



# BUSINESS & INNOVATION HUB #1 IN LATAM

## Global services

- REGIONAL DISTRIBUTION
- TRADING – SSC – FINANCIAL
- TECH INDUSTRY
- CREATIVE SERVICES

## Sustainable production

- AGRIBUSINESS & FOOD
- RENEWABLES
- LIFE SCIENCES
- TOURISM & REAL ESTATE

# Exports at a glance



Sources: Uruguay XXI based on National Directorate of Customs (2021) Free Zones (2021).



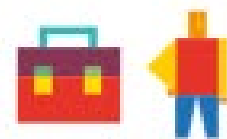
# Reliability

## Access

## Incentives

## Talent

## Lifestyle



GLOBAL SERVICES  
& INNOVATION

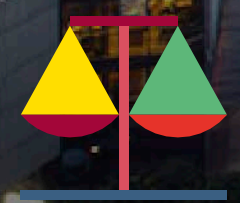


SUSTAINABLE PRODUCTION

Reliability



Uruguay



Stable



Safe



Seamless

# Uruguay #1 in LAC



**Democracy Index**  
(Economist Intelligence Unit, 2021)

**#1**



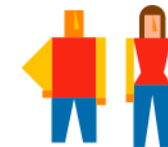
**Rule of Law Index**  
(World Justice Project, 2021)

**#1**



**Low corruption**  
(Transparency International, 2021)

**#1**



**Social Mobility**  
(World Economic Forum, 2020)

**#1**



**Civil Liberties**  
(Freedom House, 2021)

**#1**



**E-Government  
Development Index**  
(United Nations, 2020)

**#1**

# Uruguay & Europe

## Democracy Index

Norway  
Finland  
Sweden  
Iceland  
Denmark  
Ireland  
Switzerland  
Netherlands

**Uruguay** #13

Luxembourg  
Germany  
UK  
Austria  
France  
Spain  
Portugal  
Czech Republic  
Italy  
Malta  
Greece  
Belgium  
Cyprus

(Source: Economist Intelligence Unit)

## Rule of law

Denmark  
Norway  
Finland  
Sweden  
Germany  
Netherlands  
Austria  
Ireland  
Estonia  
Belgium  
UK  
Spain  
Czech Republic  
France

**Uruguay** #22

Portugal  
Slovenia  
Italy  
Poland  
Romania  
Croatia  
Greece

(Source: World Justice Project)

## Corruption Index

Denmark  
Finland  
Norway  
Sweden  
Switzerland  
Netherlands  
Luxembourg  
Germany  
UK  
Austria  
Belgium

**Uruguay** #18

France  
Portugal  
Spain  
Lithuania  
Latvia  
Slovenia  
Italy  
Poland  
Cyprus  
Greece

(Source: Transparency International)

## Civil Liberties

Sweden  
Norway  
Finland

**Netherlands**  
**Uruguay** #3

Denmark  
Luxembourg  
Ireland  
Switzerland  
Portugal  
Belgium  
Slovenia  
Estonia  
Germany  
Iceland  
Cyprus  
San Marino  
Andorra  
UK  
Austria  
Czech Republic  
Spain

(Source: Freedom House)

## E-Government Development

Denmark  
Estonia  
Finland  
Sweden  
UK  
Netherlands  
Iceland  
Norway  
Austria  
Switzerland  
Spain  
France  
Lithuania  
Malta  
Slovenia  
Poland  
Germany

**Uruguay** #26

Ireland  
Liechtenstein  
Luxembourg  
Portugal

(Source: United Nations)

## Press Freedom

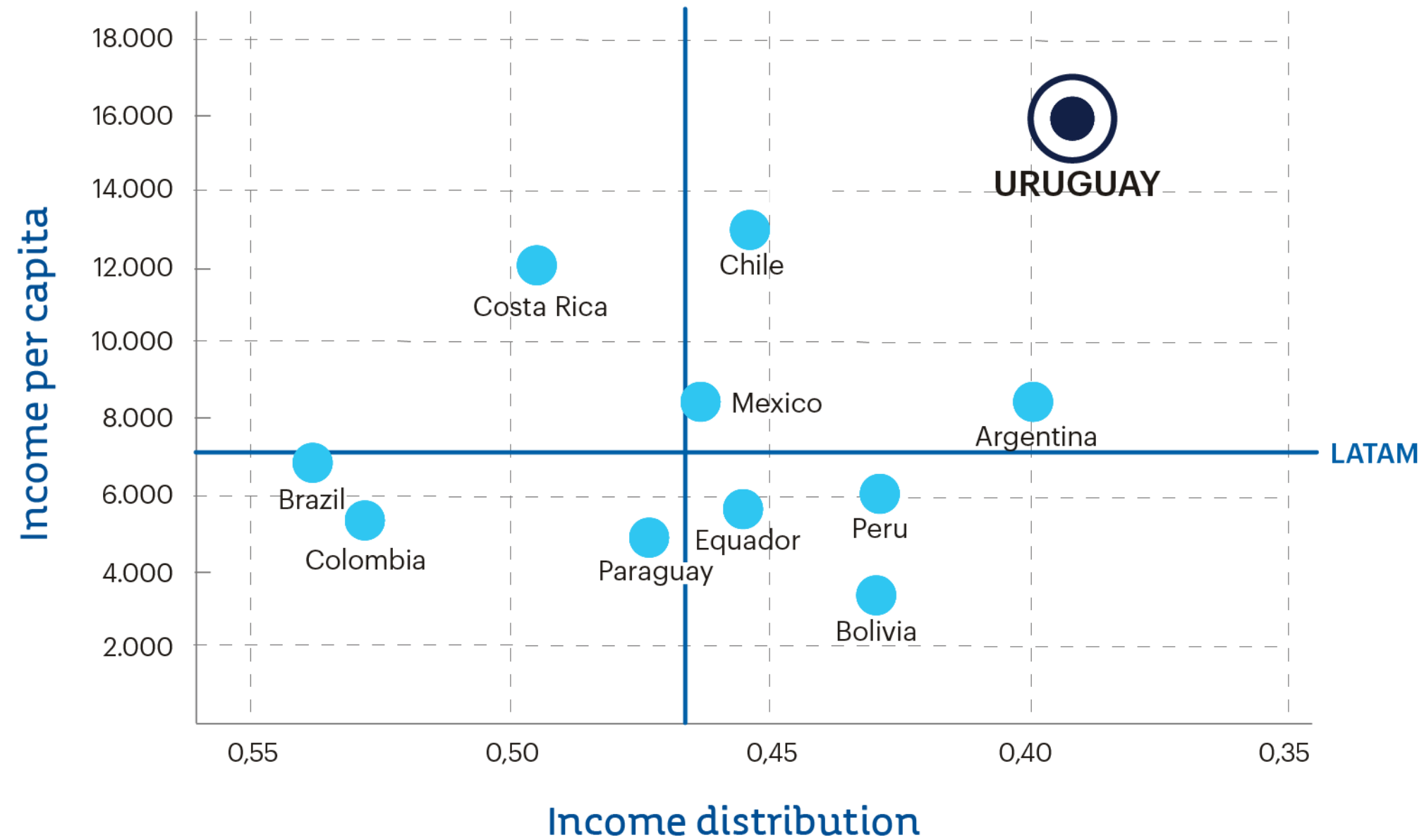
Norway  
Finland  
Sweden  
Denmark  
Netherlands  
Portugal  
Switzerland  
Belgium  
Ireland  
Germany  
Estonia  
Iceland  
Austria

**Uruguay** #18

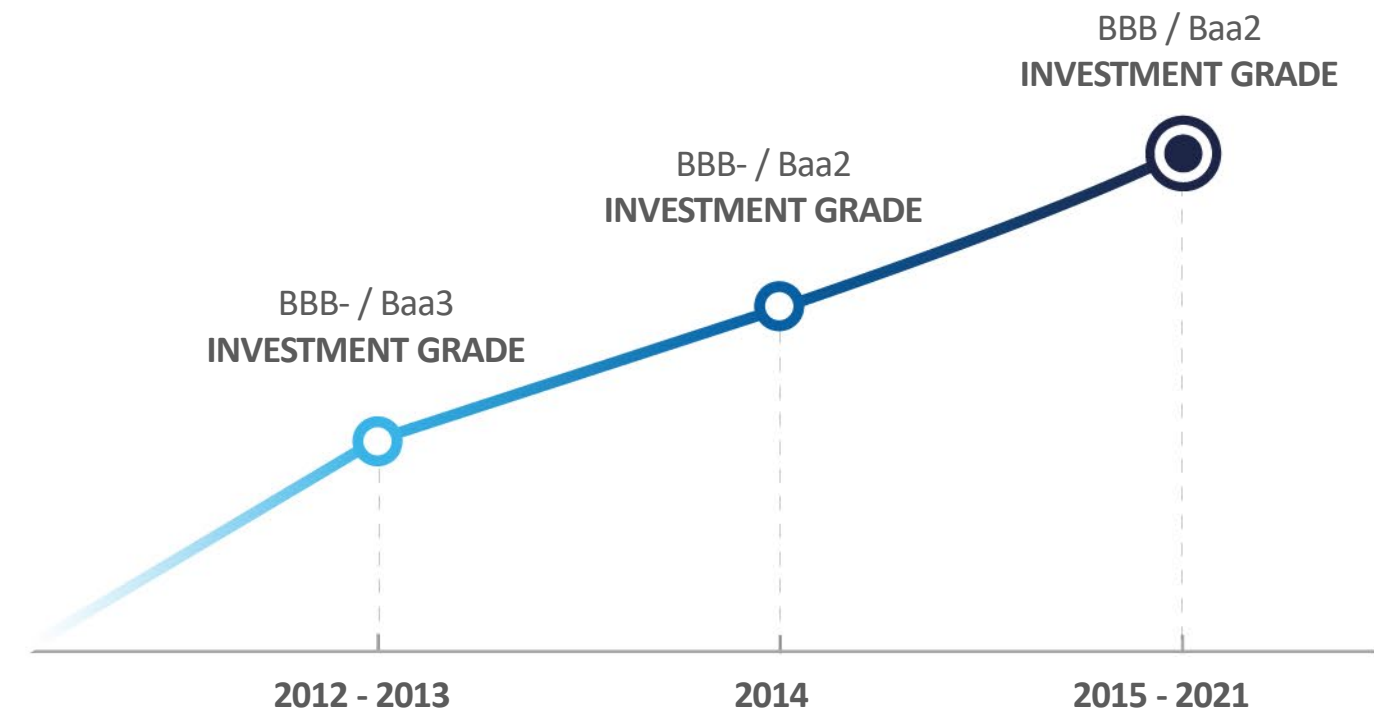
Luxembourg  
Latvia  
Liechtenstein  
Cyprus  
Lithuania  
Spain  
UK  
France

(Source: Reporteros Sin Fronteras)

# Equitable growth



# Investment grade



MOODY'S

STANDARD  
& POOR'S  
The McGraw-Hill Companies

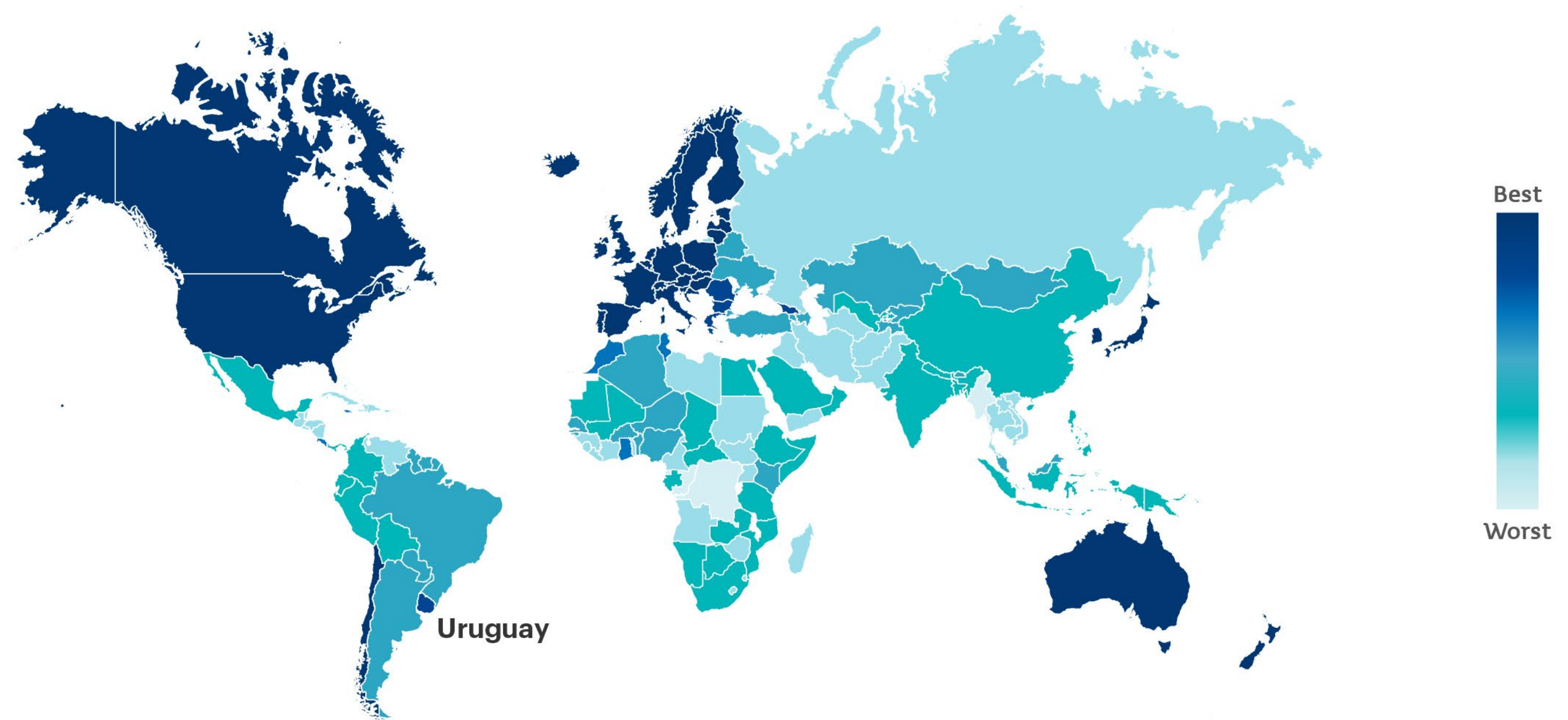
FitchRatings

R&I

DBRS

# Highest performance in ESG factors

Environment · Social · Governance



# At the forefront of clean energies

## #2 in the world



Energy Transition  
Index

World Economic Forum, 2021

#1



Green Future  
Index

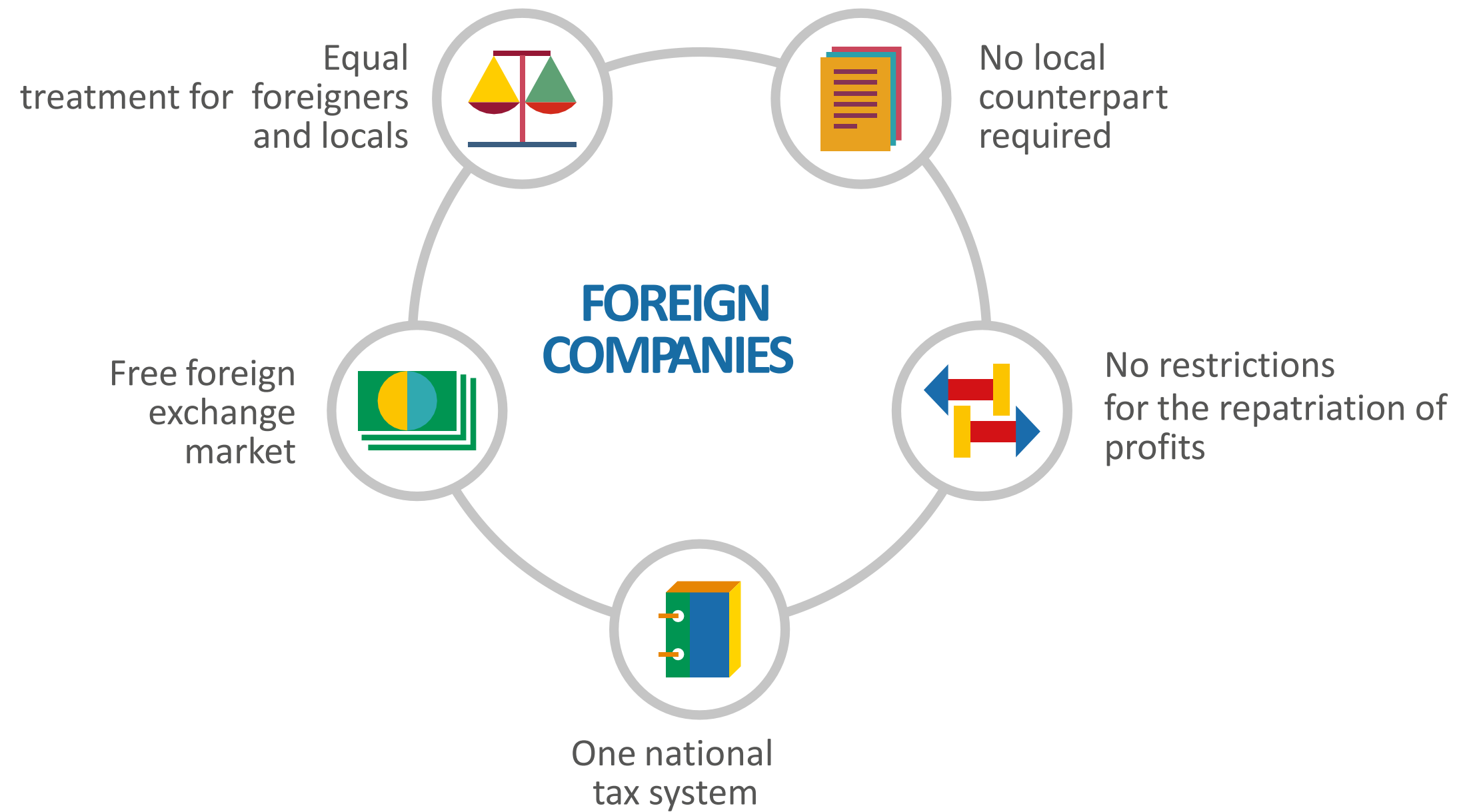
MIT Technology Review, 2021

#1

HYDRAULIC	44%
WIND	32%
BIOMASS	18%
THERMAL	3%
PHOTOVOLTAIC	3%

97%  
renewable

## Easy for business



Access



Uruguay



Agreements



Location



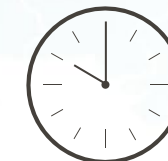
Connectivity

**NEUTRALITY &  
CULTURAL  
AFFINITY**

**INTERMEDIATE  
TIME ZONE**



New York  
GMT -4



Uruguay  
GMT -3



London  
GMT +1

**WORLD CLASS  
LOGISTIC SERVICES**

TECHNOLOGY  
TALENT  
INFRASTRUCTURE  
CONNECTIVITY

**MULTIMODAL  
SOLUTIONS**



Montevideo

**TRADE AGREEMENTS**

MERCOSUR  
MEXICO  
CHILE

**DOUBLE TAXATION  
& SERVICES AGREEMENTS NET  
WORK**

# Leader in communications

## #1 in Latin America



Internet penetration  
- fixed broadband  
(International Telecommunication Union)

#1



% of homes connected  
by optical fiber

#1



Adoption of IT  
(World Economic Forum)

#1



% of companies  
connected by optical fiber

#1



Digital Nations member  
(World's leading digital  
governments)

#1



E-Government  
Development Index  
(United Nations, 2020)

#1

Lifestyle



Relaxing



Open

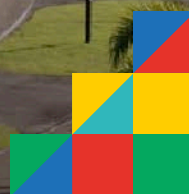
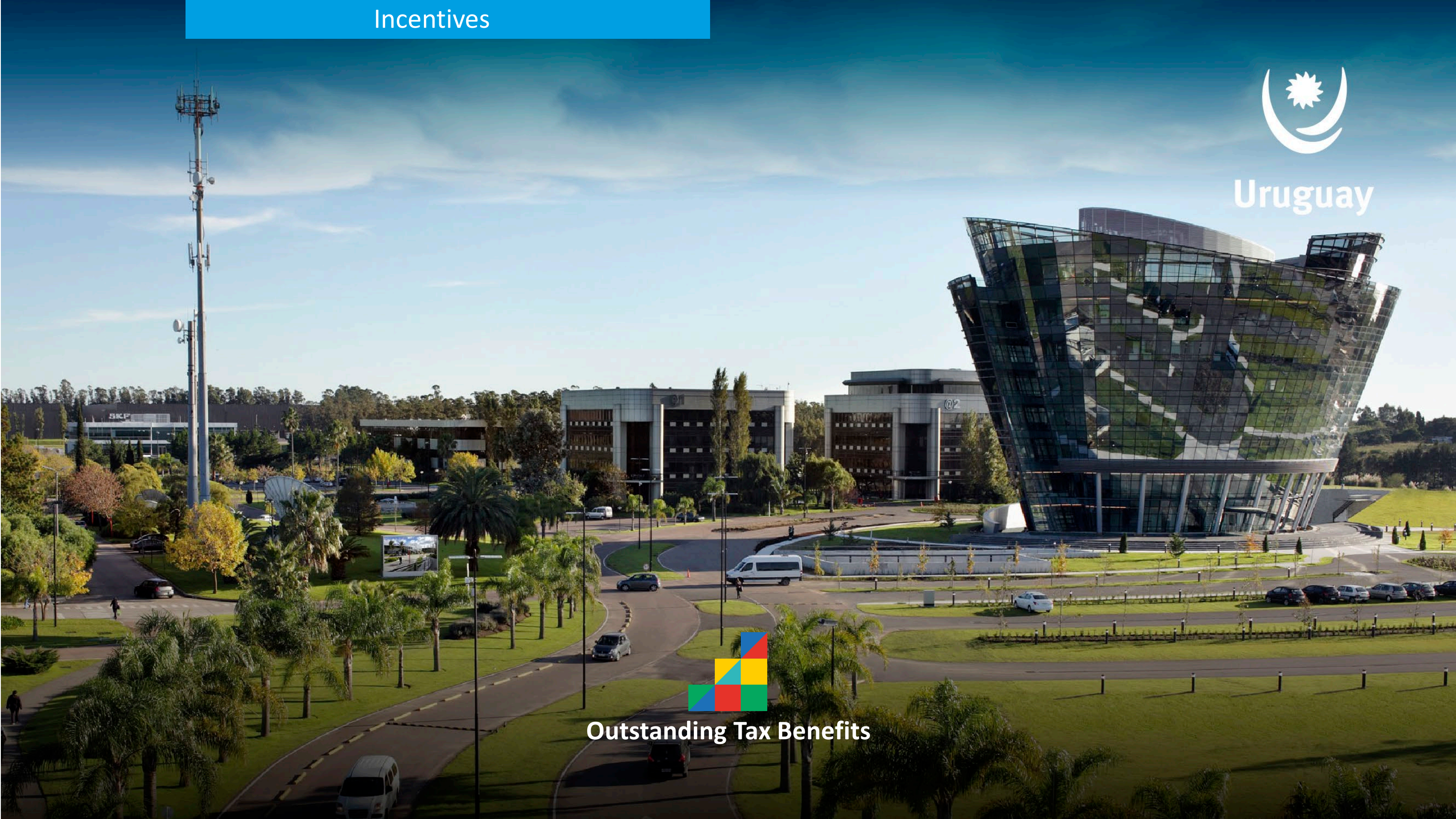


Safe





Uruguay



Outstanding Tax Benefits

# Business opportunities & Promotion schemes

 <p><b>LOGISTICS &amp; DISTRIBUTION</b> Cross-docking Postponement</p>	 <p><b>COMMERCE &amp; SERVICES</b> Sales - Trading - Procurement Shared Serv. Cent. - Holding</p>	 <p><b>INNOVATION</b> IT solutions / R&amp;D</p>	 <p><b>PRODUCTION</b> Manufacturing</p>
<p><b>FREE PORTS &amp; AIRPORTS LAW</b> Goods exempt from domestic taxes and Customs duties</p>	<p><b>TRADING</b> CIT 0,75%</p> <p><b>SSC / CCR</b> CIT 2-8%</p>	<p><b>SOFTWARE</b> CIT 0%</p> <p><b>INNOVATION</b> Tax credit up to 45% of the eligible R&amp;D project costs</p>	<p><b>EXPORT TAX REFUND</b> 3 - 6% of FOB value</p> <p><b>TEMPORARY ADMISSION</b> VAT &amp; Customs duties exempt</p>
<p><b>INVESTMENT PROMOTION LAW SCIENTIFIC &amp; INDUSTRIAL PARKS LAW</b> CIT exemption up to 100% of investment</p>			
<p><b>FREE TRADE ZONE LAW</b> 0% CIT and Customs duties · Special tax and pension regime for expats</p>			

Uruguay is largely compliant with OECD standards



**#1 BUSINESS HUB IN  
LATINA AMERICA**

Uruguay produces  
food for

**30** million  
people

It has the capacity to  
feed

**50** million  
people

## AGRIBUSINESS SECTOR

Applied  
technology

Sustainable  
production

Food  
safety

Leadership  
in exports

## Uruguay as a global supplier

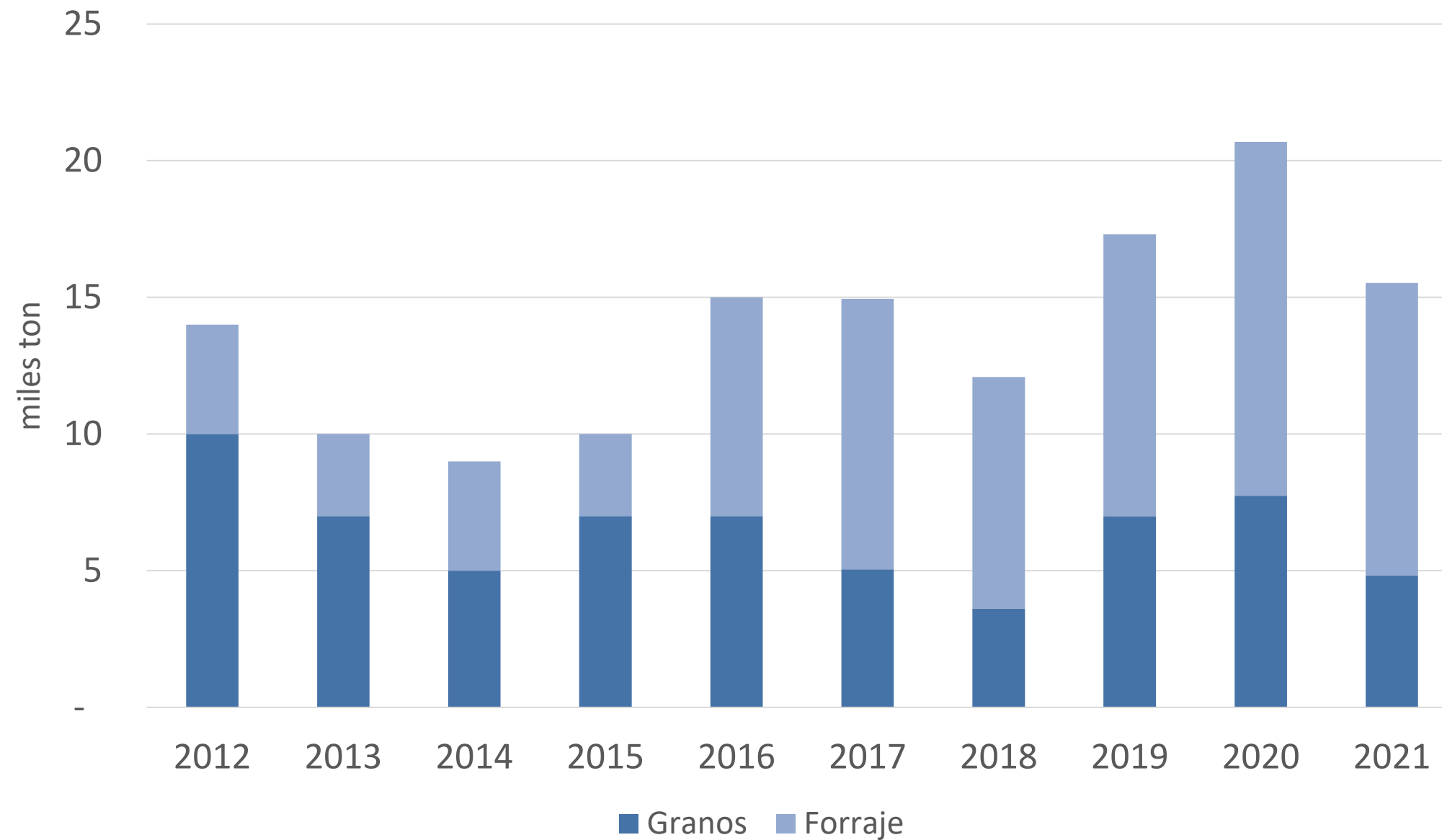


Source: Uruguay XXI based on Trade Map data.

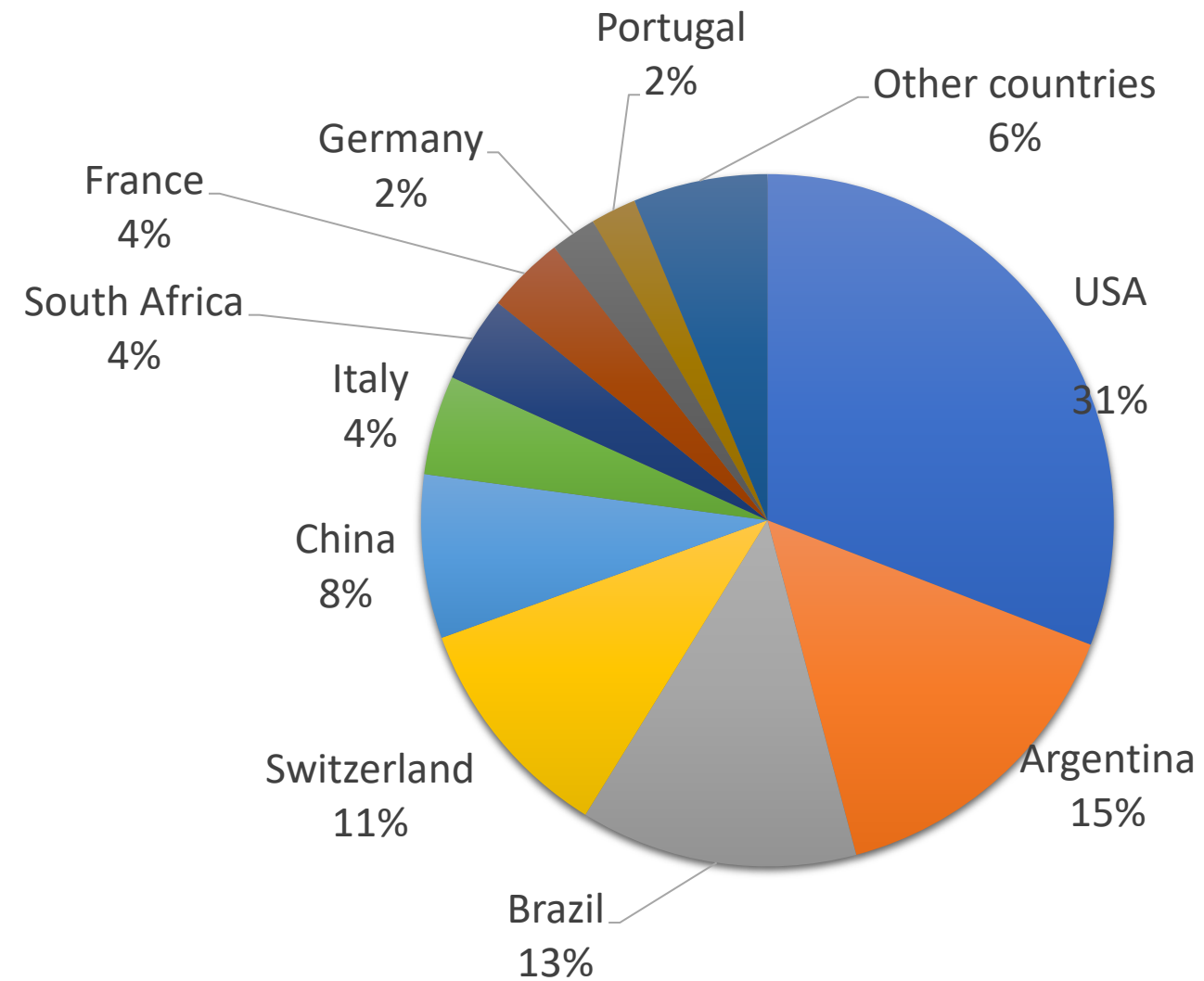
## **Main strengths of the sector:**

- Knowledge, experience and infrastructure
- Rule of law and Intellectual Property
- Appropriate regulatory framework
- International certifications (property of cultivars, laboratory and certification)
- Institutionality that supports and articulates the actors and regulates the market
- Country brand: recognition of Uruguay as a serious and reliable country.

## Uruguayan seed exports



## Uruguayan seed exports by destination - 2021





GLOBAL SERVICES



SUSTAINABLE PRODUCTION

UNIQUE COMBINATION OF ATTRIBUTES

Stability, transparency and sustainability

#1  
IN LATAM

- Democracy & Rule of law
- ESG performance
- Quality of life

Easiness for business



- Financial freedom
- Outstanding tax incentives
- Government support

Access and service to clients



- Minimal & predictable lead times
- World class tech & cold chain infrastructure
- Mercosur & Mexico duty preferences

Talent availability



- Educated, flexible, creative
- English - Portuguese – Spanish - Others
- Dynamic innovation ecosystem

# We support foreign investors in all stages



DECISION PROCESS



LANDING



AFTERCARE



**Uruguay XXI**  
INVESTMENT, EXPORT AND COUNTRY  
BRAND PROMOTION AGENCY

Customize information

Organization of agendas

Linkage with public and private actors

Recruitment & talent development Policy  
advocacy

Cluster development

New investments support

THANK  
YOU!



INVEST IN  
URUGUAY



**Uruguay XXI**  
INVESTMENT, EXPORT AND COUNTRY  
BRAND PROMOTION AGENCY

[invest@uruguayxxi.gub.uy](mailto:invest@uruguayxxi.gub.uy) · [www.investinuruguay.uy](http://www.investinuruguay.uy)

# OPPORTUNITIES TO EXPLORE SHARED SERVICES CENTER

ACTIVITIES	WHO CHOSE URUGUAY?
• CUSTOMER SUPPORT	 
• FRAUD CONTROL	 
• DATA ANALYTICS	 
• F&A	 
• PAYROLL	 
• DIGITAL MARKETING	 
• GRAPHIC DESIGN	
• COMPLIANCE	
• SOURCING / PROCUREMENT	
• IT SUPPORT	

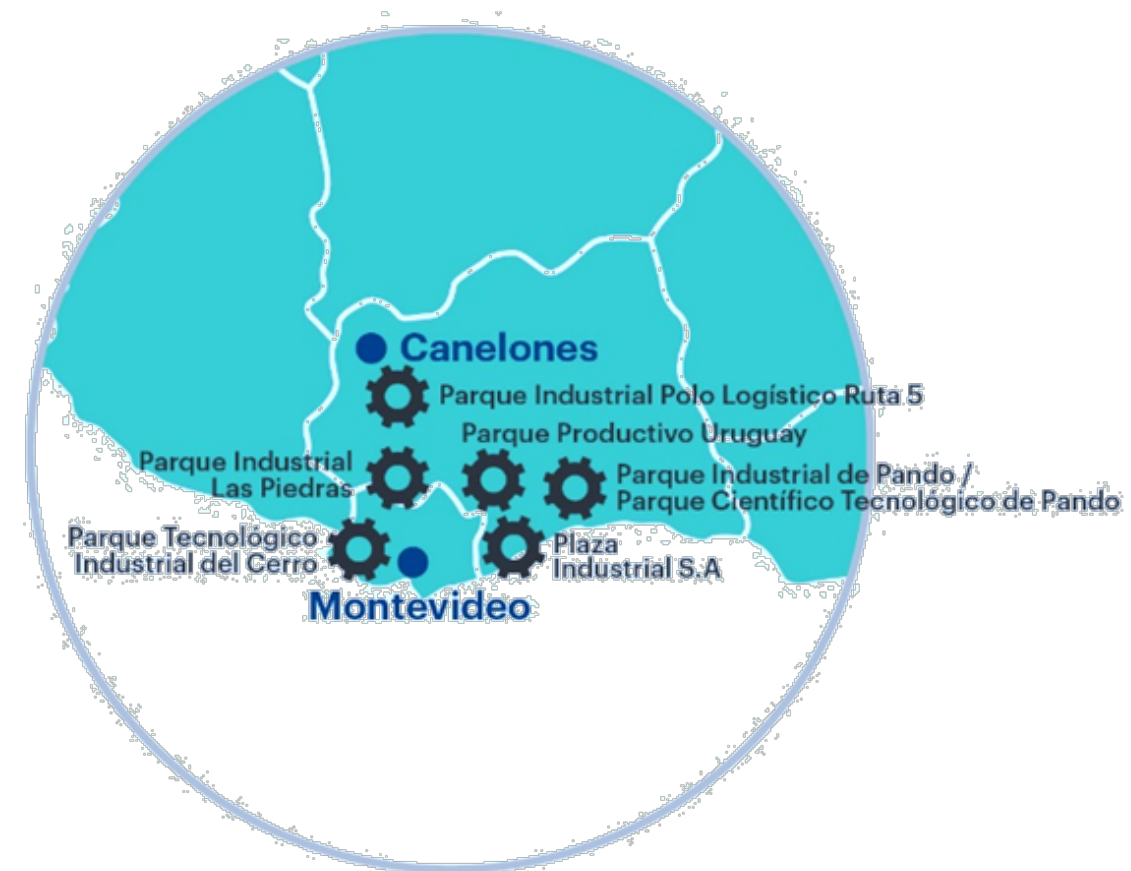
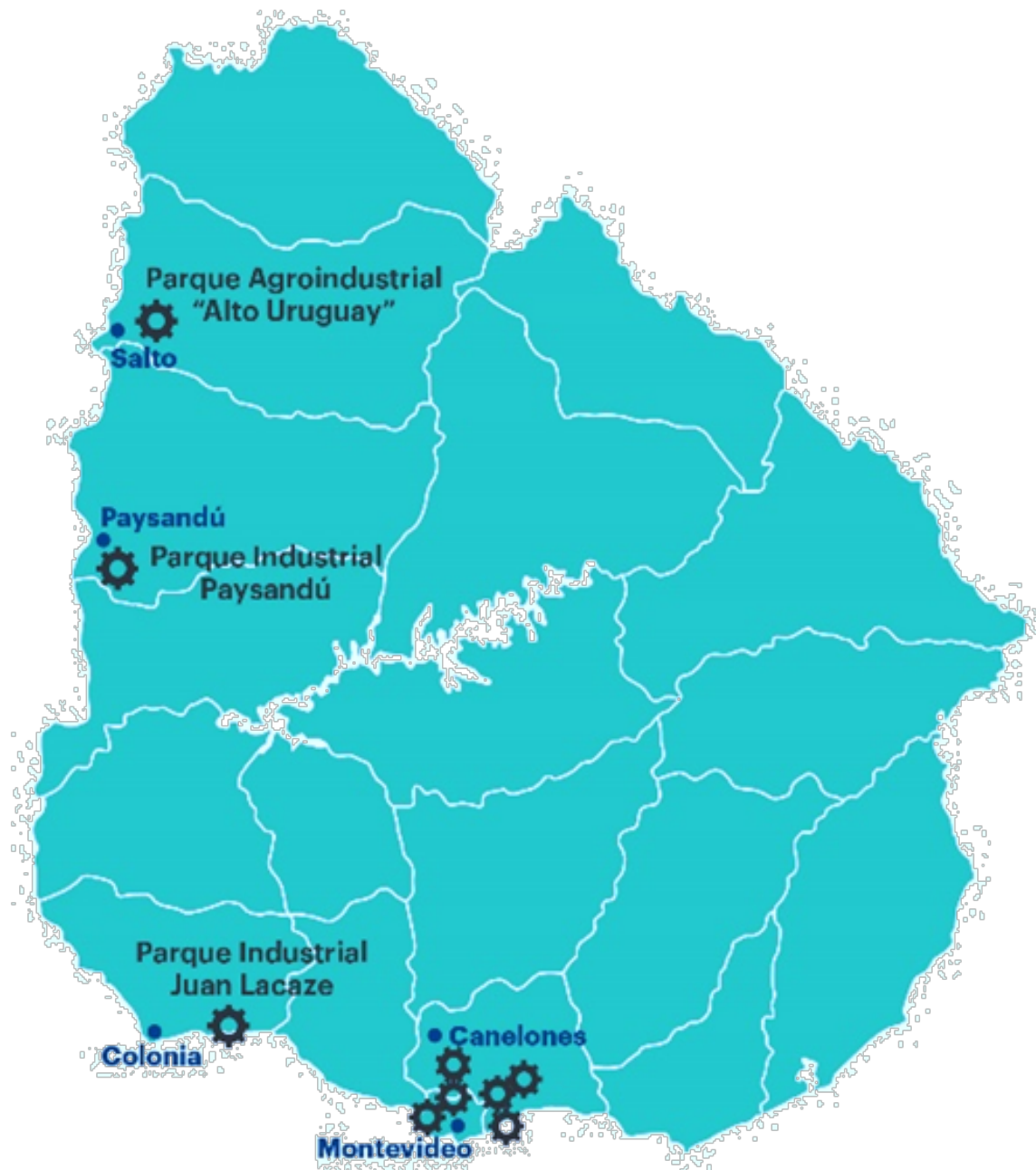
# Projects by sector and type

SECTOR	DISTRESSED COMPANIES	OPERATING COMPANIES	INVESTMENT PROJECTS	TOTAL
Agribusiness	3	13	4	20
Manufacturing	1	3	3	7
Tourism and Real Estate		2	3	5
Infrastructure and Logistics			2	2
ICT		10		10
Pharma and Life Sciences		10	1	11
Other		4	3	7
TOTAL	4	42	16	62

Sector	Distressed Companies	Operating Companies	Investment Projects	Total
Agribusiness	Dairy Industry; Slaugtherhouse; Forestry wood	Slaughterhouse; Wineryard; Olive Oil Mill; Fishing; Food; Dairy Industry; Fruticulture; Grain logistics; Honey	Sawmill; Artificial Irrigation; Bottling Plant; Pig Industry	20
Manufacturing	Glass containers	Tannery; Chemical; Carpet	Laundry; Electronic device; Cement and lime	7
Tourism and Real Estate		Transport; Agritourism	Hotel; Senior living; Recreational park	5
Infrastructure and Logistics			Fishing Port; River transport	2
ICT		Telemedicine; Livestock intermediation; Restaurant Management, Surf, Social Business Intelligence; Educational platform; BPM; Gyms; Drones		10
Pharma and Life Sciences		Cannabis; Medical Equipment; Biotech	Cannabis	11
Other		Gastronomy; Aircraft maintenance; Mortgage credits; children's guitars	Gastronomy; Automotive; Animated series	7

## Law of Scientific and Industrial Parks

- Additional exemption from income tax of 15% on the % obtained by COMAP (in exemption and in term).
- Exemption from employer contributions for 3 years.



# Data centers

## Uruguay's value proposition

- WORLD-CLASS TELECOMMUNICATIONS Infrastructure
- ENERGY MATRIX > 95% RENEWABLE

- INSTITUTIONAL STRENGTH  
Social, political and economic
- STABILITY
- ABSENCE OF MAJOR CLIMATE EVENTS

- EASE for BUSINESS - LOGISTICS HUB
  - TAX INCENTIVES
  - FINANCIAL FREEDOM

- MULTILINGUAL TALENT
  - Spanish, Portuguese, English
- DYNAMIC INNOVATION IT ECOSYSTEM

## Innovation network and campus project

With the combination of initiatives already underway such as NEW LAB, MICROSOFT IA/IOT LAB, OPEN DIGITAL LAB and others in the process of negotiation, it is expected to consolidate in the short term a cluster of labs mainly located in LATU (an area that already houses many IT companies and institutions supporting the technology sector).

