

|       |   |           |     |
|-------|---|-----------|-----|
|       |   | 74        |     |
| KOTRA |   | 74        | 가   |
| (     | / | /         | 1 ) |
|       |   | UP-DATING |     |

|  |   |   |
|--|---|---|
|  | , | , |
|--|---|---|

**kotra**

<http://www.kotra.or.kr>

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|     |           |                 |         |
|-----|-----------|-----------------|---------|
| 1.  | 가         | .....           | 1       |
| 2.  |           | / (2004 ) ..... | 2       |
| 3.  |           | / (2005 ) ..... | 6       |
| 4.  |           | .....           | 10      |
| 5.  |           | .....           | 12      |
| 6.  | / / ( )   |                 | .13     |
| 7.  | / / ( )   |                 | .13     |
| 8.  | / / S ( ) |                 | .14     |
| 9.  | / /S      |                 | .....15 |
| 10. | / -       | .....           | 15      |
| 11. | / / ,     | .....           | 17      |
| 12. |           | .....           | 19      |
| 13. |           | .....           | 19      |
| 14. |           | .....           | 20      |
| 15. | / / ,     | .....           | 21      |
| 16. |           | .....           | 22      |
| 17. |           | .....           | 23      |

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|     |       |    |
|-----|-------|----|
| 18. | / / , | 25 |
| 19. |       | 26 |
| 20. |       | 29 |
| 21. |       | 32 |
| 22. |       | 33 |
| 23. |       | 35 |
| 24. |       | 36 |
| 25. |       | 38 |
| 26. | 가     | 49 |
| 27. |       | 50 |
| 28. | /     | 50 |
| 29. | 가     | 53 |
| 30. |       | 54 |
| 31. |       | 55 |
| 32. |       | 60 |
| 33. |       | 63 |
| 34. |       | 64 |
| 35. |       | 64 |
| 36. |       | 65 |

---

|     |     |       |    |
|-----|-----|-------|----|
| 37. | 가   | ..... | 66 |
| 38. |     | ..... | 66 |
| 39. | /   | ..... | 68 |
| 40. | /   | ..... | 69 |
| 41. |     | ..... | 69 |
| 42. | /   | ..... | 70 |
| 43. | / , | ..... | 72 |
| 44. | /   | ..... | 73 |
| 45. | / , | ..... | 73 |
| 46. | /   | ..... | 75 |
| 47. |     | ..... | 81 |
| 48. |     | ..... | 86 |
| 49. |     | ..... | 86 |
| 50. |     | ..... | 90 |
| 51. |     | ..... | 91 |
| 52. |     | ..... | 92 |
| 53. |     | ..... | 94 |
| 54. | /   | ..... | 94 |
| 55. | /   | ..... | 95 |

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|     |                          |       |     |
|-----|--------------------------|-------|-----|
| 56. | /                        | ..... | 98  |
| 57. |                          | ..... | 100 |
| 58. |                          | ..... | 102 |
| 59. |                          | ..... | 102 |
| 60. | /                        | ..... | 103 |
| 61. |                          | ..... | 105 |
| 62. | /SANTO TOMAS DE CASTILLA | ..... | 107 |
| 63. | /AMATITLAN               | ..... | 108 |
| 64. | /ZOFRACSA                | ..... | 108 |
| 65. |                          | ..... | 109 |
| 66. |                          | ..... | 109 |
| 67. |                          | ..... | 111 |
| 68. |                          | ..... | 112 |
| 69. |                          | ..... | 117 |
| 70. |                          | ..... | 117 |
| 71. | 가 / . 가                  | ..... | 119 |
| 72. |                          | ..... | 121 |
| 73. | /                        | ..... | 123 |
| 74. | /                        | ..... | 124 |

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|     |         |     |
|-----|---------|-----|
| 75. | .....   | 133 |
| 76. | / ..... | 134 |
| 77. | / ..... | 134 |
| 78. | / ..... | 135 |
| 79. | / ..... | 135 |
| 80. | / ..... | 136 |
| 81. | / ..... | 137 |
| 82. | / ..... | 138 |
| 83. | .....   | 139 |
| 84. | 가 ..... | 139 |
| 85. | .....   | 140 |

## 1. 가

|     |                                                                                       |
|-----|---------------------------------------------------------------------------------------|
|     | THE REPUBLIC OF GUATEMALA<br>( : LA REPUBLICA DE GUATEMALA)                           |
|     | ,                                                                                     |
|     | 108,890Km2( 460Km2 ), 1/2                                                             |
|     | ( , 1,500M 20/22 )                                                                    |
|     | (GUATEMALA CITY)                                                                      |
|     | 12.9 (2005 )                                                                          |
|     | Guatemala(320 ), Quetzaltenango(25 )<br>Escuintla(22 )                                |
| ( ) | (5%), ( , 40%), (50%)                                                                 |
|     | ( 23 )                                                                                |
|     | (70%), (30%)                                                                          |
| ( ) | 1821 9 15 ( )                                                                         |
|     |                                                                                       |
| 가   | OSCAR BERGER<br>- : 2004.1.14<br>- : 4<br>- 2003.11.9<br>- 2003.12. 29<br>- 2004.1.14 |
|     | 15                                                                                    |

(2004 )

|       |                        |
|-------|------------------------|
| GDP   | US\$21                 |
|       | 2.6%                   |
| 1 GDP | US\$1,690              |
|       | 3.4%                   |
| 가     | 8.5% (2004.6 -2005.5 ) |

|  |                                            |
|--|--------------------------------------------|
|  | , Quetzal (Q)                              |
|  | 1US\$=7.60Q (2005.6 )                      |
|  | US\$38                                     |
|  | US\$35                                     |
|  | (24.6%), (23.3%), (13.6%), (9.0%)<br>/ GDP |
|  | US\$44.7 , US\$80.9 ( )                    |
|  | : , , ,<br>: , ,                           |

|     |                                         |
|-----|-----------------------------------------|
|     | (1997), (2000.8)<br>(2003.12), (2004.6) |
| ( ) | : US\$550<br>: US\$62 (2004 )           |
|     | , , , , ( )<br>, ( )                    |
|     | 56.7 (2005.6 )<br>)                     |
|     | 8<br>( 3 , )                            |

## 2. / (2004 )

### 1.

UN CEPAL 2003 2001  
2.4% 2004 2.6%  
, 가 2005 3.2%(UN 3.0%  
)

가.

- 2004 1
- , , , ,
-

- ( )
- 가
- 2004 (IMF) : 4.1 %, 3.9 %, 3.5 %
- - 5 (2004 / 2005 )

- .
- 2004 1 ,

- 
- , 가 ,
- 가 가
- -

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|  |           |
|--|-----------|
|  |           |
|  |           |
|  | 가         |
|  |           |
|  |           |
|  | , PENSION |
|  | ,         |
|  | , ,       |
|  |           |
|  | ,         |

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< >

|         |     | 1999  | 2000  | 2001 | 2002   | 2003  | 2004* | 2005* |
|---------|-----|-------|-------|------|--------|-------|-------|-------|
|         |     | 11.1  | 11.4  | 11.7 | 12(*)  | 12    | -     | -     |
| 가       | %   | 2.8   | 2.7   | 2.7  | 2.6    |       | -     | -     |
| GDP     | U\$ | 181   | 190   | 205  | 225(*) | 248.6 | 255.3 | 263.5 |
| 1 GDP * | U\$ | 1,651 | 1,690 | -    | -      |       | -     | -     |
|         | %   | 3.5   | 3.3   | 2.1  | 2.0    | 2.4   | 2.7   | 3.2   |
| 가       | %   | 5.2   | 5.1   | 7.6  | 8.1    | 5.8   | 9.2   | 4~6   |
|         | %   | 45.0  | 40.0  | 48.0 | 3.1    | 3.4   | -     | -     |

|  |     |       |       |       |       |       |       |       |       |
|--|-----|-------|-------|-------|-------|-------|-------|-------|-------|
|  | *   | %     | 18.1  | 20.6  | 20.5  | 17.9  | 17.9  | 13.9  | 13.52 |
|  |     | U\$   | 24.6  | 24.9  | 29    | 22.2  | 24.9  | 33.4  | 36.0  |
|  |     | U\$   | 45.5  | 47.1  | 56.1  | 60.8  | 64.7  | 68.5  | 77.4  |
|  | ( ) | U\$   | -20.9 | -22.2 | -32.0 | -38.6 | -38.5 | -35.2 | -41.4 |
|  |     | U\$   | 11.9  | 18.0  | 23.0  | 24.0  | 29.1  | -     | -     |
|  |     | U\$   | 26.3  | 26.2  | 28.0  | 30.3  | 32.6  | 34.8  | -     |
|  |     | Q:U\$ | 7.39  | 7.77  | 7.86  | 7.82  | 7.93  | 7.96  | 7.96  |

: 1. ) EIU Country Report, CEPAL, (\* )  
 2. 2003 ( )  
 2004

2.

가.

- ,  
 - , ,  
 - , 60%  
 - ( 50% ) , ,  
 - , ,  
 - 80 가 ( , Maquila)  
 ( 16 )

|       | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004.1-11 |
|-------|--------|--------|--------|--------|--------|--------|-----------|
| (FOB) | 2,582  | 2,458  | 2,699  | 2,496  | 2,218  | 4,459  | 4,591     |
| (CIF) | 5,729  | 4,554  | 5,171  | 5,607  | 6,078  | 8,127  | 8,616     |
|       | -3,148 | -2,096 | -2,472 | -3,194 | -3,860 | -3,668 | -4,025    |

: / 2003

3.

가.

-  
 - 5  
 - , ,  
 -  
 - 3  
 - 2003 4  
 - . ,  
 - 가  
 - 300 160 가  
 -

< >

( : US\$ , %)

|      |       | 가    |       | 가     |       |
|------|-------|------|-------|-------|-------|
| 1999 | 367.3 | 37.7 | 58.2  | -12.3 | 309.1 |
| 2000 | 485.5 | 32.2 | 23.3  | -60.0 | 462.2 |
| 2001 | 470.6 | -3.1 | 149.3 | 541.9 | 321.3 |
| 2002 | 501.2 | 6.5  | 105.6 | -29.3 | 395.6 |
| 2003 | 522.7 | 4.3  | 65.7  | -37.8 | 457   |
| 2004 | 550.1 | 5.2  | 62.1  | -5.4  | 488.0 |

: KOTIS

- : . ( 70% , ),  
 , : , , , ,  
 - : ( 98% ),

< 10 >

( : US\$ , %)

| (MTI 6 ) |        | 2003  |       | 2004  |       |
|----------|--------|-------|-------|-------|-------|
|          |        |       | 가     |       | 가     |
|          |        | 522.7 | 4.3   | 550.1 | 5.2   |
| 1        | 436000 | 290.8 | -3.8  | 292.1 | 0.5   |
| 2        | 434200 | 26.5  | -10.3 | 18.7  | -29.4 |
| 3        | 812110 | 7.2   | 2.5   | 18.4  | 156.5 |
| 4        | 449090 | 18.5  | -4.1  | 20.6  | 11.7  |
| 5        | 310900 | 10.1  | 22.0  | 11.7  | 16.4  |
| 6        | 422200 | 8.2   | 30.5  | 7.7   | -6.3  |
| 7        | 741120 | 8.9   | 33.7  | 19.3  | 117   |
| 8        | 721100 | 9.2   | 41.4  | 6.7   | -27.3 |
| 9        | 741200 | 8.4   | 63.5  | 14.3  | 72.5  |
| 10       | 812190 | 7.7   | 75.1  | 11.0  | 77.2  |

: KOTIS

< 4 >

( : US\$ , %)

| MTI(6 ) |        |  | 2003 |       | 2004 |      |
|---------|--------|--|------|-------|------|------|
|         |        |  |      | 가     |      | 가    |
|         |        |  | 65.7 | -37.8 | 62.1 | -5.4 |
| 1       | 015810 |  | 64.3 | -38.3 | 59.7 | -7.2 |
| 2       | 033200 |  | 0.39 | 36.5  | 0.42 | 7.6  |
| 3       | 015110 |  | 0.23 | -29.4 | 0.45 | 95.6 |
| 4       | 129000 |  | 0.42 | 253.9 | 0.43 | 2.4  |

: KOTIS

#### 4. 2005

가.

- 6 (DR-CAFTA) (2005 )

,

.

가 ( 가 ) , 가

.

< >

( : US\$ , %)

| 가 | 2003 ( )    | 2004 ( )    | 2005 ( )     |
|---|-------------|-------------|--------------|
|   | 522.7(4.3%) | 550.0(5.2%) | 577.71(5.0%) |

### 3. / (2005 )

#### 1.

UN CEPAL 2003 2001  
2.4% 2004  
2.7% . 가 2005 3.2% (UN 3.0% )

가.

- 2004 1
- , , , ,
- 
- ( )
- 가
- 2004 (IMF) : 4.1 %, 3.9 %, 3.5 %
- - 5 (2004 / 2005 )

.

- 2004 1 ,

- , 가 ,
- 가 가
- -

.

|  |           |
|--|-----------|
|  |           |
|  |           |
|  | 가         |
|  |           |
|  |           |
|  | , PENSION |
|  | ,         |
|  | , ,       |
|  |           |
|  | ,         |

.

< >

|         |     | 1999  | 2000  | 2001 | 2002   | 2003  | 2004  | 2005* |
|---------|-----|-------|-------|------|--------|-------|-------|-------|
|         |     | 11.1  | 11.4  | 11.7 | 12(*)  | 12    | -     | -     |
| 가       | %   | 2.8   | 2.7   | 2.7  | 2.6    |       | -     | -     |
| GDP     | U\$ | 181   | 190   | 205  | 225(*) | 248.6 | 255.3 | 263.5 |
| 1 GDP * | U\$ | 1,651 | 1,690 | -    | -      |       | -     | -     |

|     |       |       |       |       |       |       |       |                 |
|-----|-------|-------|-------|-------|-------|-------|-------|-----------------|
|     | %     | 3.5   | 3.3   | 2.1   | 2.0   | 2.4   | 2.7   | 3.2             |
| 가   | %     | 5.2   | 5.1   | 7.6   | 8.1   | 5.8   | 9.2   | 4 <sup>-6</sup> |
|     | %     | 45.0  | 40.0  | 48.0  | 3.1   | 3.4   | -     | -               |
| *   | %     | 18.1  | 20.6  | 20.5  | 17.9  | 16.2  | 14.1  | 13.5            |
|     | U\$   | 24.6  | 24.9  | 29    | 22.2  | 44.6  | 50.4  |                 |
|     | U\$   | 45.5  | 47.1  | 56.1  | 60.8  | 81.3  | 94.8  |                 |
| ( ) | U\$   | -20.9 | -22.2 | -32.0 | -38.6 | -36.7 | -44.4 | -41.4           |
|     | U\$   | 11.9  | 18.0  | 23.0  | 23.6  | 29.1  | 35.2  | -               |
|     | U\$   | 26.3  | 26.2  | 29.2  | 31.1  | 34.6  | 38.4  | -               |
|     | Q:U\$ | 7.39  | 7.77  | 7.86  | 7.82  | 8.03  | 7.74  | 7.96            |

: 1. ) EIU Country Report, CEPAL, (\* )

2. 2002 ( )

2003

2.

가.

- ,

- , ,

- , 60%

- ( 50% ) , ,

- 80 가 ( , Maquila)

( 16 )

|       | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004   |
|-------|--------|--------|--------|--------|--------|--------|--------|
| (FOB) | 2,582  | 2,458  | 2,699  | 2,496  | 2,218  | 4,459  | 5,036  |
| (CIF) | 5,729  | 4,554  | 5,171  | 5,607  | 6,078  | 8,127  | 9,476  |
|       | -3,148 | -2,096 | -2,472 | -3,194 | -3,860 | -3,668 | -4,440 |

:  
: 1. 1997-2000  
2. 2003

3.

가.

-

- 5

- , ,

-  
 - 3  
 - 2003 4  
 -  
 - ,  
 - 가  
 - 300 160 가  
 -

< >

( : US\$ , %)

|      |       | 가    |       | 가     |       |
|------|-------|------|-------|-------|-------|
| 1999 | 367.3 | 37.7 | 58.2  | -12.3 | 309.1 |
| 2000 | 485.5 | 32.2 | 23.3  | -60.0 | 462.2 |
| 2001 | 470.6 | -3.1 | 149.3 | 541.9 | 321.3 |
| 2002 | 501.2 | 6.5  | 105.6 | -29.3 | 395.6 |
| 2003 | 522.7 | 4.3  | 65.7  | -37.8 | 457   |
| 2004 | 550.1 | 5.2  | 62.1  | -5.4  | 488.0 |

: KOTIS

.  
 - : . ( 70% , )  
 , , , ,  
 - : ( 98% ),  
 .

< 10 >

( : US\$ , %)

| (MTI 6 ) |        |  | 2003  |       | 2004  |       |
|----------|--------|--|-------|-------|-------|-------|
|          |        |  |       | 가     |       | 가     |
|          |        |  | 522.7 | 4.3   | 550.1 | 5.2   |
| 1        | 436000 |  | 290.8 | -3.8  | 292.1 | 0.5   |
| 2        | 434200 |  | 26.5  | -10.3 | 18.7  | -29.4 |
| 3        | 812110 |  | 7.2   | 2.5   | 18.4  | 156.5 |
| 4        | 449090 |  | 18.5  | -4.1  | 20.6  | 11.7  |
| 5        | 310900 |  | 10.1  | 22.0  | 11.7  | 16.4  |
| 6        | 422200 |  | 8.2   | 30.5  | 7.7   | -6.3  |
| 7        | 741120 |  | 8.9   | 33.7  | 19.3  | 117   |

|    |        |  |     |      |      |       |
|----|--------|--|-----|------|------|-------|
| 8  | 721100 |  | 9.2 | 41.4 | 6.7  | -27.3 |
| 9  | 741200 |  | 8.4 | 63.5 | 14.3 | 72.5  |
| 10 | 812190 |  | 7.7 | 75.1 | 11.0 | 77.2  |

: KOTIS

< 4 >

( : US\$ , %)

| MTI(6 ) |        | 2003 |       | 2004 |      |
|---------|--------|------|-------|------|------|
|         |        |      | 가     |      | 가    |
|         |        | 65.7 | -37.8 | 62.1 | -5.4 |
| 1       | 015810 | 64.3 | -38.3 | 59.7 | -7.2 |
| 2       | 033200 | 0.39 | 36.5  | 0.42 | 7.6  |
| 3       | 015110 | 0.23 | -29.4 | 0.45 | 95.6 |
| 4       | 129000 | 0.42 | 253.9 | 0.43 | 2.4  |

: KOTIS

## 5. 2005

가.

- 6 (DR-CAFTA) (2005 )  
-  
- , ,

.

- 가 , 가  
- ( 가 ) 가  
-

.

( : US\$ , %)

| 가 | 2003 ( )    | 2004 ( )    | 2005 ( )     |
|---|-------------|-------------|--------------|
|   | 522.7(4.3%) | 550.0(5.2%) | 577.71(5.0%) |

## 4.

1962

, '80

, '96

가

가

'95 1 , '98 2 , '99 4 , 2000 5  
 2001 6 (2003 ,2004 6 ) , '90  
 가 , 가 . 2000  
 ( , )  
 가 , 2003 5 2200 , 2004  
 5 5000 .  
 2001  
 2.7% 4 7300  
 2002 5 100 . 2003  
 가 5 2 2  
 2004 5 5000 ( )  
 2000 2000 2300  
 , 2001 608%가  
 가 1 6300 . 2002 1 600  
 2003 5 230 2004 6 200 .  
 가  
 , 2000 4 6300 2001  
 3 1000 , 2002 4  
 . 2003 ( 가 )  
 2004 4 8 8 .

<

>

|              |                        |
|--------------|------------------------|
| 86. 5        | Alfonso Cabrera        |
| 87. 4        | Roberto Carpio         |
| 90. 7        | ,                      |
| 91. 1        | (Serrano )             |
| 91. 12       | Francisco Reyes        |
| 92. 6        | expo'93                |
| 92. 8        | Serrano                |
| 93. 3        | ( : )                  |
| 94. 6        | Villa Anleu            |
| 94. 12       | Luis Arturo            |
| 95. 2        |                        |
| 96. 1        | (Arzu )                |
| 96. 9        |                        |
| 96. 12       | ( )                    |
| 97. 3        | ANACAFE( )             |
| 2003.9.26-28 | Eduardo Stein          |
| 2000. 1      | ( Portillo )           |
| 2000. 11     | ( - )                  |
| 2001.3.4-9   | Hugo Rene Mellado Lima |
| 98. 6        |                        |

< >

( : )

|  | 2000 | 2001 | 2002 | 2003 | 2004  |
|--|------|------|------|------|-------|
|  | 486  | 473  | 501  | 523  | 550.0 |
|  | 23   | 163  | 106  | 66   | 62.0  |
|  | 463  | 310  | 395  | 457  | 488.0 |

:

80% 2001  
3 1000 66% 3  
가 ( ) ,  
, , , , , 가 ,  
2002 , , 가 , PC ,  
가 2002  
, 2000 60%  
2001 12  
608%가 가 1 6300  
2002 가 가

## 5.

2004 4 52,776 4  
가 100%  
'98 가 , 2000  
CBTPA  
2002 VERTICAL  
( , )

가

가

, , ,

< ( ) >

( : )

|  | 1996  | 1997  | 1998 | 1999 | 2000  | 2001  | 2002  | 2003  | 2004  |
|--|-------|-------|------|------|-------|-------|-------|-------|-------|
|  | 1,717 | 5,980 | 23   | 675  | 8,385 | 2,011 | 4,449 | 8,377 | 3,742 |

)

160

180

· , , , , , , , ,

· , , , , ,outwear .

6. / / ( )

97 10 ,

OEM

2 99 7,500

2000 4 4 , 1 가 , Vertical ,  
2,400 , ,

99

7. / / ( )

'99 4

12

99 1,200 가

· 2000 4 5 2, 3 가 , 1,800  
가

, 5

(LAB)

(Light Box)

(Crock Meter), 가

가

---

(CAD Room)

(e-mail)

Q/A Room,

가

가

1

가

(NIKE)가

1, 2

가

4

7

8. / / S ( )

S 1990  
FOB

8

'99

가

2000 6

2000

가

가

2000

3

가

807

가

가

## 9. / /S

2004 2200 69.3% 가 2004 11

2001 CDMA

2004 CDMA GSM 가

GSM 가 가

가

LCD TV 가 가

가

CONVENTIONAL TV 가

TV , PDP, LCD TV

## 10. / -

< - 5 >

2004 5 28 6 ( , - 6 )

2005.3

6 2005 7

CAFTA( - ) 80% 가

10

75%



---

< >

가 가

2004 11

가

가

(FTAA)

가

( 80% )

가

가

가

**11.** / / ,

< >

2004 4 1 1-3 , 3

3 가

가

( 6 가 )

-

.

: 614

: 771-7282/3, FAX: 771-7284

-

: (DIRECCION GENERAL DE MIGRACION)

: 41 CALLE, 17-36, ZONA 8, GUATEMALA,  
GUATEMALA C.A

: 2475-1384( ), FAX: 2475-1384( )

: 08:00-16:30

: US\$16

< 가>

가

(Ministerio de

Trabajo)

(Direccion General de Trabajo)

( ),

( ),

가 1 ,

Inspection 가

가

< >

, ( ) ( )

가 1 US\$30

(La Aurora)

Migration 가

. Migration

(Aduana)

( )

2 가 (Banco de Quetzal)

가 가 5 가 가

40-50 (5 -6 ) 40 ( )

50 ( -6 )

( )

2 ,

가 가 ( ) 가

( )

, , , ,

( )

## 12.

< >

(Quetzal) Q , 1 100 (Centavos) .  
5, 10, 20, 50, 100 , 1, 5, 10 25 1 .

< >

'90 1 4.50786 '97 6.06368  
'98 6.40492 . 2000  
2001 7.98 . 2000 7.73 ,  
2005 6 7.62 .

< >

, (Q ) .  
2 가 (BANCO DE  
QUETZAL) .  
2 (BANCO DE QUETZAL)

## 13.

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4,000  
1500 30/35 , 12/15 ,  
18/20 " "  
35 , 25 , 28 .  
5 10 가 .  
2,000mm 70-80%  
11 -4 가 40-60%

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( )

1,500 , (12-2 )

가 .  
( , 11 -4 , 5 -10 가 . )

< >

, (11 -2 )  
가  
( ) .

가 가  
가 가  
 .

## 14.

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<2005 >

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|         |             |
|---------|-------------|
|         | 1/1         |
|         | 3/24-27 ( ) |
|         | 5/1         |
|         | 6/30        |
|         | 8/15 ( )    |
|         | 9/15        |
| (1944 ) | 10/20       |
| ( )     | 11/1        |
|         | 12/25       |
| 가       | 12/31       |

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\*12.24(NOCHEBUENA) 12.31

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(Semana Santa) , , 가 가 가 ,  
1 .

12 1 가 15 가  
가 , .

15. / / ,

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KST-15 9 12 가 .

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1 8 , 5  
08:00-17:00 , 12:00-13:00( 13:00-14:00) . ( 18:00 )  
2 08:00-16:00 , 09:00-17:00

15:00 , 09:00-17:00 20:00 08:30(09:00) 18:00  
09:00- 09:00-  
(BANCAFE, BANCO CONTINENTAL, BANCO INDUSTRIAL)  
09:00-13:00 .

CEMACO, PAIZ 09:00(10:00) 21:00 ,  
20:00 .

11:00 22:00 23:00 .

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7 1 6 30 2005 1 1 12  
31 .

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## 16.

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3 , 가  
(ZONA 9, 10) 3-4

### CAMINO REAL

ADD: AVE. LA REFORMA Y 14 CALLE, ZONA 10

TEL: (502)23334633 FAX: (502)23374313

가 : \$104( 22% , )

### QUINTA REAL

ADD: KM 9 CARRETERA AL SALVADOR, GUATEMALA

TEL: (502)23655050 FAX: (502)23655051

가 : \$104( " )

### INTER-CONTINENTAL

ADD: 14 CALLE 2-51, ZONA 10, GUATEMALA

TEL: (502)2379-4444 FAX: (502)2379-4445

가 : \$110( " )

### CLARION SUITES

ADD: 14 calle 3-08, ZONA 10

TEL: (502)23633333 FAX: (502)23633303

가 : \$95( " )

### MARRIOTT

ADD: 7A AVENIDA 15-45, ZONA 9, GUATEMALA

TEL: (502)2331-7777 FAX: (502)2332-1877

가 : \$104( " )

### HYATT REGENCY (GRAN TIKAL FUTURA HOTEL)

ADD: TIKAL FUTURA, CALZADA ROOSEVELT, 22-43, ZONA 11, GUATEMALA

TEL: (502)2440-1234 FAX: (502)2440-4050

가 : \$80( " )

### PRINCESS REFORMA

ADD: 13 CALLE 7-65, ZONA 9

TEL: (502)23344545(PBX) FAX: (502)23344546

가 : \$80 ( " )

---

MELIA GUATEMALA

ADD: AVENIDA LAS AMERICAS 9-08, ZONA 13

TEL: (502)2339-0676 FAX: (502)2339-0690

가 : \$80 ( " )

RADISSON

ADD: 1a. AVE. 12-46, ZONA 10

TEL: (502)23329795/223329797 FAX: (502)23329772/23329770

가 : \$80( " )

STOFELLA

ADD: 2a AVENIDA 12-28, ZONA 10, GUATEMALA

TEL: (502)2339-1879 FAX: (502)2331-0823

가 : U\$67, \$61 ( " )

HOLIDAY INN

ADD: 1a AVENIDA 13-22, ZONA 10, GUATEMALA

TEL: (502)2332-2555 FAX: (502)2332-2584

가 : \$67 ( " )

< >

APART HOTEL SUITES REFORMA

ADD: AVE.REFORMA 12-51, ZONA 10

TEL: (502)23343280(PBX) FAX: (502)23315557

가 : \$61 ( )

APARTAMENTO LAS TORRES

ADD: 13 CALLE 0-43, ZONA 10

TEL: (502)2332-0536 FAX: (502)2331-4628

가 : U\$55/ , U\$37.5/ ( 가 가 )

## 17.

< >

- : 16 CALLE,7-29,ZONA 9, GUATEMALA

- : (502)2334-7436, 2331-2501

-

- : 12 CALLE 2-27, ZONA 9, GUATEMALA
- : (502)2362-9967 / 2362-9963
- , ,

#### L.A.

- : 3 AVENIDA 11-41, ZONA 9, GUATEMALA
- : (502)2334-1004
- 

- : 32 AVENIDA 1-34, ZONA 7, GUATEMALA
- : (502)2433-1995
- , , ,

- : 가
- : (502)2479-1118-9
- , , ,

- : CALZADA MATEO FLORES 2 CALLE 38-81, ZONA 7, GUATEMALA
- : (502)2439-2512
- , ,

< >

#### LAI LAI

- : 12 CALLE 5-27, ZONA 9, GUATEMALA
- : (502)2331-6507/2334-4988
- 

#### 帝苑酒家(JADE ORIENTAL)

- : 12 CALLE 6-42, ZONA 9, GUATEMALA
- : (502)2331-1429

#### RESTAURANTE MONGOLIA

- : AVENIDA LAS AMERICAS 2-50, ZONA 13, GUATEMALA
- : (502)2345-589
- 

- : 16 CALLE 7-52, ZONA 9, GUATEMALA
- : (502)2362-5172 / 5173 - . ,

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< >

KACAO

- : 2a AVENIDA 13-44, ZONA 10, GUATEMALA
- : (502)2337-4188
- 

LA MEDIA CANCHA

- : 13 CALLE 04-71, ZONA 9, GUATEMALA
- : (502)2331-6463
- 

HACIENDA REAL

- : 13 CALLE 1-10, ZONA 10, GUATEMALA
- : (502)2333-5408/9, 368-1168
- 

MONTANO STEAK HOUSE

- : 12 CALLE 3-28, ZONA 10, GUATEMALA
- : (502)2332-6832
- 

DONOSTI

- : 13 CALLE 2-75, ZONA 10, GUATEMALA
- : (502)2334-3884
- 

TRE FRATELLI

- : 2DA AVENIDA 13-25, ZONA 10, GUATEMALA
- : (502)2366-3168
- 

18. / / ,

< >

가 , L.A, , ,  
UNITED, CONTINENTAL, AVIATECA, TACA, COPA, SAM, MEXICANA, LACSA 14 가  
3 , 5 ,  
3 . L.A \$600 , \$420  
가 L.A \$750 ,  
\$550 ( ) .

---

< >

( , )

.가  
\$5-6  
\$10  
AVIS, BUDGET, DOLLAR, AHORRENT  
4WD

( )

1 2 ( ) 가 . 0.5  
, 1  
가  
가  
, 가  
가  
26,429Km 2,869Km 11%  
가

## 19.

< >

. ( )  
122/123 125/128 110/120 1577  
1544 AIDS 1540 1566 331-4967

< >

- (Ministerio de Relaciones Exteriores)
- : 2 avenida 4-17 zona 10 Guatemala, CA
  - : (502)2348-0000

(Ministerio de Economia)

  - : 8 avenida 10-43 zona 1, Guatemala, CA
  - : (502) 2238-3330
  - : [www.mineco.gob.gt](http://www.mineco.gob.gt)

(INGUAT)

  - : 7 AVENIDA 1-17 ZONA 4 Centro Civico, Guatemala C A
  - : (502) 2331-1333/9
  - : [www.guatemala.travel.com.gt](http://www.guatemala.travel.com.gt)  
[www.espiritumaya.com.gt](http://www.espiritumaya.com.gt)

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(Ministerio de Finanzas)

- : 8 avenida y 21 calle zona 1 centro Civico, Guatemala C A
- : (502) 2251-1333
- : [www.minfin.gob.gt](http://www.minfin.gob.gt)

(Superintendencia de Administracion Tributaria)

- : 8 avenida y 21 calle zona 1 Centro Civico, Guatemala, C.A.
- : (502) 2253-1193

< >

BANCAFE

- : Avenida Reforma 9-30 Zona 9 Ed. Torre del Pais, Guatemala, CA
- : (502) 2331-1311
- E-mail : [Bancafe@Bancafe.com.gt](mailto:Bancafe@Bancafe.com.gt)
- Website : [www.bancafe.com.gt](http://www.bancafe.com.gt)

Banco Continental G &T, S.A.

- : 6 avenida 9-08 Zona 9 Plaza G & T Continental, Guatemala, CA
- : (502) 2338-6801/338-6838/338-6868
- E-mail : [gf@email.continet.com.gt](mailto:gf@email.continet.com.gt)
- Webpage : [www.gytcontinetal.com.gt](http://www.gytcontinetal.com.gt)

Banco de Occidente, S.A.

- : Quetzaltenango 4 Calle 11-38 Z 1
- : (502) 2761-2861
- Email : [occidente@occidente.com.gt](mailto:occidente@occidente.com.gt)
- Website : [www.occidente.com.gt](http://www.occidente.com.gt)

Banco Industrial, S.A.

- : 7 avenida 5-10 Zona 4 Torre I Edif. Centro Financiero, Guatemala C A
- : (502) 2334-5111
- E-mail : [luislara@pronet.net.gt](mailto:luislara@pronet.net.gt)

Banco Internacional, S.A.

- : Avenida Reforma y 16 calle 0-55 Zona 10, Guatemala, C.A.
- : (502) 2366-6666
- E-mail : [binter60@gua.gbm.net](mailto:binter60@gua.gbm.net)
- Website : [www.bcointer.com.gt](http://www.bcointer.com.gt)

< >

(CAMARA DE COMERCIO DE GUATEMALA)

- : 10 Calle, 3-80, Zona 1, Guatemala, C.A.
- : (502) 2253-5353
- : (502) 2251-4197
- : [www.guatemala-chamber.org](http://www.guatemala-chamber.org)

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(CAMARA DE INDUSTRIA DE GUATEMALA)

- : Ruta 6, 9-21, Zona 4, Guatemala, C.A
- : (502) 2334-0849 / 334-1314
- : (502) 2334-1318
- :

(GREMIAL DE EXPORTADORES DE PRODUCTOS NO TRADICIONALES)

- : 15 Ave. 14-72, Zona 13, Guatemala, C.A.
- : (502) 2362-2002
- : (502) 2362-2002
- :

(AGG: ASOCIACION DE GERENTES DE GUATEMALA)

- : 6a Ave. 1-36, Zona 14, Guatemala, C.A.
- : (502) 2367-4995
- : (502) 2367-5006
- :

(CACIF: COMITE COORDINADOR DE ASOCIACIONES AGRICOLAS, COMERCIOS, INDUSTRIAS Y FINANCIERAS)

- : Ruta 6, 9-21, Zona 4, Guatemala, C.A
- : (502) 2332-1794
- : (502) 2334-7025

< >

- : 5ave. 5-55z.14 Edificio Europlaza,Torre 3, Nivel 7
- : (502) 2353-0251-0256
- : (502) 2353-0259

KOTRA

- : 13 CALLE 3-40, ZONA 10, EDIF. ATLANTIS OF. 605, GUATEMALA, GUATEMALA
- TEL: (502)2367-2347/48/49 FAX: (502) 2367-2350
- E-MAIL : kotra1@newcomgua.com

- ( ) TEL: (502)2476-2028
- ( ) TEL: (502)2476-2028
- ( ) TEL: (502)2361-3221/442-3297
- ( ) TEL: (502)2232-2350/476-2397
- ( ) TEL: (502)2254-5720
- TEL: (502)2251-5165
- TEL: (502)2633-1559
- ( ) TEL: (502)2594-3752



( )

125 128

AURORA, HERRERA, PILAR,

CENTRO MEDICO

가가 .( : 가 \$1,000 )  
DEDUCTION \$300 가 가

가 , , 가 (Farmacia)  
가 , 가 \$10-30 ,

4

-

: CALZ.AGUILAR BATRES 43-35, ZONA 12, COMERCIAL MONTE MARIA, LOCAL 1  
GUATEMALA  
: (502)479-1116

-

: CALZ.AGUILAR BATRES 43-35, ZONA 12 COMERCIAL PLAZA MONTE MARIA  
GUATEMALA  
: (502)479-1112 / : 476-6164 (H/P 203-1983)

-

: 30 AVENIDA 6-30, ZONA 11, RESIDENCIAL 5 (CANAL 3 )  
: (502)439-5029

( )

US\$1  
US\$1-2 , US\$5  
US\$50-60 10%, US\$100 5%  
US\$ 1  
10% 가

( )

( )

가

( )

UNISEX가 6 가 , 30-40  
80 .

- : 16 CALLE 7-52, ZONA 9, GUATEMALA  
: (502)362-7890/7891

- : 2 CALLE 35-78, ZONA 7, GUATEMALA  
: (502)439-2715

- : 4 CALLE 32-79, ZONA 11, UTATLAN 2, GUATEMALA  
: (502)594-7664

( )

가 , 가 3  
가

< >

( 가)

가 . 가

( )

MEYCOS, CEMACO, PAIZ, LA TORRE  
KLEE, 가 HOME CENTER

(ZONA 1) , 가

가 가 4 , ,  
가 가 2 , ,

- : 36 AVENIDA 0-37, CALZADA ROOSEVELT, GUATEMALA  
: (502)2431-2090 / 1477
- : 2A CALLE 34-38, ZONA 7, GUATEMALA  
: (502)2599-6660
- : 37 AVENIDA 2-15, ZONA 7, COL. EL RODEO, GUATEMALA  
: (502)2433-9015/23
- : ANILLO PERIFERICO 22-29, ZONA 11, GUATEMALA  
: (502)2473-8264 / 473-8222

( )

가 , 283g INCASA  
32 . ( ) ,  
가 10 600  
(JADE)) 가 ,  
( 가

## 21.

< >

ZONA 1 가, 가  
(PALACIO NACIONAL), (CATEDRAL),  
, ,  
, ,  
, .

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( )

1 1543  
1773 가  
.

, ,



- c : a,e,u 'ㄷ' , e,i 'ㅅ' .  
 ( : casa , cena , como , cine , cura ) cc가 'ㄱ'  
 + ㅅ ' . ( : accion , leccion )  
 - ch : 'ㅈ' . ( : muchacho , coche )  
 - g : a,o,u 'ㄱ' e,i 'ㅇ' .

gue ' ' gui ' ' gue gui u  
 (..) , , , , .

( : gato 가 , general , guerra - ,verguenza , gota  
 girar guitarra linguistica, , agua )  
 - h : . ( : hoy , hermano )  
 - j : 'ㅇ' .  
 : caja , joven )  
 - ll : / / .  
 ( : caballo , cigarrillo 가 , llorar , lluvia )  
 - n : / / / . ( : manana , nina )  
 - r : 'ㄹ' ' rr' .  
 ( : cara , caro , rosa ㄹ- )  
 - rr : 'rr' . ( : ferrocarril - , costa rica : - )

< >

\* Buenos dias ( ) ? ( )  
 \* Buenas tardes ( ) " ( )  
 \* Buenas noches ( ) " ( )

\* Muchas gracias. ( ) .

\* Lo siento mucho. ( ) .

\* Me alegro mucho de conocerle a Ud. ( ?)  
 \* Soy .... de Corea. ( ... )  
 \* Me llamo . ( .. )

\* Por donde puedo llegar a . ( 가 ....)

\* Donde estoy ahora ? ( )

---

\* Yo quiero ir a ( ). Cuanto cuesta ? ( ....)

\* En que fecha estamos hoy ? ( )

\* Que dia es hoy ? ( )

\* Donde esta el bano ? ( )

(가 )

\* Cuanto cuesta ? ( )

## 23.

< >

14-18

,

.

< >

108,889

1/2

.

< >

0m

4,000m

가

4,211m

(Tahumulco)

2/3가

가

1,500m

가

3,000

< >

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,

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< >

20  
720  
28  
15  
가  
(JADE)

## 24.

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2004 12,618  
280 , 320 '99 가 2.5%  
1 107

|     | 1995  | 1998   | 1999   | 2000   | 2001   | 2002   |
|-----|-------|--------|--------|--------|--------|--------|
| ( ) | 9,976 | 10,802 | 11,090 | 11,385 | 11,687 | 11,995 |

) SIECA

가

, Quetzaltenango 250 , Escuintla 220 , San Marcos 120 ,  
Antigua 100

Huehuetenango 818 , San Marcos 822 , Alta Verapaz 707 ,El Quiche  
567 , Quetzaltenango 650 , Escuintla 498

0-4 16.6%, 0-14 44.8%, 15-24 20.5%, 15-64 51.7%, 65  
3.5%

< >

가  
42.8% 22 가  
가

57.2%

80-85 %

. ,  
 .  
 ( 3 )  
 가 .  
 < >  
 가 가 가  
 70%, 30%  
 가 , 가  
 가 (semana santa) 가 가  
 (El Virgen de Asuncion), (Dia de Todos  
 Los Santos) 1  
 (Jueves Santo) (Viernes Santo)  
 가 가 ( )  
 < >  
 가 가  
 가 20 가  
 50% 가 가  
 가 가, 가

가 , , 가  
가  
< >  
,  
" " 가  
,  
가  
, 가  
(Miguel Angel Asturias)  
" " " " , "  
" " 1967  
11 11  
,

25.

< >  
( )

가  
BC 4-6 peten AD 9 , 가 10

---

1,000

가

가

.

, , ,

,

.

UAXATUN, TIKAL, CEIBAL, CEIBAL,

QUIRIGUA

COPAN

.

가

가

.

KAMINALJUYU 가

.

( )

:

, ,

,

(Rancho)

.

.

- : ,

Jade, ,

- :

,

Jade, ,

- : , 가 가  
가

JADE, 가 , , ,

- :

. , ,

- :

, , , , ,

.

- :

3

- : , , 가 .

1 18 20 5

- , : 가

가 (ITZAMNA)

< >

( )

900  
1524 PEDRO DE ALVARADO

가

QUICHE, CAKCHI-QUEL,  
TZUTUHIL, MAME, KEKCHI, POCOMCHI, PODOMAM, ITZA, LACANDON, CHORTI NAHUALT

UTATLAN, TZUTUHIL CAKCHIQUEL IXIMCHE, QUICHE  
ATITLAN CHUITINAMIT, MAME  
HUEHUETENANGO ZACULEU, ITZA  
PETEN FLORES TAYASAL

POPOL VUH EL MEMORIAL DE TECPAN ATITLAN

QUICHE CAKCHIQUEL  
FRANCISCO XAHILA

(QUICHE )

QUICHE 가 가  
TECUN UMAN

POPOL VUH

---

(QUICHE) 3

< >

( )

1824 1524 가 1839 가

1524 7 1523 PEDRO DE ALVARADO 1824 300

18

(CRIOLLO)

1824 15

1839

( )

1523 ALVARADO 가

QUICHE

CAKCHIKEL

IXIMCHE , 1524 7 27

1773 ANTIGUA GUATEMALA

1775 12 29 VALLE DE LA VIRGEN DE LA ASUNCION,  
GUATEMALA 1823

가 1527 JUAN GIDINEZ 가

가

( )

, CRIOLLO 가  
 .  
 .  
 SAN CARLOS 1676 1681  
 .  
 .  
 1660 ENRIQUEZ  
 1729 GACETA DE GOATHEMALA 4 가  
 ( )

,  
 CRIOLLO ,  
 . 가  
 . 가

1542  
 .  
 .  
 가 , ,

,  
 .  
 65% .  
 ( )  
 가  
 . 가  
 .  
 가 가  
 가 가

---

가  
( )

4 , 1789  
가  
CRIOLLO

811  
1813 1820 TOCONICAPAN

1821 9 15  
1823 6 가  
3 1824 11 22

MORAZAN  
15  
1839

< >

( )

1839

1) 30 , 2) 1871 , 3) 1944 ,  
4) 1985

(30 )

가 ( ) 30 가 , 가

---

(1871 )

30  
1871

71 , , .  
가 가가 .

1879 , .  
1945 .  
가

(1944 )

JORGE UBICO ,1944

1945 3

.

1950 가

. , .

가 1956 가

1967-73

가

가 .

80 가 가

.

( )

50

VINCIO CEREZO AREVALO

91 11

, 91 1

1985 11

1986 1

2

JORGE SERANO ELIAS

1993 5 25

가

2 4

.

1990 : '90 11 11  
'82

가

Gen. Rios Montt

가

3

가

(DC) Alfonso Cabrera

, 가

(UCN) Jorge Carpio

Rios Montt

(MAS) Jorge Serrano

50%

가

UCN Jorge Carpio

MAS Jorge Serrano

가

1,2

1991 : '91 1 6

68%

Jorge Carpio

MAS

Jorge Serrano

가

Serrano

(DC) VINICIO CEREZO

가

, 가

91

URNG

가

가

가

1992 :

URUNG

SERRANO

9

10

UN

(TOTAL PEACE

PLAN)

12 6

10

3

가

1993 : 92 12

RIGOBERTA MENCHU TUM

가 ,

가

가

'93.5.25

SERRANO

---

6 1

가

6 5

RAMIRO DE LEON CARPIO

SERRANO

DE LEON

CONSULTA POPULAR

93 11 30

가

가

1994 :

94

가

가

가

94

94 1 30

(DEPURACION)

85%

가

4

80

116

8 14 80

(FRG: )

32

가

1995 : 1993

RAMIRO DE LEON CARPIO

가가

RAMIRO DE LEON CARPIO

1996-98 : 1995 11 12

가

1996 1 7

(PAN) ALVARO ARZU (1

)가

(FRG) ALFONZO PORTILLO

31,950

1 14



---

가 .  
LEON .

1994  
1995 ( )  
LEON .

96 1 14 ARZU 6-7  
2 24 27

37 '96.12  
19 (El Programa de Paz) , 2000  
가 .

-  
- 가 ( , , , , , , , : )  
- ,  
- ,

(Alfonso Portillo )

1999.12.26 Alfonso Portillo  
Arzu ,  
3가  
. Portillo 2000.1.14  
.

(Portillo )

- , 가  
- , ,  
- , 가  
가 (S.A.T)  
- ,  
-

- 가  
 -  
 -  
 - 6%  
 -  
 - (TELGUA, EEGSA) , Arzu  
 2000-2001 Portillo  
 가  
 , 가  
 , 가  
 가  
 ,  
 가  
 가  
 .

## 26. 가

< >

. 1  
 가  
 .  
 13 ( 4 ( ) ,  
 1,2 가  
 5  
 .

< >

가  
 . 3  
 13  
 ( 26  
 , 5 . 13 1  
 .  
 5 5 . 1 , ,  
 , 5 1  
 1 .

---

< >

113 4  
1 3 , 5 , , , ,  
27 .

27.

< >

40  
가 5 가  
가 가 가 ,  
가 가 1 2  
2  
4  
( ) , 5  
2-5  
가 가 가  
가

< >

가 (GANA)  
(FRG), (UNE) 16 . 2003  
FRG GANA GANA 31 ,  
FRG 30 , UNE 28 158 .

28. /

가.

1)

- 1985 11 VINCIO CEREZO AREVALO 1986 1  
50  
- 1991 11 2 JORGE SERANO ELIAS가  
-  
1993 5 25  
2 4  
- 6 5 RAMIRO DE LEON CARPIO가  
- RAMIRO DE LEON CARPIO  
가  
- 1995 11 12  
1996 1 7 가 (PAN) ALVARO ARZU  
(1 )가 (FRG) ALFONZO PORTILLO  
31,950 1 14  
- (PAN) 80 42

## 2) Arzu

ALVARO ARZU  
180  
96 5 7  
URNG;Union Revolucionaria Nacional Guatemalteca) 가  
( URNG 9  
)

98 가  
'99.5.16 (

## 3) Portillo

99.11.7 FRG Alfonso Portillo PAN Oscar Berger  
2 (12.26)가  
Portillo 가 , '00.1.4

99 86 4 (96.12)  
가  
가 가,  
가  
(DCG, UCN, MLN )  
.  
FRG ( , , ) RIOS  
MONTT , LEON CARPIO  
RIOS MONTT  
Portillo  
.  
PAN Arzu Berger ,  
가 , PAN  
.  
99 FRG Portillo , ( 113 63 )  
.  
4)  
2003.11.9 ( 158 ),  
GANA Oscar Berger 가 (2004.12 ) , 2004.1.14  
.  
.  
.  
1990  
1984 3  
.  
1992 1 16  
12  
6 LEON  
LEON  
가  
.  
LEON

1995 ( )

2      24      27

6-7

37

○

: (PRESIDENTE)  
:  
: (Oscar Rafael Berger Perdomo)  
: 2004. 1. 14  
: 4

|   |      |               |         |   |             |
|---|------|---------------|---------|---|-------------|
| - | 1946 | 8             | 11      |   |             |
| - |      | Wendy Widmann |         | 4 | 1           |
| - |      | :             |         |   |             |
| - |      |               |         |   |             |
| · | PAN  |               |         |   |             |
| · |      |               |         |   | (1991-1999) |
| · | PAN  | (1999)        |         |   |             |
| · | PAN  |               | (1999)- |   |             |
| · | PAN  |               |         |   | (2004.1.14) |

---

30.

< (2005.6.25 ) >

( )

EDUARDO STEIN BARILLAS

- 1945

- (1996-2000)

- ,

- (2001-2002)

( )

JORGE BRIZ ABULARACH

- 1955

-

- 가,

- (2000-2003)

( )

MARCIO CUEVAS

-

( )

ANTONIETA DE CID DE BONILLA

- QUETZAL

( )

CARLOS VIELMAN

( )

JORGE FRANCISCO GARLLARDO FLORES

( )

MARCO TULIO SOSA

( )

MARIA DEL CARMEN ACENA

( )

ALVARO AGUILAR PRADO

( )

LUIS ROMEO ORTIZ PELAEZ

---

( )  
MANUEL EDUARDO CASTILLO ARROYO

( )  
MANUEL DE JESUS SALAZAR

( )  
LESBIA CARLOLINA ROCA RUANO

< >

( )  
JORGE MENDEZ HERBURGER  
- PAN  
- GANA  
- 가

( )  
RODOLFO DE REON MOLINA JOSE ROLANDO QUEZADA  
-

( )  
JUAN FRANCISCO FLORES JUAREZ

( )  
ALVARO ARZU  
- 1996-2000  
- UNIONISTA

( )  
LIZARDO SOSA  
-  
- , (1984) , (ASIES)

### 31.

< >

22 (Departamento) 330 (Municipio) , 州都  
(Cabezera)가 . Municipio Aldea Caserio가 .  
(Departamento) " "  
" " 22 가 .  
" " 22 가 .

(Municipio)가  
 (Mixco), (Villa Nueva),  
 (Amatitlan)

" (Aldea)"가 , ,

" "

" " " (Caserio)"가 100 가 가

< >

: 2,126Km2  
 : 2,501,877  
 :  
 : , ,  
 : , , ,

< >

: 1,922Km2  
 : 143,197  
 :  
 :

< >

: 465Km2  
 : 259,265  
 :  
 : ,  
 : 가 ,

< >

: 1,979Km2  
 : 416,926  
 :  
 :  
 : , , 가

---

< >

: 4,384Km2

: 477,852

:

:

: ,  
Puerto Quetzal

.

가 .

< >

: 2,955Km2

: 313,926

:

:

< >

: 1,061Km2

: 299,003

:

:

: , ,  
Atitlan

< >

: 1,061Km2

: 353,207

:

:

< >

: 1,951Km2

: 661,868

:

:

< >

: 2,510Km2

: 395,473

:

:

---

< >

: 1,856Km2

: 237,822

:

:

: ,

:

Champerico 가

< >

: 3,791Km2

: 825,944

:

:

:

Tecun Uman ,

가

.

< >

: 7,400Km2

: 854,157

:

:

:

가

< >

: 8,378Km2

: 575,110

:

:

< >

: 3,124Km2

: 199,109

:

:

< >

: 8,686Km2

: 781,179

:

:

:

---

< >

: 35,854Km2

: 320,235

:

:

:

,

< >

: 9,038Km2

: 327,094

:

:

:

Puerto Barrios

,

RIO DULCE

< >

: 2,690Km2

: 207,562

:

:

< >

: 2,376Km2

: 207,562

:

:

:

Esquipulas

< >

: 2,063Km2

: 262,685

:

:

< >

: 3,219Km2

: 380,299

:

:

---

32.

< >

( )

가

가

98 1 27 . , , .

가

가

가

( )

, 86

가 가

90

Vinicio Cerezo

AID

.91.1

가

가 93 5

(DE LEON)

가

가

94

가

가

가

가

가

, Tavel Advisory 가

가

( )

4 (

가

2000

3

가

2000 3

---

가

( )

90

92 8

PORTILLO

가

가

가

가

. 96.9

, 98 6

가

, 2000 11

가 .

2000 7

, ,

2 5

(EDCF)

가

< >

( )

G-4,

(SIECA)

(SICA)

PORTILLO

(NAFTA )

NAFTA

가 .

NAFTA

( )가 가 ,

'94 NAFTA

72 가

, '94

가 .

'95

가

91

TUXTULA

, 2000

3 (

)

2001 1

가

2000 9 4 ( , , , )

NAFTA 가

2001 .

( . FTA )

'94 FTA , '96 , )

North Triangle 3 ( , , )

, 2000 5 2001

50% 2011 2012

가 , 5 . 가 가

, , , , ,

가 .

( - 5 )

가 2003 1

9 .

1 가

가 80%

가

가 20% 5 , 10

.

, 50% 가 ,

, , , . 50% 15

.

가

( )

3

, .

TPL ( , 3 ,

) ( 1 S/M )

가 . NAFTA ,

가 .

가 1,500

. 4 2004 1 13 가

.

- 6

2005 .

(EU )

EU NAFTA

. EU 93 7 1

가 EU 가 ACP .  
EU가

. , ,  
EU GATT  
65% , ,

EU 가 GATT

EC 1985 EC- SAN JOSE .

( )

가  
, NAFTA, ,  
가

33.

(1 Manzana = 6,987m<sup>2</sup>) (1 Caballeria  
= 64 Manzana) ,  
(1 Quintal = 100 £ ) ,  
(1 Vara = 84 Cm) .

< >

220V 60Hz 가 가 , 가 110V  
가 . , 120, 240, 440V .  
(ups) .

---

34.

< >

가  
가  
5  
30 60  
가 (16\$)  
6  
5 15 2  
가  
가

< >

가  
가  
가  
가  
3-4  
가

35.

< >

(Santa Elena) 2 (La Aurora)

가 14 10  
 AMERICAN, AIR FRANCE, IBERIA TACA, COPA, AVIATECA, LACSA, UA,  
 ( )

La Aurora Escuntla( )

< >

DE CASTILLA ( PUERTO QUETZAL PUERTO BARRIOS , SANTO TOMAS  
 PUERTO QUETZAL PUERTO BARRIOS

가 가

CHAMPERICO  
 DE CASTILLA , SANTO TOMAS ,

36.

: 614  
 : 82-2-771-7582/3  
 : 82-2-771-7584

### 37. 가

|  |        | (USD)  |                         |
|--|--------|--------|-------------------------|
|  |        | 7      | 1                       |
|  |        | 1.63   | 1                       |
|  |        | 1.25   | 1 , 20                  |
|  |        | 2,000  | 150m2/ , Semi-furnished |
|  |        | 1,500  | 150m2/ , Semi-furnished |
|  |        | 1,800  | 150m2/                  |
|  | 2000cc | 16,200 | , ,                     |
|  |        | 0.13   | 1                       |
|  |        | 3.75   |                         |
|  |        | 6.25   | 가 , Km                  |
|  |        | 0.13   | , 3                     |
|  | ( )    | 0.16   | - , 3                   |
|  |        | 0.14   | 가 , 1Kwh                |
|  |        | 72     | 1                       |
|  |        | 2,125  | 1                       |
|  |        | 9,000  | 1 , American School     |
|  |        | 63     | , 18 1                  |
|  |        | 3.40   | ,                       |
|  |        | 31.25  | ,                       |
|  |        | 119.56 | , 1                     |
|  |        | 95.1   | , 1                     |
|  |        | 625    | ,                       |
|  |        | 1000   | ,                       |

### 38.

< (1950-1978)>

(GDP) 가 5% 1 GDP U\$217 U\$360 가

< (1979-1985)>

가 , 1982 GDP  
3.5% 1985 가  
가 , 가  
가  
가

< (1985-1995)>

1986 가  
1986 GDP 0.1% 가  
가  
1993 5 SERRANO , 95  
3.8%  
DE LEON 180  
( , ) 가 가  
8.6%, 4.9% .

< (1996-1999)>

96 ARZU 96 12 36  
가  
, , , 4  
가  
( 20 ) , 97  
90  
,  
98 , 4.7% 7% 가  
97 , ( 가 17% ) 4.1%  
, (2.8%), (2.5%), (5.5%)  
15 2 GDP 8%  
GDP 1.4%  
(96 5 6 )  
(150 ) , 가  
( , , , )

98 가 20 , 4.9%  
 , 97  
 15%, 25% 가  
 가 가

99 ( )  
 , , ,  
 4  
 , 20% 가 , 가  
 3.5%

< (2000-2003 ) >

2000 , 가  
 , 가  
 ,

가  
 2000 3.0% 2001 2002 2.1% , 2003  
 2% 2003 11 4-6%  
 가 GDP 5%  
 . 11  
 가

39. /

< >

Portillo

가  
 , , , , 가  
 GDP 9% 12%  
 `98.2

ARZU PORTILLO

. '97

. 2004 OSCAR BERGER

2020 ' . BERGER ' 가 ,

BANGUAT(Banco de Guatemala)  
(Junta Monetaria), (Supertendencia de Bancos) ,  
(Asociacion de Banqueros de Guatemala) .

가 , 가  
.  
< >  
, , , ,  
(Banco) 35 가  
2 , 2 (Lloyds Bank, Citibank),

(Intermediarios financieros)  
20 가 1 .

(Casa de cambio) 10

(Afianzador) , , 12 가  
1 .

(Asegurador) , , 17  
가 1 .

(Almacenadora) , , ,

(Certificado de Depósito) , (Bono de Prenda)  
16 가  
가 .

< >

가 (Ley de Valores) Bolsa de  
Valores Nacional Bolsa Agricola Nacional 2 .

Bolsa de Valores Nacional 14

2 .

< >

(Instituto de Fomento de Hipotecas Aseguradas)  
(Monte de Piedad de El Credito Hipotecarios Nacionales)가 ,

42. /

( )

'99 GDP 2.5% 7.1% 248,500  
'98 , 8 1,200  
187  
가 '99 '99  
6 3581

'98 26,624가 2,365 ( ,  
)가 5,887  
12% '98  
가  
99 가  
2000 Portillo  
가  
15  
( )  
1999-2001 22 195  
1,121KM 2000  
SANTO TOMAS QUETZAL  
2000  
3.5 - 가  
가 ( 5 ), 7  
6,5,1 36 가  
(FONAPAZ)  
1999-2003 28  
'98 83,818 "(Fondo guatemalteco para la Vivienda)  
123  
( )  
'99 가 40%가 2000 가  
가  
가  
2004.1.14 2005

가 가 Multiproyectos  
2 가  
가 ,

43. / ,

( )

(TIKAL ) (ANTIGUA ),  
(ATITLAN , RIO DULCE )

85,700 20 , 175  
( 32 ), 100  
Budget, Avis 14 , 5 가 '99  
Puerto Barrios 가 ,  
" " " "

( )

40 가 CNN ,  
TRAVEL Travel Agent, Archeology , New York Times Excelsior  
de Mexico ,

(INGUAT) (Asistencia al Turista)

FTA , 99 , ,

( )

2000 , 550  
5,000  
8  
(Ruta Maya)



, ,  
 .  
 GDP 3.5% , 2000  
 13.94  
 78,000 310 7 , 75 ,  
 25 , 12 , 32 , 4 , 21 , 18 ,  
 19  
 ( )

58% 가  
 807 , 3 FULL  
 PACKAGE

16 2000 2.16%  
 8.5% 5 , 가  
 13.4% 4

Woven, Knit , , ,  
 Villa Nueva San Lucas

( )  
 가  
 가  
 Full Package

CBI (CBTPA) 2000.11  
 807  
 3 FULL PACKAGE 가  
 .2005 1 가  
 DR CAFTA( - )

## 46. /

( ) . , , 1

가

'90 TUSA 807

MAQUILA( 가 )가

60-70

GDP 60 11.3% 80 16.7%

(CACM, MCCA; MERCADO COMUN

CENTROAMERICANO)

가

90

GDP

가

15%

80

1 가

가

2004

( : Q , 58 가 )

|  | 2000   | 2001   | 2002   | 2003   | 2004   |
|--|--------|--------|--------|--------|--------|
|  | 1157.9 | 1171.3 | 1192.5 | 1230.3 | 1275.2 |
|  | 26.4   | 26.6   | 29.2   | 30.4   | 27.9   |
|  | 668.2  | 675.6  | 681.0  | 688    | 704.1  |
|  | 98.6   | 110.6  | 93.7   | 90.6   | 72.8   |
|  | 210.9  | 204.6  | 223.2  | 233.1  | 247    |
|  | 489.6  | 522.7  | 552.3  | 578.7  | 631.9  |
|  | 1249.6 | 1282.9 | 1319.2 | 1343.7 | 1387.3 |
|  | 5073.6 | 5191.9 | 5308.7 | 5421.9 | 5566.3 |

)

( )

가

GDP 23.1%

51%

56%



( )

가 , (CONAMA) , .  
300 ,  
.

( )

'99 GDP 2.5% 7.1% 248,500  
'98 , 8 1,200  
187 .  
'99 가 '99  
6 3,581 .  
'98 26,624가 2,365  
( , , )가 5,887  
12% . '99  
, 2000  
가  
15 .

( )

가  
(Rubios, Belmont ), , ,  
(Old Friend ), (Venado), (Do- rada, Gallo, Monte Carlo) .  
1969 Conservas Y alimentos S.A. 가 ,  
, 1976 Helios Gama , Industria  
Nacional Alimenticia S.A .

가  
( , ) Gallo  
1 Pollo Campero  
20 2005 5 500  
2005 6 400  
가 가 가 가 .

(      )

가  
311 가 58.8% 183  
가

GDP 3.5% , '99  
13.94 77,107  
310 7 , 75 , 25 ,  
12 , 32 , 4 , 21 , 18 , 19

90% 가  
807 , ,

(      )

가 , 가 ,  
( , ), , , ,

(      )

가 ,  
3,000 , ,  
10,000 . '98 21.5%

(      )

15 가 ,  
. 1940 Laboratorios Bonin ( 150 )  
64 1938 Laprin ( 155 )

Abbot, Diprofarm, Iprofasa, Warner Lambert, Basf Guatemala, Bristol-Myers  
Squibb 가  
2004 100%  
70

가

FACODA , Aceros Arquite- ctonicos ( 150 )  
Conex,S.A. 가

(가 ) 10 가

| 연도   | 인구 (백만 명) | 인구 변화 (%) |
|------|-----------|-----------|
| '95  | 655,800   |           |
| '98  | 788,000   | 3         |
| '99  |           | 20%       |
| 2000 |           | 4         |
| 가    | 13,500    | 4.3%      |
| 가    |           |           |

8 20

( )

( )

**kotra**

( )

90% (TELGUA)가  
COMCEL, TELEFONICA, TELNOR

Telgua( ), Comcel, Telefonica, Bellsouth ,  
Telgua, Guatel, Comcel World Exchange, AT&T,  
MCI , Cybernet, Infovia, Comtech, Comcel, Concyt

1991 COMCEL  
, 1999 4 가  
(TELGUA) PCS TELEFONICA 가 CDMA  
가 . 2000 70 COMCEL  
35 , TELGUA 20 , TELEFONICA 10 , 2001 200 가  
2000.7 BELL- SOUTH 가 2 ,  
2000 가  
2005 3 가  
TELGUA, TELEFONICA, COMCEL 300  
145 가  
TEST

( . )

(TIKAL ) (ANTIGUA ),  
(ATITLAN , RIO DULCE )

( )

10 가  
Caniz(1937 , 100 ), Intermud(1983  
, 75 ), Cropa Panalpina 16 가

Almaguate, Almacenadora Aldosa, Almacenadora del Pais

American Airlines, Continental Airlines, Delta Airlines,  
United Airlines, Taca, Copa, Mexicana, Aerovias ,  
DHL, FedEx, Jetex, UPS, TNT International Express, IBC

5 , 가 10 가  
가

( )

가  
35 ( 2 ) 20 (Intermediario  
Financiero), 8 (Casa de Cambio), 12 (Afianzador), 17  
(Asegurador),  
(Almacenadora)

'98

( )

, , , 가 ( ),  
, , 가 , (jade) 가  
, , ,

47.

< >

가  
40 REEBOK, NIKE , BOXER LEVIS, CALVIN KLEIN ,  
가

2000.7 , (FRG)  
2000.10 CBI (CBTPA) (GSP)

2000.9.1 1 4 1  
50 가 가

- GENERAL INTER-AMERICAN CONVENTION ON TRADEMARK & COMMERCIAL PROTECTION (1929.2.20 , WASHINGTON)
- INTER-AMERICAN CONVENTION ON COPYRIGHTS ON LITERARY, SCIENTIFIC AND ARTISTIC WORKS (1946.6.22 , WASHINGTON)
- UNIVERSAL COPYRIGHT CONVENTION AND ITS FIRST, SECOND AND THIRD PROTOCOLS (1952.9.6 , GENEVA)
- AGREEMENT ON PROTECTION OF EDUCATIONAL, SCIENTIFIC AND CULTURAL OBJECTS (1950.11.22 , NEW YORK)
- CONVENTION CREATING THE WORLD INTELLECTUAL PROPERTY ORGANIZATION (1967.7.14 , STOCKHOLM)

< >

1954 1037 가  
가 50

< >

( )

1968 6 1

(CONVENIO CENTROAMERICANO PARA LA PROTECCION DE LA PROPIEDAD INDUSTRIAL)

(DEPARTAMENTO DE REGISTRO DE PROPIEDAD INDUSTRIAL)

(MARCAS INDUSTRIALES)

(MARCAS DE COMERCIO) 가 가  
(MARCAS DE SERVICIOS)

( )

가



가



---

< >

가

15

10

48.

, `98 2

(DIACO: Dirreccion de Atencion y Asistencia al Consumidor)

-  
-  
-  
-

49.

< >

1993 2 27

(SAC; SISTEMA ARNACELARIA CENTROAMERICA)

,  
( , , , )  
5%, 20% . SAC  
HS

< >

- , , , , HS CODE 6 57

- , , INSPECTION

- , , , , , , , , INSPECTION

- 가 .  
 - , , INSPECTION .  
 - SANITARY INSPECTION .  
 - .  
 - 가 , ,  
 - 가 , , 가  
 가 .  
 - , , 가  
 - , 가  
 - , 가  
 , ( 45% ) .  
 < >  
 ( ) 가 가 CODE  
 가

( : Protocolo de Modificacion alCodigo Aduanero Uniforme Centroamericano)

, , '93.2.27 4.1 4  
 (SAC ; Sistema Aranceria Centroamericana)

5,641 20%, 5% 가  
 , ( 8% )

, Safe-Guard  
 가 .

( : Reglamento sobre el Origen Centroamericano de las Mercancias)

(Dirreccion General de Integracion Economica)

( )

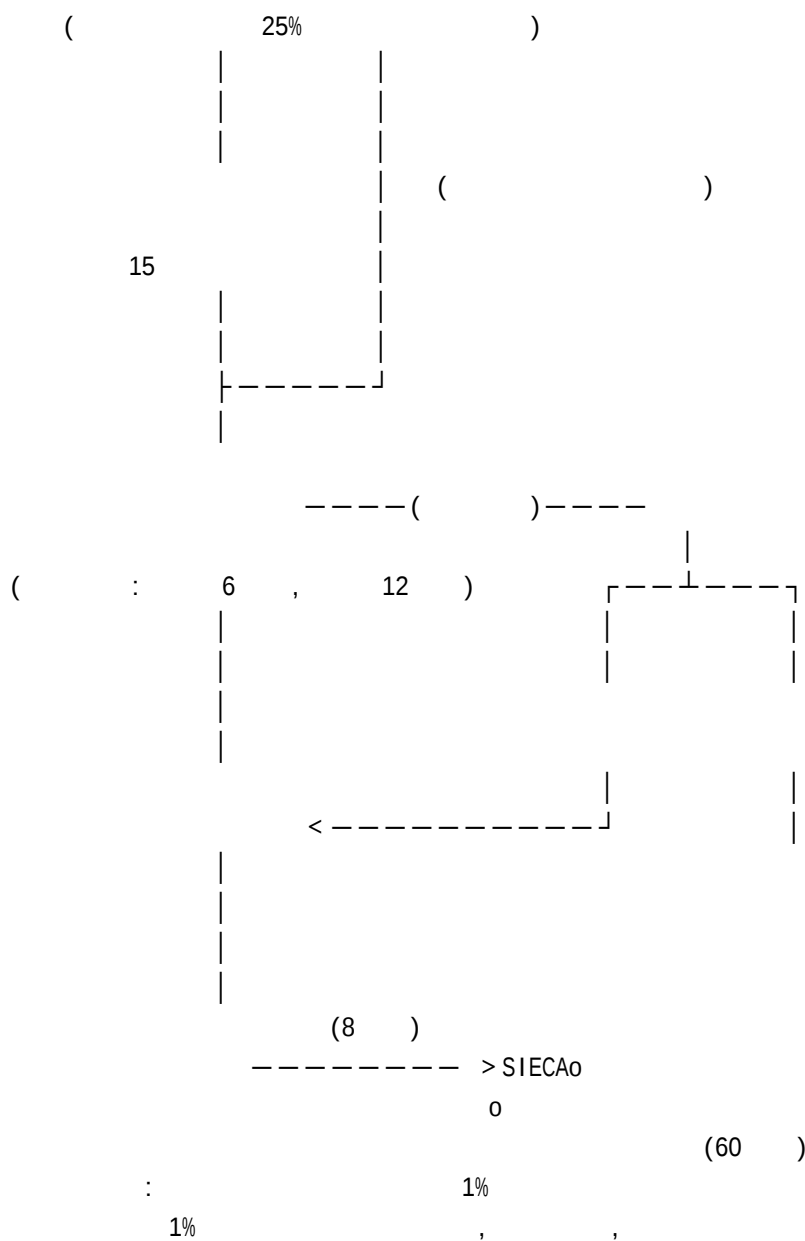
가 , 가 ,  
 가 , 가 ,



(Dirección General de Integración Económica)

SAFE-GUARD

(El Consejo Arancelario y Aduanero Centroamericano )  
(SIECA: La Secretaría Permanente del Tratado General de  
Integración Económica Centroamericana)



---

< >

(UNDER VALUE )

가 .

. ( )

50.

< >

. , 가 , 2

가 가 . ,

가 ,

. .

< >

가 .

- (Poliza de Importacion) ( 5 )

- (Factura comercial)

- (Carta de Porte, Guia Aerea, Conocimiento de Maritimo)

- (Packing List)

-

- ( )

, (Importacion Temporal) ,  
(Reimportacion)

.

Invoice

,

.

< >

(Semaforo Verde)  
(Semaforo Rojo)가

Invoice

가 가 가

< >

가 가 (10%) CIF  
가 FOB Invoice  
가 Invoice  
2005 6 10

< >

가  
12 가 12

51.

< >

( )- - 가

( )

가

가

가 .

 $\langle \quad \rangle$ 

가 100-150%  
30-70%가

30-70%가

가 5-10%가 .

가 .

7

가 12

가 .

가 가

< >

가

```

+---->      .      +---->
|
|
+---->      ---->      ---->
|
+----> End User

```

52.

< >

(Ley de Contrataciones del Estado, Decreto 57-92)  
, (Municipalidad)

---

< >

38

- : 900,000
- (Municipalidad) : 900,000

Generales), (Bases de Licitacion), (Especificaciones  
(Especificaciones Tecnicas) (Planes de Construccion,  
)

- 가

- ,

- 가 ( )

- 가

- 가

-

-

- 가 ,

- 가

- 가 (Registro de Precalificaciones)

- , 10 2

-

-

- 가

-

- ( 가 )

-

-

- (Registro de Precalificados)

- ,

-

-

- 가,

-

- “ (Junta de Licitacion) ”

- , 가 , ,

- 가 3 가

- 가 Legal Representative

- 가 가 가

- 가

-

---

가 , .

53.

                  `89  
                  , ,  
                  .  
  
                  `93 , ,  
Encaje( ) (Decreto  
22-86) 가  
90 .  
  
2001 가 가 " " ,  
가 가 가 (GOLD) ,  
                  , ,  
                  , , .

54. /

< >  
  
                  5 '95 30 ,  
2001 50 , 2002 56 2003 81 , 2004 95 .  
                  50%  
  
( , , , , )  
  
< >  
  
                  , 가 ,  
                  , ,  
                  , 가 .  
                  , ,  
                  , NAFTA

가 2 가  
 가 NAFTA  
 가 (SAC)  
 '93 4  
 20% 10-12% , '95 (SAC)  
 가 가 가  
 가  
 (CACM)

55. /

< >

가

< >

가  
 가  
 가  
 가  
 가



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< >

(GRACIAS), (BUENOS DIAS, BUENAS TARDES, BUENAS NOCHES),  
- ( - POR FAVOR) 가

.

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가

가

가

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가

가

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가

lay-out

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가

가

가

가

가

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가

가

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가

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56.

/

< >

,  
, 가 , .

, 가 TSUSA  
806 TSUSA 807 가 가 .

, , ,  
320 ,  
60% ,

, '94 NAFTA 가 ,  
NAFTA PARITY , '2000 5 . 2000  
10 .

1)  
( , , , ) 가  
2) 가  
, ( ) 3)

, 2 5  
, 420 .

(807 )  
가  
가 ,  
.

< >

가 가 ,  
6 ( US\$148 , US\$300 ) 가  
( 가 60% )  
, .

가

INSPECTION

( ) 가 230 180

< >

가 가

가 가

가 가

(DECREE NO. 65-89)

(DECREE NO. 29-89)

(NAFTA)

가

93.11 가 (LA VENTANILLA UNICA DE INVERSION)

RED-TAPE,

6 1 ONE-STOP SERVICE

가

< >

가

---

가 가

가

가

가

가

57.

< >

(DECREE NO. 29-89)

(DECREE NO. 65-89)

가

(NAFTA)

가

'93 가

(LA VENTANILLA UNICA DE INVERSION)

RED-TAPE,

6

1

ONE-STOP SERVICE

< >

( )

(LEY DE FOMENTO Y DESARROLLO DE LA ACTIVIDAD EXPORTADORA Y DE MAQUILA ; LEY  
DE DECRETO NO. 29-89 )

가

51%

- , , ,

1

1

- 
- , , 1 , 1
  - 10
  - , , , (5
  - )
  - Portillo
  - . ,
  - ,
  - .
  - 10
  - .
  - ( )

(LEY DE ZONA FRANCA; LEY DE DECRETO NO. 65-89)

.

,

, , , , ,

15

, , , , , ,

12

5

가가 .

---

58.

가  
130  
97  
가 (CONAMA: Comision Nacional del Medio Ambiente)  
CONAMA 가  
(PROGUAT)  
가

59.

< >  
1  
(Sociedad Temporal) (Sociedad Indefini-da)  
가  
2 가  
가  
< >  
가  
가  
5

---

10

< 가 >

가 (Registro Mercantil)  
(Inscripcion Provisional)

1 가 5 가 (Inscripcion Definitiva)  
(Patente) 5,000 가

< 가 >

가 (Ministerio de Finanzas Publicas)

- (DRI-RTU-01)

-  
-  
-  
-

< 가 >

가 (Banco de Guatemala)

-  
-  
-  
-  
-

가 (Departamento de Cambios e Internacionales)  
(Tarjeta deCodigo) 1-2

60. /

< 가 >

가

---

가 ,

< >

15

30

(Dirreccion General de Inmigracion)

(Departamento de Extranjeria)

90

2

가

. 90

1 , 2

가 5

가

(Residencia Permanente)

5

( . 가 )

< >

ZONA 8, 9, 10

20-30

가

< >

가

. ( . 가 )

< >

가

가

가

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< , 가 >

가 가 가  
. 가 2-3 가  
1  
COMTECH, CYBERNET IP .

가 ,  
. 가  
. ( . 가 )

< >  
 , 가  
.  
.  
가  
.  
가

가 가

< >  
 , , 가 가  
가 가 .

**61.**

< >  
가  
가  
가 (IVA) (IUSI: Impuesto Unico sobre Inmuebles) .

가  
(Reglamento de Construcción)  
가 (Municipalidad) (Oficina de la Construcción  
Urbana)  
가(Licencia de Construcción) 가(Permiso de Uso)

< >

( )

가(Licencia de Construcción)  
(Departamento de Control del Desarrollo  
Urbano) 101 , 102 103 . 101  
, 102 , 103

101  
(Boleto de Ornato), 가 2

(Aeronautica Civil)

(INSIVUMEH: Instituto Nacional de Sismologia, Vulcanologia, Metereologia e  
Hidrologia)  
(Antropologia e Historia)  
가 (CONAMA) 가

102 101 , ,

가 , 8 가

가  
가 2 , 가 1  
가 1% , 50%  
가 0.01% Deposit

가 가(Permiso de Uso) 가  
(Reglamento de Localizacion e Instalacion Industrial)

가  
가 Deposit  
< >  
, 가 ,  
60-70%  
가 ( , ,  
)  
가 가  
(Registro Propietario)  
가 ,  
, 가  
가 Under Table Money  
가

## 62. /SANTO TOMAS DE CASTILLA

- : ZOLIC(ZONA LIBRE DE INDUSTRIA Y COMERCIO SANTO TOMAS DECASTILLA)
- : Puerto Santo Tomas de Castilla, Isabal, Guatemala, C.A.
- : (502)2360-1971/81
- : (502)2335-3009
- : 1973
- :
- : 300 KM, PURTO BARRIOS 7K, SANTO TOMAS DE CASTILLA
- :
- : 40
- :
- : 102,154 M2
- ( , , ) : US\$11.74-14.68/m2

---

## 63. /AMATITLAN

- : PARQUE INDUSTRIAL ZETA LA UNION S.A
- : Carretera al Pacifico Km 30.5, Amatitlan, Guatemala, C.A.
- : (502)2633-1609/12/01
- : (502)2633-1631
- : 1990
- : ZETA
- : 14KM, 100KM,
- : 340KM
- : 1100M
- : 20
- : 4
- . CALIMERO,S.A.( )
- . TRES B, S.A.( )
- . UNIPLASTIC, S.A.( )
- . CAMBRIDGE ( )
- : 133,000 M2 (80,000M2 )
- : US\$4/M2( , , , )

## 64. /ZOFRACSA

- : ZONAS FRANCAS ACTUALES, S.A
- : 7a Avenida 14-44, Zona 9, Guatemala (Headquarters) 33 Calle 27-01, Zona 12, Guatemala (Ind.Park #1) Final Calzada Aguilar Batres Zona11, Guatemala (Ind.Park #2)
- : (502)2331-6102
- : (502)2332-4011
- : 2000.3
- : ZOFRACSA
- :
- : ( 20-25 )
- : 3
- :
- : US\$4.5/M2( , , , )

65.

(LEY DE ZONA FRANCA; LEY DE DECRETO NO. 65-89)  
 ZONA FRANCA AMATITLAN ZOFRACSA 2 . (63  
 )  
 DE CASTILLA (63 ) SANTO TOMAS  
 FRANCA ZONA

66.

< >  
 , 가가 , ,  
 Arbitrio Municipal  
 ( )  
 < >  
 36,000 가 가 60,000  
 36,000 24,000 15%  
 3,600 (FAC- TURA)  
 , 36,000 가 가 3,600

2000

( )

|         |           |               |
|---------|-----------|---------------|
| 36,000  |           |               |
| 36,000  | - 65,000  | 15% x 36,000  |
| 65,000  | - 180,000 | 20% X 65,000  |
| 180,000 | - 295,000 | 25% X 180,000 |
| 295,000 |           | 31% x 295,000 |



< >

가 0.2% 0.9% .

가

Q 2,000

Q 2,000 - Q 20,000 0.2%

Q 20,000 - Q 70,000 0.6%

Q 70,000 0.9%

< >

Arbitrio Municipal ,  
15 100 .

< >

10 .

가가

.

## 67.

< >

30-35%  
가 110V, 110/220/440V, 60Hz 4 가  
US\$80-100 US\$ 0.06-0.08/Kwh(  
) .

< >

가 1

가

가 . ,

가 . US\$ 0.2/ ,  
US\$0.10/ , US\$0.61/ .

< >

가 26,429Km 2,869Km  
11% PAN AMERICAN HIGHWAY,  
3%  
97%

< . >

30%

< >

08 16:00  
4-5 가 2.25  
(Mensajero) 2.75  
4-9 1.5-2.5 500g DHL, FEDEX  
\$37+ 가가 10%

68.

< >

30% 336  
. 86 50.6%  
2002 48%  
2002  
19.7%, 2.5%, 5.3%, 8.1%, 2.2%, 39.8%, 2.9%,  
16.7% 2.5%

---

< >

1

(IGSS)

(IGSS)

< >

가

가

가

가

10%,

15%

가

1)

, 2)

, 3)

(

), 4)

(

), 5)

, 6)

red-tape  
가

1  
가 가 가

가

가

가

< >

( )

가

2000

2000.2

12 , 203.1

10%, 16%, 14%

2000.4

가

2002.11

2004

|   |       |         |
|---|-------|---------|
|   | ( )   | ( )     |
|   | 1,158 | 3,044.0 |
| 가 | 2,729 | 1,826   |
|   | 1,848 | 2, 221  |
|   | 2,401 | 1,983   |

)

, / ( )

- : US\$ 800-1,500
- : US\$ 400-500
- : US\$ 500-600
- : US\$ 300-400
- : US\$ 400-500
- : US\$ 300-400
- : US\$ 200-250

2005 6 가 1 Q38.6 ( Q1158),  
가 1 Q39.67( Q1190.10)

가

US\$ 250-300 (

2 100% ) ( 1 )  
1 US\$300-350 가

( )

4 50% 가 1 12

( )

1 200%  
BON014 12 AGUINALDO 7

BON014 1.1 - 12.31 100% 가 1

AGUINALDO 12.1 - 11.30 100%  
가 1

( )

5 (IGSS)  
가 .

10.67%  
4.83% . (IRTRA)  
(INTECAP) 1% .  
13%가 .

( FRINGE BENEFIT)

1) ( ): 1 1 , 2)  
(INTECAP): 1%, 3) (IRTRA): 1%, 4) 가 : WORKING DAY  
15 . , 가 가  
가 가 가 .

< 가 >

1 WORKING DAY 15  
가( 가: Annal Vacations)  
.

30 , 54 가  
5 .  
54 가 가

, , 3 가( 가), 5  
가( 가), 2 가( 가) .

< >

가  
(COLLECTIVE SECURITY) 가  
가  
.  
가 .

< >

. (FINIQUITO) 가 .

---

< >

( )

20

1  
가

가

가

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( )

6

가

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12

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( )

NAFTA 가

1994-95

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, 95.5

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1)

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, 5)

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99

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900

CBI

2001 4

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CBI

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69.

< >

5 (IGSS)

가 .

10.67% , 4.83%

(IRTRA)

(INTECAP) 1%

13%가 .

가  
(COLLECTIVE SECURITY) 가  
가

가  
가  
가

< >

가 가 가 ,

70.

< >

PAIZ, CEMACO, LA TORRE, MEYKOS

, 24 SUPER 24 .

9 , 1

(Ley Seco)

가  
가  
가

---

< >

5 25  
, 가 2 . , ,  
, , , , , , ,  
.  
, 가 .

- : 36 AVENIDA 0-37, CALZADA ROOSEVELT, GUATEMALA  
: (502)591-2090
- : 2A CALLE 34-38, ZONA 7, GUATEMALA  
: (502)599-6660
- : 2 CALLE 36-68, ZONA 7, CAL.MATREO FLORES, GUATEMALA  
: (502)591-2495
- : 2A CALLE 34-38 A ZONA7 CALZADA MATEO FLORES  
: (502)432-0276,433-2797
- : ZONA 12 PLAZA MONTE MARIA  
: (502)479-1126

< >

가 Amatitlan Atitlan  
Antigua Guatemala가 140km  
San Jose . 가 .  
2 3 가 Peten ,  
Chichicastenango  
Rio Dulce .

4 . , 가  
( \$80 ) .

< >

가 . 가  
가 . 가 .

가 가

가 가 , 가

## 71. 가 / 가

< >

2-3 가

ZONA 14 ZONA 15 가  
가 ZONA 10 가  
가  
ZONA 9, 10, 13 가

가 , 가  
가 가

(1가 1-2 )

가 가 가

FULL-FURNISHED  
)

가 ( , 가 ,  
가

1 ( )  
1 (DEPOSITO)

가

가

1 , 2 3 가 .  
800 , 1  
1,000 .

15 30 , 6 .  
( ), ( ), ( ),  
가 U\$70  
(Dirreccion General de Inmigracion)  
(Departamento de Extranjeria) 가 .

15 30 1 200  
1 90 .

90 가 1 2  
(Residencia Temporal) 가 ,  
(Antecedentes Policiacos)

1 .

5 (Residencia Permanente)  
(Cedula) "  
" . 5 ,  
5 .

< >

가 가  
3-4 .  
500 2,000 가  
1 .

(BANCAFE )  
of Miami ) Lloyds Bank . South Bank( Int'l Bank  
가  
South Bank U\$2,000

가

---

< 가 >

(TELGUA) , 가  
2,000 15 30  
.

< >

, 가  
.  
가 ( :TOYOTA YARIS) 가  
1 .

< >

, ,  
가  
가 .

가 PROCERES 가 (PLAZA DE INMUEBLES) 가 가  
가

가 CEMACO 110V LA CURACAO, THAT'S HOLLYWOOD 220V  
.

72.

< >

가  
가 .

2  
.

가

6

가 , 가 , 가 , Colegio Maya  
가 , 1  
10

< >

#### Colegio Maya Internacional

- : Km 12.5 Carretera a El Salvador, Guatemala, C.A.
- Tel : (502)634-6742 / 634-6743
- Fax : (502)634-0077
- E-mail : info@cm.edu.gt (www.cm.edu.gt)
- : U\$2,000
- : U\$4,000
- : U\$8,082/ ( )
- : U\$250-270/
- ELS : U\$400/
- : U\$50/
- Capital Fee

#### Equity American School

- : 15 Avenida "A", 21-00 Zona 13, Guatemala, C.A.
- Tel : (502)332-7304 / 360-4261
- Fax : (502)331-0776 / 360-8084
- : U\$3,000
- : U\$2,000
- : U\$670/ ( )
- Capital Fee

< >

#### Colegio Americano Guatemateco

- : 11 Calle 15-19, Zona 15, Vista Hermosa III, Guatemala, C.A.
- Tel : (502)369-0791/5
- Fax : (502)364-0212
- E-Mail : cagadm@cagnet.cag.edu.gt
- : U\$1,621
- : U\$203
- : U\$2,724/
- : U\$792/
- ELS :
- Capital Fee

Colegio Internacional Montessori

- : Carretera a El Salvador Km 13.5 Finca la Luz, Puerta Parada,  
Guatemala, C.A.

- Tel : (502)634-2129

- Fax : (502)634-2129

- : U\$1,082

- : U\$406/

- : U\$1,980/

- : U\$400/

- ELS :

- Capital Fee

< >

- : 7a Avenida 7-06, Zona 13, Mixco Col. Nueva Monserat, Guatemala

- : (502)597-6160

- :

- : , , , ( )

- : 250 ( U\$32)

73. /

2004 58

180

.

95%가

( ) 72% 807A

가

28% 3

(806 ).

58

70

,

60,000

.

9 ,

10 ,

3 ,

4

, ,

,

.

---

74. /

(B.J., S.A. )

City :

Add : Km 13.5 Carretera a El Salvador, Puerta Parada, Guatemala, C.A.

Tel : (502)634-0705 / 634-6883

Fax : (502)634-0705

Pres. :

:

: , ,

:

: 1995

: 6( ), 720( )

: U\$150

: U\$1.5

\* : B.J. ( )

Add : 가 79-5, 301

Tel. : (02)409-3761

Fax. : (02)409-3762

Pres. :

(BON MAX, S.A. )

City :

Add : 4a Calle "A" 8-35, Zona 7, Colonia La Brigada, Mixco, Guatemala, C.A.

Tel : (502)597-5097 / 591-3911

Fax : (502)592-1852

Pres. :

:

: ,

:

: 1989

: 15( ), 1,000( )

: U\$220

: U\$50

\* : ( )

Add : 426-1

Tel. : (02)488-4007/476-4008

Fax. : (02)488-4008

Pres.:

---

(CAMISAS MILPAS ALTAS, S.A. )

City :

Add : Santo Tomas Milpas Altas, Antigua Guatemala, Sacatepequez, Guatemala

Tel : (502)830-3218

Fax : (502)830-4201

Pres. :

:

:

:

: 1992

: 4( ), 500( )

: U\$150

: U\$350

\*

:

Add : 1-170,

Tel. : (02)754-3355 / Fax : (02)752-2345

(COCA, S.A. )

City :

Add : 28 Calle "B" Lote 30, Zona 6, Finca San Rafael, Guatemala, C.A.

Tel : (502)289-1821 / 289-1831

Fax : (502)289-4839

Pres. :

:

:

:

: 1992

: 11( ), 630( )

: U\$150

: U\$1,300

\*

:

: 가 ( )

Add : 988, 4

Tel. : (02)569-2122/8

Fax : (02)569-2125

Pres.:

(COMPANIA DONG SAN, S.A. )

City :

Add : Km 37.5 Carretera Chimaltenango, Santiago Sacatepequez, Guatemala, C.A.

Tel : (502)830-7367/8

Fax : (502)830-7366

Pres. :

---

:  
:  
:  
:  
: 1986  
: 14( ), 600( )  
: U\$200  
: U\$500

\* : ( )

Add : 1461-15,

Tel. : (02)588-2552

Fax : (02)584-9268

Pres.:

(DAE SHIN, S.A. )

City :

Add : 27 Av. 7-60, Zona 4, Mixco El Naranjo, Guatemala, C.A.

Tel : (502)594-3878

Fax : (502)594-3878

Pres. :

:  
:  
:  
: 1997  
: 6( ), 400( )  
: U\$40  
: U\$900

(DONG BANG FASHIONS, S.A. )

City :

Add : Km 49.5 Carretera Panamericana El Tejar, Chimaltenango, Guatemala

Tel : (502)839-7081/5

Fax : (502)839-1692/82

Pres. :

:  
:  
:  
: 1990  
: 30( ), 2,700( )  
: U\$200  
: U\$1,500

---

(INDUSTRIA DE MODAS GOORYONG, )

City :

Add : Km 18.5 Carretera Mayan Golf Club, Villa Nueva, Guatemala, C.A.

Tel : (502)636-8170/2

Fax : (502)631-3401

Pres. :

:

:

:

: 1994

: 5( ), 600( )

: U\$50

: U\$1,200

\* : ( )

Add : 722-8,

Tel. : (02)575-8030

Fax : (02)552-2326

Pres.:

(INDUSTRIA TEXTILE CHOISHIN, S.A. )

City :

Add : Km 18.5 Carretera Al Mayan Golf, Villa Nueva, Guatemala, C.A.

Tel : (502)631-2022 / 631-2023

Fax : (502)631-2024

Pres. :

:

:

:

: 1989

: 15( ), 1,050( )

: U\$60

: U\$1,500

\* : ( )

Add : 가 30-1

Tel. : (02)743-7161

Fax : (02)743-7165

Pres.:

(HAN SOL GUATEMALA, S.A. )

City :

Add : Km 18.5 Carretera Al Pacifico, Villa Nueva, Guatemala, C.A.

Tel : (502)636-3351

---

Fax : (502)636-2937

Pres. :

:

: , ,

:

: 1998

: 45( ), 1,800( )

: U\$950

: U\$1,200

\*

:

Add : 16-3,

Tel. : (02)3498-8081/88

Fax : (02)3498-8006

Pres.:

(HOYA, S.A. )

City :

Add : Lote 1-B Km.8 Ruta al Atlantico, Zona 17, Guatemala, C.A.

Tel : (502)255-0808

Fax : (502)255-1033

Pres. :

:

:

:

: 1997

: 20( ), 1,100( )

: U\$150

: U\$2,000

\*

:

Add : 987-19

Tel. : (02)567-9090

Fax : (02)563-6389

Pres.:

(JUBILEE MODAS, S.A. )

City :

Add : Km. 17.5 Carretera a San Juan Sacatepequez, Guatemala, C.A.

Tel : (502)595-6616 / 593-1452

Fax : (502)595-6617

Pres. :

:

: , ,

:

: 1985

: 19( ), 800( )

: U\$25

---

: U\$800  
\* : ( )  
Add : 471 281  
Tel. : (02)2633-2482  
Pres.:

(KWANG LIM GUATEMALA, S.A. )

City :  
Add : Km 39 Carretera Pacifico Palin, Esquintla, Guatemala, C.A.  
Tel : (502)838-8933/39  
Fax : (502)838-8941  
Pres. :  
:

:  
:  
:  
: 1999  
: 16( ), 700( )  
: U\$200  
: U\$2,400

\* : ( )  
Add : 69-4  
Tel. : (02)420-7257/8  
Fax : (02)420-3205  
Pres.:

(LINDOTEX, S.A. )

City :  
Add : Km 26.2 Carretera a San Lucas Sacatepequez, Guatemala, C.A.  
Tel : (502)830-3031  
Fax : (502)830-3034/7349  
Pres. :  
:

: ,  
:  
:  
: 1988  
: 14( ), 1,400( )  
: U\$140  
: U\$4,000

\* :  
Add : 5-12, 3-4  
Tel. : (02)545-1636  
Fax : (02)549-6187 / 547-0583  
Pres.:

---

(MI WANG, )

City :

Add : 9 Av. 1-51, Zona 2, de Mixco Colonia Alvarado, Guatemala, C.A.

Tel : (502)594-0353

Fax : (502)592-8966

Pres. :

:

:

:

: 1976

: 6( ), 420( )

: U\$23

: U\$120

(MODAS INDUSTRIAL, )

City :

Add : 48 Av. 1-36, Zona 7, Colonia El Rosario, Guatemala, C.A.

Tel : (502)597-1660/592-1713

Fax : (502)592-1324/594-0655

Pres. :

:

: ,

:

: 1988

: 16( ), 470( )

: U\$200

: U\$500

(MYUNG SUNG TRADING, S.A. )

City :

Add : 17 Calle 14-53, Zona 13, Guatemala, C.A.

Tel : (502)339-2632/3

Fax : (502)339-2634

Pres. :

:

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: 2000

: 2( )

: U\$5

: U\$120

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Add : 588-21 11  
Tel. : (02)3446-4612  
Fax : (02)3446-5379  
Pres.:

(PASCO TEX, S.A. )

City :  
Add : 6a AV. 33-40 Zona 3, Guatemala, C.A.  
Tel : (502)473-6443/8  
Fax : (502)473-6418  
Pres. :

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: 1989  
: 13( ), 1,700( )  
: U\$400  
: U\$3,500

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Add : 93  
Tel. : (0351)872-0311/5  
Fax : (0351)873-7650  
Pres.:

(SAE A INTERNATIONAL, S.A. )

City :  
Add : 1a AV. La Brigada 13-30, Zona 7, Mixco, Colonia San Ignacio Bodega, Guatemala, C.A.  
Tel : (502)597-3332  
Fax : (502)597-2118  
Pres. :

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: 1998  
: 34( ), 1,800( )  
: U\$400  
: U\$3,500

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Add : 946-14  
Tel. : (02)511-0210  
Fax : (02)511-0173  
Pres.:

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(SAM KWANG CORPORATION, S.A. )

City :

Add : 33 Calle 8-79, zona 11, Col. Las Charcas, Guatemala, C.A.

Tel : (502)442-1387

Fax : (502)476-6404

Pres. :

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: 1995

: 5( ), 85( )

: U\$100

: U\$60

\* : ( )

Add : 606

Tel. : (02)741-0010

Fax : (032)673-2602

Pres.:

(SHIN WON GUATEMALA, S.A., )

City :

Add : Km 37 Carretera Al Pacifico, Palin Esquintla

Tel : (502)838-9120/838-9131

Fax : (502)838-9167

Pres. :

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: 1996

: 41( ), 2,400( )

: U\$150

: U\$7,500

\* : ( )

Add : 532,

Tel. : (02)3274-5000

Fax : (02)3274-5461

Pres.:

(WONMI EMB. & PRINT, )

City :

Add : Km. 6.5, Ruta al Atlantico, zona 18, Guatemala, C.A.

Tel : (502)256-1808/256-0680

Fax : (502)256-1808

Pres. :

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: 1996

: 10( ), 150( )

: U\$200

: U\$30

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Add : 3 226-5

Tel. : (02)946-1342/4

Fax : (02)946-1345

Pres.:

## 75.

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|         |       | 1999  | 2000  | 2001  | 2002   | 2003  | 2004  | 2005*            |
|---------|-------|-------|-------|-------|--------|-------|-------|------------------|
|         |       | 11.1  | 11.4  | 11.7  | 12(*)  | 12    | -     | -                |
| 가       | %     | 2.8   | 2.7   | 2.7   | 2.6    |       | -     | -                |
| GDP     | U\$   | 181   | 190   | 205   | 225(*) | 248.6 | 255.3 | 263.5            |
| 1 GDP * | U\$   | 1,651 | 1,690 | -     | -      |       | -     | -                |
|         | %     | 3.5   | 3.3   | 2.1   | 2.0    | 2.4   | 2.7   | 3.2              |
| 가       | %     | 5.2   | 5.1   | 7.6   | 8.1    | 5.8   | 9.2   | 4 <sup>-</sup> 6 |
|         | %     | 45.0  | 40.0  | 48.0  | 3.1    | 3.4   | -     | -                |
| *       | %     | 18.1  | 20.6  | 20.5  | 17.9   | 17.9  | 13.9  | 13.52            |
|         | U\$   | 24.6  | 24.9  | 29    | 22.2   | 44.6  | 50.4  |                  |
|         | U\$   | 45.5  | 47.1  | 56.1  | 60.8   | 81.3  | 94.8  |                  |
| ( )     | U\$   | -20.9 | -22.2 | -32.0 | -38.6  | -36.7 | -44.4 | -41.4            |
|         | U\$   | 11.9  | 18.0  | 23.0  | 24.0   | 29.1  | -     | -                |
|         | U\$   | 26.3  | 26.2  | 28.0  | 30.3   | 32.6  | 34.8  | -                |
|         | Q:U\$ | 7.39  | 7.77  | 7.86  | 7.82   | 7.93  | 7.96  | 7.96             |

: 1. ) EIU Country Report, CEPAL, (\*) )

2. 2003 ( )

2004

76. /

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|     |     | 1998  | 1999  | 2000  | 2001  | 2002  | 2003  | 2004  |
|-----|-----|-------|-------|-------|-------|-------|-------|-------|
|     | U\$ | 25.8  | 24.6  | 24.9  | 29    | 22.2  | 44.6  | 50.4  |
|     | U\$ | 57.3  | 45.5  | 47.1  | 56.1  | 60.8  | 81.3  | 94.8  |
| ( ) | U\$ | -31.5 | -20.9 | -22.2 | -32.0 | -38.6 | -36.7 | -44.4 |
|     | U\$ | 13.4  | 11.9  | 18.0  | 23.0  | 23.6  | 29.1  | 35.2  |
|     | U\$ | 23.1  | 26.3  | 26.2  | 29.2  | 31.1  | 34.6  | 38.4  |

) EIU Country Report, , 2003

77. /

( : )

|     | 1998  | 1999  | 2000  | 2001  | 2002  | 2003    | 2004    |
|-----|-------|-------|-------|-------|-------|---------|---------|
|     | 2,581 | 2,458 | 2,699 | 2,228 | 2,228 | 4,459   | 5,036   |
| 1.  | 678.9 | 837.6 | 971.4 | 617.2 | 672.1 | 2,384.3 | 2,660.4 |
| 2.  | 232.2 | 356.3 | 341.0 | 712.3 | 404   | 518.8   | 573.9   |
| 3.  | 163.0 | 208.6 | 233.1 | 265.6 | 236.6 | 3.4     | 359.4   |
| 4.  | 101.9 | 99.5  | 107.7 | 57.2  | 46.1  | 53.6    | 60.9    |
| 5.  | 92.7  | 121.2 | 126.7 | 144.2 | 119   | 158.7   | 182.1   |
| 6.  | 71.2  | 103.8 | 114.3 | 118.3 | 114.5 | 156.2   | 177.5   |
| 7.  | 70.9  | 97.4  | 570.5 | 74.1  | 76.4  | 156.4   | 208.4   |
| 8.  | 52.3  | 31.3  | 28.5  | 93.9  | 85.5  | 62.4    | 39.5    |
| 9.  | 50.4  | 58.0  | 62.6  | 41.5  | 29.3  | 25.3    | 27.8    |
| 10. | 50.3  | 64.2  | 54.6  | 39.0  | 49.2  | 104.1   | 125.7   |
| 11. | 47.9  | 35.0  | 63.0  | 41.5  | 34.9  | 43.6    | 59.8    |
| 12. | 44.0  | 8.6   | 4.6   | 6.3   | 6.0   | 1.9     | 7.8     |

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 ) 2002 ( )  
 2003

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|  | 1998    | 1999    | 2000    | 2001    | 2002    | 2003    | 2004    |
|--|---------|---------|---------|---------|---------|---------|---------|
|  | 4,651   | 4,554   | 5,171   | 5,167   | 6,077.7 | 8,126.9 | 9,474.5 |
|  | 1,406.8 | 1,849.3 | 1,934.2 | 1,807.4 | 2,195.4 | 2,922.4 | 3,673.4 |
|  | 361.3   | 498.8   | 570.5   | 551.2   | 587.4   | 678.9   | 666.5   |
|  | 222.7   | 257.0   | 313.5   | 349.1   | 333.1   | 343.5   | 448.9   |
|  | 143.9   | 181.6   | 151.7   | 262.4   | 340.1   | 365.5   | 290.12  |
|  | 123.1   | 205.6   | 263.5   | 261.2   | 224.5   | 97.1    | 38.4    |
|  | 117.3   | 141.4   | 200.8   | 213.2   | 216.3   | 221.5   | 320.9   |
|  | 113.3   | 146.0   | 161.8   | 62.2    | 81.9    | 99.7    | 427.2   |
|  | 96.3    | 121.5   | 125.6   | 147.8   | 171.8   | 165.0   | 189.5   |
|  | 70.8    | 78.9    | 83.5    | 119.6   | 84.0    | 80.6    | 137.4   |
|  | 46.7    | 70.6    | 49.2    | 54.1    | 67.0    | 148.3   | 220.4   |
|  | 38.7    | 27.3    | 28.9    | 50.3    | 46.7    | 89.9    | 45.6    |
|  | 38.4    | 38.5    | 63.1    | 68.9    | 77.6    | 582.7   | 570.6   |

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(FOB )

( : US\$ )

|   | 1998    | 1999    | 2000    | 2001    | 2002    | 2003    | 2004    |
|---|---------|---------|---------|---------|---------|---------|---------|
|   |         |         |         |         |         |         |         |
| - | 315,307 | 192,114 | 190,781 | 216,600 | 227,090 | 212,268 | 188,025 |
| - | 190,412 | 132,506 | 162,980 | 182,619 | 216,939 | 209,520 | 228,183 |
| - | 586,292 | 560,323 | 573,663 | 306,398 | 261,726 | 299,273 | 327,846 |
| - | 36,635  | 56,424  | 79,443  | 96,904  | 93,088  | 78,865  | 73,825  |
| - | 58,283  | 80,786  | 159,233 | 100,141 | 148,956 | 173,266 | 178,739 |
|   |         |         |         |         |         |         |         |
| - | 1,398   | 1,788   | 1,736   | 1,353   | 2,009   | 1,107   | 1,1167  |
| - | 18,621  | 17,306  | 18,262  | 18,231  | 20,313  | 27,303  | 22,669  |
| - | 8       | 36      | 49      | 137     | 113     | 441     | 284.2   |

|         |         |         |         |        |        |           |           |
|---------|---------|---------|---------|--------|--------|-----------|-----------|
| -       | 36,798  | 20,634  | 20,884  | 10,040 | 5,358  | 1,391,093 | 1,636,194 |
| -       | -       | -       | -       | -      |        |           |           |
| -       | -       | -       | -       | -      |        |           |           |
| - /가    | 24,741  | 28,088  | 34,944  | 22,414 | 7,221  | 42,627    | 40,059    |
| -       | 6       | -       | -       | -      | -      |           |           |
| -       | 24,531  | 22,490  | 24,952  | 22,973 | 27,123 | 39,861    | 64,290    |
| - /     | 43,261  | 44,284  | 53,324  | 46,751 | 38,888 | 61,047    | 58,474    |
| - /가    | 59,365  | 65,175  | 81,971  | 41,768 | 35,583 | 124,592   | 126,396   |
| - /     | 10,561  | 12,362  | 12,599  | 11,622 | 10,658 | 33,618    | 36,308    |
| -       | 2,101   | 1,120   | 1,121   | 994    | 1,259  | 2,710     | 3,296     |
| -       | 12,756  | 4,083   | 5,173   | 9,947  | 15,879 | 1,927     | 25,090    |
| -       | 5,014   | 3,345   | 4,481   | 2,510  | 2,135  | 1,677     | 5,210     |
| -       | 52,943  | 48,202  | 45,048  | 34,086 | 40,106 | 119,401   | 125,644   |
| -       | 6,117   | 8,321   | 10,448  | 6,902  | 11,495 | 4,997     | 4,991     |
| -       | 20,321  | 22,957  | 34,910  | 10,596 | 12,155 | 21,321    | 32,466    |
| -       | 91,610  | 111,722 | 90,918  | 68,417 | 63,879 | 146,142   | 164,476   |
| - /     | 26,853  | 23,118  | 27,035  | 21,156 | 15,502 | 23,396    | 31,116    |
| - /     | 36,483  | 11,667  | 18,996  | 4,220  | 4,720  | 32,450    | 48,531    |
| - /     | 51,748  | 50,370  | 49,380  | 26,176 | 23,781 | 66,537    | 79,637    |
| -       | 120,965 | 149,075 | 181,705 | 94,821 | 67,953 | 221,579   | 240,658.6 |
| (US\$ ) | 2,582   | 2,458   | 2,699   | 2,413  | 2,228  | 4,459     | 5,036     |

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 ) 2002 ( )  
 , 2003 ( ) 가

80. /

( : US\$ )

|          | 1999    | 2000    | 2001    | 2002    | 2003      | 2004      |
|----------|---------|---------|---------|---------|-----------|-----------|
| 1. ,     | 89,851  | 99,306  | 123,204 | 113,537 | 158,671   | 167,177   |
| 2.       | 169,038 | 210,064 | 224,218 | 268,690 | 275,784   | 319,804   |
| 3. ,     | 75,908  | 66,979  | 75,479  | 75,916  | 96,310    | 119,163   |
| 4. ( , ) | 258,999 | 296,702 | 382,790 | 364,779 | 409,186   | 450,347   |
| 5.       | 466,780 | 766,997 | 788,958 | 802,500 | 959,425   | 1,158,785 |
| 6.       | 613,772 | 665,591 | 797,411 | 847,967 | 1,037,920 | 1,127,512 |
| 7.       | 218,180 | 313,855 | 351,433 | 386,302 | 508,395   | 619,697   |

|                |           |           |           |           |           |           |
|----------------|-----------|-----------|-----------|-----------|-----------|-----------|
| 8. 가 ,         | 12,622    | 14,280    | 17,120    | 21,319    | 30,171    | 33,097    |
| 9. . .         | 10,199    | 11,962    | 13,212    | 14,574    | 25,547    | 27,498    |
| 10. .          | 234,960   | 278,939   | 300,148   | 326,169   | 391,128   | 438,664   |
| 11. .          | 125,188   | 145,869   | 169,851   | 204,894   | 1,379,083 | 1,635,426 |
| 12. . .<br>.造花 | 20,347    | 23,599    | 40,858    | 59,748    | 57,249    | 70,478    |
| 13. . .<br>. . | 58,757    | 68,397    | 87,445    | 87,141    | 90,214    | 96,472    |
| 14. .          | 4,015     | 9,041     | 14,604    | 12,094    | 41,831    | 38,055    |
| 15. .          | 355,417   | 403,206   | 414,951   | 412,014   | 486,647   | 621,636   |
| 16. .          | 1,072,102 | 1,099,933 | 1,007,260 | 1,205,120 | 1,189,967 | 1,395,949 |
| 17. .          | 555,018   | 531,389   | 589,151   | 657,085   | 734,961   | 878,790   |
| 18. .          | 68,376    | 75,060    | 91,455    | 94,696    | 96,903    | 101,433   |
| 19. .          | 4,095     | 3,753     | 5,303     | 5,162     | 6,499     | 4,668     |
| 20. .          | 77,425    | 86,193    | 111,405   | 117,487   | 150,576   | 169,941   |
| 21. .          | 288       | 258       | 345       | 467       | 385       | 586       |
| (U\$ )         | 4,554     | 5,171     | 5,607     | 6,077     | 8,127     | 9,476     |

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) 2003 ( )

## 81. /

< > ( :U\$ , %)

|     | 2001              | 2002             | 2003             | 2004             | 2001               | 2002               | 2003              | 2004             |
|-----|-------------------|------------------|------------------|------------------|--------------------|--------------------|-------------------|------------------|
| ( ) | 470,555<br>(-3.1) | 501,241<br>(6.5) | 522,693<br>(4.3) | 550,065<br>(5.2) | 149,316<br>(541.9) | 105,559<br>(-29.3) | 65,701<br>(-37.8) | 62,123<br>(-5.4) |

) 가  
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: . ( 80% ), , , ,  
:  
: ( 99%),

82.

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| < > |                | ( : )       |                |             |                |             |
|-----|----------------|-------------|----------------|-------------|----------------|-------------|
|     | 2002           |             | 2003           |             | 2004           |             |
| -   | 358,192        | 6.0%        | 341,483        | -4.7%       | 328,965        | -3.7%       |
| -   | (302,256)      | 10.5%       | 290,792        | -3.8%       | 292,101        | 0.5%        |
| -   | (30,759)       | -22.9%      | 27,693         | -10.0%      | 19,838         | -28.4%      |
| -   | (9,976)        | 18.8%       | 6,948          | -30.4%      | 6,082          | -12.5%      |
| -   | (4,169)        | -33.8%      | 5,770          | 38.4%       | 4,684          | -18.8%      |
| -   | (7,591)        | 17.2%       | 5,308          | -30.1%      | 4,446          | -16.2%      |
| -   | (3,372)        | -4.0%       | 4,938          | 46.5%       | 1,685          | -65.9%      |
|     | 26,470         | 16.6%       | 20,589         | -1.5%       | 21,972         | -6.7%       |
| -   | 18,652         | 54.4%       | 21,073         | 13.0%       | 24,180         | 14.8%       |
| -   | (7,467)        | 73.7%       | 27,693         | -10.0%      | 11,325         | -24.4%      |
| -   | (9,198)        | 58.2%       | 8,175          | -11.1%      | 8,680          | 6.2%        |
| -   | (1,986)        | 0.9%        | 3,793          | 90.9%       | 4,174          | 10.1%       |
|     | 18,606         | 31.5%       | 27,847         | 49.7%       | 27,847         | 81.7%       |
|     | 13,494         | 70.3%       | 15,846         | 17.4%       | 12,728         | -19.7%      |
|     | 5,004          | -2.5%       | 5,781          | 15.5%       | 6,207          | 7.4%        |
|     | 8,466          | 15.4%       | 10,393         | 22.8%       | 12,338         | 18.7%       |
|     | 3,465          | -57.8%      | 13,754         | 296.9%      | 11,125         | -19.1%      |
|     | 11,528         | 2.8%        | 15,041         | 30.5%       | 22,553         | 93%         |
|     | 5,568          | -8.7%       | 4,730          | -15.1%      | 7,209          | 52.4%       |
|     | 5,615          | -8.3%       | 5,746          | 2.3%        | 8,215          | 43%         |
|     | 3,785          | 16.5%       | 3,694          | -2.4%       | 4,332          | 17.3%       |
|     | 297            | -54.9%      |                |             |                |             |
|     | 2,022          | -39.0%      | 1,933          | -67.9%      | 4,010          | 107.5%      |
| ,   | 1,827          | 38.6%       | 2,367          | 12.8%       | 2,499          | 5.6%        |
|     | 2,098          | 27.5%       | 2,944          | 33.4%       | 2,527          | -14.1%      |
| ,   | 1,709          | 26.1%       | 1,839          | 7.6%        | 1,356          | -26.2%      |
|     | 1,064          | 25.1%       | 727            | -31.7%      | 812            | 11.8%       |
|     | <b>501,241</b> | <b>6.5%</b> | <b>522,693</b> | <b>4.3%</b> | <b>550,065</b> | <b>5.2%</b> |

) (MT13 )

| < > |                | ( : )         |               |               |               |              |
|-----|----------------|---------------|---------------|---------------|---------------|--------------|
|     | 2002           |               | 2003          |               | 2004          |              |
|     | 104,522        | -29.6%        | 64,489        | -38.3%        | 60,165        | -6.7%        |
|     | 287            | 46.1%         | 392           | 36.6%         | 425           | 3.7%         |
|     | 236            | 410.5%        | 156           | -33.9%        | 513           | 229%         |
|     | -              | -             | 36            | 11.8%         | 68            | 89.6%        |
|     |                | -             | 419           | 253.9         | 434           | 3.7%         |
|     | <b>105,559</b> | <b>-29.3%</b> | <b>65,701</b> | <b>-37.8%</b> | <b>62,122</b> | <b>-5.4%</b> |

) (MT13 )

83.

가 , , '97 1 , '98 ( , ) ( : )

|  | 1997 | 1998 | 1999 | 2001 | 2002 | 2003 |
|--|------|------|------|------|------|------|
|  | 85   | 673  | 147  | 456  | 110  | 104  |

) (CEPAL)

, '98 LUCA 가 (TELGUA)

'99 TELMEX 가 ( 700 ) '99

TELEFONICA 가 ( 33 ) ,

UNION FENOSA IBERDROLA 가 3 (101-520 )

가 가

84. 가

|           | 1998   | 1999   | 2000   | 2001   | 2002   | 2003   | 2004   |
|-----------|--------|--------|--------|--------|--------|--------|--------|
| 가         | 911.3  | 956.1  | 982.5  | 108.9  | 115.8  | 122.6  | 133.69 |
| 가         | N/A    | N/A    | N/A    | N/A    | N/A    |        |        |
| ( ) 가 (%) | 6.6    | 5.2    | 5.1    | 8.9    | 6.3    | 5.8    | 9.2    |
| (M1, Q)   | 13,566 | 15,497 | 18,651 | 20,113 | 21,625 | 26,051 | 27,878 |
| 가 (%)     | 8.4    | 14.2   | 9.0    | 20.0   | 7.5    | 16.9   | 6.4    |
| (Q/1US\$) | 6.39   | 7.39   | 7.77   | 7.98   | 7.77   | 8.03   | 7.74   |
| (%)       | 18.1   | 20.6   | 20.5   | 17.9   | 16.20  | 14.1   | 13.5   |

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가 1983 3 100, 2000 12 100

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85.

|     | 1998  | 1999  | 2000  | 2001  | 2002  | 2003 |
|-----|-------|-------|-------|-------|-------|------|
| ( ) | 3,364 | 3,231 | 3,317 | 3,388 | 3,425 | -    |
| (%) | 46.0  | 45.0  | 40.0  | 48.0  | 48.0  | 3.1  |
| (Q) | 1,719 | 1,824 | -     | -     | -     | -    |
|     | 9.1   | 6.1   | -     | -     | 15    | -    |
|     | n/a   | n/a   | n/a   | n/a   | n/a   | n/a  |

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