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Business opportunities

USA manufacturers want to expand in Mexico



June 1, 2014. Since production costs have increased in China, American manufacturers are looking for opportunities in Mexico, The New York Times pointed out. From border cities like Tijuana to the central region, where new plants are emerging, the demand for Mexican labor is quickly growing. “Mexico has become a more competitive place for the North American market, even for all the world”, declared Cristopher Wilson, an economist and teacher at the International Academic Center Woodrow Wilson, settled in Washington.

Some American companies, like Caterpillar, Chrysler, Stanley Black & Decker, and Callaway Golf; have expanded to Mexico, which represents an increase of thousands of millions of dollars in investments that will promote economic integration, which is vital for economic growth in Mexico and United States.

American companies are looking for new opportunities in the country after China increased its costs; according to specialist, Mexico has become a more competitive place for North America.

At the same time, other companies have come back from China to establish in Mexico, and produce goods such as speakers, furniture and medical appliances. For some years now, Mexican production has represented an important part of the import market to United States, while the role of China has diminished.

Commercial ties between United States and Mexico have grown more than 30% since 2012, approximately 507,000 million dollars annually, while foreign direct investment reached a record of 35,000 million dollars during 2013.

Source: CNN Expansion



Mexico: leader in attracting Foreign Direct Investment in 2014

June 3, 2014. Mexico is the second most attractive country on a global level for investments, specifically in the energy sector, this according to the Direct Foreign Investment Trust Index, made by the international firm, A.T. Kearney. The study revealed the appeal that Mexico has in the heavy machinery sector as well as in financial services.

Investments in Mexico will detonate as a result of structural reforms, in particular, the energetic one. Nevertheless, this scenery will only be possible if secondary laws are well implemented, which would stimulate the investors trust. In this year's ranking, the country had a better performance in its favorable perspectives for doing investments. Foreign Direct Investment reached a historic record, surpassing 30 thousand million dollars, result of the acquisition of Grupo Modelo by the Belgian enterprise AB InBev. This amount is 178% greater than the investment registered in 2012. Mexico's challenge is to continue increasing its productivity in added value sectors.

The reforms implemented in Mexico, will create opportunities for the foreign investment in the next years, and the amount of this will depend on the secondary laws. According to A.T. Kearney, the new energy legislation will generate between 1% and 2% more GDP as well as foreign investment.

Source: Mexican Business Web

Ecologic products, more demanded in Mexico

June 4, 2014. Nowadays, Mexico is living a boom in the upcoming of social enterprises, focused in elaborating green products. According to Rodrigo Villar, director of New Ventures Mexico, the growth of these kind of companies has been more than 20% annually.

According to the creator of the directory Páginas Verdes, which specializes in green companies, each year around 1,500 new enterprises are registered in the system, looking to promote its services and products.

For the director, this means that each time, the entrepreneurs are more interested in offering products that will mean an improvement for the environment, that pollute less or solve a social problem.

"In all industrial there is innovation, and people is looking for becoming greener", declared Villar and pointed out that the demand for these goods continues growing.

During the Business Fair for sustainable purchases Sector Verde, Villar highlighted that these type of business are upcoming in all industries. "There are

industries innovating. Taking care of water, energy saving and organic goods are the most demanded". He detailed that there are companies that are especializing in saving energy, promoting ecotourism or mobility, or improving the package in a more natural way.

Even if the demand and offer existed, it was complicated bringing both closer. That why the fair Sector Verde was created, in order to make easier for sellers and clients to reach each other. It is expected that more than 5,000 potential clients will visit the expo, as well as companies and government agencies.

Source: Excélsior

Mexico, main exporter of cosmetics in Latin America



June 5, 2014. Mexico has become the main exporter of cosmetics and household appliances in Latin America, declared the Vice President of the Council of Associations of the Latin American Cosmetic Industry (Canipec).

During the Sixth Forum of Foreign Trade, organized by the Chamber and Association of the Personal and House Care Industry, he pointed out that the sector in the country exports 50% of the total amount consumed in the region.

In its speech, he highlighted that Mexico's trade balance in this industry is positive by 2 billion dollars and recognized the labour of the Mexican Business Council of Foreign Trade, Investment and Technology, which has promoted opening new markets.

He also detailed that these efforts will help Mexican products to reach new markets in less time, thanks to regulatory cooperation and uniformity in the industry. Meanwhile, the Chief Director of Canipec, Carlos Berzunza, declared that with 3,600 million dollars in exports to Latin America, Mexico has become the eleventh exporter of these goods worldwide. He added that with the Strategic Plan 2020 of Canipec, they want Mexico to become one of the first exporters in the sector, this with the support of the authorities and the creation of synergies.

Canipec unites 66 producers and distributors of cosmetics, personal and home care goods in Mexico, which represents 80% of the industry, valued in 14 billion dollars.

Source: Excelsior

Interjet and Iberia will connect Mexico with Europe

June 10, 2014. Spain's Iberia and the Mexican airline, Interjet, signed in Madrid, Spain, a shared code agreement through which they will connect 80 European cities with 24 Mexican ones. In a press release, Interjet informed that the 80 destinations in Spain, Europe, Africa and Middle East will have connection with Mexican cities, with 2 daily flights between Madrid and Mexico.

The routes will be incorporated in a gradual way, and in its first phase, there will be business destinations such as Guadalajara, Monterrey and popular cities such as Cancún, all of them with more than one daily connection flight. The Mexican airline highlighted that with this agreements, which will operate once they have all the permissions, both enterprises show their commitment to promote trade and tourism flows. Iberia's clients will be able to book all the flights operated by Interjet through its different distribution channels such as travel agencies, sales offices and web site.

Interjet and Iberia operate from Terminal 1 in the International Airport in Mexico City, which will facilitate the transshipment of their passengers. Thanks to the high tech applied by Interjet in its booking systems, the company has been able to fulfill the necessary requirements for this agreement in a record time of only 8 weeks.

This is the first strategic alliance made by Interjet with an international partner, and the Mexican company looks after expanding the arrangement in order to sell Iberia's tickets through its website.

"This is a trascendental agreement, not only for Interjet but for all Mexicans, who are contributing in strengthening connectivity, business and tourism between both nations", declared Interjet's president, Miguel Alemán Magnani.

Source: El Financiero

Bancomext and Coparmex will focus on expanding the number of exporters



June 12, 2014. The Nation Foreign Trade Bank (Bancomext) and the Mexican Patronal Confederation (Coparmex) signed an agreement in order to expand the number of exporting enterprises in Mexico. This agreement has the objective of establishing cooperation rules to coordinate the efforts of both organizations, and promote the development of the companies affiliated to Coparmex.

The head chief of Bancomext, Enrique de la Madrid, highlighted that in this globalized and highly competitive world, it is vital to have public policy instruments to support companies interested in exporting. “With this aim, we are reinforcing existing financial programs and developing new products”, he declared.

Among the actions to be taken, he said, there is to provide the material, as well as advice on the financial products offered by the companies in the sector in the first and second floor for capital, investment in fixed assets or investment projects. Coparmex will promote among its affiliates the financial programs that Bancomext offers, and both parties will promote other projects related to the development of the economic sector.

By facilitating the obtention of financial tools, creating jobs, increasing productivity and strengthening competitiveness, Mexican enterprises will be better prepared to enter the global economy.

Source: *Excélsior*

Airbus will invest 15 million dollars in a training center in Mexico

June 12, 2014. The French producer of airplanes, Airbus, will invest 15 million dollars in order to build a training center in Mexico City, the first one of this company in Latin America. During the Forum Innovation Days organized by the company, Didier Lux, Customer Services Vice President, informed that this center will be built in Mexico since the Mexican airline Volaris chose them as the main trainer for their pilots. The agreement between Airbus and Volaris includes 25 thousand hours of training for 500 pilots.

Nowadays, the company has 4 training centers around the world, located in France, China, India and the United States. In 2015, the training center in Mexico will be ready to start operating. Meanwhile, Mexican pilots will go to Miami to start their training.

Source: *El Financiero*

Businessmen recognize Mexico's appeal for investment



June 10, 2014. Mexican businessmen declared that Mexico is a very appealing center for investments, thanks to the transformation process, and invited the international community to direct their investments to Mexico.

In a reunion with members of the International Labour Organization (ILO), in Switzerland, the President of Coparmex, Juan Pablo Castañón, recognized that there are some obstacles that Mexico has to tackle in order to complete the transformation process. "There are some challenges that we must face, but Mexico still has many strengths that makes it an attractive alternative for international investments", he pointed out.

The chief director of the Patronal Confederation of the Mexican Republic (Coparmex), highlighted the geographical position of the country, turns it into a world level logistic platform. He also emphasized the advantages that the Mexican regions offer to consolidate global industries and, with the implemented reforms, new alternatives for foreign investment will open.

Source: Excélsior



Mexico leads the Pacific Alliance with 68% of the total exports

June 18, 2014. Mexico leads the Alliance of the Pacific with 68% of the exports, this Alliance is conformed by Chile, Colombia, Peru and Mexico. These countries represent 50% of the total trade in Latin America.

The negotiations on commercial matters are moving forward and it is foreseen than in the next few months a protocol will be sent to the Senate. This document will allow the removal of tariffs to 92% of goods and services, in order to achieve zero tariffs in 2030, except for sugar.

After the negotiations and signing of the North America Free Trade Agreement, the Pacific Alliance is the second agreement in extent importance for Mexico and could turn Mexico into a prominent actor in the Asia Pacific region.

The Ministry of Economy informed that this weekend will be announced the incorporation of the Mexican Stock to the Integrated Latin American Market, which will allow that the stock shares of the member countries of the Pacific Alliance consolidate as an integrated stock market.

Also, the chancellors of the member countries will suscribe the Inter Institutional Agreement of the Pacific Alliance for a Program of Holidays and Jobs, which will be focused to the younger population of the Alliance. Next Friday, Presidents Enrique Peña Nieto, Michelle Bachelet, Juan Manuel Santos and Ollanta Humala will participate in the IX Summit of the Pacific Alliance to continue with the efforts in cooperation matters, in order to facilitate the movement of persons, capital, goods and services.

Source: El Financiero

Culture

Guelaguetza

The Guelaguetza is a celebration that happens in Oaxaca de Juárez, capital city of the Mexican state of Oaxaca. The Guelaguetza is part of the folk celebrations for the Virgin of Carmen, reason why it is celebrated on the two Mondays closer to the catholic festivity, July 16. Other name for Guelaguetza is The Mondays of the Hill, since this festivity is celebrated on the top of the most famous hill in Oaxaca, the Fortín. Guelaguetza comes from Zapoteco and means to give, or share.

During this celebration, folk groups of the 8 regions of Oaxaca participate, wearing their typical dresses. The eight regions of the state are: The small coast, Cañada, Papaloapan, La Mixteca, Sierra sur, Sierra north, Central Valleys, and Istmo of Tehuantepec.

Communities that take part in the celebration use to share or give the other grains or fruits and vegetables from their region. The schedule starts with the “marmota” which is a big spherical bluff covered with clothes, the “giants”, and the “chinas oaxaqueñas”, women from the cities who carry baskets and are accompanied by music bands and fireworks.

On the next day, people choose the personification of the goddess Centéotl, who will host the parties. This girl is not the prettiest or best dressed, but the one that knows best the state’s traditions. Later, the Bani Stui Gulal takes place. This is a representation of the different Mondays of the Hill through history. At dawn, the “chirimeteros” of the Central Valleys play the tradition song of Las Mañanitas, and people visit the top of the hill to have a traditional breakfast.

That evening, the legend of the Donají Princess is represented. Through the whole week, there are different activities such as food and art fairs, representations of the different legends of Oaxaca, concerts, among other cultural events.

During the festivity week, each region represents its typical dance. One of the many purposes of this festivity is to promote Oaxaca’s tradition on an international level, and each year, more and more tourists, from abroad or from other parts of Mexico, visit Oaxaca to be part of the Guelaguetza.



After the dances and music, the visitor can enjoy traditional food such as tlayudas, “pan de cazuela”, tamales, chocolate, regional fruits, banana leaf tamales, totomoxle, atole, entomatadas, enfrijoladas, meat or tasajo, chili and meat, quesadillas, barbacoa, tejate, memelas, typical ice sorbets, as well as mole from the diverse regions and the tradition art crafts.



Mexico has a very dynamic economy: Ahmed Albanna

June 18, 2014. The need to connect the business sector and promote trade between Mexico and United Arab Emirates is very important, declared the representative of the Development and Investment Agency of Dubai, Fahad AlGergawi, who highlighted that his country has develop a strategy to improve trade exchange with Latin America.

Sectors such as tourism, real state, energy and food are topics in which the trade flow can grow, since nowadays, commerce between both countries is far from representing the potential of both economies. For the delegation of the UAE who organized the forum “Doing business between Mexico and the UAE”, the estructural reforms that are being approved in Mexico, could trigger a new way of doing business.

Trade representatives of the United Arab Emirates visited Mexico and declared they see many similarities between both economies, therefore a business network between both countries should be built.

For Ahmed A.R. Albanna, headchief of the department of Economy and Cooperation of the UAE, Mexico has a dynamic economy, very similar to the UAE's and they have to assured that the creation of a business network and associations is on its way. If these initiatives materialize, Mexican businessmen will enter a market more than 2 thousand million consumers, in Middle East, the north and east of Africa, and India, since Dubai is an important re exporter in the region. Ahmed pointed out that UAE is India's biggest trade partner and that they have strong relations with other important parts of the region, which makes them a world class logistic center for many business.

Other sectors in which both nations are interested to invest in are minig, pharmaceutical, agriculture, and power generation. In order to establish a coordinated program, members of the Arab delegation expressed their interest in meeting Mexican representatives of institutions, such as Pemex, Economy Ministry, Energy Ministry and Satmex.

Albana declared that this business trip is a consequence of the last visit of the Sheikh Mohamed Bin Tashid Al Maktoum, Vice President and Prime Minister of the United Arab Emirates. They are expecting that the relation between both countries will be expanded with the possible visit of President Peña Nieto.

Promote trade and investment relations, as well as touristic flows and cooperation is the challenge for both economies, which established relationships 40 years ago. For Dubai's investors, now is the moment to establish strategic alliances that allow the generation of alternative energies, like solar energy, geothermic and wind energy.

They also pursue the objective of strengthening cultural and trade ties, since there are many opportunities for mutual investment.

Source: El Financiero

Interacciones will invest 600 million dollars in hydraulic projects

June 25, 2014. Interacciones Bank signed an agreement with Hyflux International, a firm from Singapore, in order to invest 600 million dollars in hydraulic infrastructure. The Mexican bank declared that this strategic alliances with the global innovation leader for the hydraulic sector, will allow both companies to benefit from the opportunities in the infrastructure sector.

This agreement is part of an expansion and international positioning strategy that has as an objective to evaluate, develop and follow other projects in Mexico. Carlos Hank González, General Director of Grupo Financiero Interacciones, noted that the strategic alliance of Interacciones with Hyflux will allow both companies to benefit from local infrastructure opportunities, specifically in hydraulic ones, where exchanging technology has become a top priority. With this alliance, Interacciones consolidates itself as a pioneer bank in Far East.

The settlement will allow to work in projects where the experience and technology of Hyflux will have the biggest impact. In 2013, Hyflux's incomes reached a total amount of 428.5 million dollars. Interacciones, who has participated in 7 of each 10 water treatment plants in Mexico in the last six years, will contribute with its knowledge on investment opportunities and possible partners. It also will provide the financing for projects that will help applying the solutions of its Asian partner.

"We are very glad to collaborate with Interacciones in this partnership that opens a new market for Hyflux and offer hydraulic solutions for Mexico", declared Olivia Lum, Executive President and CEO of Hyflux Group.

Source: El Financiero

Mexican exports grew 4.7% in May

June 27, 2014. During May, the value of the Mexican exports increased to 34,383 million dollars, a total amount 4.7% higher that the one registered in the same period last year, while imports had a total worth of 34,251 million dollars.

As a result of this performance, the trade balance had a surplus of 132 million dollars, while last year a deficit of 460 millions was registered. Non oil exports grew 4.8%, reaching a total amount of 30,572 million dollars, while oil exports grew 3.6%.

On the other side, non oil imports grew 3.7% while oil imports decreased 4.6%. While considering type of products imported, imports of secondary industry products grew 4.2% while capital goods had an increase of 0.2%. Final consumption products suffered a decline of 2.7%.

Source: El Universal



Business Opportunities

Mexican companies looking for distributors / importers

ABRASIVOS ESPECIALES S.A. DE C.V.

Products: abrasives for the automobile industry

Tel. +52 55 57 19 66

Website: www.austromex.com.mx
Email: baguayo@austromex.com.mx

BEDACOM S.A. DE C.V.

Products: Dairy products

Tel. +01 461 161 38 41
Fax. +01 461 61 38 41, ext. 114

Website: www.bedacom.com.mx
Email: mmontoya100@bedacom.com.mx

ITCEA S.C. DE RL DE C.V.

Product: Processed foods

Tel. +52 55 10 68 82 04

Email: copach.mexico@gmail.com

PERSONNA INTERNATIONAL DE MEXICO S.A. DE C.V.

Products: Shaving blades and machines.

Tel. +52 55 57 52 47 19 ext. 111
Fax. +52 55 57 52 47 19 ext. 106

Website: www.personna.com
Email: berenice.cruz@energizer.com

GRUPO ILUMINIAN S.A. DE C.V.

Products: Honey

Tel. +52 55 55 95 22 53

Website: www.grupoiluminian.com
Email: fierro.israel@grupoiluminian.com

LABORATORIO AVI MEX S.A. DE C.V.

Products: Veterinary medicines

Tel. +52 55 54 45 04 60
Fax. +52 55 56 97 88 71

Website: www.condumex.com
Email: gomez@avimex.com.mx

LABORATORIOS TORNEL S.A. DE C.V.

Products: Veterinary medicines

Tel. +52 55 21 22 47 00
Fax. +52 55 55 76 26 53, ext. 345

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

LATEX OCCIDENTAL S.A. DE C.V.

Product: Latex balloons

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

Email: imcejudo@globospayaso.com

MEDHUSA INDUSTRIAL S.A. DE C.V.

Product: Hyperbaric chambers

Tel. +52 229 984 12 00

Website: www.oxigenahiperbarica.com
Email: info@oxigenahiperbarica.com

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

MEXI FOOD S.A. DE C.V.

Products: Seafood

Tel. +52 687 877 27 12

Website: www.cabosbest.net
Email: alfonso.otero@mexifood.com.mx

MOSAICOS VENECIANOS DE MEXICO S.A. DE C.V.

Product: Tiles

Tel. +52 777 320 21 60
Fax. +52 777 320 19 26

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

NH MERCADO GLOBAL S.A. DE C.V.

Product: Coffee, chickpeas

Tel. +52 228 818 20 09
Fax. +52 228 818 20 06

Website: www.nhmercado.com
Email: mercext@xal.megared.net.mx

OCULUS TECHNOLOGIES OF MEXICO. DE C.V.

Products: Pharmaceutic products

Tel. +52 33 38 33 67 22

Website: www.oculus.com.mx
Email: egaribay@oculus.com.mx

SIAGRO S.A. DE C.V.

Products: Agriculture goods

Tel. +52 55 53 47 31 48

Website: www.siagromex.com.mx
Email: sales@siagromex.com.mx

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

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