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Invest in El Salvador

GOBIERNO DE EL SALVADOR

SECTOR GUIDE
LOGISTICS
2026

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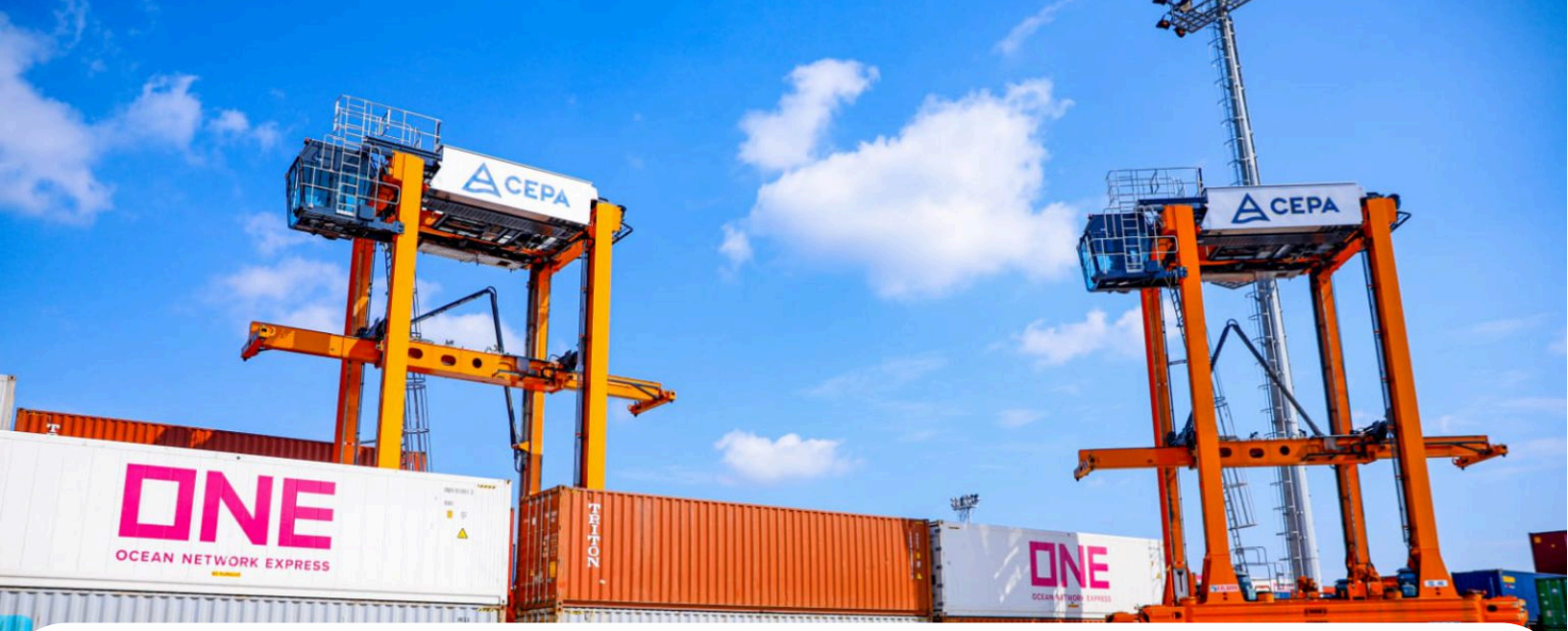
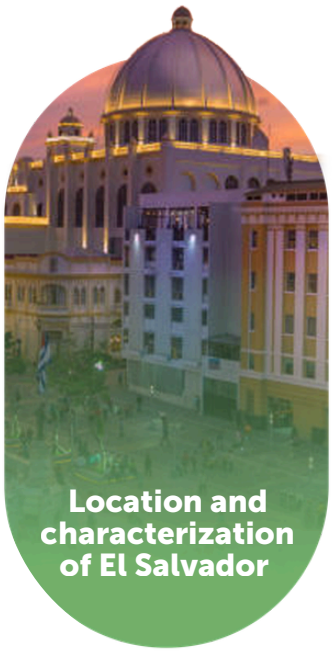


Introduction and Overview

Be part of this story! Invest in a country that opens its arms to welcome you with enthusiasm and promises a return not only financial, but also social and human.

Located in the heart of Central America, El Salvador is more than just a dot on the map: it's the hub from which the region's smartest companies manage their operations. A booming economy, rapidly developing infrastructure, and a clear commitment to modernization have made the country one of the most competitive logistics investment destinations on the continent.

This guide aims to show, with clear and concise data, why El Salvador deserves to be on your radar. Privileged access to key international markets, a skilled and committed workforce, a government incentive framework designed to grow your business, and much more. Everything you need to evaluate before making the best expansion decision for your company in the region.



Location and characterization of El Salvador

El Salvador is situated in Central America, sharing borders with Honduras to the north and east, Guatemala to the west, and the Pacific Ocean to the south. Its strategic position serves as a bridge between North and South America. Demographically, the country has a diverse population of 6.3 million inhabitants and an Economically Active Population of approximately 2.6 million, of which 53% are under the age of 40. The capital, San Salvador, functions as the cultural and economic hub of the country.

In terms of logistics operations, the country possesses considerable potential for companies engaged in distribution, consolidation, transportation, and related sectors, owing to its proximity and robust trade relations with a variety of markets across the region (41 countries globally). The contemporary port and airport infrastructure, along with the extensive road network, enhances interconnectivity and enables swift responses to market demands.

Sector delimitation

For the purposes of this document, logistics services encompass international distribution operations through comprehensive logistics solutions, spanning from the origin of the goods to the final destination. These services include planning, inventory control and management, selection, packing, packaging, fractionation, classification, labeling, billing, cargo inspection, and other activities that do not significantly alter the nature of the goods.

Similarly, this encompasses services for the storage, collection, consolidation, and deconsolidation of goods owned by third parties, without changing their nature.

Invest in El Salvador

GOBIERNO DE EL SALVADOR

LOGISTICS MARKET IN EL SALVADOR

Logistics
Sector Guide

Main Performance Indicators 2025

Export of logistic services

Logistics service exports in El Salvador demonstrate a consistent recovery trajectory following the repercussions of the global COVID-19 pandemic, propelled by heightened regional demand for transportation, warehousing, distribution, and supply chain management. By the conclusion of 2025, the nation had achieved over US$613 million in logistics transportation exports, solidifying its 9.9% share of total national service exports—a contribution that underscores the sector's strategic significance within the Salvadoran economy.

9.9%

Sector's share within service exports.

While the year reflected a correction in comparison to 2024, the sector's overall performance remains at historically significant levels. The country's structural conditions, including its geographical location, modernizing infrastructure, and robust regulatory framework, continue to provide a strong foundation for anticipating renewed growth in the years ahead.

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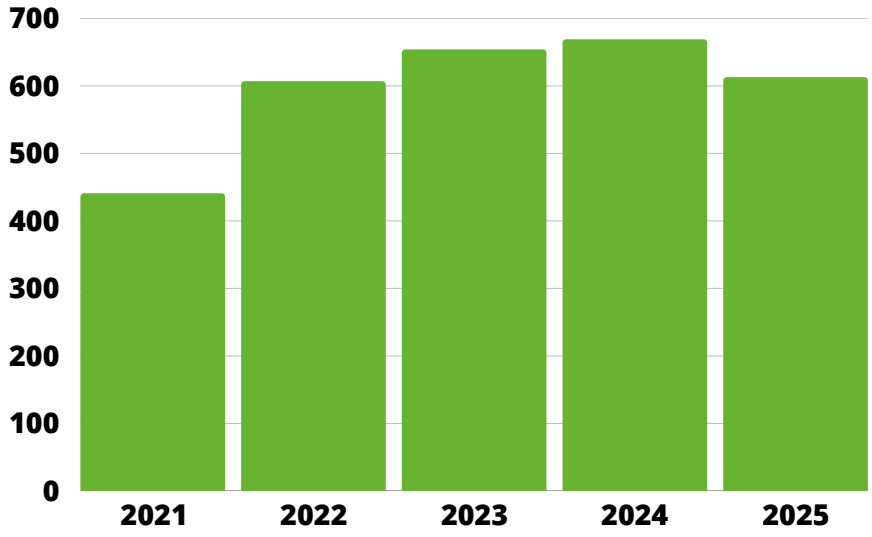
+$613 M

Transport sector exports 2025

Evolution of transport services exports



In 2025, the country exported a diverse array of goods to various trading partners, capitalizing on advantages such as its geographical proximity and free trade agreements. Key exports included cotton and synthetic fiber shirts, polymer materials, toilet paper, coffee, sugar, and spark plug wires, among others.

Conversely, the primary destinations for products manufactured in the country are as follows: the United States, which imports over 32% of Salvadoran goods; Guatemala, which accounts for 20%; and Honduras, which receives 17% and 4% respectively.

Given the country's topography and demographic distribution, the supply chain has evolved with numerous connections nationwide, encompassing transportation companies and 5PL (Fifth Party Logistics) providers in the central and western regions. This positions El Salvador as a strategic hub for supply chains within the region.

At the end of 2025, the transportation sector recorded a net inflow of Foreign Direct Investment exceeding USD $5 million, signifying a notable turnaround following the previous year's negative outcome. This return to positive figures indicates a resurgence of investor confidence in El Salvador as a business hub, bolstered by advantageous trade conditions and an enhanced investment climate within the sector. Among the logistics companies operating in El Salvador are:

STYBA
RANSA Pasión por la logística
W&W WALLENIUS WILHELMSEN LOGISTICS
DHL
MOBU LOGISTICS
PROLOGIX
CBXGlobal
TRANSPORTES CALPI
Blue Logistics CENTRO DE DISTRIBUCIÓN REGIONAL
America Logistics Group Sistemas Aéreos Group Partner
CROWLEY

Invest in El Salvador

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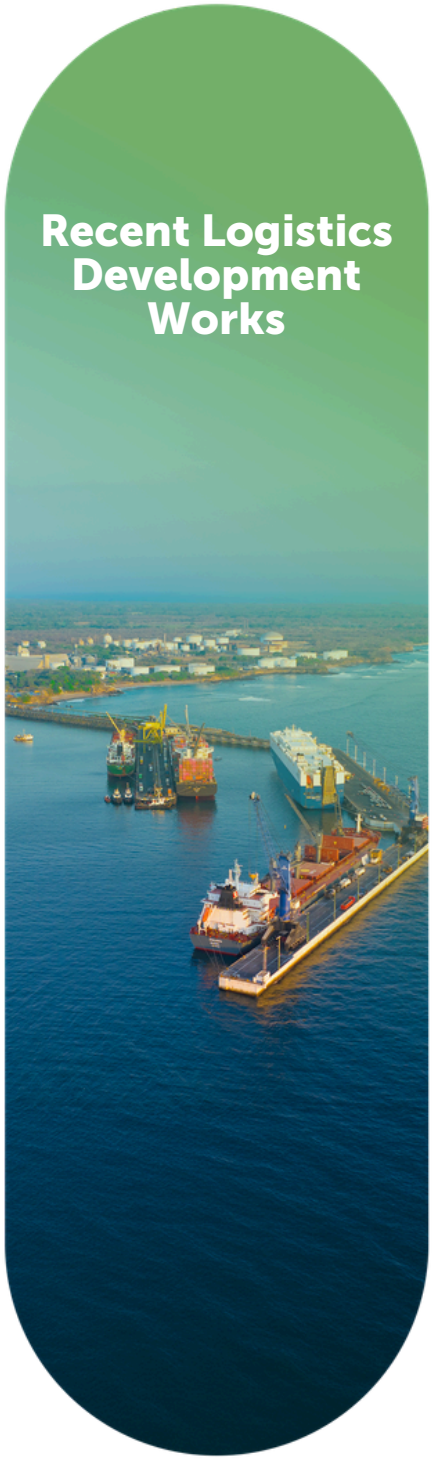
INFRASTRUCTURE AND DEVELOPMENT

Logistics
Sector Guide

Logistics infrastructure



El Salvador is strategically situated in the heart of the Americas, boasting a well-developed infrastructure. In terms of air connectivity, it features two international airports, one of which, San Óscar Arnulfo Romero International Airport, is among only three airports in the region that connects to over 34 routes across 14 countries in the Americas, the Caribbean, and Europe. Recent investments have focused on the expansion and enhancement of roads, seaports, and airports, thereby facilitating the transportation of goods and raw materials. Some of the most notable developments include:

- Renovation of the Las Chinamas border facility and refurbishment of the connecting road.
- Implementation of X-ray inspections for transportation means at Land Customs, alongside the development of new and modern facilities at El Amatillo Customs.
- Expansion of the Cargo Terminal at El Salvador International Airport via the nation's inaugural Public-Private Partnership.
- Commencement of construction for the Pacific Airport in La Unión, signifying the official initiation of the project.
- Modernization of the facilities at the port of Acajutla, encompassing the acquisition of equipment and machinery, as well as the forthcoming construction of a new dock and container yard.
- Investment for the revitalization of the port of La Unión.
- Significant advancements have been made toward the Customs Union with the commencement of operations at the binational Integrated Border Post in El Amatillo.
- Megaproject for a viaduct and the expansion of the Los Chorros highway, aiming to increase capacity to eight lanes.

These initiatives have contributed to a reduction in logistical costs and delivery times, while enhancing the country's connectivity with international markets. Conversely, the government of El Salvador maintains an extensive portfolio of projects aimed at further improving infrastructure to stimulate economic and productive activities within the region. Currently, several projects are in the planning or development stages, including the following:

- Expansion of Acajutla Harbor.
- Francisco Morazán Viaduct (Los Chorros)
- Pacific International Airport
- Continuation of the subsequent phases of Surf City

We have over 20 Free Trade Zones and Industrial Parks

1. Zona Franca Santa Ana
2. Zona Franca Las Mercedes
3. Zona Franca 10
4. Zona Franca Exportsalva
5. Zona Franca Pipil
6. Zona Franca Sam-Li
7. Zona Franca American Park
8. Zona Franca Santa Tecla
9. Zona Franca San José

1. Zona Franca San Marcos
11. Zona Franca San Bartolo
12. Zona Franca Santo Tomás
13. Zona Franca Internacional
14. Zona Franca Miramar
15. Zona Franca El Pedregal
16. Zona Franca Concordia Industrial Park
17. Zona Franca Calvo
18. EMCO Zona Franca

19. Nneo Nejapa Park
20. AirCity
21. Orion Industrial Park
22. Altius Tech Park
23. Montforth Free Zone
24. Zona Franca Agro Eleva
25. Zona Franca Inhdelva
26. Zona Franca Tunantal
27. Zona Franca El Congo
28. S&S Industrial Park

Interconnectivity with the rest of the region

Our robust infrastructure links the primary cities in the region, facilitating efficient logistics operations.

2 INTERNATIONAL AIRPORTS *ANOTHER ONE IN PROGRESS*	**2** PORTS	**10** MARITIME TRANSPORTATION FIRMS
14 PASSENGER AIRLINES	**7** CARGO AIRLINES	**34** DIRECT ROUTES FROM ORIGIN TO DESTINATION

Simbología

Ruta de interconexión El Salvador - Honduras | Ruta de interconexión El Salvador - Guatemala | Ruta de interconexión El Salvador - Nicaragua | Carretera Panamericana | Carretera Litoral | Carretera Longitudinal del Norte | Frontera | Capital | Ciudades principales | Puertos | Aeropuertos

Invest in El Salvador

GOBIERNO DE EL SALVADOR

OPPORTUNITIES, ADVANTAGES AND INCENTIVES TO INVEST IN EL SALVADOR

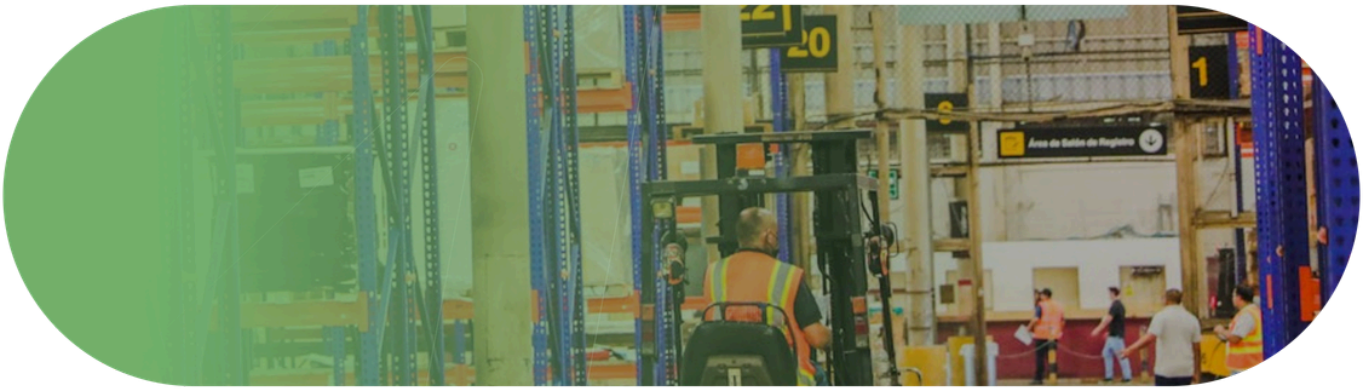
Logístics Sector Guide

Investment Opportunities in Logistics

The logistics sector in El Salvador offers various investment opportunities for local and foreign companies looking to expand their operations in the Central American region.

Some of the key opportunities include:

- Logistics hub for intraregional and domestic trade distribution.
- Last-mile delivery firms.
- Logistics center for cargo in transit (storage, consolidation, deconsolidation, repackaging, picking, transshipment, and cross-docking for goods originating from and destined for locations outside of El Salvador).
- Cold and frozen storage facilities for the local market.
- Establishment of a Free Trade Zone
- Port terminals and freight operations



Advantages of investing in El Salvador

El Salvador has a privileged location and convenient infrastructure to provide a quick response to markets, ideal attributes to be the logistics hub for international companies.

Some of the opportunities to invest and do business in El Salvador are shown below:

Optimal site for a regional logistics hub.

El Salvador is advancing on its journey to establish itself as a regional leader in trade facilitation.

Tax advantages that can be acquired by qualifying under one of the two available laws associated with economic activity:

- Free Trade Zone Law. The marketing of industrial goods produced in free trade zones or active improvement warehouses for products that have not undergone a transformation process by the marketer.

- International Services Law. National distribution operations and international logistics for third parties or indirect users. A primary advantage is that the logistics company is permitted to deconstruct, select, and package goods on behalf of third parties.

- Law for the Promotion of Investment Expansion. This legislation provides incentives for the growth of investments in strategic sectors, including logistics, and applies to companies with a minimum of 10 years of operation in El Salvador that seek to broaden their activities.

Availability of labor

Human talent in El Salvador represents one of the nation's most vital resources, distinguished by its capabilities, expertise, and commitment.

El Salvador's labor force (EAP) consists of 2.6 million individuals, with 53% being 40 years old or younger. The nation also boasts a working-age population of 5.1 million. This demographic profile suggests a highly productive and adaptable workforce, proficient in swiftly acquiring new skills.

The country provides a diverse array of degree programs specifically focused on logistics and transportation, including logistics and customs engineering, a bachelor's degree in customs economics, and a technical degree in global logistics, among others. Additionally, it offers degrees and qualifications pertinent to the operations and activities of companies within this sector, which attract significant enrollment, such as master's degrees in business administration, master's degrees in strategic management of international business, bachelor's degrees in business administration, and bachelor's degrees in business economics, among others.

Presently, the logistics sector employs over 30,000 individuals in various activities, including transportation, storage, warehousing, and cargo handling. This marks an approximate growth of 4% in 2023 compared to the prior year.

Competitive operating costs

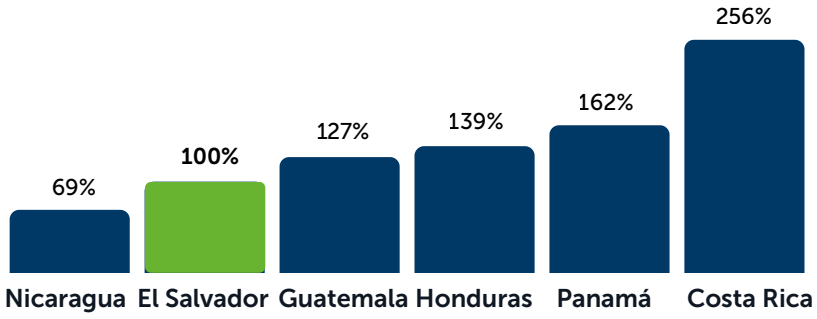
The minimum wage in El Salvador is relatively low compared to other countries in Latin America and the world, which can significantly reduce labor costs compared to other regions.

Human resources in El Salvador are one of the country's most important assets, characterized by their talent, skills and dedication. Among the most notable attributes of the Salvadoran workforce are: young and dynamic workers, education and training, attitude of dedication and commitment, high development potential and competitive labor costs. Below are comparative graphs of the salary level and percentage of benefits in Central American countries.

El Salvador ranks second in terms of lowest wages in the region, after Nicaragua. Likewise, it has the lowest percentage of labor benefits with respect to remuneration.

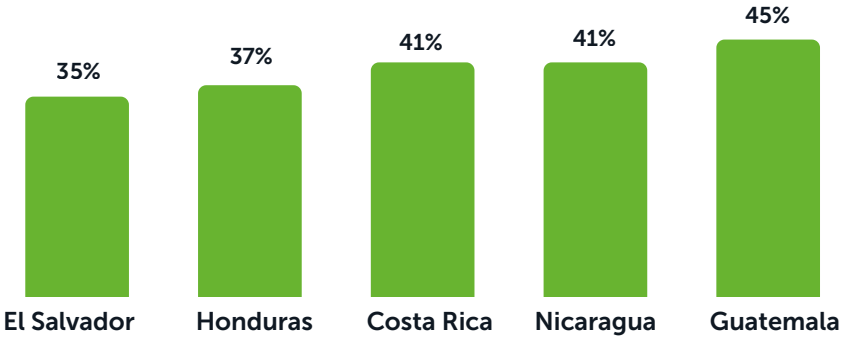
Salary comparison

Minimum wage companies in the industrial sector (El Salvador base = 100)



Performance comparison

(% of nominal salary)



International Services Law

Logistics companies engaged in international distribution or international logistics operations that decide to establish themselves in El Salvador can benefit from the International Services Law incentives.

International Distribution

Understanding those storage, collection, consolidation, and deconsolidation services of third-party goods, carried out by a beneficiary of this Law, without transforming their nature, in order to allocate them for export and re-export, without prejudice that part of it is destined for national import.

International Logistics Operations

Understanding those complementary services to international distribution operations, provided by an authorized direct user to operate within a service park, to third parties or indirect users, with the purpose of making the processes of physical distribution more effective, through comprehensive logistics services, from the origin of the goods to the final destination, such as: planning, inventory control and management, selection, packaging, packing, fractionation, classification, labeling, tagging, invoicing, cargo inspection, and other activities that do not substantially alter the nature of the goods.

Both activities may allocate up to 50% of their total services to the domestic market.

Benefits

Exemption from customs duties and other taxes on the importation of machinery, equipment, tools, spare parts, accessories, furniture, and other goods necessary for the execution of the incentivized activity.

Total exemption from income tax on income from incentivized activity, during the period in which it carries out its operations in the country.

Total exemption from municipal taxes on the company's assets, during the period in which it operates in the country.

Requirements

The International Services Law indicates that the requirements vary according to the incentivized activity and modality, below are the main requirements for international distributors or logistics operators:

Having a minimum of 500 square meters owned or leased; in exceptional cases, the Ministries of Economy and Finance may authorize, at the request of direct users, a smaller amount of square meters, according to the nature of the activity.

Register with the General Customs Directorate in order to receive the access code to the customs service computer systems.

Maintain an electronic inventory record and an online system available to the Customs Service, in accordance with the provisions established by it, for the purpose of issuing the documents for the entry and exit of warehouse goods.

Industrial and Commercial Free Zones Law

Incentivized Activities

Traders can benefit from this law, understood as those entities that are dedicated to the sale of goods to retailers or wholesalers or to final consumers and that have been authorized by the Ministry of Economy.

When selling to the national customs territory, traders must enter the goods by paying import duties and taxes on the customs value.

Benefits

Total exemption from customs duties and other import taxes on raw materials, machinery, equipment, and other goods used for production.

Total tax exemption on real estate transfer.

Exemption from income tax and municipal taxes as shown below:

Income tax exemption:

Location of the Free Trade Zone or Designated Port Area	Percentage of exemption	Exemption duration for enterprises located in free trade zones	Exemption duration for companies established in DPA
San Salvador Metropolitan Region	100%	For fifteen years.	For a decade.
	60%	For the subsequent ten years.	For the subsequent five years.
	40%	For the following ten years.	For the following decade.
Beyond the San Salvador Metropolitan Area	100%	For two decades.	For fifteen years.
	60%	For the subsequent 15 years.	For the subsequent ten years.
	40%	For the following ten years.	For the following ten years.

Exemption from local taxes:

Location of the Free Trade Zone or Designated Port	Percentage of exemption	Exemption duration for enterprises located in free trade	Exemption duration for companies established in DPA
San Salvador Metropolitan Region	100%	For fifteen years.	For a decade.
	90%	For the subsequent ten years.	For the subsequent 5 years.
	75%	Thereafter.	Thereafter.
Beyond the San Salvador Metropolitan Area	100%	For two decades.	For fifteen years.
	90%	For the subsequent 15 years.	For the subsequent ten years.
	40%	Thereafter.	Thereafter.

Upon the expiration of the total exemption period, companies situated in free zones will be granted an additional five years of complete exemption, provided they can demonstrate a 100% increase in their initial investment.

Certain strategic industries may gain from an extended total exemption of 5 to 10 years.

Law for the Promotion of Investment Expansion

Scope of Application

The legal framework will be applicable to both natural and legal persons, whether national or foreign, who possess a minimum of 10 years of verifiable operations in El Salvador and who seek to expand their investments in sectors including textiles and apparel, agro-industry, food and beverages, auto parts, electronics, plastics, footwear, pharmaceuticals, construction materials, and paper and its derivatives.

Among the eligible sectors, the law explicitly encompasses chemical-pharmaceutical products, allowing pharmaceutical companies to benefit from this regime as they expand operations, enhance production capacity, integrate new production lines, construct new facilities, acquire machinery, or develop logistics infrastructure and research centers.

Benefits

The tax incentives stipulated by the legislation vary from 10% to 30%, contingent upon the degree of growth and adherence to the specified criteria.

- The initial range delineates investments from $1,000,000 to $10,000,000, to which a 10% tax credit will be applicable.
- The second range pertains to investments ranging from $10,000,000 to $20,000,000, accompanied by a 20% credit.
- For investments surpassing $20,000,000, a 30% tax credit will be applicable.

SUCCESS STORIES AND SUPPORT FOR INVESTORS

Logistics
Sector Guide

Logistics operator Ransa

Ransa began its expansion to Central America in 2005, and El Salvador was the first country we reached in the region. We chose El Salvador for its strategic geographical location, top-notch road infrastructure connecting to other countries, and specialized human talent.

Our services allow us to seamlessly integrate our clients' logistics chain in our 4 locations nationwide. Today we can say that we are a consolidated company and a reference in the logistics sector, being recognized for the third consecutive year by ASAC, Salvadoran Association of Freight Forwarders, as the 'Best Logistics Operator in El Salvador'.

This growth and development has only been possible thanks to our more than 1,500 male and female workers, and to our customers who allow us to fulfill our purpose: to bring well-being.

- Sergio Torrico, Vice President of Ransa Andean and Central America Region.

Wallenius Wilhelmsen logistics

The company Wallenius Wilhelmsen Logistics (WWL) has its headquarters in Oslo, Norway. Company with more than 150 years of experience in the maritime transportation industry and more than 9,400 employees worldwide.

WWL specializes in offering transportation and logistics services to the automotive, agricultural equipment and heavy construction equipment industries around the world. Within supply chain management, its service allows user individuals or companies to locate, manage and monitor shipments throughout the entire distribution process. It operates through 15 trade routes on 6 continents, 120 processing centers and 11 marine terminals.

WWL has been present in El Salvador since 2009 through its Data Processing Center for cargo consolidation and inventory management, supporting the various embarkation, disembarkation and distribution points in Latin America.

Investor Support Services

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Networking with government representatives, local businesses, chambers of commerce and business associations.

Consulting
Technical advice and evaluations of investment cases.

Personal schedules
We offer a carefully selected programme of meetings and appointments tailored to your objectives.

Invest in El Salvador

AGENCIA DE PROMOCIÓN DE INVERSIÓN Y EXPORTACIONES

All officials, employees, suppliers, business partners, and other stakeholders are encouraged to abstain from, decline to participate in, or actively or passively engage in any activities that may be perceived as bribery, thus fostering a transparent and corruption-free administration. They are invited to utilize the reporting channels available on the website: https://investinelsalvador.gob.sv/es/