Structural Transformation
Moving up Textile and Apparel Value Chains

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Data from the Textile and Apparel Industry in Guatemala

8.9% National GDP
2.5% of Nation Production
In 2017, total value of production: more than 1 billion USD.
+ 400 companies working in the supply chain
180,000 direct and indirect jobs
46% female workers
Main Export Destinations

<table>
<thead>
<tr>
<th>Main export destinations</th>
<th>%</th>
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</thead>
<tbody>
<tr>
<td>US</td>
<td>79%</td>
</tr>
<tr>
<td>Central America</td>
<td>14%</td>
</tr>
<tr>
<td>Mexico</td>
<td>3%</td>
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<tr>
<td>Canada</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>3%</td>
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</tbody>
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Industry Competitiveness

Competitive Advantages

- Strategic location between two oceans.
- Infrastructure and integration of Central America Market
- Innovation culture
- Integrated and complete supply chain
- Volume production flexibility
- Qualified workforce
Moving up the Textile Value Chain

Stage 4
Full Package, Quick Response
Yarns + Fabrics + Dyeing + Cutting + Sewing + Screen Printing + Embroidery + Accessories + Chemicals

Stage 3
Cut, sew and use accessories

Stage 2
Cut and sew

Stage 1
Sew

Apparel manufacturers / empresas de confección

Agents / agentes

Textile mills & spinning mills / textileras e hilanderas
Labor and Environmental Compliance

- Compliance with National Labor and International commitments
- Occupational Health and Safety
- Workforce Training and Capacity Building
- Environmental Audit Program
- Sustainability and Apparel Coalition (SAC)
- Sustainability standards and certifications