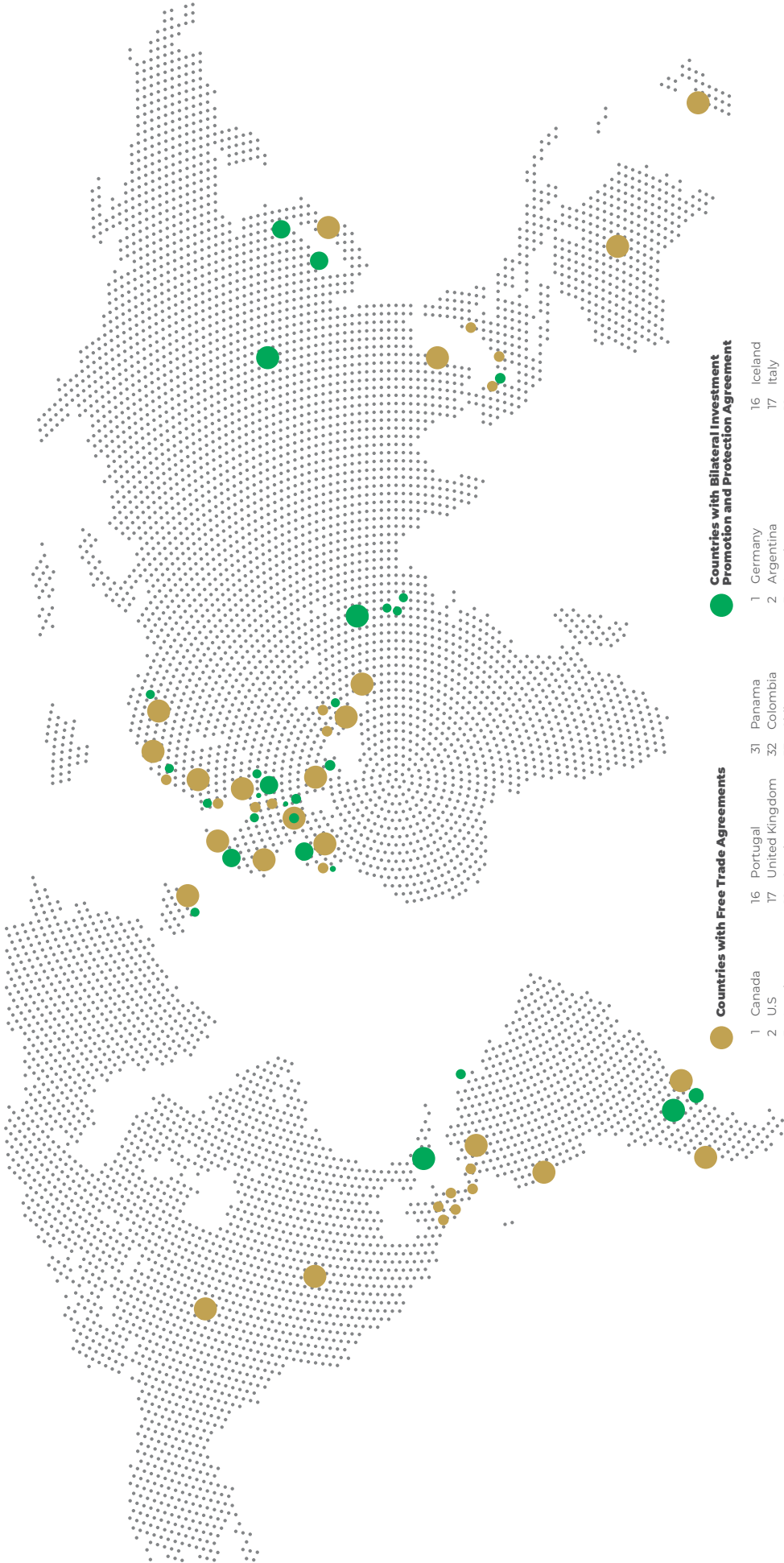


# COME, INVEST IN **CHIAPAS** MEXICO



SECRETARÍA  
DE ECONOMÍA  
Y DEL TRABAJO  
GOBIERNO DE CHIAPAS

# MEXICO'S TRADE AND INVESTMENT RELATIONS



Countries with Free Trade Agreements

- 1 Canada
- 2 U.S
- 3 Israel
- 4 Germany
- 5 Austria
- 6 Belgium
- 7 Denmark
- 8 Spain
- 9 Finland
- 10 France
- 11 Greece
- 12 Ireland
- 13 Italy
- 14 Luxembourg
- 15 Netherlands

- 16 Portugal
- 17 United Kingdom
- 18 Sweden
- 19 Iceland
- 20 Liechtenstein
- 21 Norway
- 22 Swiss
- 23 Uruguay
- 24 Japan
- 25 Peru
- 26 Costa Rica
- 27 Guatemala
- 28 Honduras
- 29 El Salvador
- 30 Nicaragua

Countries with Bilateral Investment Promotion and Protection Agreement

- 1 Germany
- 2 Argentina
- 3 Austria
- 4 Bahrain
- 5 Belarus
- 6 China
- 7 Korea
- 8 Cuba
- 9 Denmark
- 10 United Arab Emirates
- 11 Slovakia
- 12 Spain
- 13 Finland
- 14 France
- 15 Greece

- 16 Iceland
- 17 Italy
- 18 Kuwait
- 19 Netherlands
- 20 Portugal
- 21 United Kingdom
- 22 Czech Republic
- 23 Singapore
- 24 Sweden
- 25 Swiss
- 26 Trinidad and Tobago
- 27 Turkey
- 28 Belgo-Luxembourg Economic Union
- 29 Uruguay
- 30 Hong Kong




## About Mexico

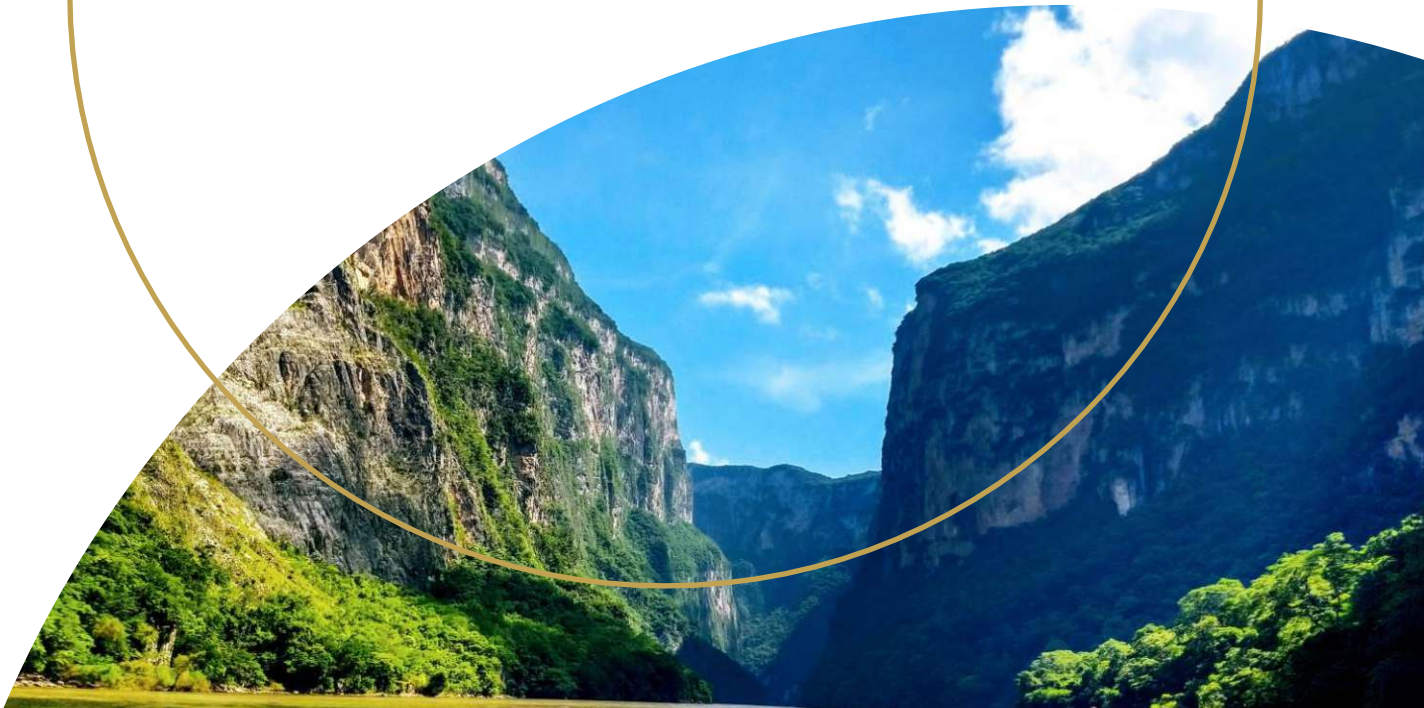
Chiapas is one of the 32 Federal Entities of Mexico. A country that is currently the 11th largest exporter worldwide, and the first in Latin America; through a network of 13 Free Trade Agreements with over 50 countries, which allows access to a market of 1,300 million consumers, in which 60% of the global Gross Domestic Product is distributed.

In addition, to promote and protect foreign investment, Mexico has 30 Bilateral Investment Promotion and Protection Agreement.

## Chiapas in Mexico

Chiapas's location is in the south of Mexico; it is the main border crossing with Central America; its population amounts to 5.6 million inhabitants in an area of 74,415 square kilometers, with a variety of climates that give it a great diversity of natural resources.

- 
- **Capital:** Tuxtla Gutierrez.
  - **Municipalities:** 124.
  - **Gross Domestic Product:** 12,851 millions of dollars (2019).
  - **Foreign Direct Investment:** 256 millions of dollars (2019).





Primary agricultural,  
livestock, and fishery  
products

National Ranking	Agricultural product	tons.
1st. Place	Coffee	377,000
	Banana	701,000
	African palm oil	554,000
2nd. Place	Cacao	10,000
	Tejocote (Mexican hawthorn)	52
3rd. Place	Papaya	158,000
	Tobacco	358
4th. Place	Sugar cane	3,240,000
	Bean	67,000
	Mango	270,000

National Ranking	livestock product	tons.
3rd. Place	Honey	5,400
4th. Place	Bee wax	126
	Cattle	201,000



National Ranking	Fishery product	tons.
1st. Place	Tilapia	37,639
2nd. Place	Skipjack Tuna	2,275
	Shark	3,954
3rd. Place	Yellowfin Tuna	5,953
	Mahi mahi	85

Timber production	Amount
Manufacturing resource 135,623 m3 r	10'764,350 USD

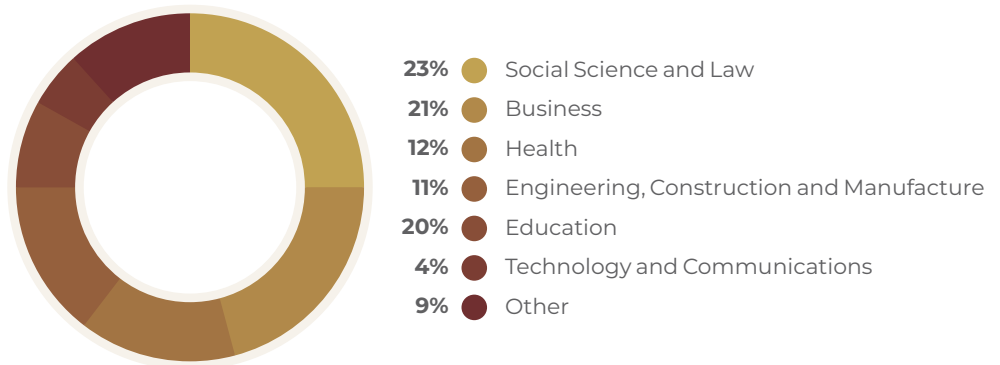


## Why Chiapas?

Graduates  
Higher Technical  
University  
Bachelor's  
Degree  
**2020-2021**

## Labor Force

- **Economically Active Population EAP:** 2'170,044 persons.
- **Average number of high school graduates:** 22,940 students.



SOURCE: ASOCIACIÓN NACIONAL DE UNIVERSIDADES E INSTITUCIONES DE EDUCACIÓN SUPERIOR



## Minimum wages

Occupation	Amount (Dollars)
Automotive electrician.	9.68
Ton truck driver.	9.99
Electrical technician.	9.59
Warehouse manager.	8.93
Motor and/or generator repair specialist.	9.33
Agricultural equipment operator.	9.83

SOURCE: SECRETARÍA DEL TRABAJO Y PREVISIÓN SOCIAL





### Ground Connectivity

- **Road density:** 31 km /100 km<sup>2</sup>
- **Road length:** 23,000 km
- **568 km railroad track.**  
(Chiapas Coast and Northern Region)

### Distance from the main good consumptions cities.

**CDMX - 840 km**  
**Jalisco - 1,368 km**  
**Nuevo Leon - 1,720**

SOURCE: SECRETARÍA DE COMUNICACIONES Y TRANSPORTES

### Port Infrastructure

- **4 terminals:** Multipurpose, containers, agricultural bulk, cruise ships, and fishing piers.
- **One railroad spur.**

#### Distance from the main Pacific's ports

Ports	Nauticals miles
Puerto Quetzal, Guatemala	110
Manzanillo, Colima, Mexico	748
Panama, Panama	1,020
San Diego, California, USA	1,885
Los Angeles, California, USA	2,010
Vancouver, Canada	3,080
Shanghai, China	7,500

#### Rail connection to Gulf of Mexico

City	Km
Coatzacoalcas, Veracruz, MX	753

### Tax incentives in the southern border region

- **Reduction of one-third of ISR** (Impuesto Sobre la Renta)
- **50% reduction of Value Added Tax.**

SOURCE: SAT





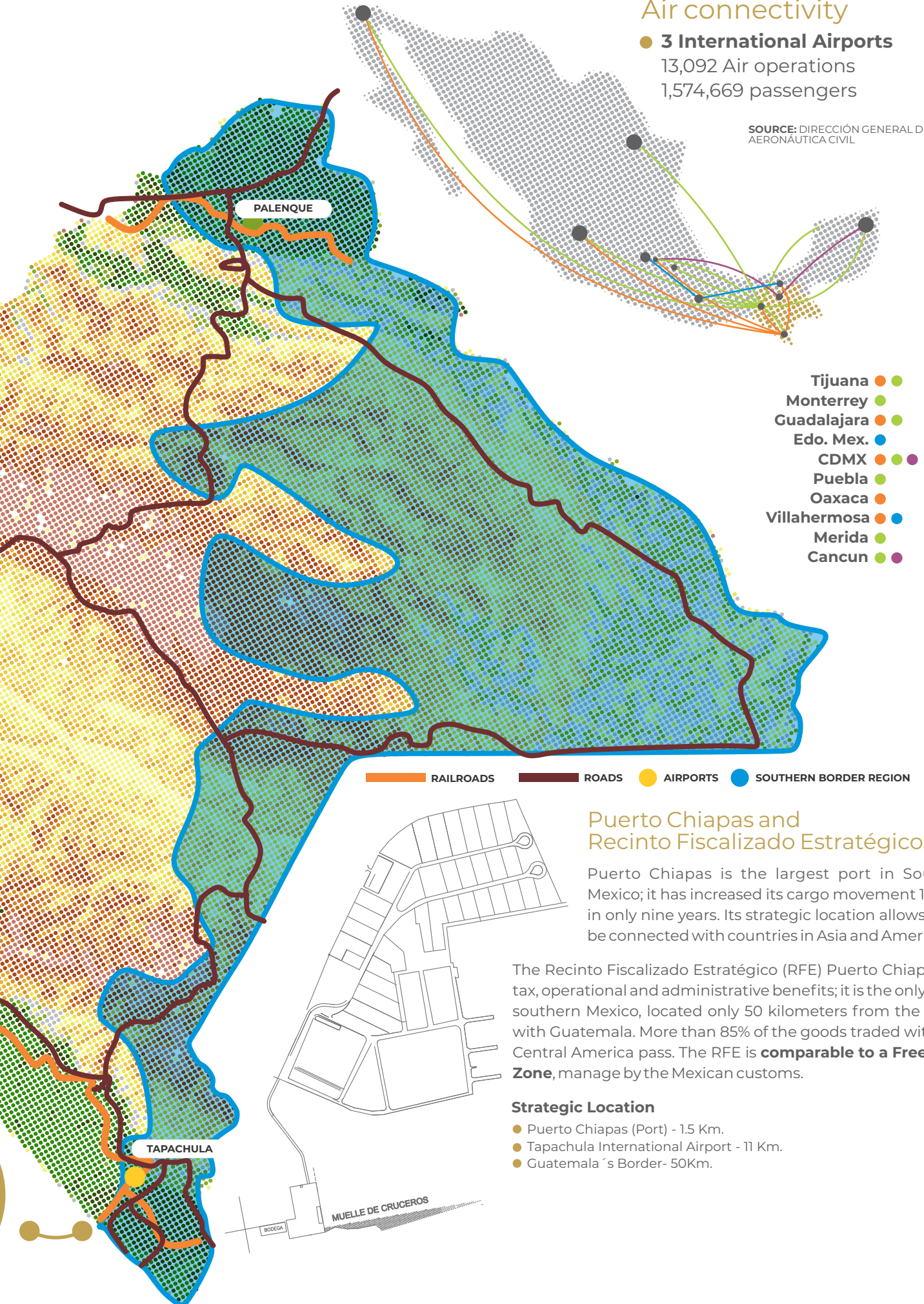
## Air connectivity

### 3 International Airports

13,092 Air operations

1,574,669 passengers

SOURCE: DIRECCIÓN GENERAL DE AERONÁUTICA CIVIL



## Puerto Chiapas and Recinto Fiscalizado Estratégico

Puerto Chiapas is the largest port in Southern Mexico; it has increased its cargo movement 11 times in only nine years. Its strategic location allows you to be connected with countries in Asia and America.

The Recinto Fiscalizado Estratégico (RFE) Puerto Chiapas, has tax, operational and administrative benefits; it is the only RFE in southern Mexico, located only 50 kilometers from the border with Guatemala. More than 85% of the goods traded with all of Central America pass. The RFE is **comparable to a Free Trade Zone**, managed by the Mexican customs.

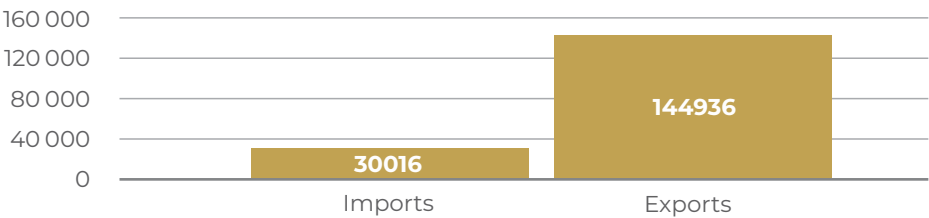
### Strategic Location

- Puerto Chiapas (Port) - 1.5 Km.
- Tapachula International Airport - 11 Km.
- Guatemala's Border - 50Km.

# Foreign trade in **Chiapas**

The Ciudad Hidalgo customs office is located in the municipality of Suchiate, considered the main border crossing point for goods destined for Central America; approximately 175,000 foreign trade operations are carried out through this point each year, with a value over US\$4,812 million.

## Operations



Ranking	Main importing sectors	Main exporting sectors
1	Other retail trade intermediaries.	Non-powered metal hand tools manufacturing.
2	Production of edible vegetable oils and fats.	Retail trade of fresh fruits and vegetables.
3	Soap, cleansers and toothpaste manufacturing.	Processing of other foods.
4	Other wholesale trade intermediaries.	Manufacture of cosmetics, perfumes and toilet preparations.

\*NAICS.

## 92% OF CHIAPAS' MAIN EXPORTS ARE FOCUSED ON THESE PRODUCTS



SUGAR  
11.5 MDD



BANANA  
8.7 MDD



MANGO  
7.9 MDD



COFFEE  
4.7 MDD



HONEY  
3.2 MDD

SOURCE: ADMINISTRACIÓN GENERAL DE ADUANAS





## Foreign Investment in **Chiapas**

According to various security indexes, Chiapas is one of the safest states in Mexico. Factors such as its labor force, natural resources, and strategic location have been decisive in attracting new investments.

### The main origin of the foreign investment in **Chiapas**.

Ranking	Country	Total amount invested since 1999 (millions of dollars)
1	United States of America	1,784.8
2	Spain	737.5
3	Switzerland	195.9
4	Belgium	191.1
5	United Kingdom	121.3

SOURCE: SECRETARIA DE ECONOMÍA

### Companies investing in **Chiapas**



SOURCE: SECRETARIA DE ECONOMÍA Y DEL TRABAJO



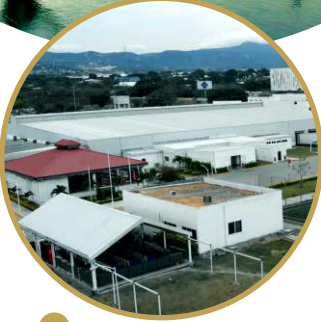


## Succesful Cases

### ARNECOM

Arnecom, a Japanese company from Yazaki, has been present in Chiapas for more than 20 years. This company manufactures harnesses, cables, and automotive instrument panels for Chrysler, Nissan, Renault, Subaru, Ford, GMC, Chevrolet, and Mazda.

In Chiapas, the company began operations in July 1998 with a pilot plant of 45 people; today, it has six plants. It has invested approximately 800 million pesos and generates 4,600 direct jobs.



### IDEALSA

Guatemalan industrial complex developed with an investment of US\$100 million, which will generate 1,172 direct jobs and will include the following plants:

- Non-carbonated beverages, including flavored milk drinks, yogurts, nectars, and fruit drinks.
- Oil fractionation for the food and cosmetics industry.
- Two vegetable oil refinement and packaging plants for household use. PET packaging.
- Soybean oil extraction.



### NESTLÉ

Nestlé's history in Chiapas dates back to 1970 when it began operations to produce milk formulas, a focus that remained for almost 40 years. After an investment of 100 million pesos since 2009, the Swiss company inaugurated the facilities of the current factory to start producing COFFEE-MATE® locally. Since then, Chiapas has been home to this plant, allocating 70% of its production to the domestic market and exports to Canada and Latin America. The factory currently generates 220 direct jobs and 80 indirect jobs.



### REGAL SPRINGS

Regal Springs is a Swiss company with more than 30 years of experience in the production of mojarra and whitefish fillet in Indonesia, Honduras, and Mexico. This company has become one of the most important companies in its industrial sector and one of the leading employers in Chiapas since it began operations in Mexico in 2012.

In this state, Regal Springs has invested more than US\$90 million and generates 1,400 skilled jobs in aquaculture and processing of mojarra tilapia in the municipality of Ostuacán.







## DIM Chiapas

Datos Inteligentes de Mercado (**Intelligent Market Data**) de Chiapas, seeks to attract investments under a principle of analysis and indicators that allow interested parties to have information on the studies carried out in different country areas. The documents generated include data on potentially profitable activities and short, medium, and long-term growth projections.



**DIM's results.**





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