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Mexico-United Arab Emirates Business Forum

November 23th, 2016. On the occasion of the visit of H.E. Sultan bin Saeed Al Mansouri, Minister of Economy of United Arab Emirates, with a business delegation, and thanks to the interest shown by Mexican businessmen in doing business with Arab companies and vice versa, the Mexico-United Arab Emirates Business Forum was organized to show the efforts both countries are carrying out in order to strengthen bilateral relations. This forum was held at the St. Regis Hotel in Mexico City.

In total, 105 Mexican businessmen attended the business forum.

This event was organized by the United Arab Emirates Embassy in Mexico and the UAE Ministry of Economy, the Ministry of Foreign Affairs, the Mexican Agency for International Development Cooperation (AMEXCID), ProMexico, the Arab Mexican Chamber of Industry and Commerce (CAMIC) and the Mexican Business Council for Foreign Trade, Investment and Technology (COMCE).



From left to right: Mr. Fahad Al Gergawi, CEO of the Dubai Investment Development Agency; H.E. Sultan bin Saeed Al Mansouri, Minister of Economy of United Arab Emirates; and Mr. Francisco González Díaz, CEO of ProMexico.

In addition to the presence of the Minister, this forum was also attended by Mr. Francisco González Díaz, CEO of ProMexico; Mr. Fahad Al Gergawi, CEO of the Dubai Investment Development Agency; Mr. Khaled bin Butti Al Hajri, CEO of the Sharjah Chamber of Commerce and Industry; Mr. Khalid Al Boom, Deputy CEO of the Dubai Investment Development Agency; Mr. Tomás Olvera López, Deputy General Director of AMEXCID; Mr. Marwan bin Jassim Al Sarkal, CEO of the Sharjah Investment and Development Authority Shurooq; Amb. Jorge Álvarez Fuentes, General Director for Africa and Middle East of the Ministry of Foreign Affairs; Mr. Joaquín Pría Olavarrieta, President of the CAMIC; Ms. Yemile Mariana Tuma, General Secretary of the CAMIC; and Mr. Arturo Pérez Behr, President of the National Association of Importers and Exporters of Mexico. All of them provided valuable information about business opportunities both in Mexico and the United Arab Emirates.

Mr. Francisco González Díaz emphasized the objective of said forum to take a step forward in efforts to bring both countries closer together and in identifying business opportunities to strengthen economic ties. He also highlighted the companies that are currently investing in the Arab country, such as Cemex, Kidzania or EG Corporation, as well as 10 Emirati companies that are investing in several Mexican projects. He invited the attendants to take advantage of the tools available to facilitate business and thus bring businessmen from both countries together and explore new projects and business opportunities.

H.E. Sultan bin Saeed Al Mansouri thanked those present for their assistance and invited them to think further, highlighting the relationship that his country has built with Mexico in recent years: "We build bridges, we do not create walls". He also highlighted the key opportunity sectors that Mexican entrepreneurs can take advantage of, such as education, healthcare, infrastructure, tourism, industries and food, as well as sectors in which Mexico has investment potential such as agriculture and food processing. Finally, he stressed that innovation is a pillar for various sectors of the Arab country and for its five-year strategy. "Our vision for the innovation sector is to make the UAE one of the most important innovation hubs in the world. This ambitious vision is aimed at promoting innovation to be one of the most important pillars of the post-oil economy", he said.

Later, the memorandum of understanding was signed between Mr. Francisco González Díaz and Mr. Fahad Al Gergawi, which will open new business opportunities between ProMexico and the Dubai Investment Development Agency and will strengthen the commercial relations between the two nations.

On the first panel, Mr. Al Gergawi highlighted the diversity, skill, talent and hard work among Mexican people, which can help to develop businesses between the two countries. He also talked about innovation as a pillar in sectors of the United Arab Emirates such as aviation and transportation, architecture, design, retail and manufacturing, sectors that also have a strong presence in Mexico. He also showed the Gulf region as a destination where Mexican products can have a strong presence.

Mexico-United Arab Emirates Business Forum



From left to right: Amb. Jorge Álvarez Fuentes, General Director for Africa and Middle East of the Ministry of Foreign Affairs; Mr. Tomás Olvera López, Deputy General Director of AMEXCID; Mr. Marwan bin Jassim Al Sarkal, CEO of the Sharjah Investment and Development Authority Shurooq; and Mr. Waleid Bin Abdulkarim, CEO of Onetime Group.

order to get closer to the Arab world, opening 2 new Embassies in Jordan and Qatar and 2 new ProMexico offices in Dubai and Doha as part of a new strategy for the Middle East carried out by President Enrique Peña Nieto. Mr. Waleid talked about what his company, Onetime Group, does in terms of government services. Since they work with the Emirati government, they can help Mexican companies get all the documentation faster. He also noted that it is important to get to know a counterpart in person and build a relationship in order to start doing business.



Ms. Yamile Mariana Tuma, General Secretary of the Arab Mexican Chamber of Industry and Commerce.

Mr. Behr, meanwhile, called for more Mexican companies to be involved in international trade activities so they take advantage of logistics solutions and requirements for transport.

The closure speech was given by Ms. Mariana Tuma. After thanking all the attendees for participating, she urged all businessmen to start seeing the region as a business opportunity, given that there are many commercial opportunities for them, specially in agricultural products such as avocado, mango and tomato, products that make Mexico a large producer worldwide. She also noted that Mexico is an important supplier of automotive and aircraft parts and one of the most important destinations for foreign direct investment. She said that Dubai is the most important import and export center for Mexican products and emphasized that the CAMIC is proud to be part of this commercial development, inviting businessmen from both countries to take advantage of existing opportunities.

Mr. Khaled spoke of the port of Sharjah, highlighting its strategic location and the number of businesses with a presence in the port (160,000), most of which are interested in importing from Mexico. He also noted that Sharjah is an important city in terms of industry and education. Mr. Barbieri spoke of Kidzania's strong presence not only in the UAE but also in other Arab countries such as Saudi Arabia, Qatar and Egypt, showing attendees that the Emirati entrepreneur tends to be friendly, direct and efficient. Finally, Mr. Saboune also spoke about the experience of Best Ground in the country, a company that already has 26 products in 300 Emirati supermarkets, emphasizing that Mexican products can compete in quality against other foreign products and that they have a great opportunity in the United Arab Emirates.

On the second panel, Mr. Olvera highlighted the importance of the Halal market in the region, which amounts to \$2.3 billion dollars and reaches a population of more than 300 million people, besides working with SAGARPA to start granting Mexican companies the halal certificate. He also noted the work the Mexican government has been doing in

Mr. Marwan spoke of the opportunities offered by the port of Sharjah as the biggest industrial hub for medium-sized businesses in the United Arab Emirates. He also highlighted important sectors such as healthcare, transport logistics, eco-tourism and renewables, all of them waiting for FDI. Sharjah also has the largest book fair in the region, a free zone for publishers and a school with around 25,000 students, most of them being foreign students.

On the third panel, Mr. Ahmed emphasized that Dubai is a city that makes logistics easier and cheaper thanks to its air, sea and land transport infrastructure. Thanks to its strategic location, it is considered a "center point of connectivity" and a bridge not only for Europe or the region but also for Africa and Asia. Mr. Salah told the attendees that before deciding where to invest it is important to consider the rules and regulations, infrastructure, security and political stability and financial transactions of a country, noting that "planing is the most important thing for success".

The Arab Mexican Chamber boosts trade expansion in the Middle East



From left to right: Ms. Yemile Mariana Tuma, General Secretary of the Arab Mexican Chamber and Mr. Francisco Alonso, Counselor of International Participants of the Expo 2020 Dubai.

November 25th, 2016. The Arab Mexican Chamber of Industry and Commerce is promoting the expansion of Mexican companies in the Middle East that already have a significant presence in sectors such as food and equipment.

In order to further strengthen commercial ties, the CAMIC has participated in the Global Business Forum Latin America, which has gathered in Dubai more than 500 investors, managers and professionals from different sectors, and which was attended by the General Secretary of the Chamber, Ms. Yemile Mariana Tuma.

At this moment, there are 70 companies affiliated to the organization. To all of them, the Arab Mexican Chamber provides a service that starts from the moment of the affiliation: “Everyone receives a package of information that includes contacts in the area, which is very important”, said Ms. Tuma.

In addition to provide information to businessmen, the Arab Mexican Chamber of Industry and Commerce carries out many other tasks, such as “the organization of trade missions to Arab countries, events in Mexico, forums and seminars, legalization of export documents, which is very important because it is a long process, business agendas and manuals on how to do business in the Arab countries”, she said.

In short, “our main function is to promote trade between the two regions, between Mexico and the 22 countries that make up the League of Arab States”, said the General Secretary of the CAMIC.

As noted by Ms. Tuma, the Arab Mexican Chamber of Industry and Commerce has been in operation since 1997, with the approval of the League of Arab States, Mexican authorities and accredited Arab embassies in Mexico. Since then, it has been supporting companies in all areas. “We work in a multisectorial way, we are not sectorized, we support any company from any sector interested in the Arab countries”, she said.

At this moment, the CAMIC has clearly identified “which are the areas of opportunity” in the region. Although “talking about 22 Arab countries and encompassing them all is very difficult because the needs of North Africa are not the same as those in the Gulf”, admits Tuma, it is certain that there are sectors with obvious opportunities such as “food, energy, construction or pharmaceuticals”.

The support that the CAMIC has lent for years has been productive, Tuma said. “We have many cases of success of Mexican companies that are already working in Arab countries and whose first approach to these countries was us”, she explained.

Many sectors have been represented successfully in the Middle East. “We have honey producers, a company that produces ambulance equipment, which has exported to Gulf countries and Egypt, we have companies that produce sesame seeds, chickpeas, avocados, sauces and Mexican food, steel tubes, oil valves, medicines...”, said Ms. Yemile Mariana Tuma.

Although they work from Mexico, the CAMIC has a constant presence in Arab countries with participation in commercial visits and events such as the Global Business Forum Latin America that, according to the General Secretary, has had a “perfect organization and has been a good way to get to know more people, a good experience”.

Source: *El Correo del Golfo*

United Arab Emirates investment expected in energy sector

November 25th, 2016. A delegation of investors from the United Arab Emirates met with members of the Mexican Association of Photovoltaic Solar Energy (Asolmex) in order to study possibilities for investment in Mexico's energy sector

Héctor Olea, President of Asolmex, said that the Mexican government offers certainty and long-term stability to investments in the electric sector. "We have a state-of-the-art regulatory framework and a private sector, represented by Asolmex, which works closely and with constant interaction with the government to promote public politics that give security to businesses".

Olea added that "given the country's territorial extension and the level of solar irradiation, there is potential to install more than 6 thousand MW of new solar generation capacity by 2021, spread throughout the national geography, allowing a diversified use of projects."

"There is this opportunity, and specially now with what we are seeing in the United States, there is interest in the Arab world, but the lack of information and communication between Mexican entrepreneurs and to connect with these interests seems a little far, but for our counterparts in Chile, Argentina or Brazil is daily bread", he added.

He also said that Mexico is interested in diversifying its investment participation bridges, more with the attractiveness of having a completely new, state-of-the-art energy reform, as well as being a country that is growing at an acceptable rate and with abundant renewable resources.

Mohamed Alzabi, Executive Director of Miral Asset Management, said that Middle Eastern entrepreneurs see very good investment opportunities in the Mexican energy sector, particularly in photovoltaic solar one. He added: "That is why it is fundamental to approach with associations such as Asolmex, which allow the exchange of experiences between both nations."

On the other hand, Mr. Mohamed Alnami, of Nami Investment and Development Group, pointed out that the possibilities of investment might bring along long-term projects for this sector, due to the opening and the existing regulations in Mexico.

In the past long-term energy auctions, a total of 28 solar projects were allocated for a capacity of 3,619 MW, which is equivalent to an estimated investment of 4.5 billion dollars. Both auctions had the participation of Arab investment funds already participating in the electric sector in Mexico, such as Abdul Latif Jameel Global Energy DMCC and The Abraaj Group.

Before closing the reunion, the investors agreed to develop another reunion in April 2017, to follow up on the possibilities for investment in Mexico.

Source: Reforma.



Members of the Mexican Association of Photovoltaic Solar Energy with investors from the UAE.

ProMéxico signs agreement to promote Mexican investments in Tunisia

November 30th, 2016. Representatives of ProMéxico signed a Memorandum of Understanding with Tunisia's Foreign Investment Promotion Agency (FIPA) in Tunis to increase Mexico's business position in the North African country.

Guillermo Garza García, Director of ProMéxico Paris, which has presence in Algeria, Tunisia, Libya and Mauritania, was in charge of signing the document, whose signature took place at the International Conference "Tunisia 2020" held during the last two days at the Congress Palace of the Tunisian capital.



Mr. Guillermo Garza García and Mr. Khelil Laabidi signing the Memorandum of Understanding.

"This agreement will allow us to have an institutional relationship and map a route that we have started already this year 2016" with Tunisia, said Garza Gariía about the agreement that was signed from the Tunisian side by the General Director of the FIPA, Khelil Laabidi.

According to ProMéxico, the sectors of interest for Mexican companies in the North African country are agri-food, automotive, aeronautics and pharmaceuticals.

These sectors are part of a 2017-2018 work plan with concrete actions with which ProMéxico has worked in conjunction with the Tunisian Foreign Investment Promotion Agency (FIPA).

industrial fabric in different sectors, which facilitates the task of convincing Mexican businessmen," said Garza García.

"Of the 54 countries in the African continent, in Tunisia we find a natural partner with a local

In addition to the industrial environment, Tunisia has a strong interest in institutional cooperation and best practices in various topics with Mexico, which does not have companies established in that country at the moment and with which bilateral trade is scarce and favorable to Tunisia in trade balance.

For them, it is important to know in more detail the operation of ProMéxico as a promotion agency, as well as seeking an agreement between the federations of the automotive sector of both countries to share information on the needs of the local fabric for the promotion of cross-investment.

"This generates more Mexico in Tunisia and more Tunisia in Mexico," said the Director of ProMéxico Paris.

A business delegation from the Maghreb country will travel to Mexico in March next year.

The memorandum signed is part of Mexico's commercial strategy on the African continent. The main objective of this strategy is based on the internationalization of Mexican companies through a commercial and investment presence.

The North African region is seen as an important re-export platform for Europe and the Middle East and an investment destination for Mexican. Big Mexican players like Bimbo and Cemex have presence in countries like Morocco and Egypt, respectively.

Source: 20Minutos.

UAE, Mexico look to strengthen trade ties



H.E. Sultan bin Saeed Al Mansouri, Minister of Economy of United Arab Emirates with members of the Mexican delegation.

November 11th, 2016. Economic relations between the UAE and Mexico are witnessing continuous development under agreements by both countries to strengthen cooperation and build economic partnerships in key areas of common interest.

According to Sultan Bin Saeed Al Mansouri, the UAE's Minister of Economy, the UAE considers Mexico as one of the most important countries based on its strategic economic position to boost the UAE's presence in Latin American markets.

Non-oil trade between the UAE and Mexico reached around \$1.5 billion in 2015 including trade from free-zone areas.

Al Mansouri's comments came during a meeting held with Rogelio Garza, Mexico's undersecretary of industry and commerce, on the sidelines of the Global Business Forum on Latin America.

The forum, which was held in Dubai, highlighted the urgent need for Latin American economies to look to other regions such as the GCC to diversify and boost trade.

Source: Gulf News.

China to develop special enterprise zones in Mexico

November 15th, 2016. The Chinese government has announced that it is interested in working with Mexico to develop a series of 'Special Economic Initiatives', to strengthen economic ties between the two countries. The announcement was made by Zou Chuan Ming, the economic and trade advisor of the Chinese Embassy in Mexico.

During his participation at the recent 14th annual business summit held in Puebla, the Chinese delegate said that his country has had a great deal of experience in creating these special trade zones which represent a huge economic development for the benefit of the host nations' industry and population as a whole.

"One of the plans in Mexico that interests us greatly is the establishment of Special Economic Zones, of which we have a lot of experience. One such example is the city of Shenzhen, famous on a global scale. Previously it was a tiny fishing village with a population of merely 10,000 people. Today (with the migration of businesses from Shanghai and other places) it has reached 10 million inhabitants. A lot of Mexican business owners are worried about the uneven balance of trade between China and México so it's in these areas where the opportunities lie", he stated.

Another important issue for the bilateral relationship is tourism. The Chinese economic advisor said that there is massive potential for an influx of Chinese tourists to visit Mexico.

"Over 100 million Chinese tourists travel, but only 100,000 currently visit Mexico, which is only 1 per cent. With more ease of provision for visas, this number could rise considerably", he stated.

Source: Gulf News.

Mexico and Korea to sign free trade agreement in 2017

November 14th, 2016. Mexico and Korea will be able to conclude a free trade agreement in early 2017, with the objective of increasing trade flow and positioning themselves as strategic economic centers between the American and Asian continent.



Ambassador Chun Beeho said that the Minister of Economy, Ildefonso Guajardo Villarreal, notified him about Mexico's interest in initiating negotiations to generate the agreement, following the ratification by the Senate of the Trans-Pacific Partnership (TPP).

The free trade agreement with Korea would give it the opportunity to promote exports of agri-food products, oil and minerals, as well as to diversify the destination of products and services that are currently concentrated in the United States

The percentage of exports to the American Union occupies 81 percent, while China, Japan and

Korea is only 2.8 percent, similar to the percentage that it makes with Canada. Taking into account the volume of the Asian market, there is more export potential, so Korea is an excellent gateway country to move eastward.

Beeho pointed out that Korea is a nation that has signed 15 treaties with 52 countries, while Mexico has 12 and 45, respectively.

"Taking advantage of this scheme and facing the uncertainties of the economy caused by the Brexit, and the fall of oil, or the result of the elections in the United States, both countries have to prepare for any challenge," said the official.

"Korea has to be the platform for exports of Mexican goods to the large Asian market. Possibly we expect some foreign investment from Mexico to conquer the Asian market", he added.

The vice president of the Board of Directors, Blanca Alcalá Ruiz, stressed that in the last 10 years, Korea's investment in Latin America increased from four billion dollars to 28 billion a year

During the visit of the President of the Korea-Latin American Cooperation Forum of the National Assembly of the Republic of Korea, Park Byeong-Seug, the official said that about 1,700 Korean companies have investments in the country, which created thousands of jobs.

This investment places Korea as the ninth source of investment for Mexico on a global scale and the second on a regional scale, he said.

Source: Vanguardia.

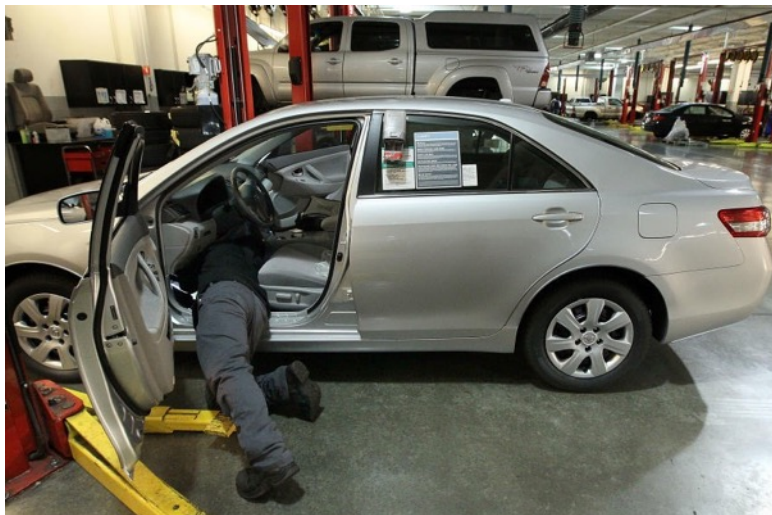
Toyota announces investment of US \$1 billion in light vehicle facility in Mexico

November 14th, 2016. Toyota Motor Sales laid the foundation stone of its new light vehicle production facility in Mexico, for which it will invest a billion dollars.

During the opening ceremony in the capital of Guanajuato, the chairman of the board of directors of the Japanese assembler, Takeshi Uchiyamada, said that this investment is a sign of confidence in Mexico, after more than 20 years of presence of Toyota in the country.

The new assembler, which will start operations in 2019, will be in charge of producing the Corolla model, with the creation of two thousand direct and 10 thousand indirect jobs, through the installation of about 50 companies.

Meanwhile, the Minister of Economy, Ildefonso Guajardo Villarreal, said that the arrival of Toyota is part of the \$120 billion that the current administration has received in investment, which includes 10 facilities from automotive sector.



He also said that this type of projects drives the development of clusters and that each facility in North America strengthens the region on a continental level.

"This is the meaning of the North American Free Trade Agreement (NAFTA), which brings benefits to a continental community (...) it is necessary to understand that the world competes not by countries, but by regions," He said.

Mike Bafan, President of Toyota Motor Manufacturing in Baja California and Guanajuato, said that about 200,000 vehicles will be produced in Apaseo el Grande. "Our manufacturing strategy will give us flexibility to build other vehicles, but for now we are focused on Corolla", he added.

The Guanajuato facility will be similar to Toyota's in Mississippi, United States, where 170,000 Corolla vehicles are produced.

In this regard, Bafan said that the new facility in national territory will allow to increase the production of this model, without both factories having to compete in production.

The Governor of Guanajuato, Miguel Márquez, stressed that with the arrival of Toyota, the largest automotive cluster in Latin America is consolidated in the region, and by 2020 Guanajuato will be the main producer of cars nationwide.

In that sense, he stressed that in Guanajuato will be manufactured one of the best selling vehicles in the world, which is the Toyota Corolla.

The president of the National Auto Parts Industry (INA), Óscar Albín, reported that the Japanese company will make purchases in the next two years equivalent to \$150 million. This will be for the benefit of Tier 1 suppliers to be brought by the company, and these will be the ones who could demand suppliers to local companies.

The Bajío region, he added, generates 25 percent of all national auto parts production and 50 percent in the north. The total national production is equivalent to \$82 billion.

Source: Forbes.

SolarCity to invest US \$1 billion in Mexico

November 13th, 2016. The Mexico unit of SolarCity, the rooftop solar developer controlled by billionaire Elon Musk, aims to invest as much as \$1 billion USD in Mexico over the next five years, the company announced on November 1st.

SolarCity Mexico President David Arelle said the projected outlay will depend on Mexico being able to keep up at current levels the incentive known as net-metering, that requires utilities to buy surplus power generated by rooftop solar panels.

“We estimate that if things work out the way they should, over the next five years our investment could reach about \$1 billion,” he said, noting that he sees sector-wide investment as high as \$3 billion over the same period.



While Mexico has abundant solar potential, it has been slow to take advantage of it, opting instead for cheaper natural gas.

Net-metering in Mexico is capped for solar projects at up to 500 kilowatts of installed capacity. But Arelle expressed his concern that due to pressure on public finances, the government could push the threshold as low as 50 kilowatts.

That would kill the business,” he said, noting that net-metering was crucial to project finance, providing buyers certainty on the cost of the electricity over many years.

Vania Guerrero, a spokeswoman for Mexico’s energy regulator, known as CRE, said new regulations that cover the net-metering threshold will be finalized before the end of the year.

Mexico’s state-owned national electricity company CFE supplies power to nearly all residential users and a 2013-14 energy reform promises to gradually dismantle its monopoly. Growth in rooftop solar projects could exacerbate steep losses at CFE, which the finance ministry has to cover.

“If the 500 kilowatt threshold is maintained, SolarCity could add nearly 2,000 employees over the next two years while other developers will be able to create another 8,000 jobs”, Arelle said.

SolarCity plans 50 megawatts-worth of Mexican solar projects next year, on top of 30 megawatts in 2016. The firm’s Mexico unit, bought in a takeover last year for about \$15 million USD, was SolarCity’s first foreign acquisition.

Source: Mexico News Network.

Culture Alebrijes

Traditional handicrafts are the product of the creativity and dedication of generation after generation of artisans. Each particular craft has its own history and has evolved over the centuries to the point where it can no longer be considered the work of one individual, but the product of the very culture that created it and has carried on the tradition. Nonetheless, some pieces can be credited to a specific author, an artisan with the ingenuity to create something new using commonplace techniques and materials. Such is the case of the alebrije, a creature that incarnates the spirit and aesthetic of a nation and that can be traced back to one man.

Pedro Linares López, an artisan from Mexico City, is credited with inventing the alebrije in 1936. These brightly colored creatures –a cross between animals and legendary beasts– have been blooming for less than a century, but are already deemed among the most quintessential of Mexican handicrafts.

The story goes that Pedro fell seriously ill and while agonizing, he dreamed he was walking through a forest. It was here among the trees that he came across these strange animals that kept chanting "Alebrijes, alebrijes, alebrijes." He continued on his way and eventually met a man who told him to keep walking until he came to a tiny window, which he had to climb through to get out of the forest –and the dream. Much to his family's astonishment, Pedro made a miraculous recovery and decided to bring the creatures from his dream to life.

Carved out of wood, coated in paper and meticulously hand painted, some claim the alebrije originated in Oaxaca, where the native Zapotec have a long tradition of wood carving and hand painting. Manuel Jiménez, a local artisan, is said to have introduced the alebrije to other states.



The towns of San Martín Tilcajete and San Antonio Arrazola in Oaxaca boast the greatest variety of alebrijes but unlike the otherworldly creatures of Pedro Linares, the alebrijes made in Oaxaca are modeled more on real life animals. Furthermore, the word alebrije is definitely not of Zapotec origin but was first used by Pedro Linares when he unveiled his weird and wonderful creations.

Rather than detract from their charm, the controversy over their origin simply adds to their mystique. As colorful and eclectic as the land that breathed life into it, whether from Oaxaca or Mexico City, the alebrije is distinctly and undeniably Mexican.

BUSINESS OPPORTUNITIES

Mexican Companies looking for distributors

AB CALSA, S.A. DE C.V.
 Products: Foodstuff
 Tel. +52 (55) 5081 9770
 Website: www.fleischmann.com.mx
 Email: thalia.arano@abmauri.com.mx



COMERCIALIZADORA MARYNUR, S.A. DE C.V.
 Products: Fruits
 Tel. +52 3(55) 5694 6895
 Email: c_marynur@prodigy.net.mx

AVOCADOS OF MORELOS, S.P.R. DE R.L.
 Products: Fruits
 Tel. +52(731) 1170 2103
 Email: avocadosofmorelos@gmail.com



CORDOVA & CORDOBA
 Products: Fruits
 Tel. +52 (722) 510 7626
 Email: cordova.cordoba1@gmail.com

CÁRNICOS DE JEREZ, S.A. DE C.V.
 Products: Meat
 Tel. +52 (494) 945 2828
 Fax. +52 (494) 945 4271
 Website: www.carnicosdejerez.com.mx
 Email: joseinescantu@ponderosa.com.mx



COSMOCEL, S.A.
 Products: Agricultural products
 Tel. +52 (818) 625 3100
 Website: www.cosmocel.com
 Email: direccion@cosmocel.com.mx

IMPORTACIONES Y EXPORTACIONES LA BIKINA,
 S.A. DE C.V.
 Products: Fruits
 Tel. +52 (55) 3605 0615
 Website: www.labikinagroup.com
 Email: d.rejon@labikinagroup.com



JAGSA
 Products: Fruits
 Tel. +52 (55) 5694 2960
 Website: www.jagsa.com.mx
 Email: jorgea@jagsa.com.mx

GERMINARE, S.A. DE C.V.
 Products: Amino acids for plants
 Tel. +52 (818) 625 3148
 Website: www.germinare.com
 Email: atencionclientes@germinare.com



KRIMAQ IMPORTACIÓN Y EXPORTACIÓN, S. DE R.L. DE
 C.V.
 Products: Foodstuff
 Tel. +52 (72) 6266 1943
 Email: alejandr_rubio@krimaq-imex.com

GRUPO OLEOVINSA, S. DE R.L. DE C.V.
 Products: Organic products
 Tel. +52 (777) 315 5115
 Website: www.naorganica.com
 Email: ricardo@naorganica.com



LABORATORIOS TORNEL, S.A.
 Products: Veterinary products
 Tel. +52 (55) 2122 4700 Ext. 362
 Website: www.tornel.com
 Email: glerch@tornel.com



LAPISA, S.A. DE C.V.
 Products: Veterinary products
 Tel. +52 (352) 526 1300
 Fax. +52 (352) 526 3696
 Website: www.lapisa.com
 Email: exporta1@lapisa.com



METCO, S.A. DE C.V.
 Products: Sweeteners
 Tel. +52 (55) 5520 1266
 Fax. +52 (55) 5540 4906
 Website: www.naorganica.com
 Email: ricardo@naorganica.com

MIEL Y CERA DE CAMPECHE, S.P.R. DE R.L.
 Products: Honey and beekeeping products
 Tel. +52 (981) 817 5261
 Fax. +52 (982) 817 5260
 Website: www.mielycerademcampeche.com
 Email: mielera_campeche@hotmail.com

BUSINESS OPPORTUNITIES

Mexican Companies looking for distributors



NAUTICA LIR, S.A. DE C.V.
Products: Boats
Tel. +52 (55) 2599 6047
Website: www.nauticalir.com
Email: rodrigo.arrechea@nauticalir.com

ÓRGANO SÍNTESIS, S.A. DE C.V.
Products: Chemicals
Tel. +52 (55) 5202 2060
Fax. +52 (55) 5520 1788
Website: www.organosintesis.com
Email: fsoto@organosintesis.com

PALETAS MARA, S.A. DE C.V.
Products: Confectionery
Tel. +52 (463) 957 0509
Fax. +52 (463) 957 0276
Website: www.mara.com.mx
Email: federico@mara.com.mx



PERSONNA INTERNATIONAL DE MÉXICO, S.A.
DE C.V.
Products: Personal care
Tel. +52 (55) 5752 4719 Ext. 111
Fax. +52 (55) 5752 4719 Ext. 106
Website: www.personna.com
Email: berenice.cruz@edgewell.com

RIVERFARMA, S.A. DE C.V.
Products: Veterinary products
Tel. +52 (55) 6389 6687
Website: www.riverfarma.com.mx
Email: verenna.lluck@riverfarma.com.mx

SAMSUNG ELECTRONICS DIGITAL APPLIANCES
MÉXICO, S.A. DE C.V.
Products: Electronics
Tel. +52 (442) 296 9000 Ext. 9632
Website: www.samsung.com/mx/home/
Email: diana.albor@samsung.com



SUKARNE, S.A. DE C.V.
Products: Meat
Tel. +52 (667) 759 2600 Ext. 2233
Website: www.sukarne.com
Email: cristina.parra@sukarne.com

SWISSMEX-RAPID, S.A. DE C.V.
Products: Agricultural products
Tel. +52 (474) 742 0300
Fax. +52 (474) 742 0856
Website: www.swissmex.com.mx
Email: ventas.exportaciones@swissmex.com.mx

TANGIBLE NOUS, S.A. DE C.V.
Products: Foodstuff
Tel. +52 (444) 812 1729
Fax. +52 (444) 168 1027
Website: www.tangiblenous.com
Email: direccion@tangiblenous.com



TÉCNICA MEXICANA DE ALIMENTACIÓN, S.A. DE
C.V.
Products: Confectionery
Tel. +52 55 50 00 34 15
Website: www.prismamexico.com
Email: jfernandez@prismamexico.com

TRAILERS Y TANQUES DE ALUMINIO, S.A. DE C.V.
Product: Trucks
Tel. +52 (818) 363 2541
Website: www.tytal.mx
Email: andres@tytal.mx

TRINITY INDUSTRIES DE MÉXICO, S. DE R.L. DE
C.V.
Products: Tanks and cylinders
Tel. +52 (55) 5201 7017
Fax. +52 (55) 5202 7842
Website: www.trinitymexico.com
Email: bleidy.tavera@trin.net



TUBOS DE ACERO DE MÉXICO, S.A.
Products: Iron and steel manufactures
Tel. +52 (55) 5282 9900
Fax. +52 (55) 5282 9961
Website: www.tenaristamsa.com
Email: glameda@tamsa.com.mx

VETERIA LABS, S.A. DE C.V.
Products: Veterinary products
Tel. +52 (55) 5003 0000
Website: www.veteria.com
Email: ariadna.ambario@veterialabs.com

WEENER PLASTICS, S.A. DE C.V.
Products: Plastics
Tel. +52 (728) 285 0943
Fax. +52 (728) 285 3070
Website: www.wppg.com
Email: v.millan@wppg.com

ABB, Roche and Schindler announce millionaire investment in Mexico

November 3th, 2016. By 2017, about four Swiss companies will invest in Mexico. Among them is ABB, which will invest US \$10 million in San Luis Potosí next year in the expansion of its manufacturing center and the construction of a service center.

In the last 10 years, ABB has invested 70 million dollars in Mexico and has established an engineering field in San Luis Potosí from where they export services to the north and center of the continent. The Swiss firm generates 2,500 jobs in the country, said Abraham Boveri, president of ABB during the inauguration of the Swiss-Mexican Chamber of Commerce and Industry.

The inauguration took place in the facilities of the Swiss House built temporarily in Paseo de la Reforma, one of the main avenues in Mexico City. At the event, Swiss President Johann Schneider-Amman pointed out that Mexico was one of the few countries in the G20 and the region of America that did not have a Swiss Chamber of Commerce.

"The creation of the Chamber comes at an appropriate time, Mexico and Switzerland together with their partners in the European Free Trade Association are negotiating the modernization of their free trade agreement that has bound them together since 2001," Schneider-Amman said.

At the event, it was announced that elevator maker Schindler will invest \$15 million in training and \$8 million more in branded solutions. While Swiss drugmaker Roche will invest \$15 million in 2017.

Sebastian Conde, president of Givaudan, a company of fragrances and flavors, will invest in Mexico 25 million Swiss francs in the expansion of its two production facilities in Mexico.

Hans Peters, president of Autoneum and member of the Swiss Chamber, said by the end of 2020 he will employ about 800 people in the two factories of Autoneum.

Source: Economía Hoy.

Chinese vehicle manufacturer to invest in Mexico

November 30th, 2016. Nuevo León is in talks with a light car manufacturer that would seek to settle in the country and produce for the local and export market.

Although the authorities did not disclose the name of the company, it is known that Beijing Automotive International Corporation (BAIC) is the one interested.

At the moment BAIC already sells in the national market two of its models: a compact and an SUV.

Samuel Peña Guzmán, undersecretary of Investment and Industrial Development of the Ministry of Economy and Labor (SEyT) said that during the recent visit to China made by the governor of Nuevo León, Jaime Rodríguez Calderón, and the head of the SEyT, Fernando Turner Dávila were held, for the second time, meetings with executives of a car assembler.

"We visited again an assembling company, with which we have been in talks, is the second time we visited. I can not give the name, but the point is that they are already doing a feasibility study to establish operations in Mexico and obviously in Nuevo León," he said.

The state delegation was in Beijing, city where BAIC has its corporate. The car assembler is one of the five most important manufacturers in the Chinese market and also produces auto parts and accessories.

En China, it manufactures the brands Hyundai and Mercedes-Benz.

Source: El Financiero

Mexico to promote Economic Zones as logistics hubs

November 16th, 2016. The head of the Federal Authority for the Development of Special Economic Zones (AFDZEE), Gerardo Gutiérrez Candiani, said that Mexico has great potential to become a logistics hubs worldwide and said Special Economic Zones have the tools needed to achieve it.

The country, he said, can become a world-class logistics center because it has 16 ports, 12 trade agreements with other countries and access to the main markets of the world, such as Asia, Pacific, Europe, North America and Central America.

During his participation in the XIV edition of the Mexico Business Summit, held in the city of Puebla, Gutiérrez Candiani explained that in the SEZs, which are coordinated by the Ministry of Finance and Public Credit (SHCP), there are projects in airports and roads to make these areas attractive to investment.



In the panel "A 5% Economic Growth in 2018, can it be achieved? Under what conditions?", The head of the Federal SEZ Development Authority estimated that in five years these areas could attract investments of \$6 billion, but indicated that this requires an extraordinary effort of coordination between the Different orders of government, the private sector and society.

This figure, said Gutiérrez Candiani, represents about one-third of all foreign direct investment Chiapas, Michoacán, Oaxaca and Veracruz received in the last decade. According to these estimates, in the next 10 years of operation the amount of the investments could surpass the 27 billion dollars.

It is estimated that during the first five years of operation, the first Zones will create more than 63 thousand new well-paying jobs and there will be a 40% increase in jobs.

Mexico's first three SEZs, which have been announced, will be located at the port of Lázaro Cárdenas, straddling the western states of Michoacán and Guerrero; the Isthmus of Tehuantepec Corridor, across the towns of Coatzacoalcos in Veracruz and Salina Cruz in Oaxaca; and at Port Chiapas in the southern state of Chiapas. Four more zones are expected to be announced in 2017.

Meanwhile, the General Director of Nacional Financiera (Nafin), Jacques Rogozinski said that in 2018, given the current scenario that United States is facing regarding the increase in public and private debt and low employment levels, it will be difficult to reach rates of growth of 5% of the Gross Domestic Product, reason why it called to look for new commercial partners and to continue implementing the structural reforms.

Source: *El Economista*.

Mexico's gas and power reforms create competitive investment markets

November 3th, 2016. After a decade of volatile GDP growth and steadily increasing gas and power demand, Mexico continues to progress toward an unbundling of the monopolies Pemex and CFE once held over its gas and power sectors. According to a recent study by Wood Mackenzie, these reforms have created the potential for approximately US\$415 billion in investment over the next two decades as the country builds pipelines, develops a renewables market to meet clean energy targets, and sets the stage for M&A.

Eric Eyberg, Director of Latin America Gas and Power Consulting for Wood Mackenzie, explains: "Mexico's energy reform is heating up investment activity across all sectors —not just upstream. An expected US\$15 billion in new gas pipeline construction, coupled with Pemex's exit from the midstream should provide continued infrastructure opportunities in the gas sector, similar to the construction of new gas-fired and renewable generation in the wake of CFE unbundling."

As Mexico's power and gas reform continues, questions remain about its long-term success, potential for M&A activity and the risks associated with new investment opportunities. Eyberg elaborates: "Although power reform has been swift, the unbundling of CFE is still in its infancy and the Mexican government's gas reform plan is taking an aggressive approach to make up for lost time. While successful reform doesn't require 'Goldilocks' levels of perfection as every reform process requires adjustments, timing is of the essence."

Wood Mackenzie's study underscores that if Mexico can coordinate across sectors, implementing a deliberate and phased market liberalization, it is more likely to mitigate risk and achieve reform goals.

Over the past 10 years in Mexico, power demand growth steady at 2.2% per year, natural gas demand for power has doubled and renewables have begun to gain market share. Once the current build-out of midstream and gas-fired power is complete, Wood Mackenzie expects to see a significant shift toward renewables.

Achieving Mexico's 2035 clean energy targets would require approximately 68 GW of renewables from a base of 20 GW today, but the resource-strong

country may well rise to the challenge. "Although gas will continue to play a key role, with overall energy prices following its lead, new solar and wind capacity could require as much as US\$60 billion in investment over the next two decades," says Eyberg.



Mexico's first two long-term power auctions have cleared at staggeringly low prices of US\$47/MWh and US\$33/MWh, respectively with a mix of wind and solar joining what appears to be a global trend in falling prices. As solar power penetrates the market, Wood Mackenzie expects to see some swings in time-of-day usage for combined cycle gas turbines, creating a "duck curve" which is seen in California today resulting in midday price suppression as zero-cost power generation floods the market.

"Because clean energy goals require a percentage of power generation from clean sources, they will partially offset recent market share gains in gas-fired generation as targets increase. By 2035, we expect renewables to displace approximately 2 billion cubic feet per day (bcfd) of gas burn with significant impacts on the gas industry." says Eyberg.

Mexico's proximity to the United States will also create new opportunities for gas exports from the US Lower 48. "With the ongoing US\$15 billion pipeline build in Mexico to 2020, which includes a doubling of US/Mexico cross-border capacity to 14 bcfd, producers in the Permian Basin and Eagle Ford will enjoy another growing market for their gas." notes Eyberg.

Source: Oil and Gas Financial Journal.