



**Arab Mexican Chamber of Industry and
Commerce**



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CONTACT

15 Abou El Feda Street,
Zamalek, 11211, Cairo Egypt
Tel. +202 27 35 78 18
Mob. + 20 10 2111 6303

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Bancomext and the CAMIC carry out the "Workshop on supports for exportations to the Arabian Peninsula"

With the objective of promoting the commercial opportunities that the Arab Markets, on February 20th the National Bank of Foreign Trade (Bancomext) in collaboration with the Mexican Arab Chamber of Industry and Commerce (CAMIC), ProMéxico and the Mexican Business Council for Foreign Trade (COMCE), organized the "Workshop on supports for exportations to the Arabian Peninsula", which was attended by more than 80 attendees.

The workshop began with an inauguration speech from the General Director of Bancomext, Francisco N. González Díaz, in which he stressed the necessity to provide help to all companies that wish to enter foreign markets, while also highlighting the two main objectives of the workshop which were: to offer a broader vision on how to do business in the region as well as to explore the ways in which Bancomext can be a financial support to boost exports.



General Director of Bancomext, Francisco N. González Díaz

Following his introduction, Ambassador Jorge Álvarez Fuentes, General Director for Africa and the Middle East at the Ministry of Foreign Affairs, gave a welcome message highlighting the boom period of Mexico's relationship with these countries and the work the Mexican government has done to venture into the region.

Subsequently, the Deputy Director General of Trade and Investment Promotion of the Mexican Agency for International Development Cooperation (AMEXCID), Tomás Olvera López, highlighted the efforts of CAMIC, COMCE and Bancomext, to carry out initiatives that help position Mexico as an exporting power.

In the first presentation on "Commercial Opportunities in the Arabian Peninsula and Support Mechanisms of ProMéxico", Héctor Martínez Elizondo, Director of the Asian region department of ProMéxico, presented some characteristics of the region as well as sectors with potential for Mexican products, among which can be found vehicles, grains, vegetables, sugar and honey, while mentioning some success stories of Mexican companies in the Arab countries.



After his participation, Jorge Méndez y Suárez, president of the Board of Directors of COMSA Industrial Security, gave a presentation on his experience venturing into the region, mentioning important aspects to take into account when doing business in the Arab Countries, like certifications and weather conditions.

After the president's participation, the Hon. Ambassador of the State of Qatar in Mexico, Ahmed Abdulla A.A. Al-Kuwari thanked the organizers for the invitation to participate in the workshop while highlighting important points of the relationship between Mexico and Qatar, as well as the commercial opportunities that exist between these two States and the support that Qatar has planned to give to the Small and Medium Enterprises.

After a brief recess, Héctor Gómez Flores, deputy director of International Factoring at Bancomext, continued with the presentation "International Export Factoring", remarking that its objective is to provide liquidity to exports, as well as to inform them of some challenges and recommendations to Mexican companies so can successfully market their products in the Arab region.

Subsequently, the Deputy Director of Foreign Financial Intermediaries, María Álvarez Ávila, explained the importance of this tool to attendees, urging them to approach and seek support in Bancomext to assure success in their transactions.

After the Deputy Director's participation, the General Deputy Director of Bancomext, Miguel Siliceo Valdespino, spoke about the agreements signed by Bancomext with some entities in countries of the region and highlighting the work of the CAMIC, which "has done an exceptional job and is very attentive to the relationship with the Arab embassies in Mexico, strengthening the relations between the government and the embassies", inviting businessmen to approach the specialized agencies so as not to take risks in foreign trade.

Subsequently, the Commercial Director of CESCEMEX, Abraham Jiménez, provided information on "Export Credit Insurance" and explained the scope of its products. The last presentation was in charge of Jorge Lara, Director of Strategic Projects of the National Institute of the Entrepreneur, who made mention of the existing supports to boost exports of Small and Medium Enterprises while inviting entrepreneurs to approach INADEM to participate in the contests it provides to develop their potential abroad



Ambassador of the State of Qatar in Mexico, Ahmed Abdulla A.A. Al-Kuwari



To conclude, Eng. Joaquín Pría Olavarrieta, president of CAMIC, highlighted the region's growth, highlighting the need for a joint work by the public and private sectors both in Mexico and in the Arab countries to face the challenges that arise and thus benefit the commercial exchange between the countries.

To end the event, the Executive Director of International Promotion of ProMéxico, Alonso de Gortari Ribiel, thanked the attendance of the attendees, highlighting the importance that the region has for ProMéxico and advocated that, derived from this workshop, various opportunities for business with the Arab Countries.



Engineer Joaquín Pría Olavarrieta, president of the Mexican Arab Chamber of Industry and Commerce

Mexican Exports Grew 12.5% in January

According to the National Institute of Statistics and Geography (INEGI), This January Mexican exports amounted to USD\$ 30,730 million, which is 12.5% higher than January 2017.

Non-oil based exports reached \$28,403 million USD, which represents an annual increase of 11.6%. Of these exports the ones going to the U.S. grew 10.1% compared to last year, while those going to the rest of the world increased 18.5%.

Agricultural exports advanced 20.9%; Extraction companies exports grew 60.7% and manufacturing companies exports increased 10.5 percent.

Furthermore, foreign oil sales reached \$ 2,327 million USD representing a 24.1% annual increase.

In the same month, Mexican imports reached \$35,138 million USD which represented an annual increase of 14.1% due to a 14.1% increase in non-oil imports and a 14.8% increase in oil imports.

The nation also saw an annual increase in consumer goods of 16.9%, intermediate goods of 13.0% and capital goods of 18.8%.

Source: *El Economista / El Universal*



Mexican automotive industry receives record FDI

Last year, one of the most important industries of the Mexican economy, received the largest Foreign Direct Investment (FDI) in its history. Data from the Mexican Ministry of Economy showed that the manufacture of automobiles and auto parts received \$6.866 billion dollars of FDI during the past year. This is considered one of the biggest flows of foreign capital ever recorded entering the country.

This automotive investment of 2017 meant an increase of \$1.771 billion dollars (35%) compared to the one of 2016 (\$5.095 billion).

The production of cars and trucks received almost half of the investments in the sector, around \$3.350 billion dollars.

The other half of the foreign investment in the industry was spent on the manufacture of auto parts, with \$3.516 million dollars, receiving its highest capital in two years.

The senior economist of Banorte, Alejandro Cervantes, said that the automotive companies have decided to send more investment to Mexico because they trust the growth prospects of their economy.

For years, the manufacture of automobiles and auto parts is the economic activity that most Foreign capital absorbs in Mexico.

In recent decades, Mexico has attracted the attention of the main players in the sector automotive due to its strategic geographical position, preferential access to new markets, competitive advantages in skilled and competitive labor, its extensive supply, as well as the sustained growth in the production of vehicles and auto parts.

The country produced 3.93 million light vehicles last year, a historic high, according to data from the Mexican Association of the Automotive Industry (AMIA).



E-commerce, the future of Mexican retail sales

During 2016, managed to increase the participation of companies and consumers by 27% in online purchases. As of now, although online commerce represents 2% of total retail sales, though it is still a sector that shows potential for growth.

These statistics are part of a study entitled "E-commerce, the digital economy and the beginning of a new era ", carried out by Endeavor in conjunction with the Mexican Association of Online Sale (AMVO), the purpose of this study is to discover the growth

of the organizations that partake in the online sales market, as well as the role that Mexico has in this sector.

In Mexico, details the study presented by Endeavor, 92% of people prefer to pay offline, which indicates that it is necessary to improve the payment options to reach all kinds of users and thereby boost the industry to grow exponentially.

"In Mexico 56% of customers do not have a credit card and many platforms do not they accept debit cards to be able to make purchases online, the problem is that there are consumers, What is needed is a way in which everyone can buy products with different methods of payment, "said Vincent Speranza, Managing Director of Endeavor Mexico.

The study presented also indicates that one of the advantages that Mexico has is that there are 44 millions of users with a smartphone, which could facilitate the adoption of purchases by Internet, although, says Speranza, a facilitator is needed to help users to perform your purchases by this means



Trust in the manufacturing business improves: INEGI

According to the National Institute of Statistics and Geography (Inegi), through the Entrepreneurial Confidence Indicator (ICE), has established the consumer's trust in the manufacturing industry at 50.4 points during last January, a figure that represents an increase of 0.6 points in relation to December of 2017, according to seasonally adjusted series.

With this data, the Manufacturing Business Confidence Indicator stood above the threshold of 50 points for the first time in 34 months.

Within the manufacturing industry there was an improvement in business confidence in almost all the subsectors. Amongst the most important and best rated are the oil and coal derivatives, chemical, plastic and rubber industries; food, beverages and tobacco; non-metallic and metallic basic minerals; Computer equipment, electronic accessories and electrical appliances; transportation equipment; as well as that of metal products, machinery, equipment and furniture.

On the other hand, the Business Confidence Indicator for Construction was 46.6 points in December 2017, with an increase of 0.2 points compared to the previous month.

According to the Inegi, the ICE is prepared with the results of the Monthly Survey of Business Opinion (EMOE), which allow to know, almost immediately after the end of the reference month, the opinion of the business managers of the manufacturing sector, construction and trade on the economic situation that occurs both in the country and in its companies.



Mexico, one of the priority nations to invest worldwide: Siemens

The German investment firm said in a statement that Mexico is one of their five priority nations to invest worldwide, so it will channel efforts and resources to the adoption of industry 4.0, dual education, innovation laboratories and support for medium and small businesses.

Siemens executives said that there will be a package of 200 million dollars that will go to Mexico in the next 10 years and that it will serve to boost the technological modernization of the country and social development.

With the participation of Mexico in the Hannover Messe 2018 International Fair, the Vice President of Digital Factory, Process Industries and Drives of Siemens Mexico and Central America, Iván Pelayo, said that Mexico is on the right track and its increasing the projection of domestic production abroad.

The CEO of Siemens A.G., Joe Kaeser, said in a speech at the recent Davos Economic Forum, that one of Siemens' mottos "Business to Society" is not only a phrase, but an objective. "It is our aspiration for the social contribution we make every day to give shape to the elements that society needs in its development".

In this regard, he stressed that a company must not only do business, but also meet the needs of society and address its greatest challenges.

"A company that does not do this will lose its right to exist. This should not be confused with the need to be innovative, competitive and profitable, because only the strongest can help meet the needs of society," he said.



Imports raised private consumption in November

Consumption of imported goods was the purchasing segment that grew the most in November of 2017, with an annual increase of 8.1%.

Next to the sudden growth in the consumption of imported goods, there was also a growth in household consumption during November of last year, marking a recovery of 2.4%, which indicates its highest growth since September.

According to Mexican National Institute of Statistic and Geography (INEGI), the seasonally adjusted figures, compared to the previous month, private consumption rose a 0.5%, after

having fallen 0.8% in October. This decline in October responds to the fact that during September, household consumption increased significantly after an earthquakes that affected the country, purchases to support the victims boosted consumption this month atypically, and then slowdown in October.

In November, the purchases of imported goods was the component with the greatest expansion. Compared with November 2016, import consumption increased 8.1%, despite the exchange rate pressures suffered by the Mexican currency, this is the most significant increase in four months.

Purchases of goods and services of national origin advanced at a rate of 2.4% in November, standing out as the highest growth since September. Inside, spending on goods in the local market advanced 1.4 percent. Services were the most dynamic segment with an annual increase of 3.4 percent.



Source: *El Economista*



BENEFITS AND SERVICES

BE PART OF THE ONLY MEXICAN ORGANIZATION WITH MORE THAN 20 YEARS OF EXPERTISE LINKING MEXICAN AND ARAB COMPANIES



Direct contact with Mexican businessmen interested in Arab products.



Trade and economic reports in order to provide up to date information on business opportunities.



Personalized consulting for each of our members.

Conferences and workshop on trade, business and economic topics, in order to strengthen economic ties.

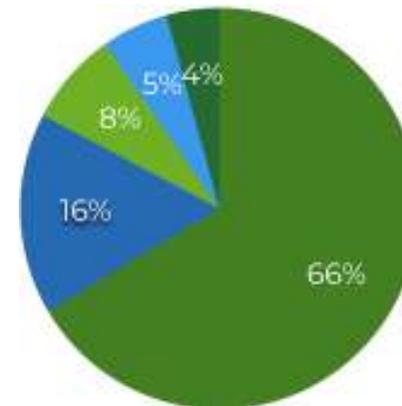


CAMIC has a broad network of businessmen, companies and gubernamental bodies that will facilitate your incursion in the market.

TRADE STATISTICS

MEXICO-ARAB COUNTRIES JANUARY, 2018

MAIN EXPORT PARTNERS



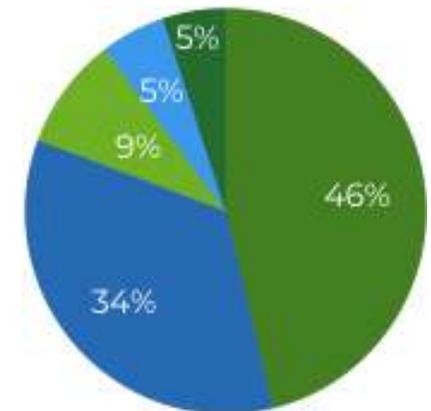
TOTAL EXPORTS:
USD \$92,860 MD

MONTHLY DECREASE
14.7%

Main exported products

Vehicles
Refrigerators
Cellphones
Chickpeas
Casing tubes

MAIN IMPORT PARTNERS



TOTAL IMPORTS:
USD \$67,889 MD

MONTHLY INCREASE
76%

Main imported products

Aluminium
Printed circuits
Electric conductors
Clothes
Books



TRADE FAIRS



The Annual Investment Meeting is the world's leading and most established gathering of the international investment community, leading academics and experts showcasing up-to-date information, strategies and knowledge on attracting Foreign Direct Investment (FDI).

The event offers a truly knowledge-based forum with cutting edge information on the latest developments in foreign direct investment and related issues. It serves as a unique platform to meet, network

Included in its 8th Edition are the following features: Conference, International Exhibition, Capacity Building Workshop, AIM Startup, Investment Awards, AIM Connect, Investors' Hub, Country Presentations, and Online/Onsite Business Matchmaking.

The eighth edition of the Annual Investment Meeting will be held on 9-11 April 2018 at the Dubai World Trade Centre. The theme is "Linking Developed and Emerging Markets through FDI: Partnership for Inclusive Growth & Sustainable Development"

FABTECH Mexico

Date: May, 2018

Place: Mexico City



Why attend?: The event is the primary gathering for leading metal manufacturers in Mexico and will bring over 575 exhibitors to the show floor. Over 13,000 attendees will converge to find solutions, network, learn and experience first-hand the latest innovations in the metal forming, fabricating, welding and finishing industries.

For more information: mexico.fabtechexpo.com

ExpoMED México

Date: June, 2018

Place: Mexico City



Why attend?: With a sustained 30% annual growth, ExpoMED is nowadays recognized as the main networking platform for B2B connections between industry, experts, potential buyers, and healthcare professionals.

For more information: www.thegreenexpo.com.mx