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# Mexico establishes itself as a supplier of quality food for the Arabian Peninsula

September 19, 2016. At the “Mexico-Arab Countries Agrifood Meeting”, the Secretary of Agriculture, Livestock, Rural Development, Fisheries and Food (SAGARPA), José Calzada Rovirosa, said that exports of agrifood products from Mexico to the countries of the Arabian Peninsula this year will reach \$120 million, while sales in the medium term will reach \$500 million in direct benefit of more than five thousand Mexican producers.

Among the developments, it is worth mentioning that 250 tons of chickpeas, the first shipment of berries, and shelf products such as coffee, corn flour, agave syrup, and inulin, had already been exported.

He announced that the efforts are being intensified so that in November of this year the “Halal” certification is ready in order to start exporting 20,000 tons of beef, with a market value of \$120 million, in addition to monitoring health protocols for the sale of honey, avocado and canned foods (fruits, vegetables and sauces).

He added that with Saudi Arabia, United Arab Emirates, Kuwait and Qatar, our country recorded in 2015 sales of agrifood products worth \$45 million, of the more than the \$46 billion dollars of food that these countries imported (almost 1%), which represents a big opportunity for Mexico.

H.E. Ambassador of the State of Kuwait and Dean of the Council of Arab Ambassadors, Mr. Sameeh Essah Johar Hayat, highlighted the work of Mexico’s Government to strengthen and increase trade, along with cooperation and friendship ties with the Arab countries, which have a market of over \$300 million dollars.

He also highlighted the vision of President Enrique Peña Nieto, which manifested itself with the signing of 50 agreements during his visit to the region last January and the follow up of work schedules by the secretaries of State, something he considers as the right path to develop business relationships and cooperation.

The General Director for Africa and Middle East of the Secretariat of Foreign Affairs, Ambassador Jorge Álvarez Fuentes, said that the strengthening of relations between Mexico and the Arab countries is a strategic line of the President focused on cooperation and promotion of new markets and investment, through a permanent link and a long-term vision.

He highlighted the potential of this region as a net import market, where Mexico has the opportunity to export quality agrifood products, strengthening political and trade relations, as well as linkages in the private sector.

The event was also attended by the HE Ambassador of the State of Qatar, Mr. Ahmed Abdullah Al-Kuwari, and diplomats from Saudi Arabia, Algeria, United Arab Emirates, Egypt, Iraq, Jordan, Lebanon, Morocco, Oman and Palestine, as well as local producers, businessmen of the agro industrial sector and government officials.

Source: SAGARPA

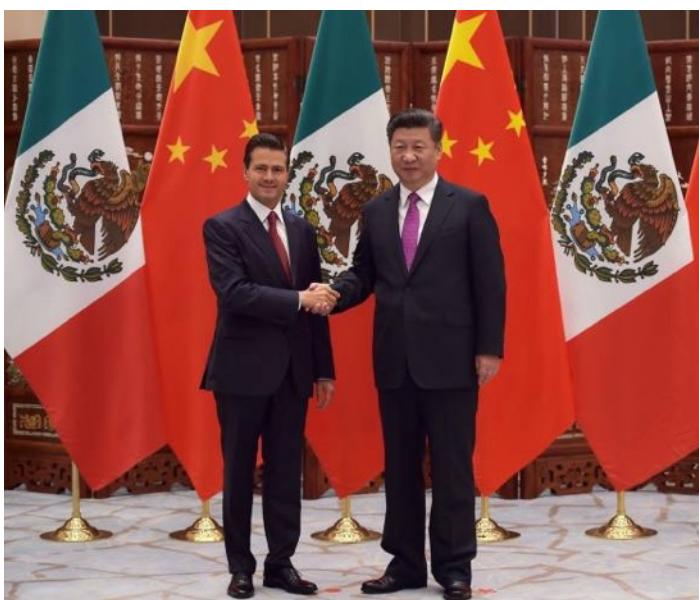


From left to right: H.E.. Ambassador Sameeh Essah Johar Hayat, Dean of the Council of Arab Ambassadors and Ambassador of the State of Kuwait, and José Calzada Rovirosa, Secretary of SAGARPA.



## Mexico and China formalize investment fund

September 4, 2016. President of Mexico, Enrique Peña Nieto, and his counterpart of the Asian country, Xi Jinping, formalized the China-Mexico Fund to support various investment projects worth \$50 million.



From left to right: Enrique Peña Nieto, President of Mexico; and Xi Jinping, President of the People's Republic of China.

presence of Mexican food products in the Chinese market.

He then announced shortly the second joint call for projects of scientific and technological research, in addition to the proposal of continuing expanding exchanges, including joint investigations at the forefront of clean energy, biotechnology, agriculture, aerospace engineering, water resources, environmental protection, and health.

Xi Jinping noted that one of the points raised in the dialogue is that the two countries are pioneers in the work of developing a strategic partnership, as both have gained achievements in sectors such as trade, investment, finance and energy.

He hoped his country could join Mexico to strengthen mutual trust, deeper integration of their interests and promote one by one exchange, in addition to exert its influence in the region to promote China's relationship with Latin America.

Peña Nieto stressed that China is a friend and a trading partner, and added that Mexico is committed to boosting cooperation in areas such as investment, finance and tourism, as well as coordination with China on international matters.

Source: *El Financiero*.

Since November 2014, the Mexican president said in Beijing that the two countries would create an investment fund of \$2,400 million dollars to finance infrastructure, mining and energy projects, and that it would include an oil deal worth \$5 billion dollars.

There were no further details of the agreement reached in private during the meeting between the two leaders at the Guest House in Hangzhou, before the start of the 11th G20 Leaders Summit.

At the meeting, President Peña Nieto said that China is the second trading partner of Mexico worldwide, and the third largest market for Mexican exports, pointing out that Mexico is the first trading partner of China in Latin America.

He said that trade between the two countries accounted for \$74.9 billion dollars last year, and that Mexico moves towards the goal of achieving greater

# Mexico and Japan will strengthen actions in tourism

September 22, 2016. The head of the Secretariat of Tourism (Sectur), Enrique de la Madrid Cordero, highlighted the work to strengthen the relationship with Japan in this industry, country interested in increasing the flow of tourists to Mexico.

In the Japanese city of Tokyo, during his visit to Asia, the federal official said that trade and tourism relationship with that country is important, especially tourism, since it offers great advantages for both countries.

"In recent years, the number of Japanese tourists visiting Mexico has been on the rise. We are also working with tour operators and promoting our destinations so that more Japanese come visit us", he said.

He announced that next February is expected to start operating a daily direct flight from Tokyo to Mexico, in addition to the existing ones, "which speaks of the importance of the bilateral relationship".

In a meeting with the Minister of National Land, Infrastructure, Transport and Tourism of Japan, Keiichi Ishii, De la Madrid reaffirmed the interest of the Mexican authorities to increase the frequency of direct flights from that country to Mexico, in order to increase the number of tourists.

Meanwhile, Keiichi Ishii said that to raise the number of Japanese visitors to Mexico, connectivity between the two countries is a staple.

The Japanese official expressed appreciation for the interest and support of Enrique de la Madrid to drive more direct flights from that country to Mexico and agreed that the business relationship between the two countries is of high relevance.

The head of the Ministry of Tourism said that so far in 2016, more than 150 thousand Japanese tourists will visit Mexican destinations and for the next few years the number will increase significantly.

Within its agenda in Tokyo, the Secretary of Tourism inaugurated the Mexico Pavilion at the JATA Tourism EXPO Japan 2016, in which executives of the Japan Association of Travel Agents (JATA) are involved.

JATA is one of the largest fairs in the global tourism market, which gives the industry the opportunity to present Mexico destinations to the Japanese market, as well as other nations.

Source: *El Financiero*.



Enrique de la Madrid Cordero (second from the right) with members of the Travel Management Club.

## General Electric partners with Mexican national power company

September 12, 2016. General Electric Co. is partnering with Mexican national power company Federal Electricity Commission (CFE) to help improve the efficiency of its electrical system, said the leader of GE's power business.

Under a two-year agreement, GE will provide software and data analysis to CFE, Steve Bolze, chief executive officer of GE Power, said in an interview.

GE is making a broad push to use digital technology to reduce running costs of large industrial equipment, from generators and power grids to jet engines and medical devices.

Through software and analytics, "we're getting better performance out the assets for customers

than the day they shipped" from factories, Bolze said.

"By working very closely with (CFE) over the next two years, we can help them do that," he said.

CFE General Director, Jaime Hernández, said in a statement that the partnership would help CFE reduce the cost and increase the reliability of power throughout Mexico.

Bolze and Hernández did not provide specific projections for CFE savings or terms of the agreement.

GE estimates there is potential for \$1.3 trillion in savings to the power industry over the next decade.

*Source: Reuters.*

## Siemens to provide long-term service for gas turbines in Mexico

September 1, 2016. Siemens has received an order to provide long-term service and maintenance at four power plants in Mexico. The service agreement covers the eight gas turbines and related auxiliaries to be delivered to the Valle de México (two SGT6-8000H units), Empalme I (two SGT6-8000H units), Empalme II (two SGT6-8000H units) and Tula (two SGT6-5000F units) combined cycle power plants in Mexico for a period of 16 years. The customer is the state-owned power provider Federal Electricity Commission (CFE). These four power plants will have a combined electrical capacity of 2,727 megawatts (MW), enough to supply one million households in Mexico with electricity.

"These long-term service programs will help ensure the availability and reliability of Mexico's electricity supply for many years to come," said Tim Holt, CEO, Siemens Power Generation Services, Power and Gas. "Siemens is fully dedicated to supporting CFE in modernizing its installed power generation capacity so it can compete in the market recently created in Mexico with the Energy Reform. It also strengthens

Siemens' presence in Mexico with our growing fleet of H-class gas turbines and the latest F-class equipment at the Tula plant."

The 615 MW Valle de México plant is being built in Acolman, a town in the central state of Mexico, and is scheduled to begin commercial operation in late 2017. The Empalme I combined cycle power plant, located in Sonora, will have an installed capacity of 770 MW and once operational in late 2017, will supply electricity to the northern region of Mexico, where, according to CFE estimates, energy demand will grow at a rate of 3.6 percent annually. The 791MW Empalme II power plant, also in the Sonora area, is scheduled to begin commercial operation in April 2018. As part of a re powering project, two SGT6-5000F gas turbines will be used in two 1x1 configurations for the Tula 1 and 2 combined cycle power blocks, located in Hidalgo in central Mexico. Together, the two blocks will have an installed capacity of 550 MW. Commercial operation is scheduled for spring 2017.

*Source: Siemens.*

# Pemex discovers six new oilfields in the Gulf of Mexico

September 13, 2016. Petróleos Mexicanos (Pemex) has discovered two super light crude deposits in deep waters and four light oil deposits in shallow waters.

In a press release, the state enterprise said that the explorations developed by Pemex technicians are part of the strategic objective of the company to increase inventory reserves with sustainability criteria and competitive costs.

In the Folding lost belt, the Nobilis-1 well was drilled, which is located at 220 kilometers from the coast of Tamaulipas with a brace of water of 3 thousand meters and a total depth of more of 6 km. The objective was fully accomplished with the discovery of two deposits of crude oil with a density greater than 40 degrees API, on the eastern flank of the field Maximino.

"The main site of Nobilis has the largest oil impregnated thickness that has been identified in that area so far. Its production capacity could reach 15,000 barrels per day and based of the studies carried, it is estimated a total of 3P reserves ranging between 140 and 160 million barrels of oil equivalent (PCE)", says the statement.

Also, the Teak-1 well, located 30 kilometers from the coats between the states of Veracruz and Tabasco, with a water depth of 44 meters, was successful when light crude and gas condensate was discovered. Total of 3P reserves are estimated between 50 and 60 million pce.

The depth range in the marine crust of the well is located between 2,750 and 3,400 meters and could produce about 7,000 barrels per day.

This result is derived from recent exploratory work using advanced technologies for geological and geophysical interpretation that allowed visualization of opportunities to reactivate exploration and reactivate production in the short term.

The federal government has estimated that daily oil production will average 1.9 million barrels in 2017, the first time that output has dropped below 2 million barrels a day since 1980.

Moreover, Pemex said that by 2017 it plans to drill 30 exploration wells focusing on areas where they have greater probability of finding liquid hydrocarbons, especially those of higher returns.

It ensures that production strengthen in the short term and medium term will give priority to the search for oil in the basins of the southeast, where they have plans to drill 10 wells on land and 12 in shallow water.

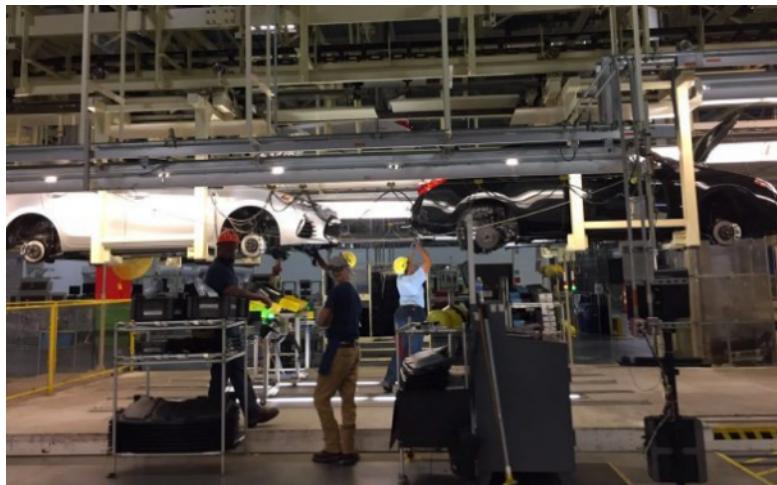
*Source: Pemex.*



## Toyota will build new plant in Guanajuato, Mexico

September 14, 2016. Toyota will start building a new plant in Apaseo del Grande, Guanajuato, in November. This complex will produce the Corolla model starting in 2019, with more than 80% of the suppliers being local.

The new facilities will be very similar, even in size, to those at Blue Springs, Mississippi, in United States, the same that started operations in autumn 2011, with an investment of \$800 billion dollars.



This factory, located in the south of the US territory, has 18.58 hectares of construction in an area of 687.96 hectares. The plant produces the Corolla model from stamping to body welding, painting and assembly. This site produces 170 thousand new vehicles every year, of which 75,000 are destined for Latin America.

According to the automaker, the plant in Apaseo el Grande will require an investment of \$1 billion dollars and will generate 2,000 direct jobs and 10,000 indirect jobs. During 2017, construction will begin, and in 2018 they will

start getting equipment and training labor force. Operations will begin in 2019 and around August of 2020 the first model will be released.

The company claims that most of the suppliers are Mexican. In fact, one of the reasons why they chose to settle in Guanajuato was because of the wide offer of established suppliers. However, they could also have suppliers from the U.S. and even Japan.

"The idea is that (local suppliers) grow with us", said Mike Bafan, President of Toyota Motor Manufacturing (TMM) for the plants of Baja California and Guanajuato.

Without giving precise details of the plant, he said it will have technology based on the Toyota New Global Architecture. According to the company's website, this platform is building cars through standardized platforms that require fewer resources to manufacture and generates efficiencies in fuel use, among other benefits.

The manager explained that the facilities stand out for their advances in technology painting and plastics, as well as in term of safety, plus they have a smaller "balanced level" automation and equipment, which will reduce the time required to manufacture the vehicle and power consumption.

"This factory will be the kind of benchmark or model for the future, not technology but the future way of producing new cars," said Didier Leroy, Toyota Motor Corp., Executive Vice President of the company.

"With this new plant in Mexico, we definitely want to do somethings very differently," he said. "It should not just be a kind of copy-paste of what we did in the past."

Although the plant will have new technology, that will not be the main thrust, Leroy said. He said Toyota wants to change the layout and workflow inside the plant with shorter production lines, as well as the flow of part supplies.

Source: *Forbes*.

# Ford to move all small-car production to Mexico from U.S.

September 14, 2016. Ford Motor Co. Chief Executive Officer Mark Fields said that all of the company's small-car production will be leaving U.S. plants and heading to lower-cost Mexico.

Earlier this year, Ford said it would invest \$1.6 billion in Mexico for small-car production to start in 2018. The decision will send production of the Ford Focus and Ford C-Max Hybrid outside the United States. Both models are currently manufactured at the Big Three automaker's assembly plant in Wayne, Michigan.

"We will have migrated all of our small-car production to Mexico and out of the United States," over the next two to three years, Fields told Wall Street analysts at an investor conference hosted by the automaker.



The industry has known for decades that domestic manufacturers struggle to make a profit on small cars. Shifting their assembly to Mexico can reduce costs to a point. But some of these cars are over-engineered.

For example, Field said the current Ford Focus can be ordered in 300 different configurations of options and colors. Ford wants to reduce that to 30, which will make the production process simpler and less expensive.

Ford is not the only automaker that has announced plans to increase production in Mexico. Of the 11 new assembly plants automakers have planned in North America since the financial crisis, nine have been built or will be built in Mexico.

Mexico is attractive for automakers for several reasons. Automakers locate new plants in Mexico because it has far more trade agreements than the United States, meaning that automakers can avoid paying burdensome tariffs on cars manufactured in Mexico. For example, automakers must pay a 10 percent tariff on cars exported to Europe from the United States. They must pay a 35 percent tariff on cars sold in Brazil.

That will make it easier for Ford to export the cars made at its new Mexican factory to other markets if demand for them in North America should fall. That will keep the Mexican factory running at a higher rate, which in turn will increase its profitability.

In other words, 80% of the savings come from Mexico's free-trade advantage over the US. Ford's not the only manufacturer noticing this either. Volkswagen already moved its Audi luxury vehicle line to Mexico three years ago, a car line that is popular in Europe and the U.S.

During contract talks in 2015, Ford confirmed that it would move Focus and C-Max production out of its plant in Wayne, Michigan, in 2018.

Source: CNN.

## Mexico industrial production rises for third month in a row

September 9, 2016. Mexico's industrial production ticked up for the third month in a row in July, growing a bit faster than expected as factory output rose by the most in nearly a year.

Mexican industrial output rose 0.3 percent in July from June in seasonally adjusted terms, the national statistics agency INEGI said, compared with expectations for 0.1 percent increase in a Reuters poll.

Mexico's economy shrank in the second quarter for the first time in three years, due largely to a slump in industrial output.

Uneven demand for Mexican manufactured exports in the United States, Mexico's top trading

partner, and declining oil production have weighed on Latin America's No. 2 economy.

Among components of industrial production, factory output rose 0.8 percent, its fastest expansion since last August. Mexico sends mostly factory-made goods like televisions and cars to its northern neighbor and automobile exports have been stronger than many other goods this year.

The utilities sector, which includes power, gas and water distribution, expanded by 0.4 percent in July. But construction fell 0.3 percent in July versus June while mining, which includes oil production, was down for the sixth month in a row, dropping 0.4 percent.

*Source: Yucatan Times.*

## Tabasco attracts foreign customers for its agricultural exports

September 7, 2016. Japan, the UK, Lebanon and South Korea are all countries which have started negotiations with Tabasco-based producers this year for the marketing of bananas, limes, papayas, coconuts, chocolate and cocoa beans. To date this has already yielded above 400 million pesos (around 19.43 million Euro) in profits.

For the head of the Plant Health program of the Secretariat of Agriculture, Livestock, Rural Development, Fisheries and Food (SAGARPA), Rigoberto Núñez Bojórquez, Tabasco's export figures have been good and even exceeded those reached in 2015.

In the first half of 2015 alone, a total of 33,302 tonnes of different crops had been exported; now this figure has reached 39,559 tonnes; a good result for the producers, especially now that the value of the dollar has increased.

These exports already generated exactly 409,738,000 pesos, given that their main markets are located in the United States, 17 countries of

the European Union, Asia, Africa and the Middle East.

The reason why other foreign customers joined the portfolio of Tabasco producers has been the quality of the banana and Persian lime crops. In markets such as Japan, the UK, Lebanon and South Korea, these products are in high demand, he said.

He explained that, during 2016, Tabasco's agricultural exports increased by 18.8 percent, taking into account that in 2015 the export volume stood at 33,302 tonnes.

In the case of bananas, he stressed that an increase of 11.4 percent was recorded, following the increase in demand from the European Union for the product grown in the municipalities of the region of La Sierra. Meanwhile, Persian limes also recorded an increase of 46 percent, mostly due to their high quality standards.

*Source: Fresh Plaza.*



## Culture Chilaquiles

Chilaquiles have a storied history. Early American recipes defined this simple dish in a way that corrupted its flavors, its significance and its tradition. Today it is still a staple for many Mexican families, providing traditional fare with the most classic ingredients and transmitting historical clues with every bite.

Chilaquiles are, in their most basic form, a collection of tortilla pieces, usually fried, with a chili sauce poured over them. The crunchy fried tortillas begin to soften and absorb the liquid of whatever sauce they are immersed in. The prime time to eat chilaquiles is between textures, when they are no longer crunchy but have not yet turned completely soft.

The word chilaquiles comes from the ancient Nahuatl word for "chilis and greens." The Nahuatl language was used by the Aztecs. It originated in Central Mexico and is still spoken today in select communities. Chilaquiles are a very common food in many Mexican families, owing to a traditional legacy that has existed for hundreds of years. They came to America via "The Spanish Cook" by Encarnación Pinedo in 1898. However, this recipe did not fully appreciate or replicate the simple beauty of real chilaquiles.

Part of the beauty of chilaquiles lies in the incredible versatility of the dish. Though the basic ingredients only required fried tortillas and a chile sauce, nearly every variation includes additional ingredients and garnishes. Chicken, onions, eggs, queso fresco and other additions are found in many chilaquiles recipes. Chilaquiles were made as a base, which could be added to as ingredients became available. Often these ingredients were identifying markers of a particular region or family.

Chilaquiles are created using ingredients that are widely available and cheap. Their function often has been to extend the use of expensive proteins in dishes. Small pieces of meat, cheese, or eggs could be added to a plate of chilaquiles, providing a large amount of calories while only using a fraction of the expensive ingredients. The dish was created as a budget conscious standby, and now it has become a home cooked classic.

Chilaquiles provide an important reminder of the history of Mexican cuisine. Tortillas are made from the corn that constitutes the majority of diet in Central America. Tortillas and corn are what rice is to southern China. Chilis grow widely in Central America and provide a much needed spice and flavor boost to the bland tastes of corn. These two ingredients combine to form the basic of chilaquiles. Their significance lies in their tradition, their function as a staple of budget conscious families and their incredible versatility.



# BUSINESS OPPORTUNITIES

## Mexican Companies looking for distributors



AGROCOMERCIAL CAMPESINA, S. DE P.R. DE R.L.  
 Products: Cereals, fruits and vegetables  
 Tel. +52 777 269 6556  
 Website: [www.agrocrece.com](http://www.agrocrece.com)  
 Email: [equiroz@agrocrece.com](mailto:equiroz@agrocrece.com)



AGROMAYAL BOTÁNICA, S.A. DE C.V.  
 Products: Aloe vera products  
 Tel. +52 87 17 50 08 46  
 Fax: +52 87 17 50 13 79  
 Website: [www.amb-wellness.com](http://www.amb-wellness.com)  
 Email: [luis@amb-wellness.com](mailto:luis@amb-wellness.com)



BIOCAT MÉXICO  
 Products: Chemical products  
 Tel. +52 55 10 56 00 27  
 Website: [www.biocatmexico.com](http://www.biocatmexico.com)  
 Email: [rodrigo@biocatmexico.com](mailto:rodrigo@biocatmexico.com)



BOEHRINGER INGELHEIM VETMEDICA, S.A. DE C.V.  
 Products: Veterinary products  
 Tel. +52 33 36 68 80 00  
 Fax. +52 33 36 68 80 20  
 Website: [www.boehringer-ingelheim.com.mx](http://www.boehringer-ingelheim.com.mx)  
 Email: [victor.campos@qua.boehringeringelheim.com](mailto:victor.campos@qua.boehringeringelheim.com)



COLLINS DIVISIÓN VETERINARIA, S.A. DE C.V.  
 Products: Veterinary products  
 Tel. +52 33 38 11 14 64  
 Fax. +52 33 31 62 02 98  
 Website: [www.collinsdivisionveterinaria.com](http://www.collinsdivisionveterinaria.com)  
 Email: [clarisa.nieto@collins.com.mx](mailto:clarisa.nieto@collins.com.mx)



COMSA SEGURIDAD INTEGRAL, S.A. DE C.V.  
 Products: Ambulances  
 Tel. +52 555 33 30 83 33  
 Fax. 55 33 30 75 00  
 Website: [www.comsa.com.mx](http://www.comsa.com.mx)  
 Email: [jmendez@comsa.com.mx](mailto:jmendez@comsa.com.mx)



CONDUCTORES MEXICANOS ELÉCTRICOS Y DE TELECOMUNICACIONES, S.A. de C.V.  
 Products: Electric conductors  
 Tel. +52 55 53 28 33 40  
 Fax. +52 55 53 28 33 46  
 Website: [www.condumex.com](http://www.condumex.com)  
 Email: [rtena@condumex.com.mx](mailto:rtena@condumex.com.mx)



CONSERVAS LA COSTEÑA S.A. DE C.V.  
 Products: Processed foodstuff  
 Tel. +52 55 58 36 36 36  
 Fax. +52 55 52 82 76 78  
 Website: [www.lacostena.com.mx](http://www.lacostena.com.mx)  
 Email: [alejandra.verduzco@lacostena.com.mx](mailto:alejandra.verduzco@lacostena.com.mx)



ESTACIÓN ORGÁNICA  
 Products: Organic products  
 Tel. +52 555 50 06 94 38  
 Email: [pablo.quintana@estacionorganica.mx](mailto:pablo.quintana@estacionorganica.mx)



FRUCTUM & FLOREM, S.A.P.I. DE C.V.  
 Products: Fruits and flowers  
 Tel. +52 55 53 12 95 36  
 Fax. +52 55 53 12 42 99  
 Website: [www.globalfruitsflowers.com](http://www.globalfruitsflowers.com)  
 Email: [xavier.milke@globalfruitsflowers.com](mailto:xavier.milke@globalfruitsflowers.com)



EL MUNDO DE LOS FRUTOS, S.A.  
 Products: Fruits  
 Tel. +52 68 68 40 69 46  
 Website: [www.frutosmx.com](http://www.frutosmx.com)  
 Email: [yale@frutosmx.net](mailto:yale@frutosmx.net)



G & G MEX TRADE, S.A. DE C.V.  
 Products: Agricultural products  
 Tel. +52 55 82 84 05 89  
 Website: [www.ggmextrade.com.mx](http://www.ggmextrade.com.mx)  
 Email: [rosario.hernandezf@gmail.com](mailto:rosario.hernandezf@gmail.com)



GRUPO GYLSA, S.A. DE C.V.  
 Products: Medical products  
 Tel. +52 55 56 11 45 65  
 Fax. +52 55 53 84 21 93  
 Website: [www.gylsa.com.mx](http://www.gylsa.com.mx)  
 Email: [marcotulio@gylsa.com.mx](mailto:marcotulio@gylsa.com.mx)

GRUPO OLEOVISA, S.A. DE C.V.  
 Products: Organic products  
 Tel. +52 77 73 15 51 15  
 Website: [www.naorganica.com](http://www.naorganica.com)  
 Email: [ricardo@naorganica.com](mailto:ricardo@naorganica.com)



GRIFFITH FOODS, S.A. DE C.V.  
 Products: Food products  
 Tel. +52 81 83 30 44 00  
 Fax. +52 81 83 80 44 40  
 Website: [www.griffithfoods.com](http://www.griffithfoods.com)  
 Email: [ctamez@griffithlaboratories.com](mailto:ctamez@griffithlaboratories.com)

# BUSINESS OPPORTUNITIES

## Mexican Companies looking for distributors



**IDEA BIOQUÍMICA, S.A. DE C.V.**  
 Products: Medical products  
 Tel. +52 55 5119 2699  
 Website: [www.idea.bioquimicasacv.com.mx](http://www.idea.bioquimicasacv.com.mx)  
 Email: [indeabioquimica@gmail.com](mailto:indeabioquimica@gmail.com)

**IMPORTACIONES Y EXPORTACIONES LA BIKINA, S. DE R.L. DE C.V.**  
 Products: Fruits and vegetables  
 Tel. +52 55 36 05 06 15  
 Website: [www.labikinagroup.com](http://www.labikinagroup.com)  
 Email: [d.rejon@labikinagroup.com](mailto:d.rejon@labikinagroup.com)



**INTERACCIÓN BIOMÉDICA, S.A. DE C.V.**  
 Products: Medical products  
 Tel. +52 55 55 50 37 36  
 Website: [www.interbio.com.mx](http://www.interbio.com.mx)  
 Email: [javier@interbio.com.mx](mailto:javier@interbio.com.mx)



**INTERNACIONAL FARMACÉUTICA**  
 Products: Medical devices  
 Tel. +52 55 1105 0260  
 Fax. +52 55 13270283  
 Website: [www.atramat.com](http://www.atramat.com)  
 Email: [elizabeth.lopez@atramat.com](mailto:elizabeth.lopez@atramat.com)



**JAGSA**  
 Products: Fruits  
 Tel. +52 55 56 94 29 60  
 Website: [www.jagsa.com.mx](http://www.jagsa.com.mx)  
 Email: [jorgeg@jagsa.com.mx](mailto:jorgeg@jagsa.com.mx)



**MEXIMPORT FOOD WIN, S. DE R.L.**  
 Products: Processed foodstuff  
 Tel. +52 55 57 16 95 28  
 Website: [www.meximport.com](http://www.meximport.com)  
 Email: [alberto@meximport.com](mailto:alberto@meximport.com)



**JOVY CANDY**  
 Products: Confectionery  
 Tel. +52 33 32 84 11 00  
 Fax. +52 33 32 84 11 08  
 Website: [www.jovycandy.com](http://www.jovycandy.com)  
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## Energy reform will attract investments of US \$22 billion

September 23, 2016. Mexico's energy reform will attract a total investment exceeding \$22 billion dollars, as a result of the first tenders of hydrocarbons, the expansion of gas pipelines and the first power auction, said the Secretary of Energy, Pedro Joaquín Coldwell.

Of this investment, more than \$6 billion dollars account for the first Round One three oil tenders; \$12 billion account for the construction of pipelines that are already underway and \$2 billion account for the first power auction of clean energy.

During his participation at Rice University's Baker Institute, the head of the Secretariat of Energy (Sener) pointed out that the breadth and depth of the energy reform require a long maturation process.

When speaking about the energy reform regarding hydrocarbons, Joaquín Coldwell said that to date 30 contracts for the exploration and extraction of onshore field and shallow waters have been signed. By diversifying its industrial hydrocarbon system, in addition to Petróleos Mexicanos (Pemex), 37 companies from 7 countries are already participating in development projects, he added.

The Secretary of Energy said that the Round One fourth tender is already underway, known by the media as "the jewel of the crown". "This is the most complex tender we have done so far and started in fourth place, so it has the experience from the previous three", he said.

*Source: El Financiero.*

## Mexico switches on 252 MW at Ventika wind farms

September 13, 2016. Mexico's president Enrique Peña Nieto, inaugurated the Ventika wind farms, with a combined capacity of 252 MW.



Located in the state of Nuevo León, the two wind parks represented an investment of about \$650 million dollars. The plants use 84 pieces of AW116/3000 wind turbines of 3 MW of capacity, supplied by Acciona Windpower. German wind turbine maker Nordex SE acquired the latter from Spanish group Acciona S.A. this spring.

Mexico has a goal to increase to 25% the renewable share in the country's energy mix by 2018 and to 35% by 2024. Currently, clean energy has a 20.3% share, said the government.

The Ventika complex should be able to meet the electrical demand of more than 630,000 households as well as offset around 961,000 tonnes of carbon dioxide (CO<sub>2</sub>), Acciona said in its press release. Last week, Infraestructura Energética Nova, also known as IEnova, announced a deal to buy the Ventika wind power complex from Blackstone Energy Partners and some minority stockholders. It has agreed to pay \$375 million and assume \$477 million of long-term project financing as part of the deal.

*Source: El Financiero.*

## Zihuatanejo project worth US \$300 million

September 6, 2016. A Florida-based real estate company has announced an ambitious \$300 million dollar development for the Punta Garrobo area of the resort town of Zihuatanejo in the state of Guerrero.

The announcement was made alongside Governor Héctor Astudillo by Jorge Pérez, CEO of The Related Group, in a ceremony that marked the launch of the tourism development. He said his company will build at least 600 condominiums, 100 homes and two boutique hotels on an 80-hectare parcel of land. The project will be environmentally sustainable in accordance with regulations, he said.

Astudillo added the project has the full support of the government because their investment will create productive jobs. He also announced an additional investment of nearly \$2.7 million dollars for the second stage of the road connecting the Punta Garrobo area to the airport at Zihuatanejo.

The State's Secretary of Tourism said having Pérez as an investor was a plus. "It is a dream having him investing in Guerrero," said Ernesto Rodríguez Escalona.



Punta Garrobo will be the second development for The Related Group in Mexico. The first, Icon Vallarta, located in Puerto Vallarta, Jalisco, was completed in December 2010 and consists of three high-rise towers and seven villas.

The \$120-million project also includes a beach club, gourmet restaurant, a theater, spa and gym, and a business center.

*Source: El Universal*

## Mexico forecast to have 10.8GW wind capacity in 2018

September 26, 2016. Mexico's wind power capacity is expected to be about 10.8GW in 2018, a 252% increase compared with 2015 levels, the country's wind power association Amdee said.



The country has 31 wind farms in operation in eight states with a combined installed capacity of 3.07GW, according to Amdee data. In 2018 there are expected to be wind farms in 15 states.

Oaxaca currently leads generation capacity by state by a wide margin, with 2,359MW, followed by San Luis Potosí, with 200MW.

Five wind farm projects were awarded in Mexico's March 30 electric power auction, with more projects expected in the next auction.

There are wind farms under development, or planned, in several states, including Coahuila, Durango, Puebla, Jalisco, Querétaro, Tamaulipas, Yucatán, Sonora and Veracruz.

Coahuila and Tamaulipas are set to emerge as strong wind players, with installed capacity estimated to total more than 1,000MW and 1,300MW, respectively, in 2018.

*Source: El Financiero.*

## Dubai-Mexico trade shows double-digit growth



September 27, 2016. Mexico maintained its position as Dubai's second-largest trade partner in Latin America during 2015, accounting for 30% of the emirate's imports from the region, and 13% of its exports over the year.

The volume of non-oil trade between Dubai and Mexico grew at an average annual growth rate of 17.6% between 2010 and 2015, reaching \$1.33 billion last year.



Re-exports soared 246% to \$37.5 million over the same period. Imports and exports, meanwhile, grew by 18.3% and 21.2%, respectively, to reach \$1.25 billion and \$30 million.

These trade figures have been released by Dubai Chamber of Commerce and Industry as it prepares to host the Global Business Forum on Latin America on November 9-10, at Atlantis the Palm in Dubai, under the theme of "Shifting Synergies."

Last year, Dubai imported \$353 million worth of telephone sets and \$105 million worth of motor vehicles from Mexico. Major exports include

unwrought aluminum and polymers of ethylene, while gold also constituted a major import.

"As our second-largest trade partner in Latin America, we know we can count on Mexico to play a key role in our efforts to expand our operations in the region," said His Excellency Hamad Buamim, President and CEO of Dubai Chamber.

"We look forward to welcoming our Mexican partners at the Global Business Forum on Latin America in Dubai this November."

Organized under the patronage of His Highness Sheikh Mohammed bin Rashid Al Maktoum, UAE Vice-President and Prime Minister and Ruler of Dubai, the Forum seeks to explore new investment and business opportunities between Latin America and the Middle East.

More than 500 prominent stakeholders are expected to take part in the event, including heads of state, policymakers, CEOs, business leaders, investors, industry professionals, in addition to heads of private banks, sovereign wealth funds, and private equity firms.

As Mexico looks to boost economic cooperation under the Pacific Alliance with Chile, Colombia, and Peru, this development will no doubt create new investment and trade opportunities between the continent and businesses in the GCC region.

Source: *Business Wire*.