

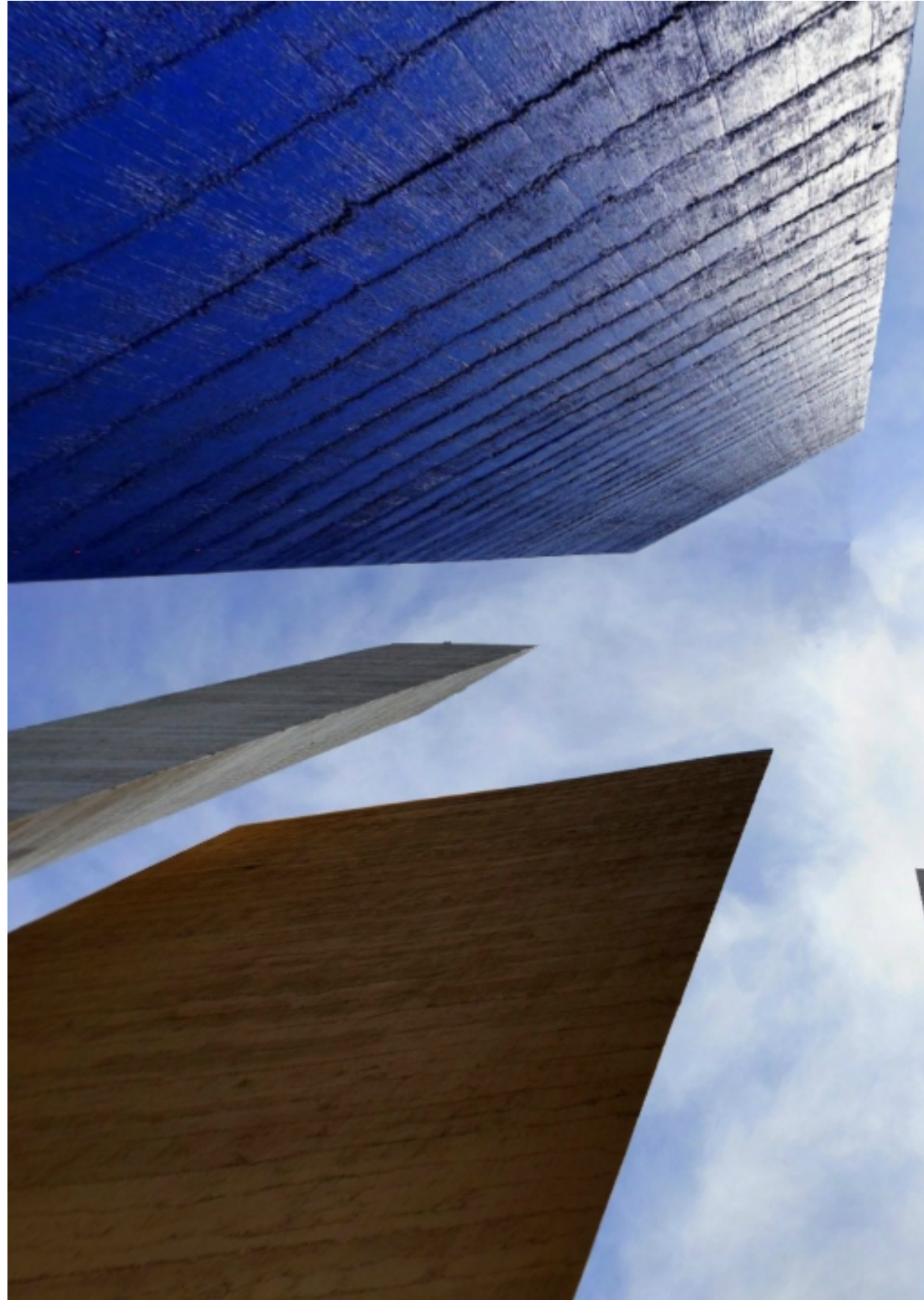
Business opportunities with Mexico



CÁMARA ÁRABE MEXICANA
DE INDUSTRIA Y COMERCIO

الغرفة العربية المكسيكية
للصناعة و التجارة

HSBC



AGENDA

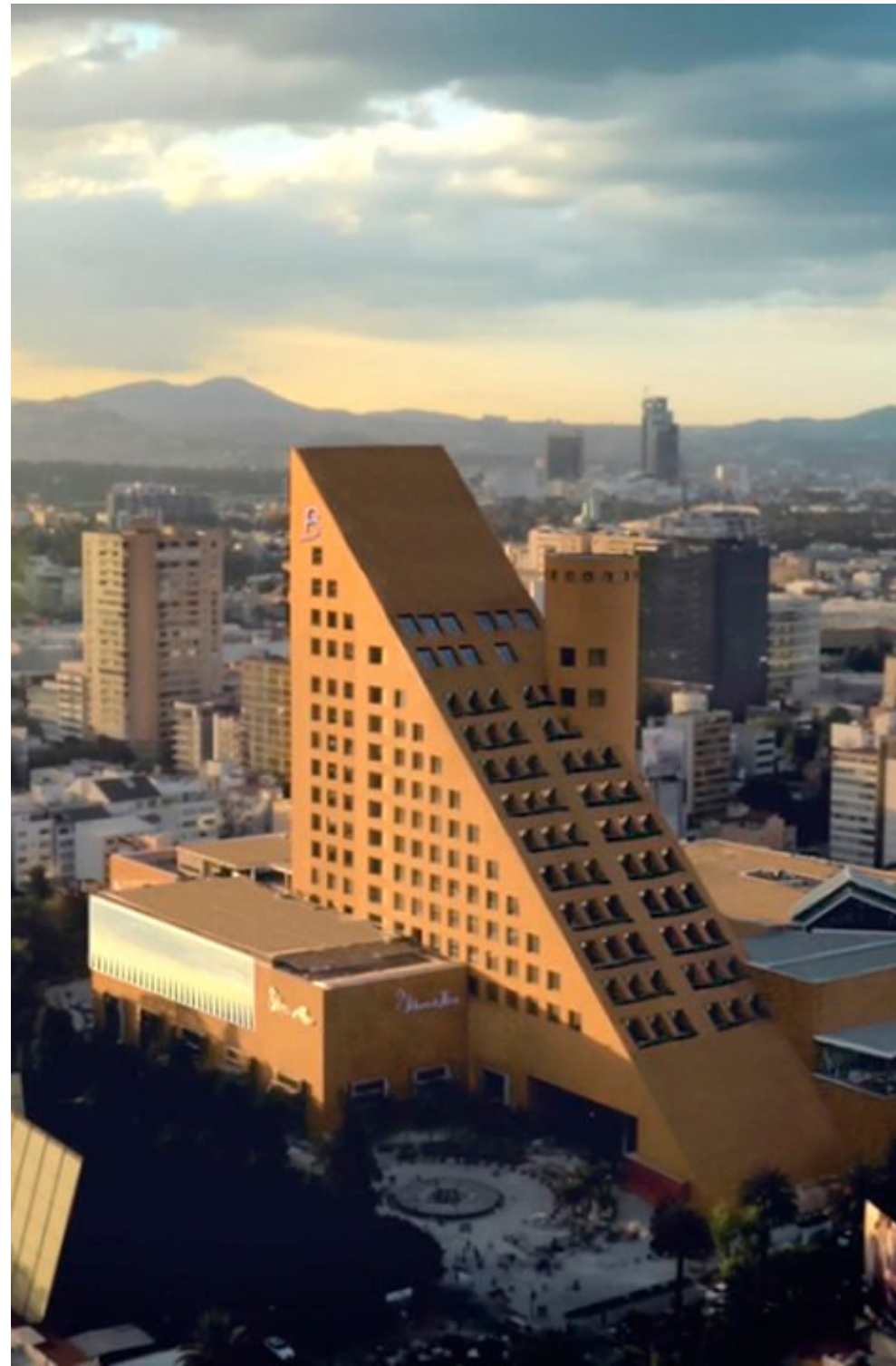
- Quick facts about Mexico
- Market overview
- Bilateral Trade between Mexico and MENA region (2010-2019)
- Mexico's main trade partners in MENA region
- Imports and Exports: Mexico - Egypt
- Current business relation between Mexico and Egypt
- New opportunities by sector
- Mexico's general import requirements
- About the Chamber

QUICK FACTS ABOUT MEXICO

- Mexico is located in the core of the Americas
- Land area: 1,964,375 sq km
- It is the 14th largest country in the world
- It has access to two oceans: the Pacific and the Atlantic
- It is the 13th country with the longest coastline
- 129.2 million inhabitants
- Ranked the tenth most populated country in 2018
- Has the largest Spanish-speaking population of the world (92.7% of the total)
- Median age of our population is 28 years
- 55.9 million in labor force



MARKET OVERVIEW



Integrating manufacturing capacity with international value chains has allowed Mexico to raise its trade volumes, and SEZs in the southern region would contribute to boosting trade even further. Mexico has a diversified list of consumers for its exports. In addition to growing trade volumes, Mexico's open economy and competitive manufacturing sector have made it a preferred destination for Foreign Direct Investment (FDI)

BILATERAL TRADE BETWEEN MEXICO AND MENA REGION (2010-2019)

Imports

August 2019

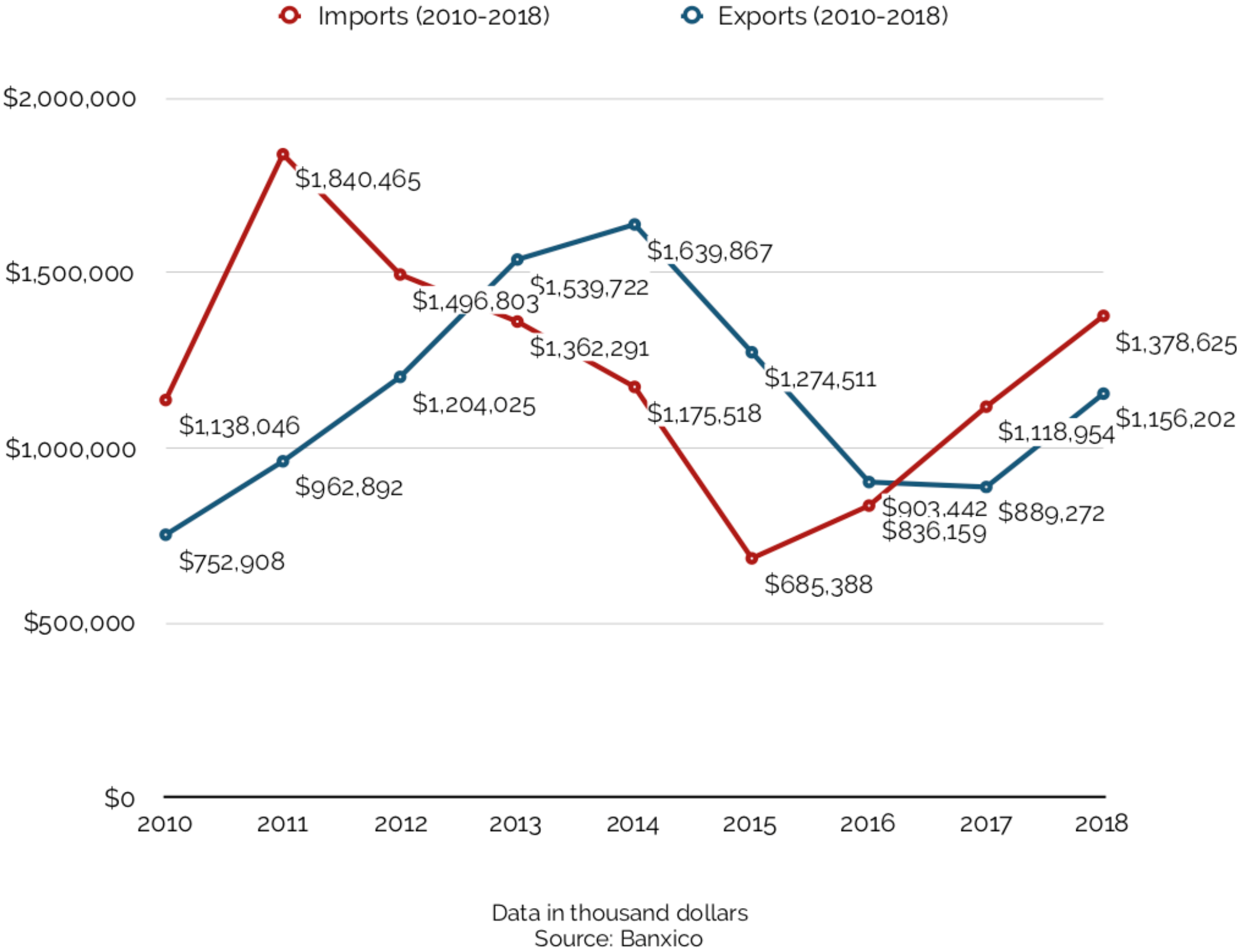
\$108 millions 741 thousand dollars

Exports

August 2019

\$129 millions 816 thousand dollars

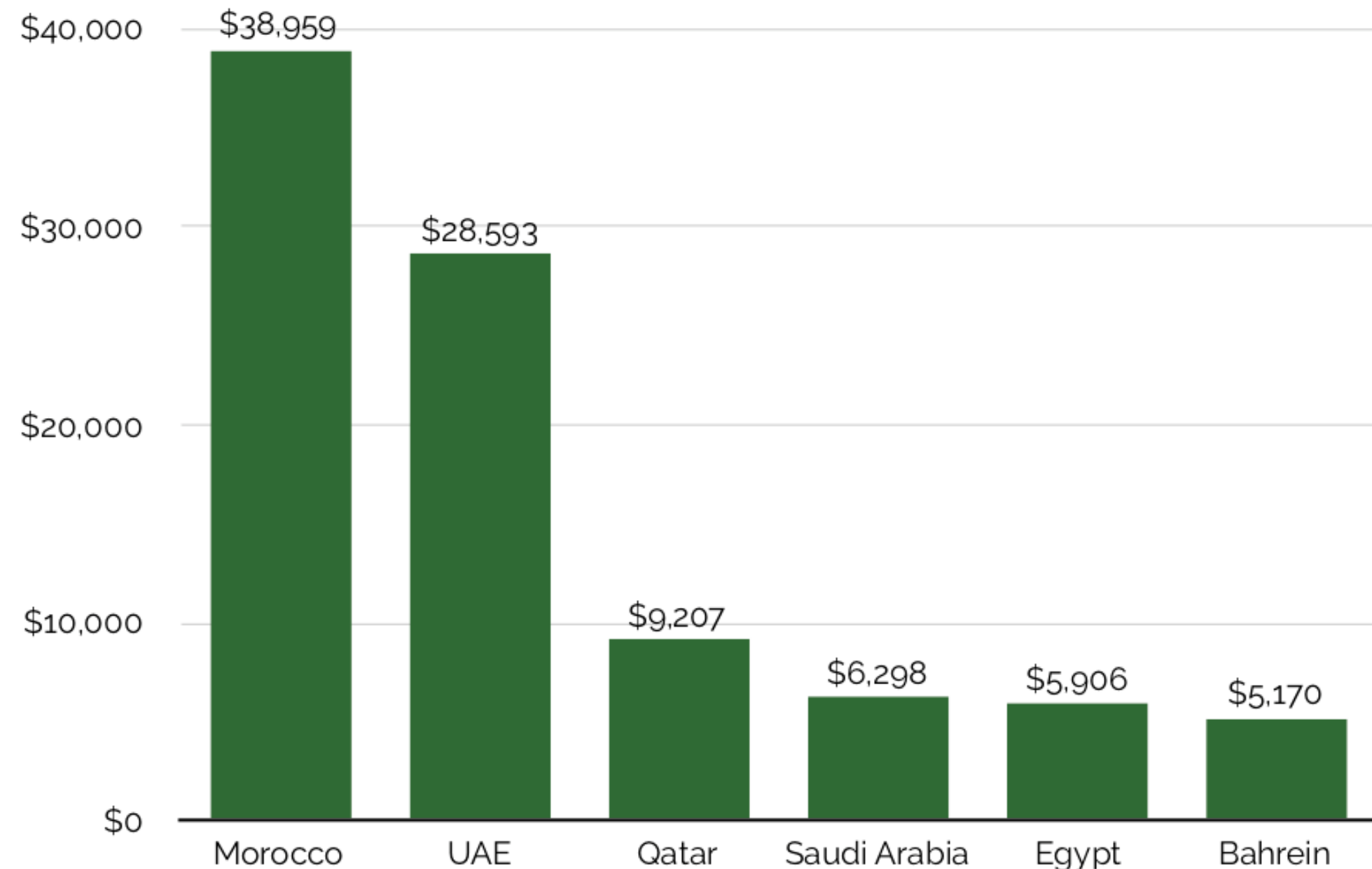
Trade exchange between Mexico and
MENA region: Less than 1%



MEXICO'S MAIN TRADE PARTNERS IN MENA REGION

Main import partners

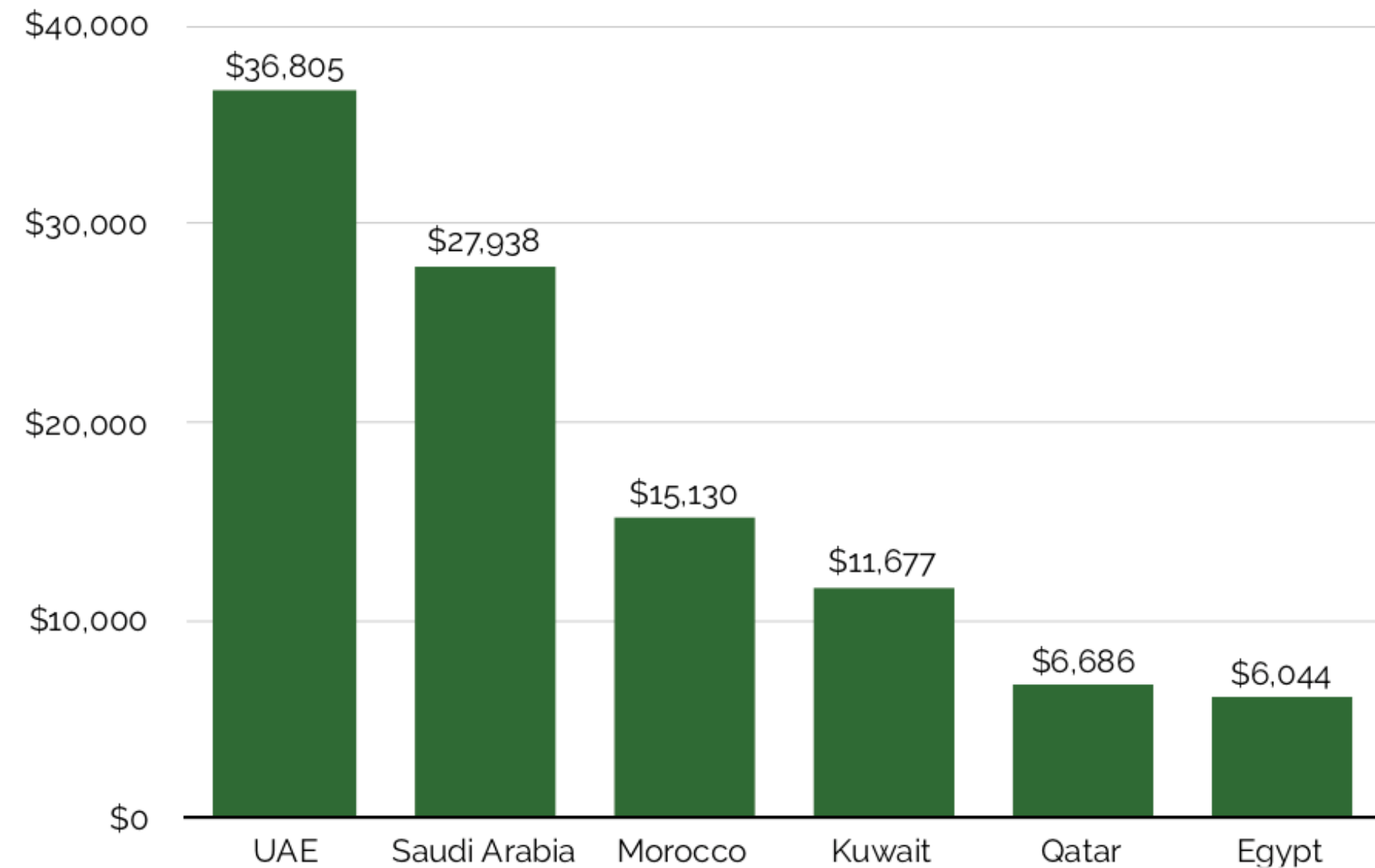
- Morocco
- UAE
- Qatar
- Saudi Arabia
- Egypt
- Bahrein



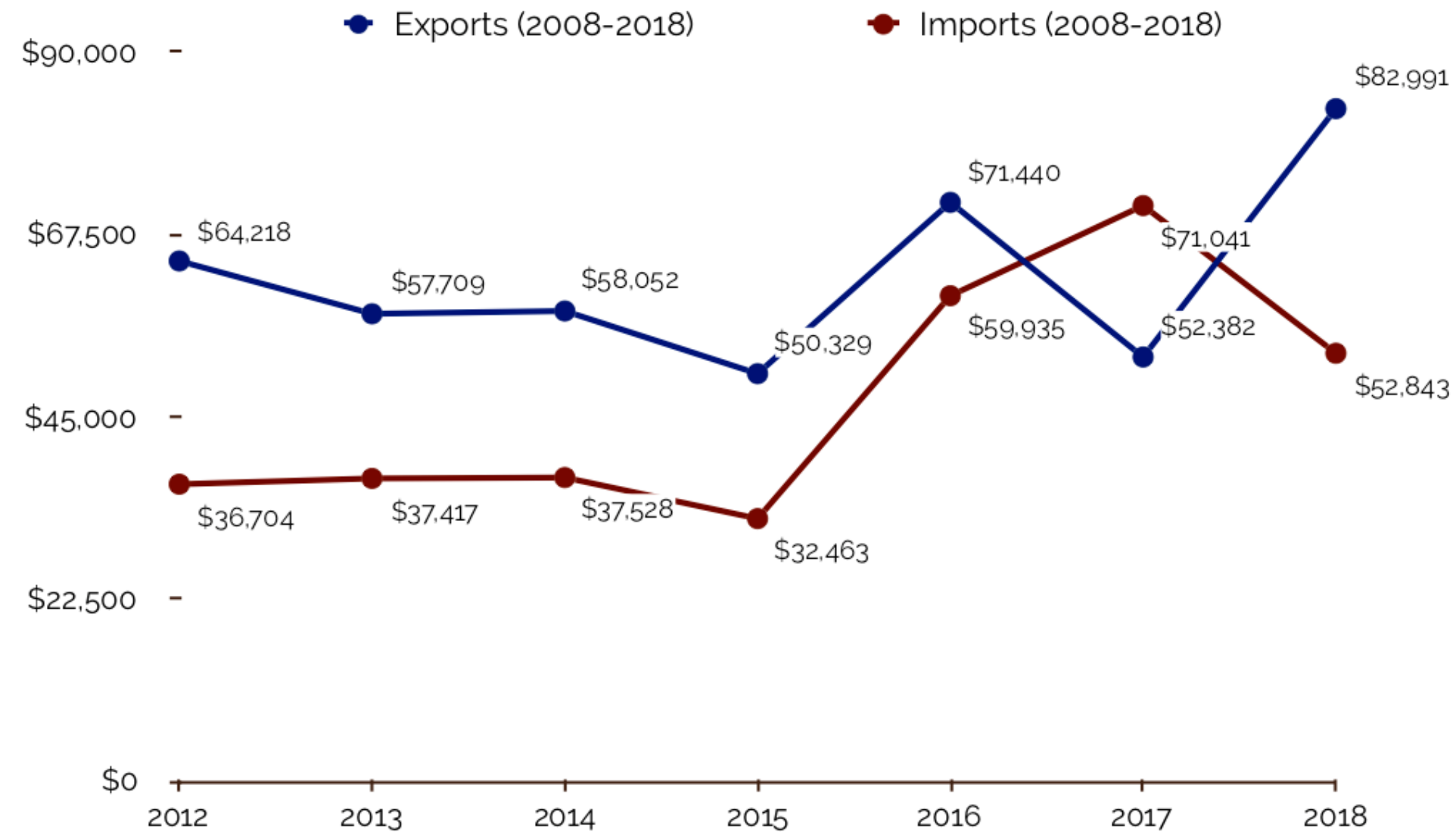
MEXICO'S MAIN TRADE PARTNERS IN MENA REGION

Main export partners

- UAE
- Saudi Arabia
- Morocco
- Kuwait
- Qatar
- Egypt



TRADE BALANCE: MEXICO - EGYPT



Data in thousand dollars
Source: Banxico

Imports

August 2019

\$5 millions 906 thousand dollars

Exports

August 2019

\$6 millions 44 thousand dollars

IMPORTS AND EXPORTS: MEXICO - EGYPT

Main Egyptian imported products from Mexico

Urea	9,017
Men's boys' trousers	4,144
Paraffin wax	3,067
Potassium sulphate	2,181
T-shirts	2,211
Non-electric razors	1,566
Marble	107

Main Mexican exported products to Egypt

Under-carriage and parts thereof aircraft	7,429
Casing tubes of iron or steel	7,169
Vaccines for veterinary medicine	3,893
Nucleic acids and their salts	3,361
Papper	1,243
Parts of telephone sets	984

CURRENT BUSINESS RELATION BETWEEN MEXICO AND EGYPT

Mexican companies with investments/projects in Egypt

- CEMEX (Construction)

Considered the largest Mexican company investing in Egypt. Total investment of approximately USD\$100 million (2013). The company has a cement plant in Assiut.

- Tenaris Tamsa (Energy sector)

900 kilometers of tubes as part of the exploring project in the Zohr gas field in Egypt. Investment in Kuwait of around USD\$150 million. Projects with Saudi Arabia.

- Polímeros Mexicanos (Polymeric materials)

The company is investing USD\$36 million in two plants in Alexandria to produce plastic components (2018).



CURRENT BUSINESS RELATION BETWEEN MEXICO AND EGYPT

Mexican companies with investments/projects in Egypt



- FCC Aqualia (Water management)

Design, building and operation of the Abu Rawash (2017). Contract for USD\$320 million.

- Kidzania (Entertainment)

Educational Entertainment in Cairo and with presence in other Middle Eastern countries.

- Gruma (Foods)

Global food company with presence in North Africa

NEW OPPORTUNITIES BY SECTOR

MINING

Mexico ranks fifth among the best places to invest in mining projects, considering economic, policy and social factors.

Marble is one of the most exported products from Egypt to Mexico.

Mexico's production:

- Second largest gold producer in Latin America and 8th in the world.
- The world's leading silver exporter.
- Third largest copper producer in Latin America and 10th in the world.
- Second in the world in bismuth and fluorite production.



NEW OPPORTUNITIES BY SECTOR



AGRIBUSINESS AND FOOD

- Mexico exports more than 290 food products, (coffee, chocolate, tomato and avocado) to more than 160 countries.
- Nine of the top 10 transnational companies in the world have operations in Mexico.
- The country is the 2nd biggest supplier of processed foods to the US and the 3rd biggest producer in the continent.

NEW OPPORTUNITIES BY SECTOR

TOURISM

- Mexico is a leading tourism destination in Latin America and worldwide. Mexico has 31 locations declared World Heritage Sites by UNESCO.
- The tourism industry is an important source of income in Mexico.
- It accounts the 8.4% of national GDP in 2016 more than 35 million people visited Mexico from all over the world.



NEW OPPORTUNITIES BY SECTOR

PHARMACEUTICAL



The Pharmaceutical industry in Mexico engages in the research, development, production and sale of chemical products or bio-drugs user for disease prevention or treatment.

It is estimated that the industry in Mexico produced 9.638 billion dollars in 2018.

Twenty of the 25 top international pharmaceutical companies have presence in Mexico, such as Pfizer, Bayer, Novartis etc.

NEW OPPORTUNITIES BY SECTOR

ENERGY

From 2013 through 2018, Mexico embarked on a reform of its power sector. The reform objectives included favoring the lowest cost provider and decreasing electricity prices.

Mexico's electrical power industry offers opportunities for Egyptian products, services and technologies in all the leading subsectors (clean energy and renewables, energy efficiency, transmission and distribution equipment, charging stations, etc)



NEW OPPORTUNITIES BY SECTOR

TEXTILE



Although Mexico is a major producer and exporter of textile products, the Mexican textile sector is so large that it represents a best prospect industry sector for exporters of specialty fabrics, yarns and equipment.

Due the growth of the automotive and aerospace sectors, industrial fabrics represent an opportunity for Egyptian companies.

Some opportunities in raw materials include synthetic fibers, fabrics with textured polyester dyes, fabrics with artificial fibers and fine wool fabrics.

MEXICO'S GENERAL IMPORT REQUIREMENTS

In Mexico there are 3 laws that regulate the import of food and agriculture products, which are:

General Health Law

Federal Law on Animal Health

Federal Law on Plant Health

In the country, the Ministry of Health is the responsible of issuing regulations related to human health. This institution deals with all aspects related to the promotion and protection of human health, including the security standards on food, through its authorities

Documents required to import to Mexico are:

- Packing List
- Bill of Landing
- Certificate of Origin
- Weight or volume certificate
- Commercial invoice



ABOUT THE CHAMBER

- The Arab Mexican Chamber started activities in 1997
- The main objective of the Chamber is to promote trade and investment between Mexico and the 22 countries of the Arab League.



SERVICES OFFERED BY CAMIC



INFORMATION

- Country Economic profiles
- Product and market profiles
- News bulletinBusiness manuals

EVENTS

- Trade fairs promotion
- Seminars and conferences, organized along with the Mexican
- Organization of trade missions along with the Ministry of Foreign Affairs and other Business Councils.

SERVICES OFFERED BY CAMIC

TRADE COUNSULTING

- Documents for exportation
- Tariffs
- Contact information of potential buyers
- Business opportunities

EXPORTING AND INVESTMENT ASSISTANCE

- Documents for exportation
- Translation services



ACTIVITIES ORGANIZED BY CAMIC



In 22 years, CAMIC has organized 15 trade missions to Arab League members countries such Egypt, Morocco, UAE, Kuwait, Algeria, Qatar, Jordan, Syria, Lebanon and Saudi Arabia. Along with the Mexican Ministry of Foreign Affairs and the Ministry of Economy,

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