



Doing Business with Ecuador

Thessaloniki, july 2025

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!

Hydrocarbons



Mining



Agriculture



Aquaculture and Fishery

Strategic Location



90% Renewable Energy

Four Regions and Microclimates



Water

Dollarized Economy



Good Weather



Hardworking People



Excellent Infraestructure



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



Ministerio de Producción, Comercio Exterior, Inversiones y Pesca

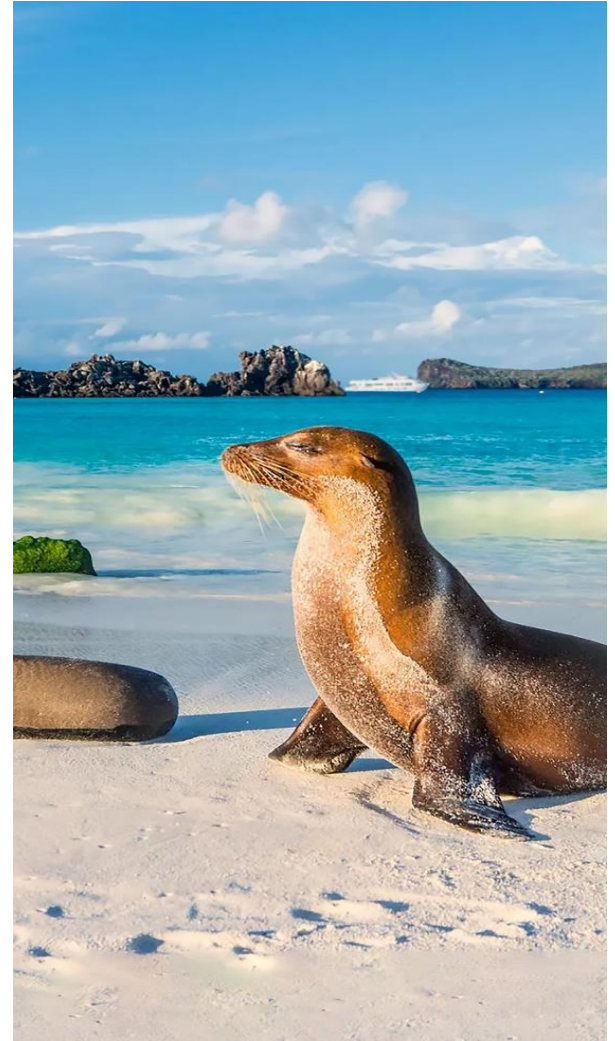
EL NUEVO
ECUADOR //

TOURISM:



ECUADOR

The country of the 4 worlds



GALAPAGOS ISLANDS



Dry subtropical, characterized by warm and moderate temperatures, with seasons marked by periods of occasional rain.

ANDES



It varies from mild to cold, with significant fluctuations due to altitude, featuring distinctive dry and wet seasons.

PACIFIC COAST



A tropical climate with distinctive wet and dry seasons, and rainfall concentrated mainly between December and May.

AMAZON



Warm and humid climate, with high rainfall throughout the year and consistently high temperatures.





CONNECTIVITY:

- 2 International Airports: Quito & Guayaquil
- Local airports in the main cities: Cuenca, Baltra and Cristóbal (Galapagos Islands), Lago Agrio, Coca, Manta, Esmeraldas, and Loja.
- Land Terminals throughout the country

VISA

No visa required for EU citizens. In the Balkans, only Albanian citizens need a visa.

HEALTH RECCOMENDATIONS

Vaccination against yellow fever and prescription medicine to prevent malaria is recommended when visiting the Amazon region. However, there are currently no reported cases of malaria in the area.



ANDES



PACIFIC COAST



AMAZON REGION



GALAPAGOS ISLANDS

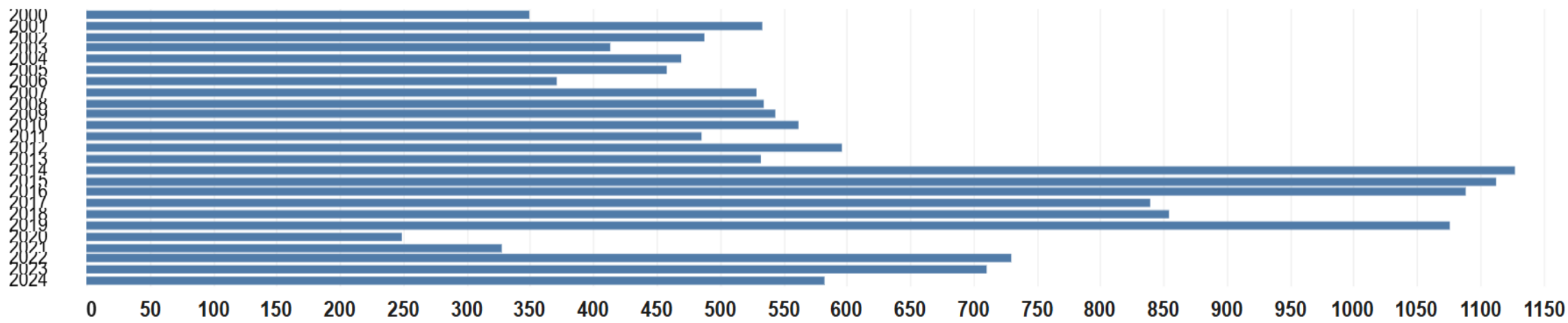


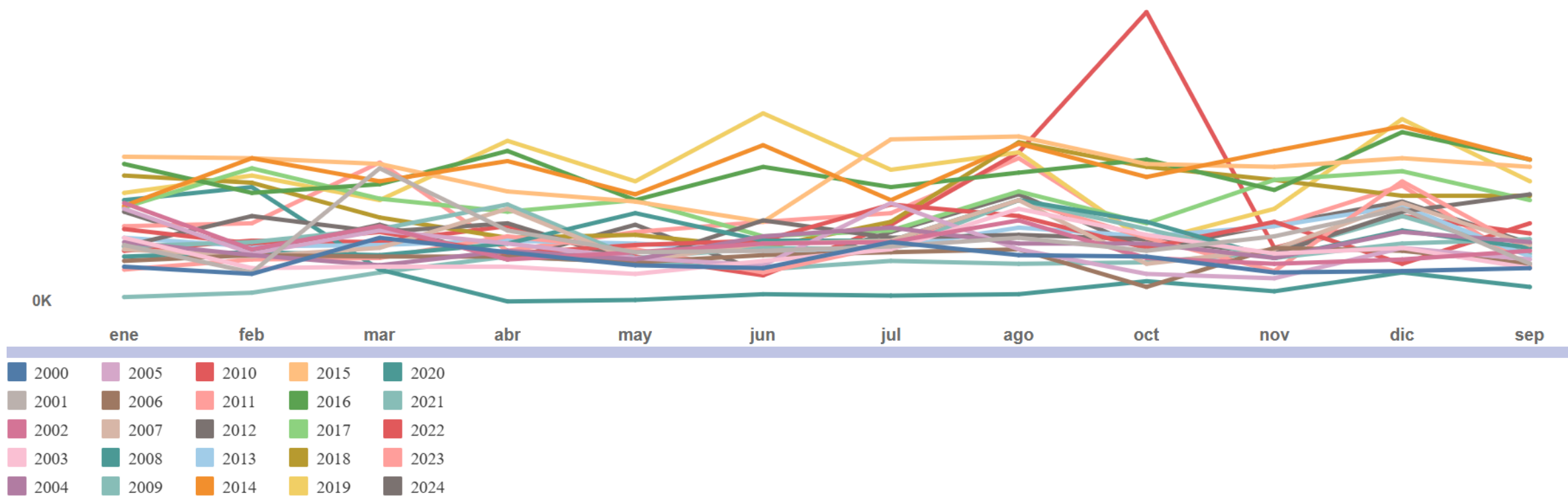


Tourist: 1,2 million at 2024

2,1 million at 2019

Greeks traveling to Ecuador.

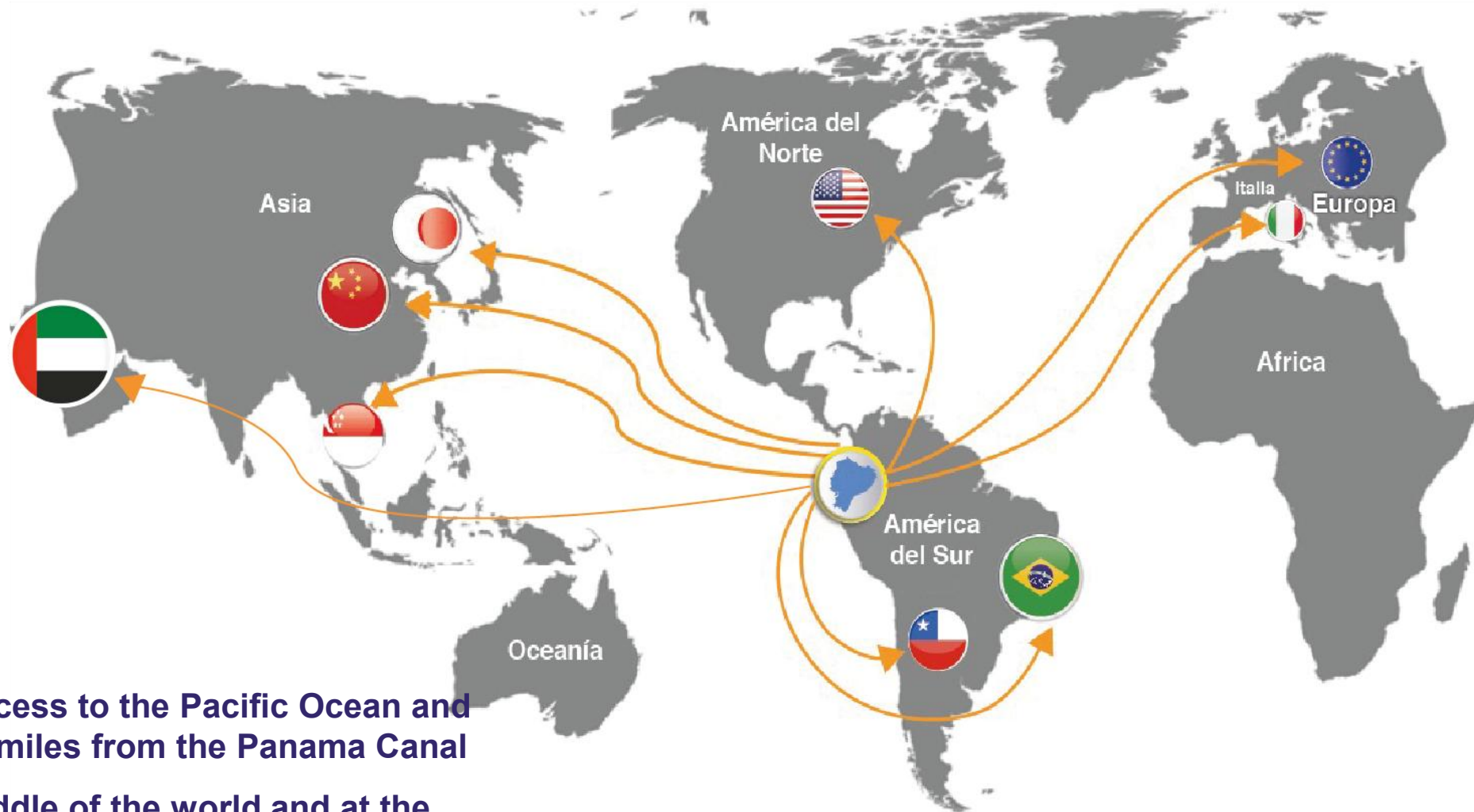




TOURISM:



Ecuador, strategically positioned for international trade



Potential
Customers

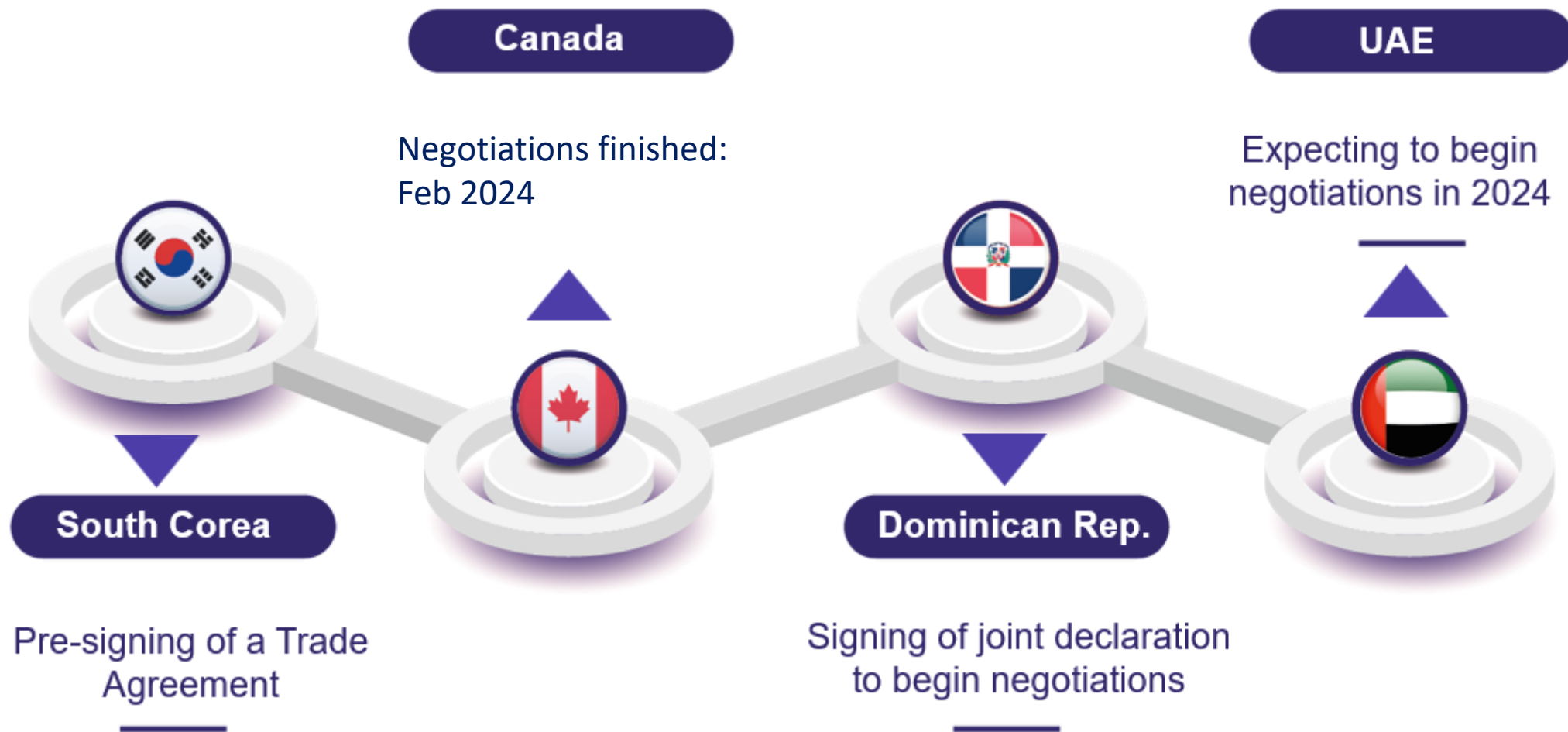
Around
7,500 million
inhabitants

- 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.

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Current Trade Agenda



Foreign Trade Contribution to GDP

INTERNATIONAL MERCHANDISE TRADE



Total merchandise trade

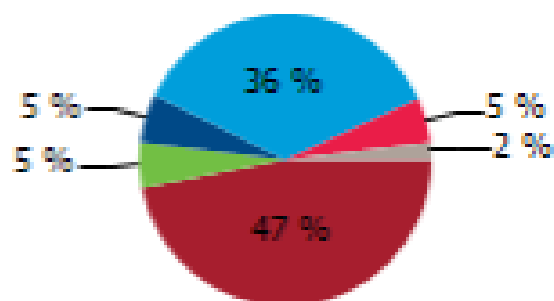
(millions of US\$)

	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: Our Main Products



Exports: Added value products





Exports: from Ecuador to the world

Total 2023 exportations to the world:
USD 22.174.662.250

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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	2022 FOB	2023 FOB	2024 FOB
BANANA	131.998	149.805	154.939
SHRIMPS	31.331	36.336	38.833
INSULATED WIRE	827	2.634	2.612
TUNA	5.067	3.065	1.267
ALUMINIUM	131	506	1.076
PLUMB	0	0	945
PREPARATION OF FRUITS, VEGETABLES	250	261	244
HATS	74	128	84
OTHER FOOD PREPARATIONS	29	88	69
SUGAR	21	38	36
FLOWERS	0	0	8
COFFEE	132	7	7
TOTAL	170.335	192.935	200.207

Trademap

/ Exports: from Greece to Ecuador

PRODUCTS	2022 FOB	2023 FOB	2024 FOB
Preparations of vegetables, fruit, nuts or other parts of plants (Peaches, Olives)	11.250	12.285	12.682
Pulp of wood or of other fibrous cellulosic material; recovered (waste and scrap) paper or ...	0	0	1.341
Plastics and articles thereof	1.465	772	1.026
Machinery and mechanical appliances; parts	1.387	999	808
Aluminium and articles thereof	297	8	259
Printed books, newspapers, pictures and other products of the printing industry; manuscripts, ...	172	186	249
Miscellaneous chemical products	82	92	211
Optical, photographic, cinematographic, measuring, checking, precision, medical or surgical ...	99	172	208
Pharmaceutical products	115	452	199
Wadding, felt and nonwovens; special yarns; twine, cordage, ropes and cables and articles thereof	9	83	172
Tanning or dyeing extracts; tannins and their derivatives; dyes, pigments and other colouring ...	59	2	120
Articles of stone, plaster, cement, asbestos, mica or similar materials	661	469	113
Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; ...	0	0	111
Electrical machinery and equipment and parts thereof; sound recorders and reproducers, television ...	192	148	96
Inorganic chemicals; organic or inorganic compounds of precious metals, of rare-earth metals, ...	7	7	92
Essential oils and resinoids; perfumery, cosmetic or toilet preparations	47	51	65
Fertilisers	0	0	11
TOTAL	17.057	16.365	17.995

Trademap

Exports: Opportunities to grow

For Ecuador: Cocoa, Snacks, Shrimps, Coffee,

For Greece: Machinery, Fertilizers, Olive Oil, Wine,
Tourism

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

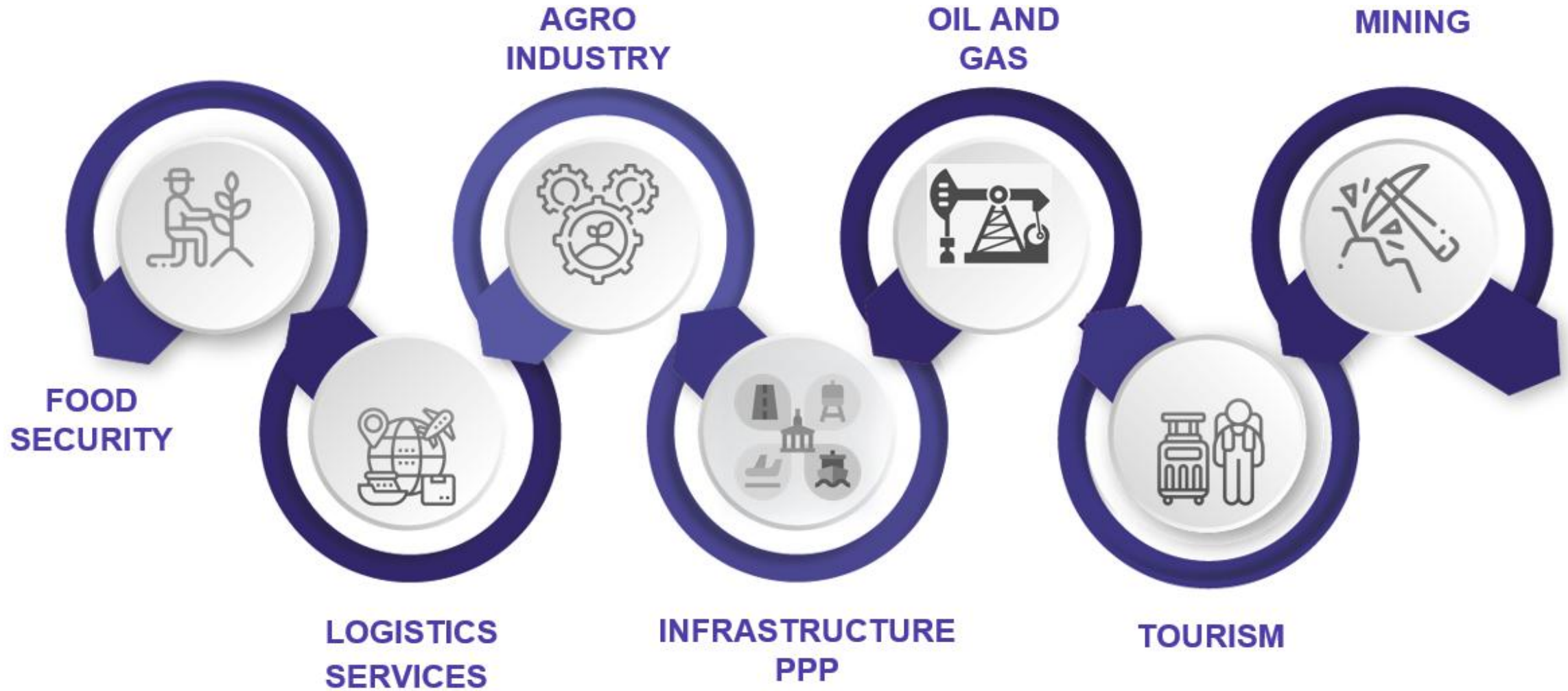


Developed
infrastructure

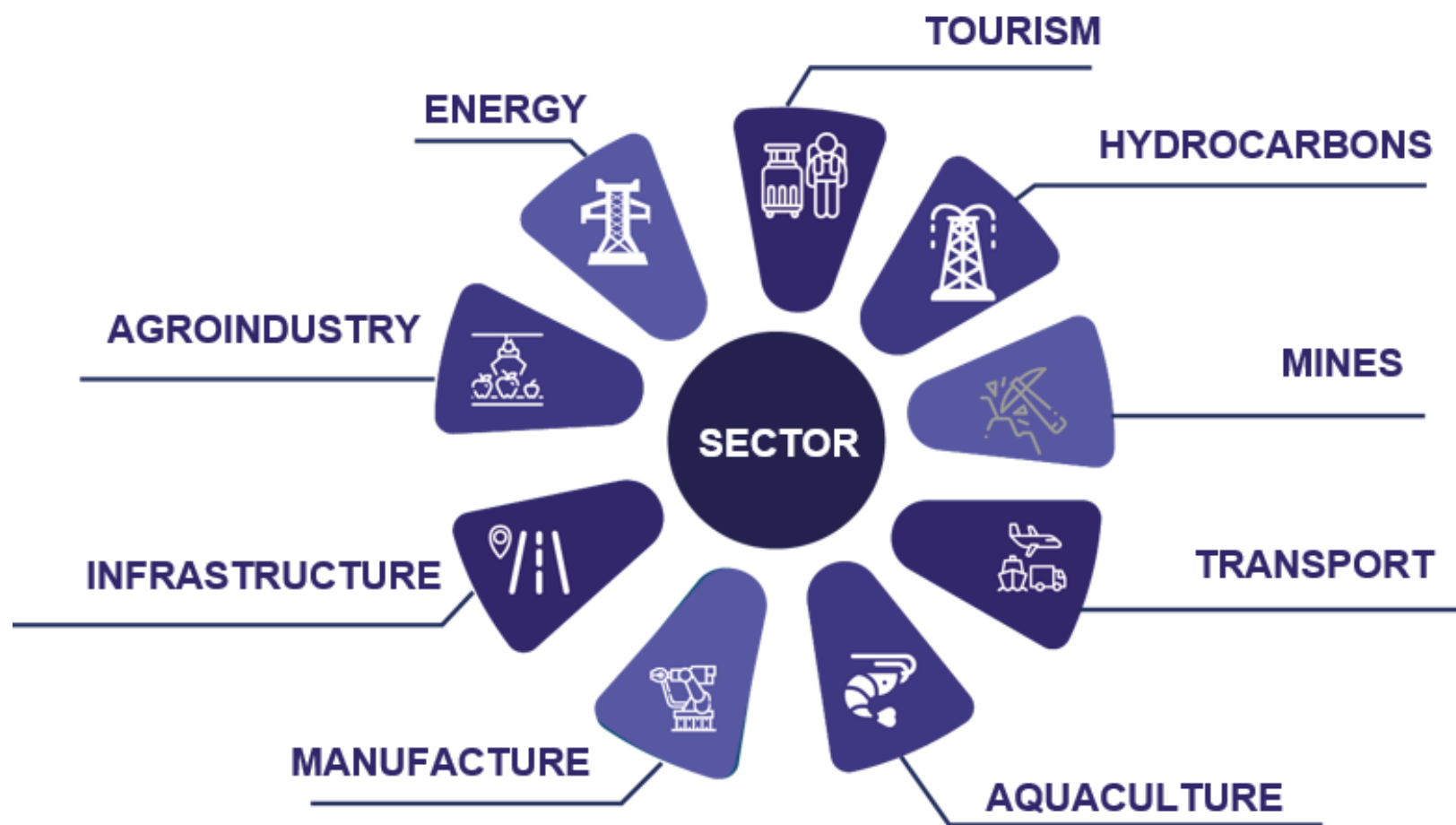
What is an Investment Protection Agreement IPA?



Best Areas for Investments



/ Investment Portafolio



[Portfolio](#)



Projects
Available

39

Investment projects
worth more than

**+ USD \$50
billion**

Why Ecuador?

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



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