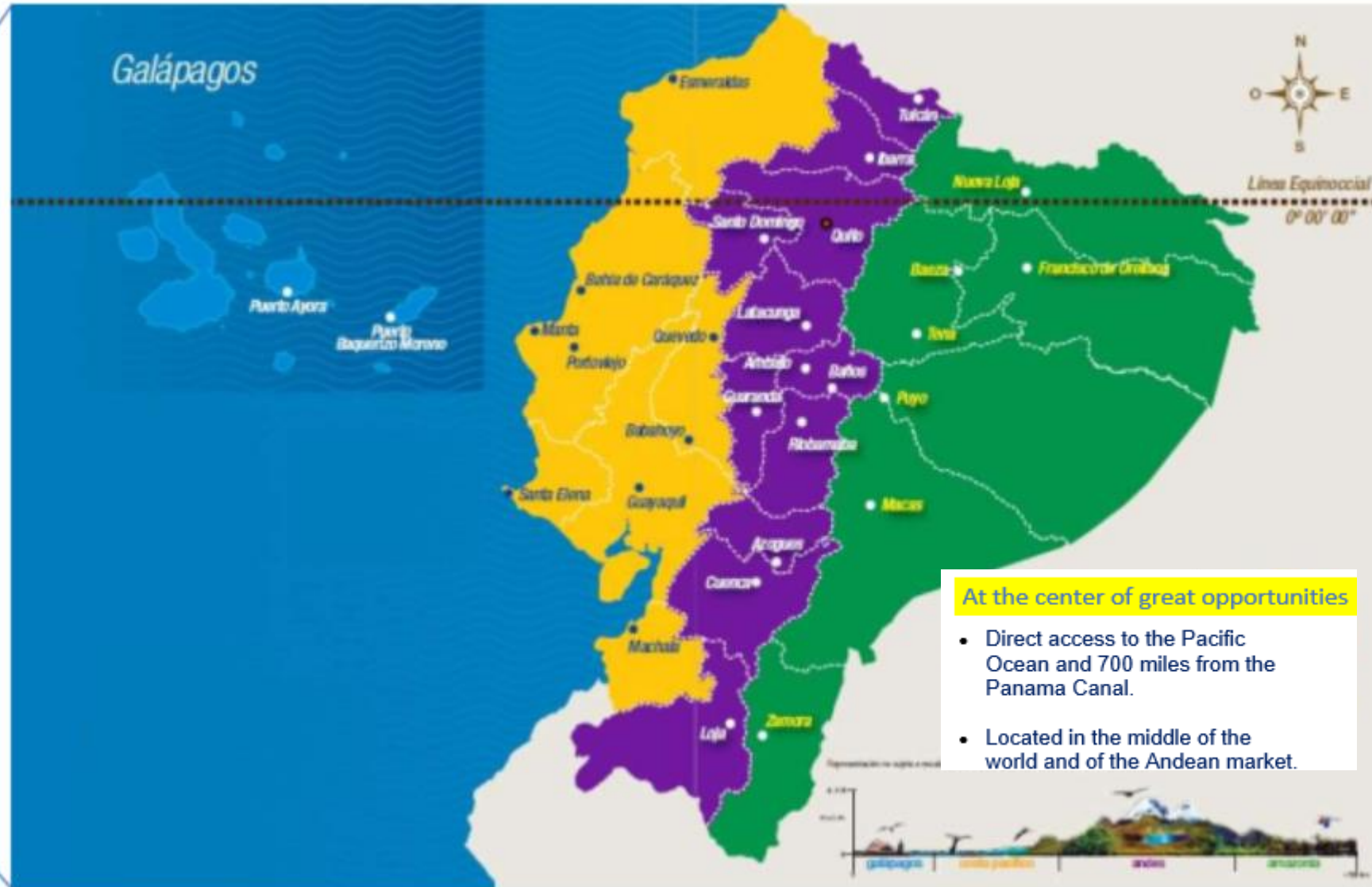




Doing Business with Ecuador

Tessaloniki, May 2024



ECUADOR FAST FACTS

- **Capital:** Quito
- **Medium-sized cities:** Cuenca and Guayaquil
- **Currency:** US Dollar
- **Area:** 256,370 M2
- **Population:** 17,500,000
Urban: 11,320,000
Rural: 6,180,000
- **Government:** Democratic
- **Documentation:** Passport
- **Main exports:** Oil, shrimp, bananas, and roses
- **Distance from Ecuador:** By Madrid or Amsterdam, 20 hours.



Ecuador has it all!





Juntos
lo logramos

ECUADOR

HAS IT

Ecuador: Policy Objectives



**Export
Diversification**



**Investment
Attraction**



**Strengthening
Trade Relations**



**Opening Up
Markets**

/ Ecuador:



*Quality focused Products and services



TOURISM:



TOURISM:

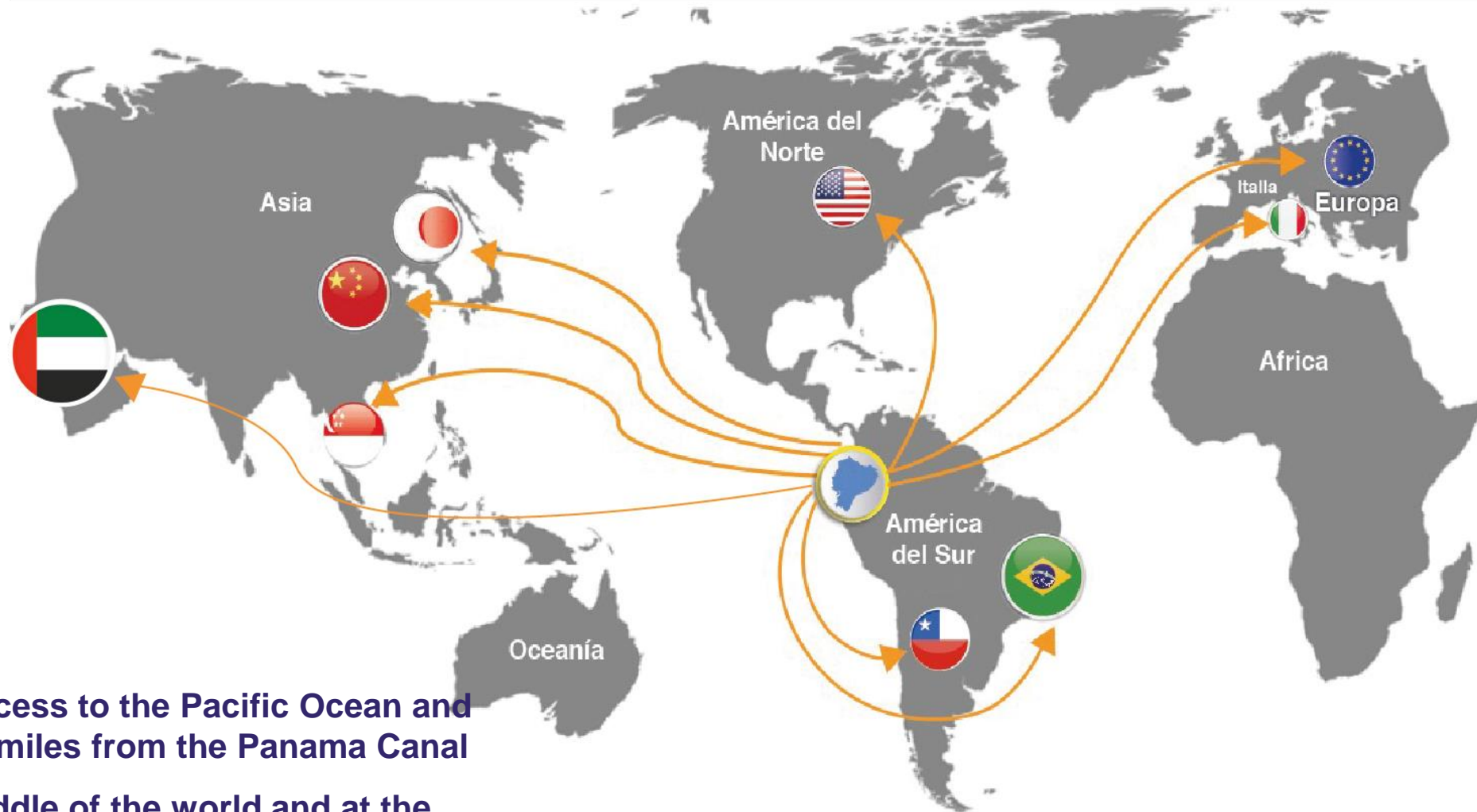


Tourist: 1,5 million at 2023

2,1 million at 2019.

GREEK TRAVELERS TO ECUADOR					
Year	2019	2020	2021	2022	2023
#Travelers	986	222	268	640	599

Ecuador, strategically positioned for international trade



Potential Customers

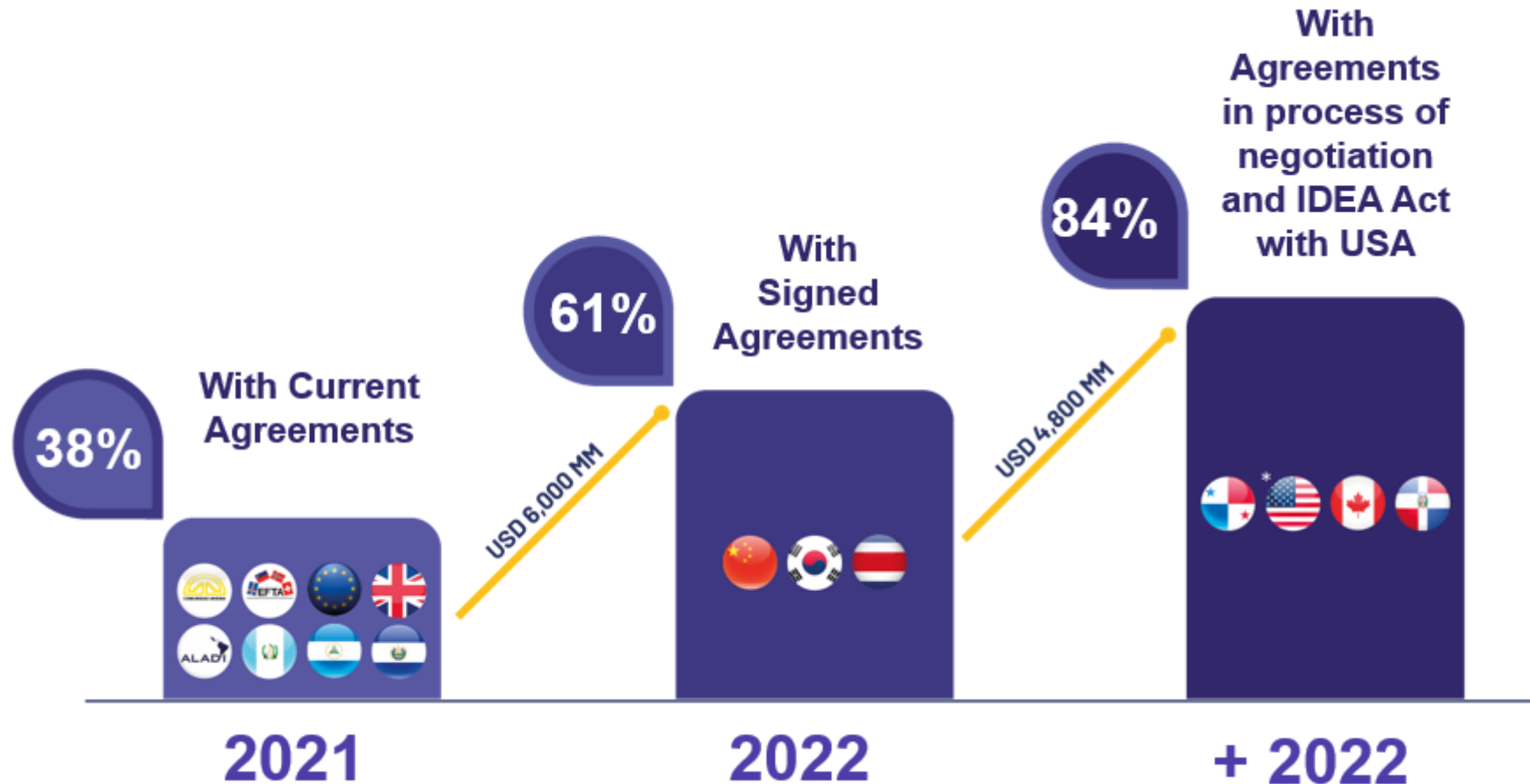
Around
7,500 million
Inhabitants

- Direct access to the Pacific Ocean and only 700 miles from the Panama Canal
- In the middle of the world and at the center of the Andean market.

Ministerio de Producción, Comercio Exterior, Inversiones y Pesca



Free Trade Agreements development (tariff preferences) in Ecuador's exports



Export coverage with the new trade agreements (China, Costa Rica and South Korea) will increase around 23%, more than USD 6,000 MM. With the processes under negotiation it will increase another 23% more.

Current Trade Agenda



Ecuadorian Foreign Trade Contribution to GDP

TRADE IN GOODS AND SERVICES



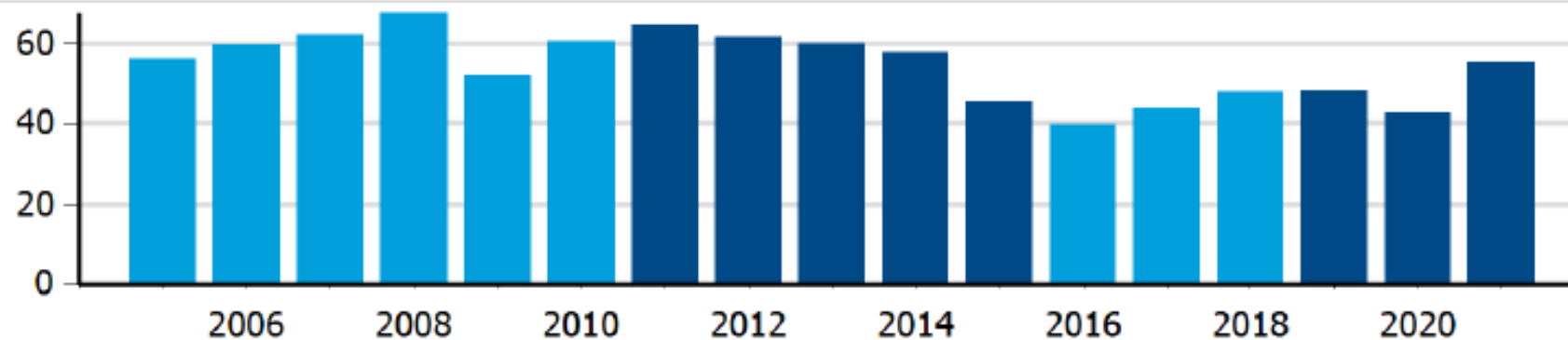
Trade balance indicators²

(as % and index)

	2005	2010	2015	2021
Balance, % of GDP	-0.90	-4.35	-2.47	0.80
Balance, % of imports	-3.13	-13.37	-10.27	2.94
Normalized balance	-0.016	-0.072	-0.054	0.015

Trade openness²

(sum of imports and exports as % of GDP)



Foreign Trade Contribution to GDP

INTERNATIONAL MERCHANDISE TRADE



Total merchandise trade

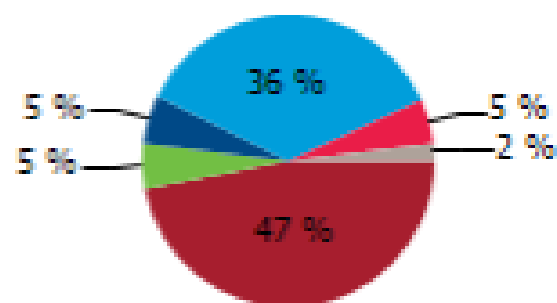
(millions of US\$)

	2005	2010	2015	2022
Merchandise exports	10 100	17 490	18 331	32 658
Merchandise imports	10 287	20 591	21 518	33 049
Merchandise trade balance	-187	-3 101	-3 187	-391

Export structure by product group in 2022

(as % of total exports)

- All food items
- Agricultural raw materials
- Ores and metals
- Fuels
- Manufactured goods
- Other



Exports: Added value products

Exports: Our Main Products



Exports: Added value products



Exports: from Ecuador to the world

Total 2023 exportations to the world:
USD 22.174.662.250

Ministerio de Producción, Comercio Exterior, Inversiones y Pesca

COUNTRY	2023 FOB	#
CHINA	5.669.395,88	1
USA	4.362.996,97	2
RUSSIA	923.275,61	3
NETHERLANDS	852.808,15	4
SPAIN	853.976,72	5
COLOMBIA	765.019,50	6
ITALY	629.332,88	7
EAU	600.837,74	8
GERMANY	415.769,30	9
PERÚ	407.293,22	10
CHILE	387.260,92	11
MALASIA	325.371,79	12
INDIA	350.309,82	13
SWITZERLAND	342.293,32	14
FRANCE	329.604,09	15
BELGIUM	290.149,09	16
CANADÁ	292.920,58	17
UK	282.959,03	18
ARGENTINA	256.639,40	19
INDONESIA	209.205,87	20
JAPAN	226.992,68	21
MÉXICO	201.848,94	22
TURKEY	202.767,62	23
FINLAND	183.236,59	24
GREECE	148.783,28	25
OTHERS	2.663.613,27	
TOTAL	22.174.662,25	

Exports: from Ecuador to Greece

PRODUCTS	2019 FOB	2020 FOB	2021 FOB	2022 FOB	2023 FOB
BANANAS	72.998,02	58.137,15	58.436,04	63.290,74	89.142,18
SHRIMPS	15.365,71	15.549,07	28.078,93	32.184,03	44.325,29
ORGANIC BANANA	4.495,35	5.277,42	5.378,77	3.965,19	4.369,24
TUNA	3.260,48	3.305,73	3.764,66	3.681,75	1.947,39
BABY BANANA	418,01	436,31	327,78	186,51	3.982,51
METAL	834,87	1.907,30	683,27	386,46	00,00
CABLES OF OPTICAL FIBERS	00,00	00,00	37,62	328,59	2.618,95
ANANAS	00,00	00,00	658,89	776,81	226,73
OTHERS	1.281,96	467,11	2.011,37	1.371,70	1.977,49
TOTAL	98.654,40	85.080,10	99.377,33	106.171,79	148.589,77

Exports: from Greece to Ecuador

DESCRIPCION	2019 FOB	2020 FOB	2021 FOB	2022 FOB	2023 FOB
CANNED PEACHES IN WATER WITH SUGAR	3.938,77	5.990,12	7.712,08	7.758,45	8.165,32
MIXTURES	256,94	1.067,09	1.212,47	805,25	1.889,95
OTHER PLATES, SHEETS OF ETHYLENE POLYMERS	541,95	465,26	891,86	1.481,77	938,80
OF PEACH	00,00	00,00	00,00	653,90	3.045,46
OTHER DEVICES FOR FILTERING WATER NCOP	00,00	1.974,60	00,00	00,00	00,00
KNIVES AND SHAVERS	281,39	363,91	479,43	423,97	418,61
MARBLE, TRAVERTINES AND ALABASTER; SIMPLY CARVED OR SAWN	227,71	322,93	472,48	449,89	429,34
MINERAL OR CHEMICAL FERTILIZERS, - AMMONIUM DIHYDROGENORTHOPHOSPHATE (MONOAMM	00,00	00,00	00,00	698,24	1.169,18
OTHER MEDICINES FOR ONCOLOGICAL OR HIV TREATMENT NCOP	00,00	00,00	982,00	277,80	00,00
OTHER MEDICINES FOR HUMAN USE FOR THERAPEUTIC OR PROPHYLACTIC USE	00,00	00,00	54,07	651,11	494,79
OTHER BEAUTY PREPARATIONS NCOP	14,68	15,25	45,12	44,72	758,52
OTHER ELEVATORS AND MOTORCYCLES	145,33	208,06	160,08	106,24	198,99
TUGBOATS AND PUSHBOATS. - OTHERS	750,00	00,00	00,00	00,00	00,00
OTHER MEDICINES FOR HUMAN USE, CONTAINING OTHER ANTIBIOTICS	21,44	20,10	38,05	98,62	416,67
STAINLESS STEEL WIRE. - STAINLESS STEEL WIRE.	00,00	100,08	00,00	405,79	00,03
DUPLEX AND TRIPLEX CARDBOARD OF A WEIGHT GREATER OR EQUAL TO 200GR. AND MAXIMUM	00,00	00,00	00,00	486,00	00,00
Others	1.560,65	649,61	1.467,94	1.878,09	1.670,03
TOTAL	7.738,86	11.177,01	13.515,59	16.219,84	19.595,68

Invest in Ecuador:

¿Why investing in Ecuador is GOOD business?



Dollarized economy: Low inflation



Political, economic, and fiscal stability



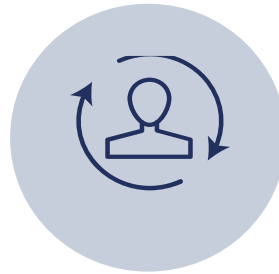
Export-oriented economy



Natural resources: water, agriculture, mining, oil & gas.



Tax Incentives



Highly Qualified Human Resources



Geographic and logistics advantage



Developed infrastructure

Private Participation in Infrastructure PPI 1990-2022



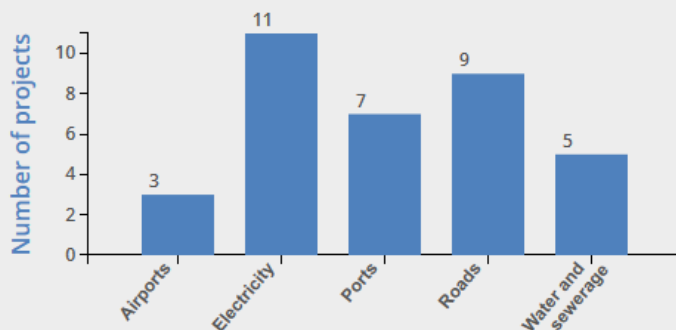
Ecuador

Highlights (1990 - 2023)

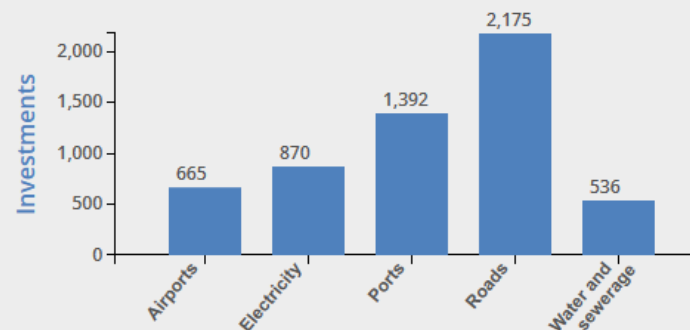


Infrastructure Sectors Reported	Airports, Electricity, Ports, Roads, Water and sewerage
Projects reaching financial closure	35
Total investment	5,638
Sector with largest investment share	Roads
Type of PPI with largest share in investment	Brownfield
Projects cancelled or under distress	7 representing 19.07% of total investment

Projects reaching financial closure by sector



Investment in projects by sector (US\$ million)



Policy to Attract New Investments



Invest in Ecuador: Tourism Law



Financing for tourism sector with lower-than-market interest rates and flexible terms

Tax deferral payment plans with the IRS.

Reduction of 5% in income tax for payments abroad related to artistic and cultural events.

VAT reduction (8%) on national holidays.

What is an Investment Protection Agreement IPA?



Incentives for new investments

INCOME TAX

01



Description:

5-point reduction in the IT rate for companies that **sign an Investment Protection Agreement (IPA)**.

Term:

For the duration of the IPA term or equal to the investment amount (whichever comes first).

CAPITAL OUTFLOW TAX

02



Description:

Exemption from Capital Outflow Tax for companies **signing an Investment Protection Agreement** and importing capital goods and raw materials necessary for the investment.

Term:

Per transaction for the duration of the IPA term.

DUTIES

03



Description:

Duties Exemption for companies **signing an Investment Protection Agreement** and importing capital goods and raw materials necessary for the investment.

Term:

Per transaction for the duration of the IPA term.

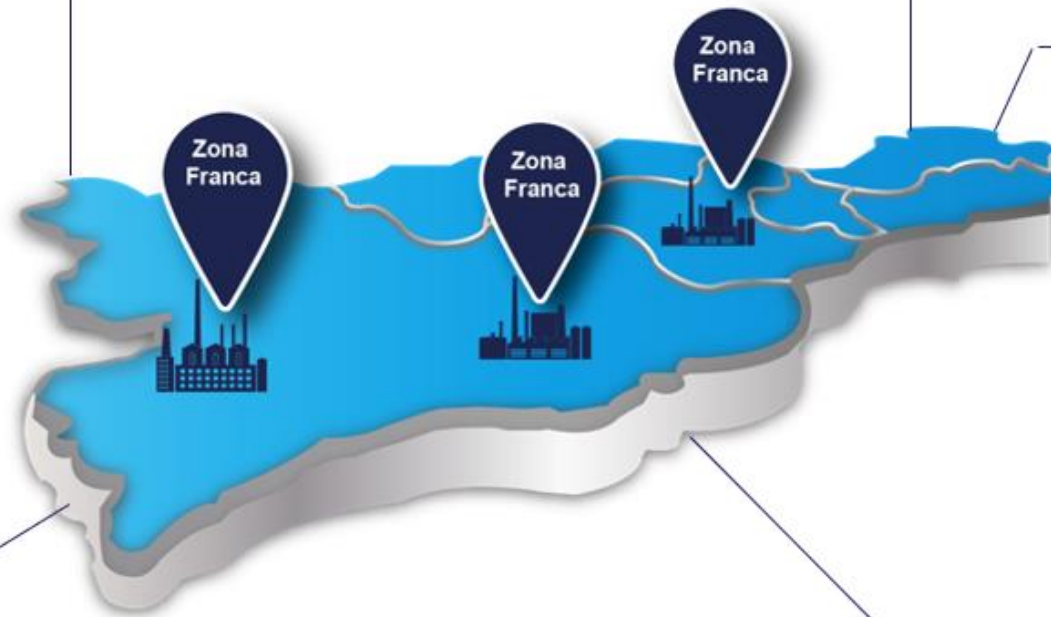
Free Zones: General Aspects

Created by public, private or mixed initiative.

- No minimum investment amount required
- No minimum size of land required to establish a Free Zone.

Minimum term of 30 years, renewable for the same term.

Replace the ZEDE regime with Free Zones, a universally known term providing clarity to potential investors.



Free Zones must be multi-company.

- Activities: industrial production of goods, industrial services, trade & logistics.
- Goods leaving the Free Zones to the rest of the world will be exempt from custom duties.

Free Zones: New Tax Benefits



01

Income tax exemption for up to 5 years and an additional 10-point reduction to the income tax (15%) for the remaining term of the declaration of Free Zone (FZ).

02

Exemption from *ad valorem* foreign trade taxes on the import of supplies, capital goods, and raw materials destined for the FZ and goods that leave the FZ to the rest of the world will be exempt from custom duties.

03

Refund of Value Added Tax (VAT) on domestic purchases and exemption on Currency Outflow Tax.

04

Income tax exemption on dividends paid by the operators and users to their shareholders.

Benefit for investors through temporary tax residency

Requirements to access the benefit of temporary tax residency:

- Minimum investment in real estate or productive activity of USD 150,000 upon entry to Ecuador and maintain them for at least five years after entering the country.
- Verifiable income of USD 2,500 per month, not taxed in Ecuador.
- Contribute to the social security system.
- In specific cases, individuals residing in Ecuador for more than 120 days during a fiscal year or for 12 consecutive months in two different fiscal years, may be eligible for temporary tax residency.

Best Areas for Investments

AGRO
INDUSTRY

OIL AND
GAS

MINING

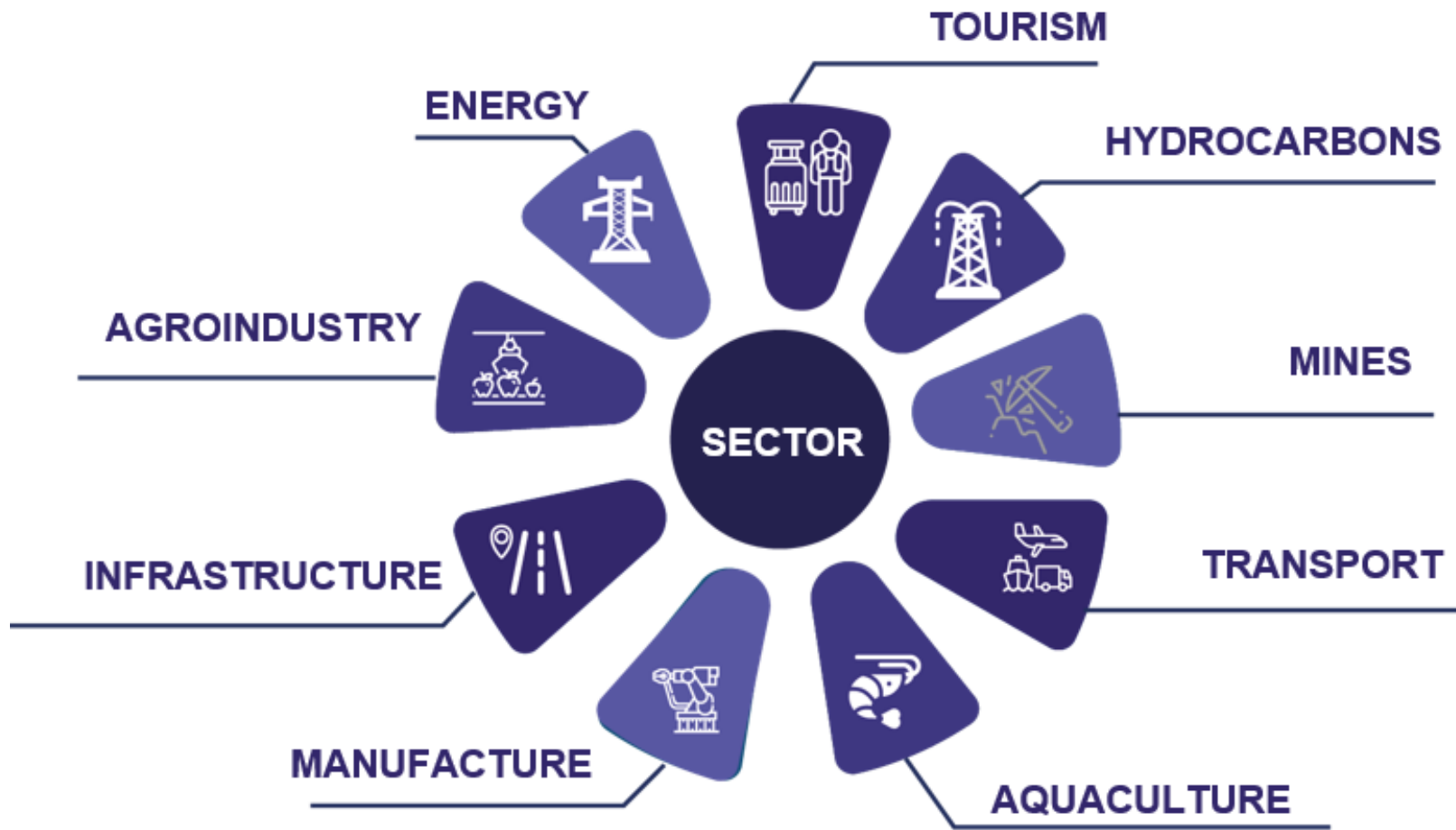
FOOD
SECURITY

LOGISTICS
SERVICES

INFRASTRUCTURE
PPP

TOURISM

Investment Portafolio



Projects Available

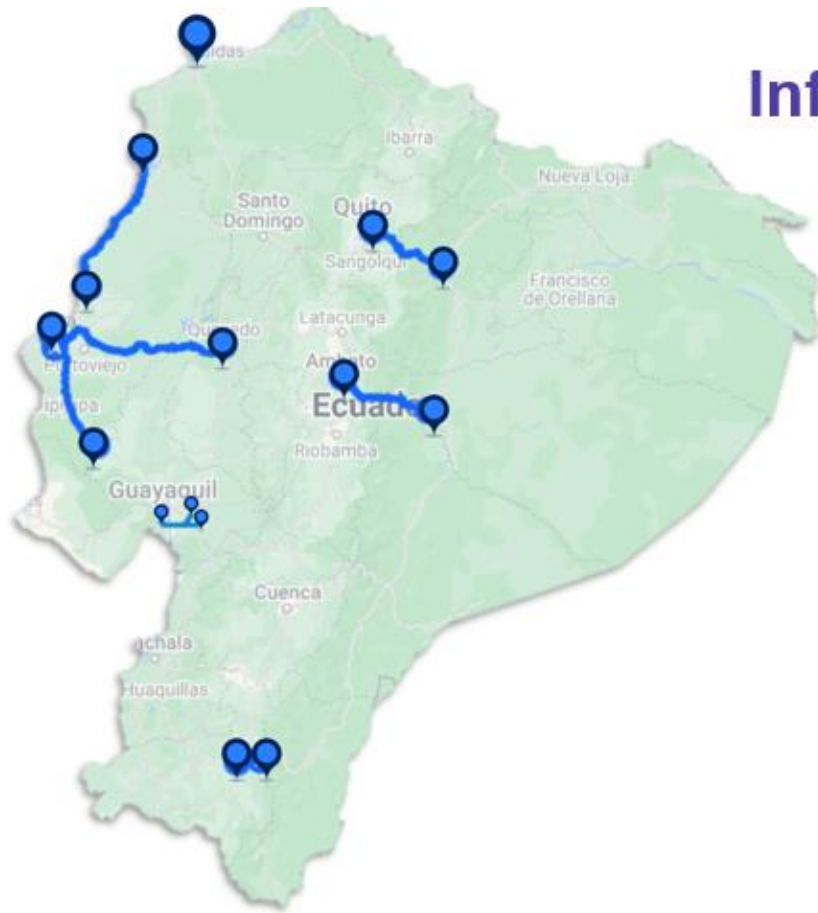
39

Investment projects worth more than
+ USD \$50 billion

[Portfolio](#)



Public-Private Partnerships (PPP)



Infrastructure Projects

1. Manta - Quevedo
2. Montecristi-La Cadena
3. Pifo -Y de Baeza
4. Bahía-Pedernales-Cojimíes
5. Ambato-Baños-Puyo
6. Loja-Catamayo
7. Puerto de Esmeraldas

Value (USD Millions)

\$492.33

\$170.62

\$188.28

\$377.25

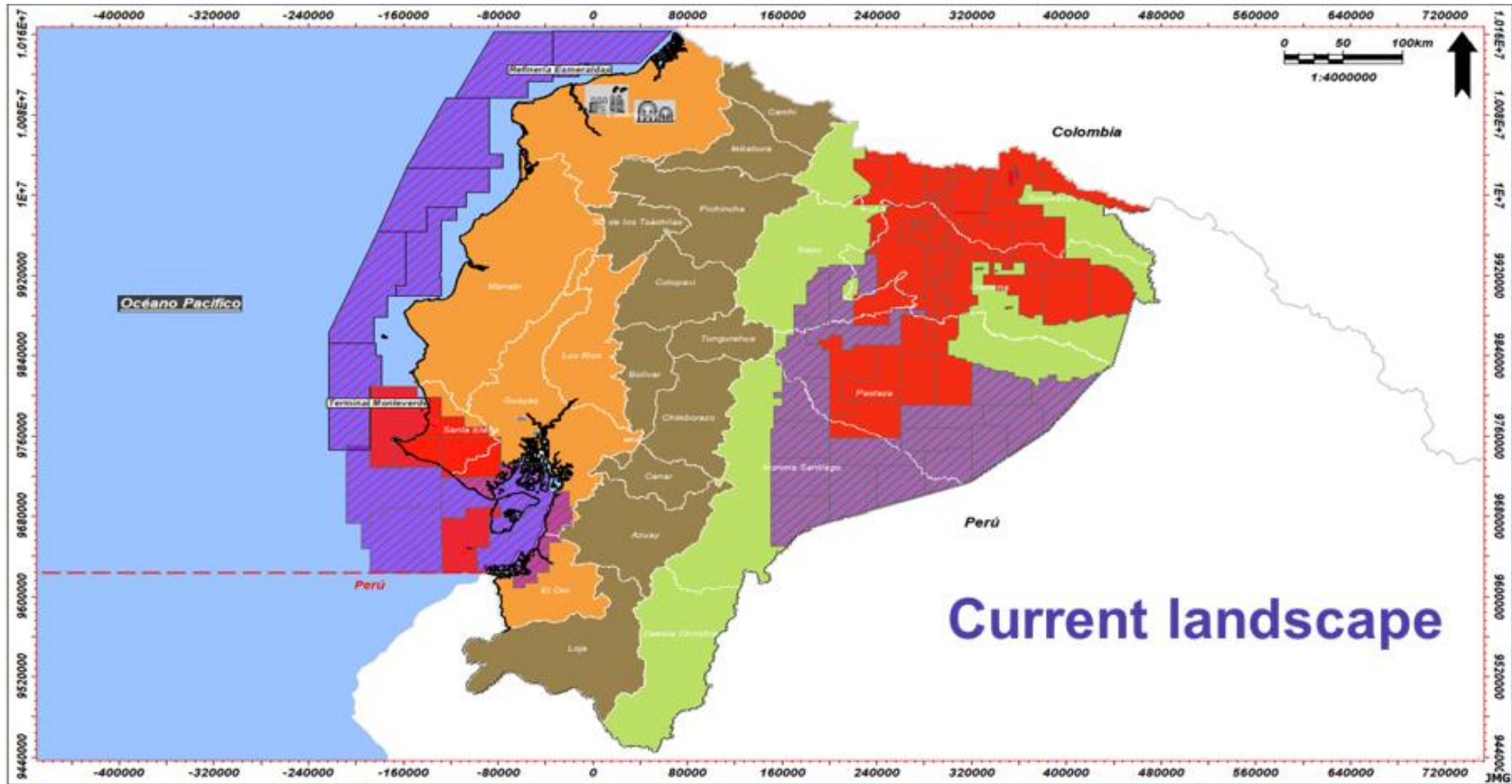
\$374.28


\$334.65

\$247.77

USD \$2.18 billion

Hydrocarbons Sector



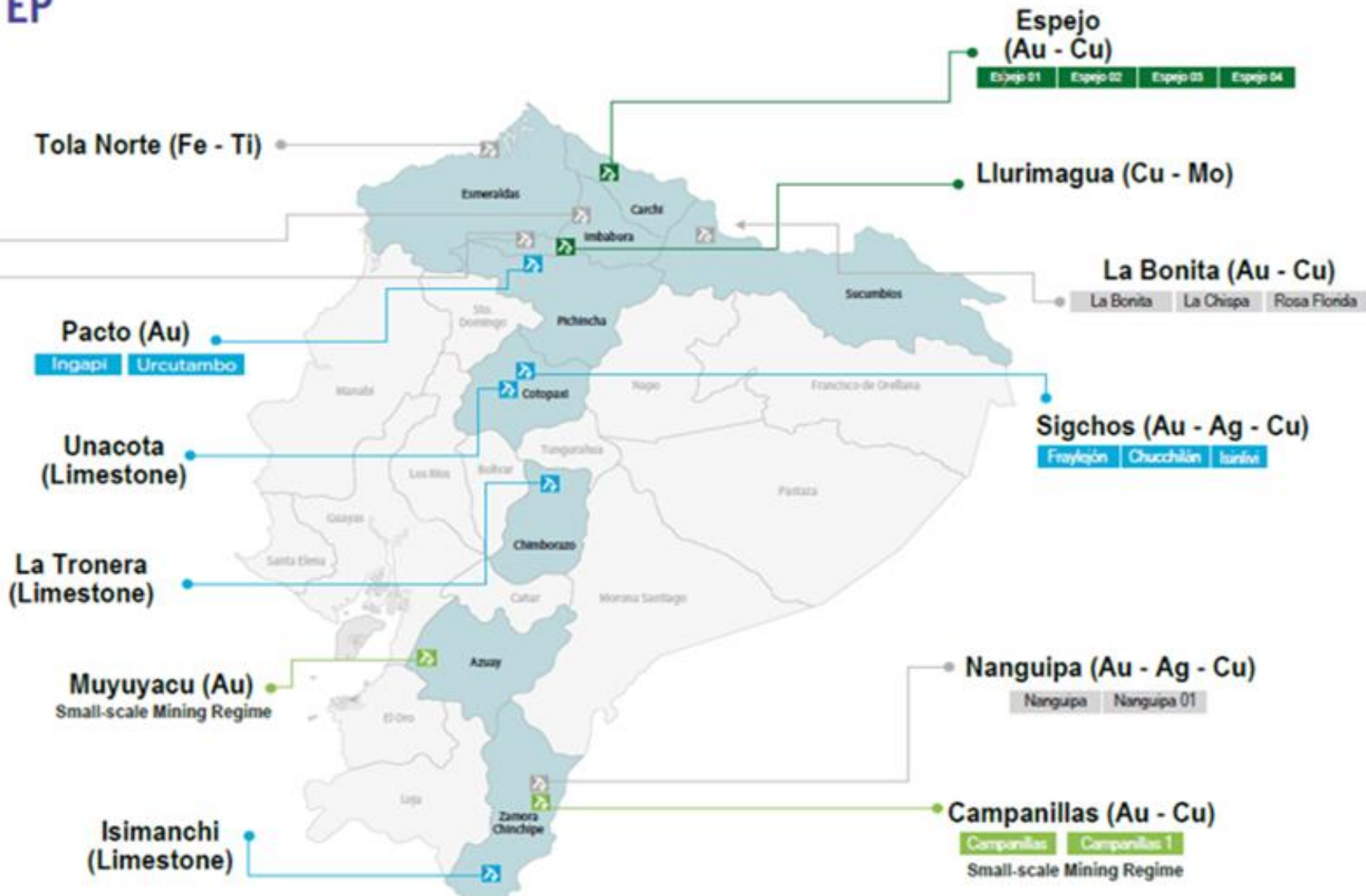
 Blocks allocated to public and private companies

 Available blocks allocated to the MEM



Mining Sector

Mining Projects - Enami EP



President D. Noboa highlights the crucial role that mining plays in the Ecuadorian economy and promotes a **sustainable** mining industry. The activity has been consolidated as the country's fourth export product.

Mining Exports (2023)
USD +\$2 billion.

- Gold
- Copper
- Concentrates



Why Ecuador?

- Quality in products and working skilled people
- Strategic location
- World leaders exporting products
- Incentives
- Dollarized Economy
- All of South America, in 1 country

Contact us



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EL NUEVO
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