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Business Opportunities

Mexico produces, sells and exports new record of automobiles in January

February 3, 2015. Production of vehicles in Mexico grew 6.8% in January, compared to the same month of 2014, while exports increased in 15.2%, declared the Mexican Association of the Automobile Industry (AMIA).

The automobile manufacturers established in the country, produced 266,424 vehicles and exported 204,907 units. Both numbers are a record for January.

Mexico exports mainly to United States, its main trade partner thanks to the North America Free Trade Agreement.

On the other hand, sales in the Mexican market also reached a record number for January, with 103,697 vehicles, with 21.3% more than 2014.



Source: Excelsior

Mexico expects to attract \$30 billion dollars in FDI

February 10, 2015. The Ministry of Economy, Ildefonso Guajardo, confirmed that the entity has established as a goal for this year to attract México approximately \$30 billion dollars in Foreign Direct Investment, \$23 billions more than in 2014. He declared, that in a brief period, global companies will start making announcements of investments.

“President Peña Nieto will have important meetings, before February ends, with members of the global companies established in Mexico, important and interesting announcements are expected”, said the Ministry.

The Minister confirmed that on March 15th, the free trade of automobiles between Mexico, Brazil and Argentine will be resumed.

On the side, Francisco González Díaz, General Chief of ProMéxico, that this entity could attract between \$14 and \$17 billion dollars in 2015. He added that the energy sector is still expecting to attract \$40 billion dollars in 4

years since there are already 7 companies interested in establishing in Mexico.

Guajardo also said that in the telecom sector, infrastructure and services, FDI will be stronger than in 2014, but still the most important amounts will be in the automobiles sector, as well as technology.

Source: Excelsior

Mexico, with the best outlook in Latin America: ECLAC

February 17, 2015. Alicia Bárcenas, executive secretary of the Economic Commission for Latin America and the Caribbean (ECLAC) expressed that Mexico has the best perspectives in the region, thanks to a better economic performance in United States, nevertheless, she suggested designing public policies for the long term in order to stimulate investment.

She also highlighted that the organization is sure that in 2015, the country's economy will record higher numbers than in the last years, and that Mexico will see a major growth in tourism and exports.

Still she reinforced the topic on how all structural reforms should reach all people. She also suggested that public policies for investment in strategic sectors is needed, in order to create jobs. Also, she declared that an industrial policy is needed, in order to promote a production diversification. Bárcenas also said that Mexico needs to strengthen its national market, by developing other productive areas where more people maybe be employed. Salary was another subject that should be reformed by the government, since there is an important part of society with low incomes.

She concluded with saying that public policies are the key sector in order to see deeper development in the country.

Source: Excelsior

Hoteliers will invest \$100 million dollars in Mexico City during 2015

February 17, 2015. Thanks to the increase in arrivals of tourists to Mexico City, hotels and entrepreneurs are preparing investments of approximately 100 million dollars for 2015.

Miguel Torruco, Minister of Tourism in Mexico City, pointed out that up to now, the construction of about 450 rooms has been confirmed, which signifies an investment of \$40 million dollars, such amount means an increase of 33.3%, compared to 2014. Nevertheless, the Minister declared that this number could reach \$100 million dollars since other hotels and investors have shown their interest in increasing their presence in the capital city.

In total, there will be almost 950 new hotel rooms in Mexico City, that will be added to the 50,190 already in existence. The officer highlighted that there is a tendency among the construction of hotels that offer limited services and boutique hotels with 100 or less rooms, most of them will be located in the west part of the city.

In 2015, it is estimated that the economic benefit from the arrival of domestic and foreign tourists to Mexico City will exceed \$5 billion dollars.

Source: El Financiero



CULTURE

Celestún

Celestún is a little town in the southern state of Yucatán, 95 km away from the capital city of Mérida. It is located near an estuary that runs on the west side of the Yucatán Peninsula, all along the mangroves. It is characterized by a wide variety of species that inhabitate this area, constituting a micro region denominated biosphere reserve. Flamingos, which arrive to the area, are one of the main attractions of Celestún.

In Maya, Celestún means “Fear of stone”. Celestún is surrounded by the Reserve of the Biosphere, as well as by “petenes” that have developed in the area. A “peten”, which in Maya means shire, is a circular mass with trees, present in swampy territories near the coast.



Celestún’s ecosystem is unique because of the combination of fresh water from the estuary and salt water of the Gulf of Mexico. Celestún’s flamingos have a deep pink color, due to the concentration of carotene in the water; plus the reserve is home to several species of birds such as the white and brown pelican.

Celestún is connected to the mainland by a bridge, which guide tourist expeditions, or by boat to that cross the river. Among other attractions located nearby, there is also a place called Petrified Forest, as well as several swamps and cenotes where you can swim. Other natural attractions are: the Baldiosera spring, the Cambay spring and Tambor, where the pink flamingo can be found. Tourist can visit the old hacienda of Real de Salinas, an ancient salt extraction emporium.

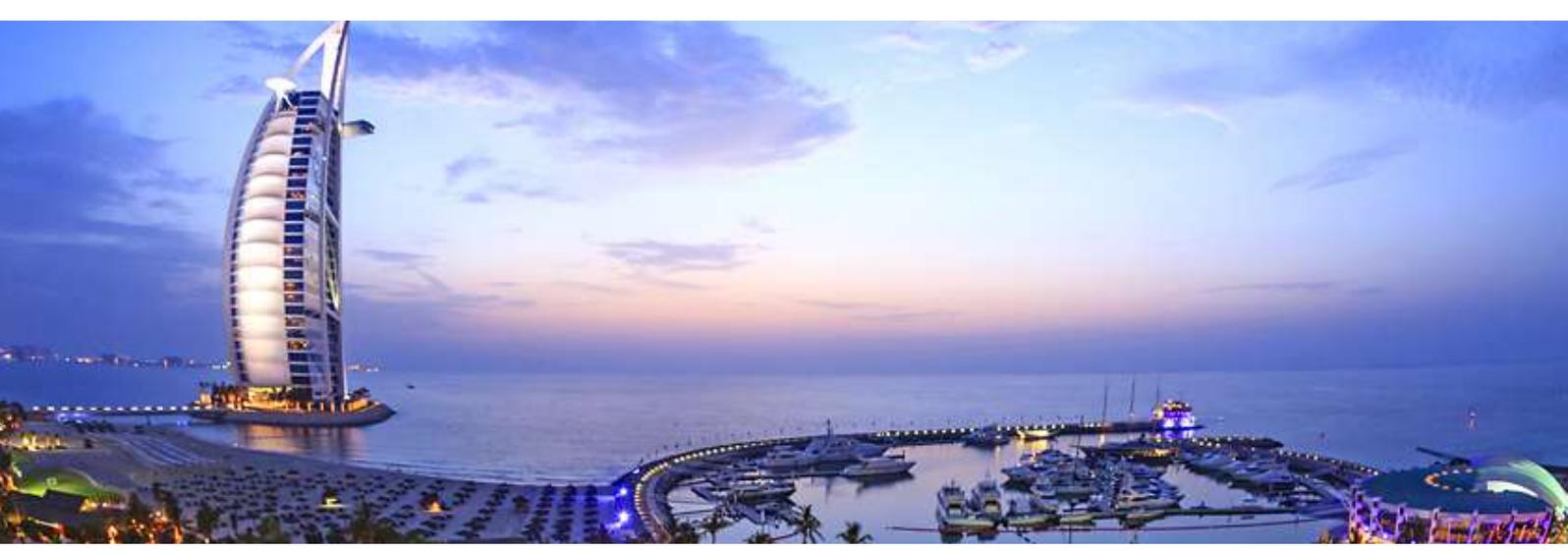
Visitors can find up to 234 species of mammals, like jaguar, tigrillo, ocelot, and monkeys, as well as sea turtles and crocodiles. Habitants of Celestún usually work as fishermen and in exploitation of salines.

Nearby, 31 km North from Celestún, one can visit Palmar, one of the most important ecologic reserves, were many sea birds live. This place is ideal for those looking to do some ecotourism.

As astonishing as landscapes, Yucatan’s gastronomy is an experience that everybody should have. Typical dishes include lime soup, panuchos (little handmade corn tortilla, filled with a stew made from beans, and topped with pork or chicken meat), chilmole and papadzules: egg tacos covered with a pumpkin seed paste.



Thanks to its weather and natural attractions, Celestún has become very important for tourism in Yucatan and Mexico.



CAMIC invites you to participate in the next Annual Investment Congress, organized by the UAE Ministry of Economy. This is the first Emerging Markets FDI event, and offers a perfect blend of trade fair and congress. The event will take part from March 30 to April 1 at Dubai International Convention and Exhibition Centre.

The theme of the 5th AIM Congress will be focused on Sustainable Development through FDI Induced Innovation and transfer of technology.

This event is a great opportunity for exploring the benefits of exporting and investing in Dubai, as well as for expanding business horizons. It is focused on diverse sectors such as agribusiness, carbon trading, commodity trading, construction, IT, logistics, manufacturing, mining, petrochemicals, renewable energy, among others.

For more information, visit:
<http://www.aimcongress.com>



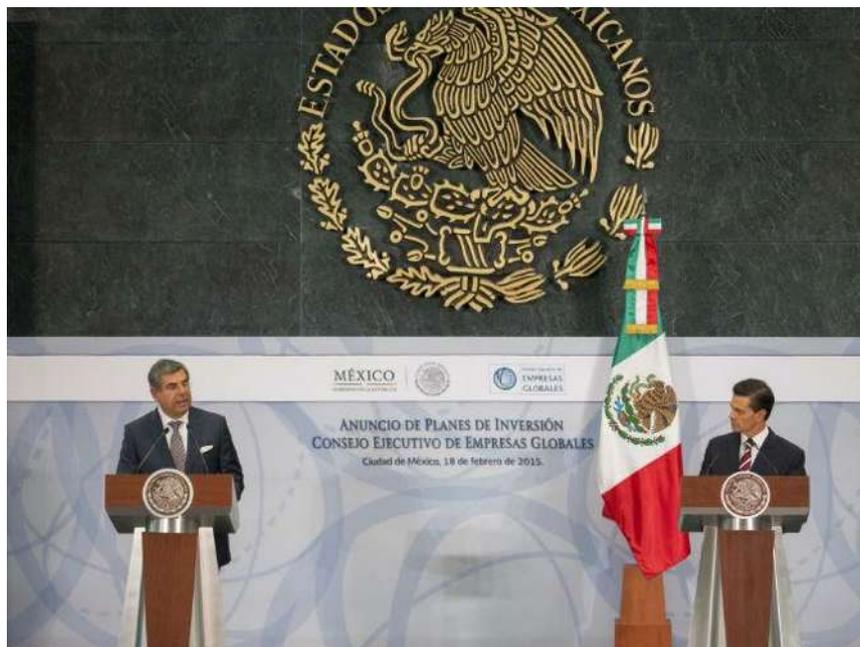
30 March - 1 April 2015
Dubai, United Arab Emirates

President Peña Nieto announces \$11,170 million dollars in investments

February 18, 2015. Mexico's government will keep supporting those enterprises that have put their trust in the country, assured President Enrique Peña Nieto while he announced the expected amount of investments during the Executive Council of Global Companies.

During this gathering, in the official residence of Los Pinos, the President declared that investments worth \$11,172 million dollars reflect confidence in Mexico, even in a confusing global context. As he revealed investments, the President highlighted that the commitment showed by businessmen and the structural reforms are creating a new platform, one that will bring better paid jobs and a higher life quality for Mexican families.

He explained that, moments before, he had met with the members of this Council, conformed by 39 directors of multi national companies established in Mexico, to whom he reassured that the government will be keen on granting a better life quality for Mexicans. He insisted that this is the main objective of the established reforms, and that major efforts are being made in order to improve education, security, health and job.



During his turn, the president of the Executive Council of Global Companies, and President of PepsiCo Mexico, Pedro Padierna Bartning, declared that the investment plan of these 39 companies includes \$11,172 million dollars for 2015.

Also, they will spend \$13,503 million dollars, which will create 9,000 direct jobs and 46,000 indirect jobs, in industries such as energy, aeronautics and pharmaceutical.

To this, it must be added investments in infrastructure, technology and human capital, which will help Mexico's economic development.

Source: Excelsior

60 oil companies are interested in investing in Veracruz

February 20, 2015. At least 60 companies from the energy sector have showed interest in investing in oil projects in the state of Veracruz, declared Erik Porres Plesa, head-chief of the Ministry of Economic Development of the entity.

During the National Oil Forum, he commented that the government of the entity has met with companies such as Chevron and British Petroleum, so they are confident that other investments will arrive to Veracruz in the short and middle term, thanks to the opportunities created by the Energy Reform. He also said that in some parts of the entity they will be able to exercise almost \$11 billion dollars over the next 4 years. The director stated that also a large number of small, medium and big companies will be arriving to Veracruz, which will impact in the development of the supply chain.

Also, the local government hopes that in the medium term, new investments will be disclosed by the petrochemical industry, which would add more than \$260 million dollars for building a new production facility.

Nowadays, there are at least 200 companies established in Mexico, conforming the chain supply and services for the oil industry. These companies have been working for Pemex, but as soon as new companies arrive to Mexico, they could have new opportunities and profits.

Source: Excelsior

Mexico promotes investments in auto parts sector

February 23, 2015. Mexico wants to attract new investments to the auto parts industry, in order to stop imports in this subject, informed the Chief Director of Bancomext, Enrique De la Madrid Cordero. He also affirmed that it is expected that the automobiles manufactured in Mexico will increase its national content. He added that financing firms in Mexico has increased substantially, with \$827 thousand dollars applied in the automotive sector. De la Madrid Cordero also remembered that in the last 3 years, bank financing for this industry grew 21% annually, whit an estimated growth of 20% for this year.

The automobiles sector is one of the most important in Mexico, since it has become very competitive and expects to produce 5 million vehicles for 2020, according to the Mexican Asociation of the Automobile Industry.

The main point of supporting this industry, is to increase the production to 2 million automobiles in the next 5 years; in order to reach this goal, financing will be essential.

Source: El Economista



Lebanon seeks Free Trade Agreement with Mexico

February 24, 2015. According to the Lebanese Ambassador, Hicham Hamdan, the visit of the Chancellor of Lebanon represents a concrete plan to strengthen ties in all strategic areas. Among the many subjects that were on the agenda, the Chancellor, Gebran Bassil, would formally propose a Free Trade Agreement.

“Mexico gives a lot of importance to that subject, but as my counterpart has said to me, we not only want something in paper, we want something that can be really useful for both parts. We are really confident that Lebanon can offer so much to Mexico with the signing of a Free Trade Agreement”, declared the Ambassador of Lebanon.

During his visit to Mexico, the Chancellor held meetings with the ministers of Foreign Relations, Energy, Economy, Tourism and other important entities, as well as private as public ones. Other important point in the agenda is taking further steps in the operative opening of a Lebanese bank in the country, a direct maritime line and even, a floating island in Acapulco, project that has to be consolidated with the Ministry of Tourism.



Also, Gebran Bassil will propose to José Antonio Meade, to prepare an official visit to Beirut, programmed for this December; in case it does take place, they could sign bilateral agreements.

The visit of the Chancellor brings to the country the participation of Lebanese councilors for each economic sector; they will also try to establish a plan between the two countries, which once applied could bring positive results in one year.

With the energy sector, Lebanon wants to profit from Mexico’s experience since the discovery of shale gas and oil in their coasts. Under this very important topic for both nations, Mr. Gebran Bassil will talk with the Minister of Energy, Pedro Joaquín Coldwell, in order to built a strong relation. On the other side, the Lebanese plans to establish a direct sea line between Mexico and Beirut is an strategy focused on the geographic location of the Lebanese coast, which can be used by Mexico as an important transit port for export and trade to other Arab countries such as Syria, Jordan, Iraq or Saudi Arabia.

Finally, Mexico and Lebanon share a lot of cultural and historical similarities, so in the near future, Mexico and Middle East could be more involved.

Source: *Excelsior*

Trade tendencies in Mexico for 2015

February 26, 2015. Convenience stores and online sales will be the main axis for growth for the trade sector, assured the study made by Euromonitor International "Main tendencies of retail in America: 2015". According to this study, in many countries of the American continent, the importance of convenience stores is growing, as a result of the growth of urban population; with its habitants experiencing a lifestyle characterized by speed. On the other side, online retail is one of the most important categories in the industry, so it foresees an annual average growth of 12% for the period 2014-2019.

Mexico will also see an important growth in retailing, since its industry has become one of the biggest and more dynamic in the world. The pharmaceutical sector has increased its role in the beauty industry. The strategy will offer the consumer a great variety of beauty and personal care products in a modern environment, similar to the perfumes and cosmetic sections in department stores. Small establishments are receiving support from banks in order to start processing electronic payments. Other important retail stores are investing large amounts in order to modernize their strategic stores in Mexico City. As well, there is a growing tendency in building more sophisticated malls. Finally, there is an important increase in online sales. According to the Mexican Association of Internet, online trade will double its size in 5 years from now.

Source: Excelsior



Cisco opens its service center in Mexico, with an investment of \$26 million dollars

February 26, 2015. Cisco Systems opened its fifth center of global services, located in Mexico City which required an investment of \$26 million dollars. The center will attend clients from more than 100 countries, most of them in the American continent.

Laboratories will attend several services for trials previous the launching of products, performance tests, planning, construction and administration of networks and solutions. The firm has the support of Prosoft and Mexico City's government. Nowadays, government clients provide 20% of Cisco's incomes in Mexico, declared Rogelio Velasco, Vice President of Cisco in México.

Source: Excelsior

Business Opportunities

Mexican companies looking for distributors / importers

If you need further information about Mexican companies do not hesitate contacting the
Arab-Mexican Chamber of Industry & Commerce

Dante 36-901, Col. Anzures, Mexico City, Tel. +52 (55) 52 55 46 22 / 52 55 07 23, Fax +52 (55) 52 55 04 29

E-mail: info@camic.org Website: www.camic.org

COMERCIALIZADORA INTEGRAL DE BELLEZA S.A. DE C.V.

Product: Personal care products, make up

Tel. +52 55 55 84 68 58
Fax. +52 55 55 25 76 46

Website: www.cosmetobellezaim.com
Email: exportaa_mx@yahoo.com.mx

COMSA SEGURIDAD INTEGRAL S.A. DE C.V.

Products: Emergency cars

Tel. +52 55 33 30 83 33
Fax. +52 55 33 30 75 00

Website: www.comsa.com.mx
Email: jmendez@comsa.com.mx

CONDUMEX 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.mx
Email: rtena@condumex.com.mx

FOMENTO COMERCIAL RDY S.A. DE C.V.

Products: Confectionery

Tel. +52 777 320 22 15
Fax.

Email. rodot@rdygroup.com

GRUPO GYLSA S.A. DE C.V.

Product: Pharmaceutical products

Tel. +52 55 56 11 45 65
Fax. +52 55 53 84 21 93

Website: www.gylsa.com.mx
Email. marcotulio@gylsa.com.mx

JR INVENT S.A. DE C.V.

Products: Electrical appliances

Tel. +52 55 52 71 73 56

Website: www.grupoadapta.com.mx
Email. juan@grupoadapta.com.mx

LABORATORIOS TORNEL, SA

Products: Veterinary medicines

Tel. +52 55 21 22 47 00
Fax. +52 55 55 76 26 53

Website: www.tornel.com
Email. glersch@tornel.com

LATEX OCCIDENTAL EXPORTADORA, SA DE CV

Product: Plastic toys and balloons

Tel. +52 33 38 37 02 22
Fax. +52 33 36 57 50 30

Email. lmcejudo@globospayaso.com

MERCANTA S.A. DE C.V.

Product: Processed food

Tel. +52 668 817 25 87
Fax. +52 668 817 51 04

Website: www.mercanta.com.mx
Email. felipe.arriola@mercanta.com.mx

METCO, S.A DE C.V.

Products: Natural sweeteners

Tel. +52 55 55 20 12 66
Fax. +52 55 55 40 49 06

Website: www.metco.com.mx
Email. hacs@metco.com.mx

MOSAICOS VENECIANOS, S.A DE C.V.

Products: Decorative tiles

Tel. +52 777 3 20 21 60
Fax. +52 777 3 20 19 26

Website: www.mosaicosvenecianos.com
Email. guajardo@kolorines.com.mx

NABOHI INTERNACIONAL, SA DE CV

Products: Water pumps

Tel. +52 55 56 60 14 73

Website: www.nabohi.mx
Email. karaid_4@hotmail.com

PLANTAS MEXICANAS DE EXPORTACION S.A DE C.V

Products: Fruits, plants and seeds

Tel. +52 244 4 44 19 38

Website: www.plantamex.com.mx
Email: luzma@plantamex.mx

TANGIBLE NOUS, SA DE CV

Products: Processed foods

Tel. +52 444 812 17 29
Fax. +52 444 168 10 27

Website: www.tangiblenous.com
Email. direccion@panadina.com.mx

TUBOS DE ACERO DE MEXICO, SA DE CV

Products: Steel tubes and manufactures

Tel. +52 229 989 11 70
Fax. +52 229 981 05 53

Website: www.tamsa.com.mx