

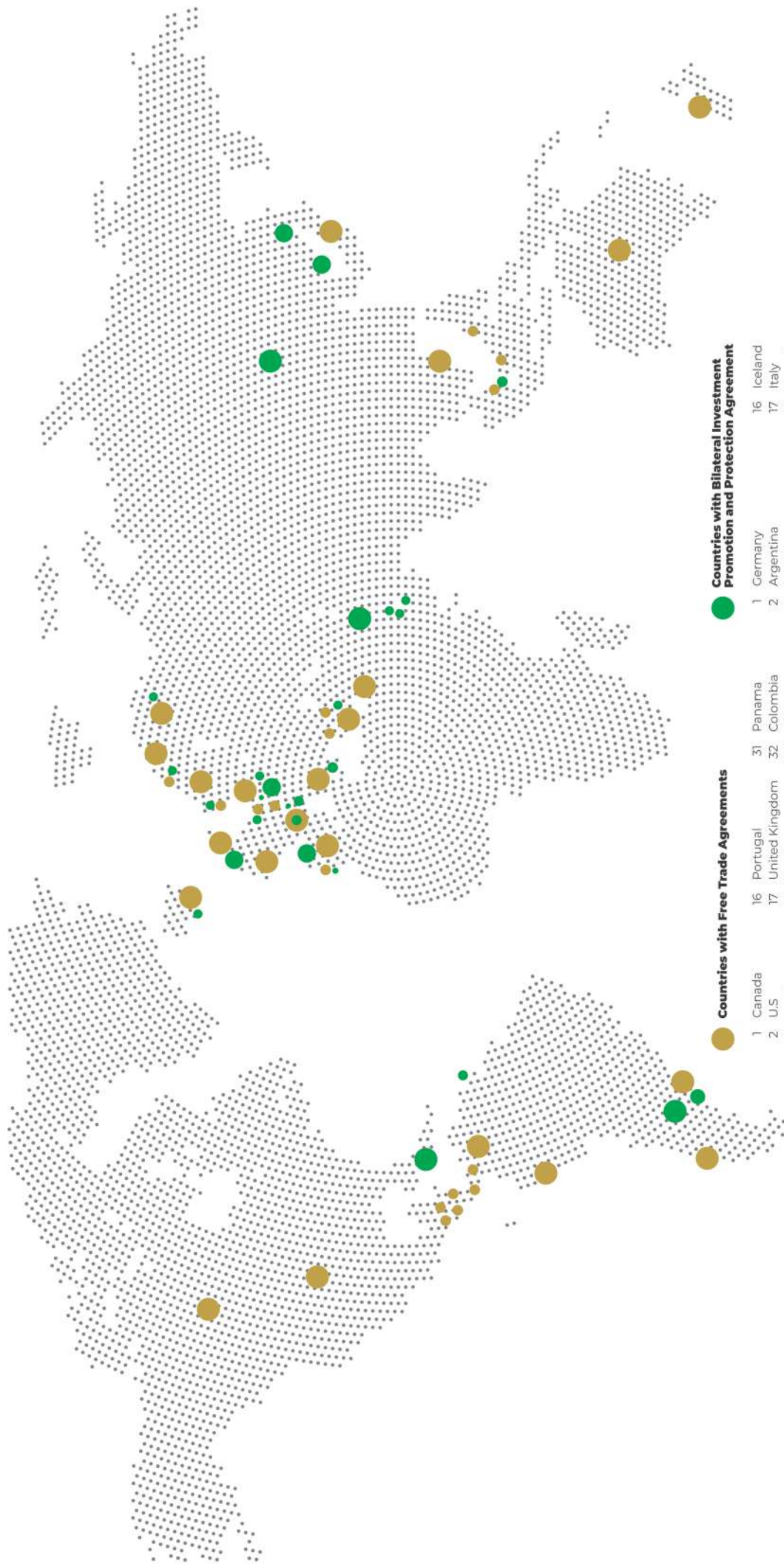


# CHIAPAS

## MEXICO



# MEXICO'S TRADE AND INVESTMENT RELATIONS



## Countries with Bilateral Investment Promotion and Protection Agreement

- |    |                      |    |                                 |
|----|----------------------|----|---------------------------------|
| 1  | Germany              | 16 | Iceland                         |
| 2  | Argentina            | 17 | Italy                           |
| 3  | Austria              | 18 | Kuwait                          |
| 4  | Bahrain              | 19 | Netherlands                     |
| 5  | Belarus              | 20 | Portugal                        |
| 6  | China                | 21 | United Kingdom                  |
| 7  | Korea                | 22 | Czech Republic                  |
| 8  | Cuba                 | 23 | Singapore                       |
| 9  | Denmark              | 24 | Sweden                          |
| 10 | United Arab Emirates | 25 | Swiss                           |
| 11 | Slovakia             | 26 | Trinidad and Tobago             |
| 12 | Spain                | 27 | Turkey                          |
| 13 | Finland              | 28 | Belgo-Luxembourg Economic Union |
| 14 | France               | 29 | Uruguay                         |
| 15 | Greece               | 30 | Hong Kong                       |

## Countries with Free Trade Agreements

- |    |             |    |                |    |             |
|----|-------------|----|----------------|----|-------------|
| 1  | Canada      | 16 | Portugal       | 31 | Panama      |
| 2  | U.S         | 17 | United Kingdom | 32 | Colombia    |
| 3  | Israel      | 18 | Sweden         | 33 | Chile       |
| 4  | Germany     | 19 | Iceland        | 34 | Australia   |
| 5  | Austria     | 20 | Liechtenstein  | 35 | Vietnam     |
| 6  | Belgium     | 21 | Norway         | 36 | Singapore   |
| 7  | Denmark     | 22 | Swiss          | 37 | Brunei      |
| 8  | Spain       | 23 | Uruguay        | 38 | New Zealand |
| 9  | Finland     | 24 | Japan          | 39 | Malaysia    |
| 10 | France      | 25 | Peru           |    |             |
| 11 | Greece      | 26 | Costa Rica     |    |             |
| 12 | Ireland     | 27 | Guatemala      |    |             |
| 13 | Italy       | 28 | Honduras       |    |             |
| 14 | Luxembourg  | 29 | El Salvador    |    |             |
| 15 | Netherlands | 30 | Nicaragua      |    |             |



## 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

- Surface area: 74,415 km<sup>2</sup>
- Capital: Tuxtla Gutiérrez
- Number of municipalities: 125

## ABOUT CHIAPAS

The state of Chiapas is located in the south of Mexico, it is the main border crossing with Central America; with an infinity of climates that give it a great diversity of natural resources.

STATE POPULATION  
**5,714,385**  
PEOPLE



PEA  
**2,221,988**  
PEOPLE



UNEMPLOYMENT RATE  
**2.47%**  
55,078 PEOPLE

PEAO  
**2,166,910**  
PEOPLE



PRIMARY SECTOR  
**35%**

SECONDARY SECTOR  
**16%**

THIRD SECTOR  
**49%**



STATE GDP 2022  
**368,789 MDP**  
CHIAPAS CONTRIBUTES 1.5%



**20,398 MDP**



**51,735 MDP**



**196,041 MDP**

**IED 2023**  
**64,037,636 MDD**

MAIN COUNTRIES



MAIN SECTORS

- **FINANCIAL AND INSURANCE SERVICES**
  - **MANUFACTURING INDUSTRIES**
    - **WHOLESALE TRADE**
  - **INFORMATION IN MASS MEDIA**
    - **RETAIL TRADE**

# EXPORTABLE OFFER

Chiapas is the best place for the production of a wide range of agricultural products, due to its extensive productive capacity, offering investors great investment opportunities.

## MAIN PRODUCTS AT THE NATIONAL LEVEL

### 1st Place



**TILAPIA**

Tilapia (First place nationwide)



**BANANA**

Banana (Chiapas is the national leader in production and export)



**COFFEE**

(Chiapas coffee ranks among the top globally in organic production and its export to many countries.)

### 3rd Place



**PAPAYA**

(3rd place in national production, primarily exported to the United States and Canada)

### 4th Place



**BEE HONEY**

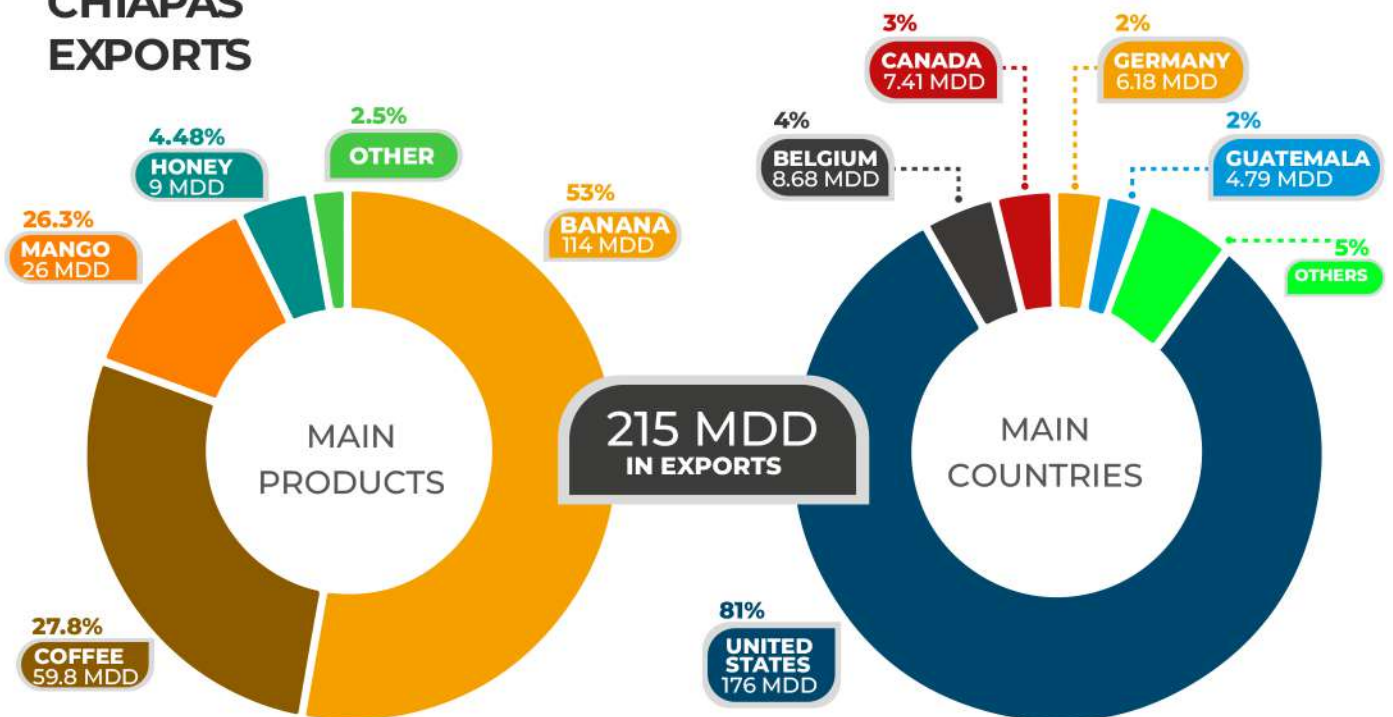
4th place in national production, exported to Germany, Belgium, United States, France, and Italy)



**MANGO**

(4th place in national production, mainly produced in the Soconusco Region)

## CHIAPAS EXPORTS



**4 MAIN PRODUCTS**

ACCOUNT FOR 97% OF OUR EXPORTS

**5 COUNTRIES**

BUY 95% OF OUR EXPORT SUPPLY





STRATEGIC  
AND **POTENTIAL**  
**SECTORS**





# AGRICULTURAL INDUSTRY

STRATEGIC SECTOR

Chiapas stands out as an ideal destination for the production of various agricultural products due to its extensive productive capacity, offering investors great opportunities. The agricultural industry is highlighted as one of the strategic sectors in Chiapas, with the notable presence of domestic companies.

IN 2023, CHIAPAS  
INCREASED BY

# 22.8 %

IN THE RAW MATERIAL  
TRANSFORMATION  
SECTOR

- Chiapas ranks among the top nationwide in tilapia and tuna production, which are industrialized and marketed in Mexico and the United States.
- The only freeze-dried coffee factory in Mexico and Central America is located in Puerto Chiapas, for production, distribution, and national and international commercialization.
- In Chiapa de Corzo, the most important factory dedicated to the production of Coffee Mate, the country's number one cream substitute, is located.

## MAIN INVESTMENTS

 <b>IDEALSA</b> Guatemala Food and beverages Recent investment	 <b>PROCESA</b> Chiapas/Mexico Food (Tuna and pet food)	 Switzerland Food (Tilapia)	 Nestlé Switzerland Food Plant distributing Coffee Mate to Canada and Latin America	 Chiquita USA Food Banana	 CAFESCA Mexico Coffee	
 <b>BUENAVENTURA</b> Mexico Poultry	 avimarca Mexico Poultry	 <b>Bachoco.</b> Mexico Poultry	 <b>ZUCARMEX</b> Mexico Sugar	 <b>AGROMOD</b> Mexico Food And other agricultural products	 GRAMOSA Mexico Bulk goods	 BAYER ALEMANIA Germany Development and conditioning Of vegetable seeds (Cucumber, tomato, and chili)



# TOURISM

STRATEGIC SECTOR

Chiapas is among the leading states with the highest tourist influx in Mexico, and it also boasts established tourist sites that are inherently appealing to visitors. As a result of the global trend towards nature and adventure tourism, Chiapas has developed highly recognized international tourist routes and implemented new ones, which combine natural offerings with multicultural adventure, biological and archaeological richness, gastronomy, and artisanal attractions.

TOURIST INFLUX 2023

**8 MILLION  
505,150**

THIS REPRESENTED AN INCREASE OF

**265,183 TOURIST**

COMPARED TO THE FIGURES RECORDED IN 2022.

**ECONOMIC IMPACT 2023**

**28,885 MDP**

**MAIN TOURIST DESTINATIONS:**

TUXTLA GUTIERREZ  
SAN CRISTOBAL DE LAS CASAS  
PALENQUE  
TAPACHULA  
COMITAN DE DOMINGUEZ  
TONALA  
CHIAPA DE CORZO





# AUTOMOTIVE PARTS

## POTENTIAL SECTOR

The automotive parts industry in Chiapas presents significant potential, especially with the notable presence of Yazaki, a company exclusively dedicated to harness production.



## OPPORTUNITIES

- 1** Low labor turnover in Chiapas contributes to operational continuity and efficiency.
- 2** Economical labor costs in Chiapas are attractive compared to other regions.
- 3** Availability of suitable land for companies to establish in the automotive parts sector.
- 4** According to various studies, there is potential for the development of the automotive parts industry through the production of seats, airbags, steering wheels, transmissions, among others.

# 7 PLANTS IN THE STATE

LOCATED IN:

TAPACHULA  
TUXTLA GUTIERREZ  
HUIXTLA  
OCOZOCOAUTLA





In the Municipality of Arriaga and in the region, due to its climatic conditions, wind energy can be generated.

CURRENTLY THERE ARE  
**16 WIND TURBINES**  
WHICH GENERATE **32 MW**

## RENEWABLE ENERGIES

POTENTIAL SECTOR

Currently, the region produces electrical energy through wind, hydroelectric, and direct biomass combustion (sugarcane bagasse), but according to the national inventory of renewable energies, Chiapas has generation potential in other energy sources such as solar, biomass, and geothermal energy.

## FORESTRY

POTENTIAL SECTOR

Chiapas is one of the states with the greatest biodiversity and forest coverage, as 57 percent of its territory has a forestry vocation. It also stands out nationally for supporting sustainable forest development. The region ranks second nationwide in commercial forest plantations.

As a result, Chiapas offers a wide range of advantages for the manufacturing of industrial wood products, construction materials, household items, as well as pulp, paper, and sustainable cardboard products.

**57% OF THE TERRITORY**  
HAS A FORESTRY VOCATION

**7.3 MILLONES**  
HECTARES OF  
UTILIZATION



# HUMAN CAPITAL

## DEMOGRAPHIC BONUS

The median age in Chiapas is 25 years; there is a large proportion of the population that potentially can be of working age and contribute to the state's economy.

MAIN UNIVERSITIES



CHIAPAS: 31,726 HIGHER EDUCATION GRADUATES ANNUALLY

FUENTE: ANUIES 2023

**TOTAL UNIVERSITIES: 97**



UNIVERSIDAD DE CIENCIAS Y ARTES DE CHIAPAS



Universidad Politécnica de Chiapas



THE MAIN UNIVERSITIES SOURCE OF INDUSTRY-RELATED PROFESSIONALS IN THE STATE  
**4,528 STUDENTS**

Education focused on the fields of Science, Technology, Engineering and Mathematics (STEM).





FE  
TRAS

FACTORS OF  
PRODUCTION

COMISION FEDERAL DE ELECT



CHIAPAS HAS

# 30%

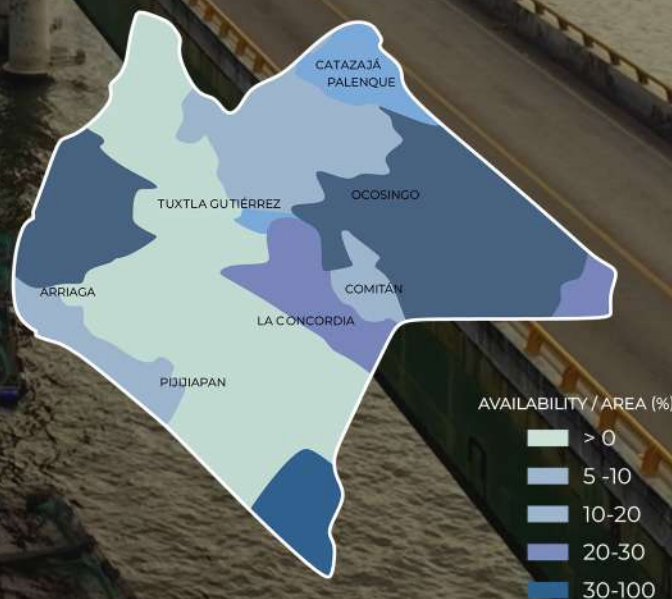
OF ALL FRESHWATER  
IN MEXICO.

It has 90 hydrographic  
sub-basins and the highest  
availability of surface water  
with:

## 92 MIL HM<sup>3</sup>

It is one of the 10 regions in the  
world with the largest  
groundwater reserves:

## 2.5 MIL HM<sup>3</sup>





CHIAPAS PRODUCES  
**50%**

OF ALL RENEWABLE ENERGY  
(WIND AND HYDROELECTRIC)  
IN MEXICO.



CHIAPAS has

**4 HYDROELECTRIC  
DAMS**

CHICOASÉN - MALPASO - LA ANGOSTURA - PEÑITAS

With an installed capacity of

**4,800MW**





LOGISTIC  
INFRASTRUCTURE

Chiquita

TUG

seaco

Chiquita

23

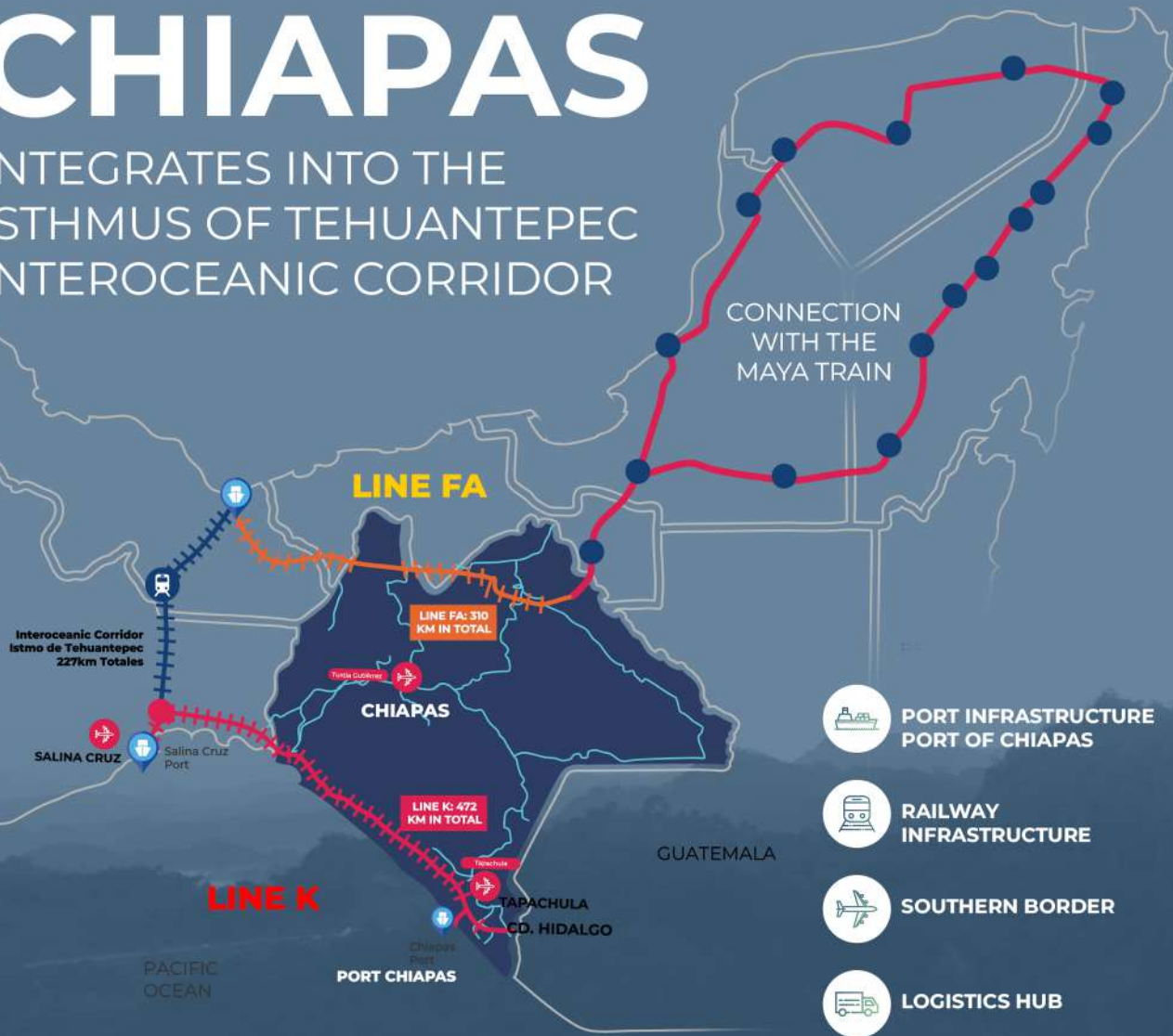
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Grodas



# CHIAPAS

INTEGRATES INTO THE ISTHMUS OF TEHUANTEPEC INTEROCEANIC CORRIDOR



**Logistic platform that promotes the integration of ports in Coatzacoalcos, Veracruz, Salina Cruz, Oaxaca, Puerto Chiapas, Chiapas, and their interconnection through rail transport**

- Capacity to handle 10% of the annual demand in the East and Midwest regions of the USA
- Reduction of intermodal costs and transit times
- Integration into the value chain in North America
- Implementation of long-term programs to strengthen productive capacities





# RAILWAY INFRASTRUCTURE



## THROUGH THIS RAIL MODERNIZATION, WE CONNECT:

- From Puerto Chiapas to the Gulf of Mexico,
- To the center and north of the country and all of North America,
- With the Maya train to the southeast,
- Rail Infrastructure Modernization to CLASS 3  
(Speeds of 80km/hr for cargo and 95 Km/hr for passengers)



**LINE FA (COATZACOALCOS - PALENQUE)**

310 KM IN TOTAL.



**LINE K FROM IXTEPEC OAXACA TO CD HIDALGO CHIAPAS:**

459KM LINE K  
13 KM LINE KA( CONNECTION PUERTO CHIAPAS)

472 KM IN TOTAL



# PORT INFRASTRUCTURE PORT CHIAPAS

Is a deep-water port that stands out for its strategic location, ensuring excellent connectivity with various key points. It is situated just 10 kilometers from the international airport of Tapachula, 28 kilometers from the city of Tapachula (the second largest city in the state of Chiapas), and 43 kilometers from the Mexico-Guatemala border.

Strategic Development Routes:

- CENTRAL AMERICA
- SOUTH AMERICA
- WEST COAST OF NORTH AMERICA
- ASIA PACIFIC REGION



### DISTANCE FROM THE MAIN PACIFIC'S PORTS

Port	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



IN 9 YEARS, CARGO MOVEMENT INCREASED 11 TIMES, FROM 444K TO 524K ANNUAL TONS.



CONNECTION WITH ASIA AND AMERICA.



RAILWAY SPUR.



TAPACHULA INTERNATIONAL AIRPORT.



NAVIGATION CHANNEL WITH A DEPTH OF ~11 N/M.



TERMINALS FOR MULTIPLE USES, CONTAINERS, AGRICULTURAL BULK, AND FISHING.

### SERVICE PROVIDERS IN PUERTO CHIAPAS.





# AIR INFRASTRUCTURE



## CHIAPAS HAS TWO INTERNATIONAL AIRPORTS.



ÁNGEL ALBINO CORZO INTERNATIONAL AIRPORT MOVED

**1,776,027** PEOPLE



SECOND EXPANSION OF THE TERMINAL BUILDING (INTERNATIONAL AREA) WITH A TOTAL CAPACITY FOR **2 MILLION PASSENGERS**.

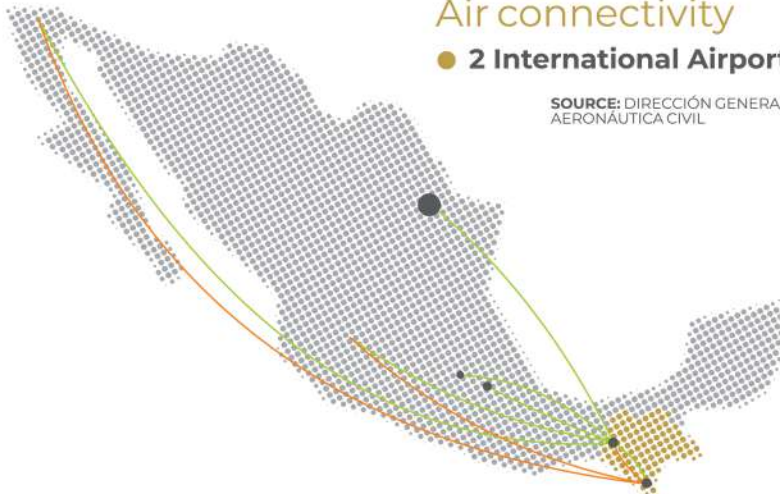
TAPACHULA INTERNATIONAL AIRPORT MOVED

**550,260** PEOPLE

### Air connectivity

● 2 International Airports

SOURCE: DIRECCIÓN GENERAL D AERONÁUTICA CIVIL



- Tijuana ●●
- Monterrey ●
- Guadalajara ●●
- CDMX ●●
- Merida ●
- Cancun ●
- Guatemala ●●
- Mexicali ●
- Leon ●



# AIR CARGO TERMINAL AND HANGAR

Southern Border Logistics Hub



The Ángel Albino Corzo International Airport in Chiapas stands out for its cargo terminal and hangar, boasting modern and efficient facilities that provide top-notch logistics capabilities for national and international freight transport.

**THE TENTH STATE IN ALL OF MEXICO TO  
HAVE THIS TYPE OF INFRASTRUCTURE.**

**IT WILL HAVE:**

- **11,000** SQUARE METERS OF PLATFORM.
- **3,000** SQUARE METERS OF HANGAR SPACE.
- AREAS DEDICATED TO **SPECIALIZED** AIR CARGO COMPANIES.
- FISCAL STORAGE AREAS, AND A COLD CHAMBER WHERE ALL PRODUCTS REQUIRING CUSTOMS OR FISCAL PROCEDURES WILL BE HOUSED AND STORED.



**THE TENTH AIRPORT IN THE  
COUNTRY TO HAVE AN AIR CARGO  
TERMINAL.**

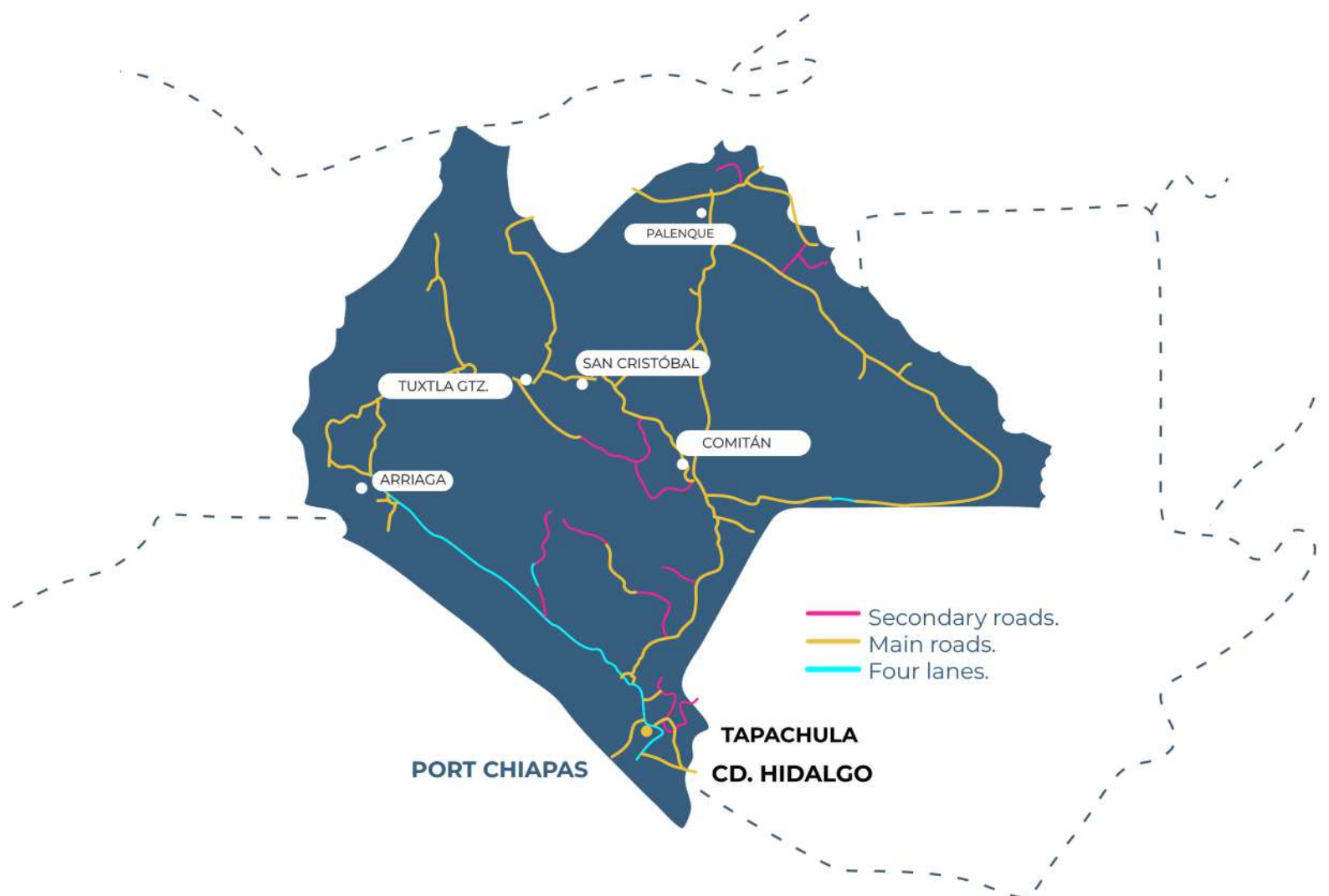


# ROAD LOGISTICS INFRASTRUCTURE



Distance from Tuxtla Gutierrez

- VILLAHERMOSA 241 KM
- COATZACOALCOS 294 KM
- VERACRUZ 550 KM
- PUEBLA 719 KM
- CDMX 1,050 KM
- QUERÉTARO 1,040 KM
- TAPACHULA 371 KM
- ARRIAGA 130 KM
- SAN CRISTÓBAL 59 KM
- COMITÁN 149 KM
- PALENQUE 386 KM





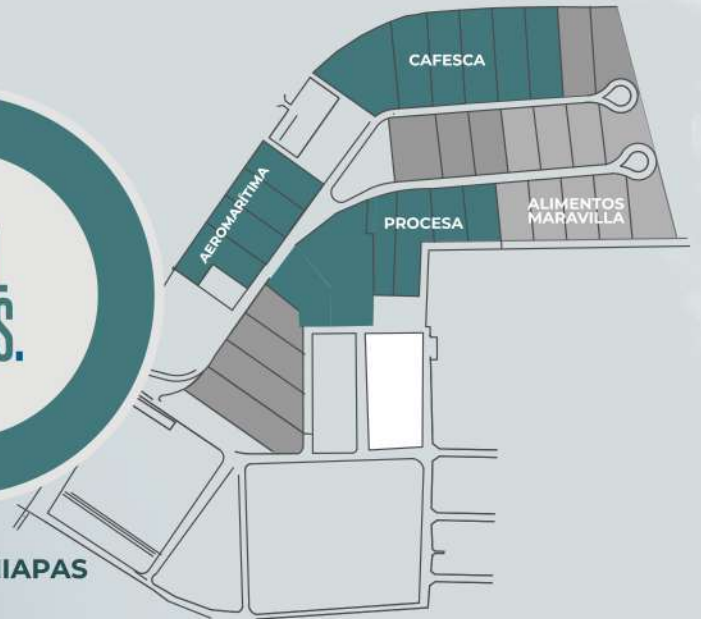
A large, cylindrical industrial storage tank made of metal panels. A yellow safety railing with a mesh top runs along the top edge. A staircase with yellow railings leads up to a platform on the side of the tank. A vertical pipe runs down the side of the tank. The scene is set against a clear blue sky.

INDUSTRIAL  
INFRASTRUCTURE



# STRATEGIC BONDED WAREHOUSE

**8.5HAS**  
AVAILABLE



**BORDERING THE  
ASIPONA PUERTO CHIAPAS**

10km



INTERNATIONAL  
AIRPORT OF  
TAPACHULA



27KM  
TAPACHULA:

45km



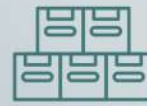
NEAR THE BORDER  
WITH GUATEMALA



ADJACENT  
CUSTOMS  
SECTION



CONNECTION TO  
THE CONTAINER  
TERMINAL



95% OF CENTRAL  
AMERICAN GOODS  
PASS THROUGH  
THIS BORDER



ELECTRICAL  
ENERGY:  
250 KVA/HA



POTABLE  
WATER:  
11 L/S/HA



VOICE AND  
DATA  
SERVICES

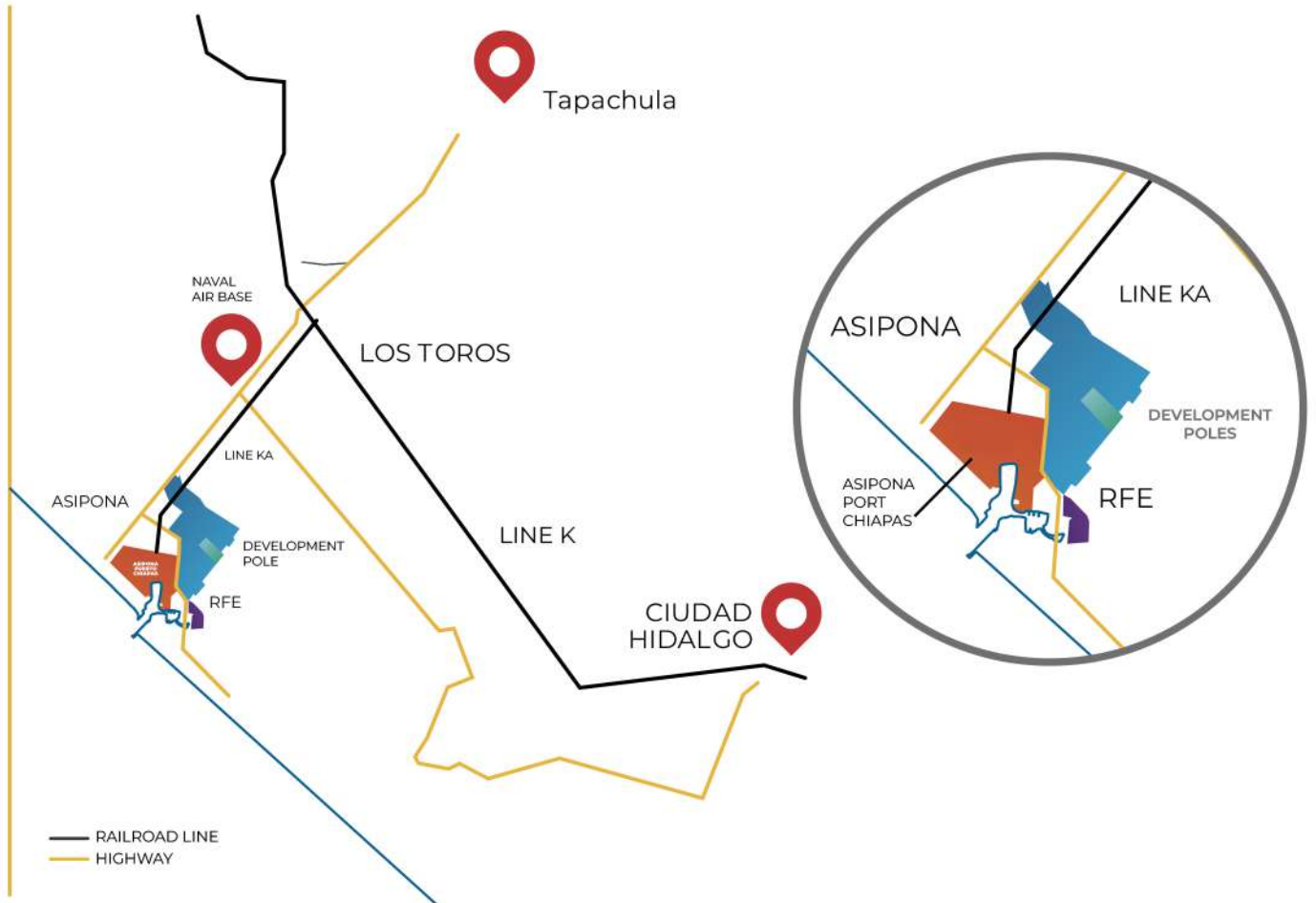




# WELL-BEING DEVELOPMENT POLES

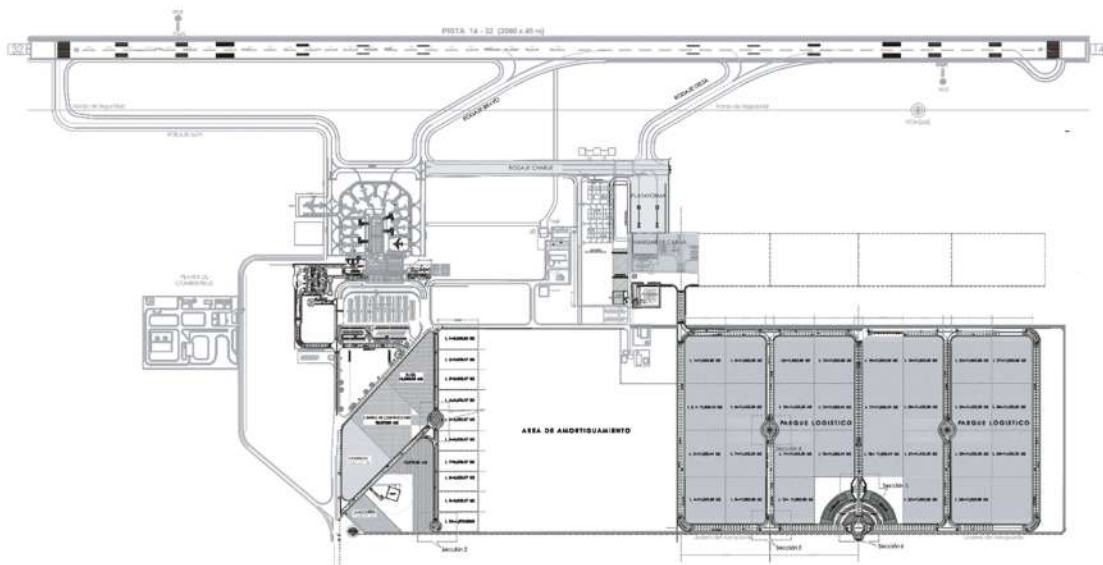
Geographically delimited areas that have the conditions to attract investment and enhance productive capacities.

As part of our integration into the Isthmus of Tehuantepec Interoceanic Corridor, the construction of two development hubs has been planned, each with a tentative area of 200 hectares, located within the influence area of Puerto Chiapas. These hubs are designed to promote economic growth and attract investments in the region, leveraging the connectivity and strategic infrastructure of the interoceanic corridor.



**DEVELOPMENT POLES OF 200 HECTARES EACH IN PUERTO CHIAPAS, TAPACHULA.**

# ANGEL ALBINO CORZO INTERNATIONAL AIRPORT LOGISTIC PARK



- Located inside the Angel Albino Corzo International Airport.
- Development of 60 hectares
- It will have a Fiscalized Precinct



A close-up, low-angle shot of a person's hand wearing a gold ring, typing on a black keyboard. The background is a blurred office workstation with multiple computer monitors. One monitor on the left shows a colorful circular graphic, while others display various data and images. The lighting is soft and focused on the hand and keyboard.

STRATEGIC  
**PROJECTS**

# HUB TECH

TECNOLOGÍA ■ TALENTO ■ INNOVACIÓN

## HUB TECH TALENT

Located strategically in the state capital, this center emerges as the first physical meeting point for the academic, business, and governmental sectors, consolidating unprecedented collaboration.

### Equipped with spaces dedicated to:

- Collaborative work,
- Software development,
- Digital fabrication laboratory (FabLab),

### It positions itself as an infrastructure for:

- Creating innovative prototypes in key areas such as robotic automation, 3D printing, and virtual and augmented reality.

This space will foster solutions to challenges faced by the industry and promote the development of qualified human capital through certification programs.



## STRATEGIC LINES

Following the hub tech's objectives, an operational structure was developed in which efforts are divided to satisfy three lines



KNOWLEDGE  
GENERATION AND  
PROFESSIONALIZATION



TECHNOLOGICAL  
DEVELOPMENT



APPLICATION,  
SUPPORT AND  
LINKAGE.



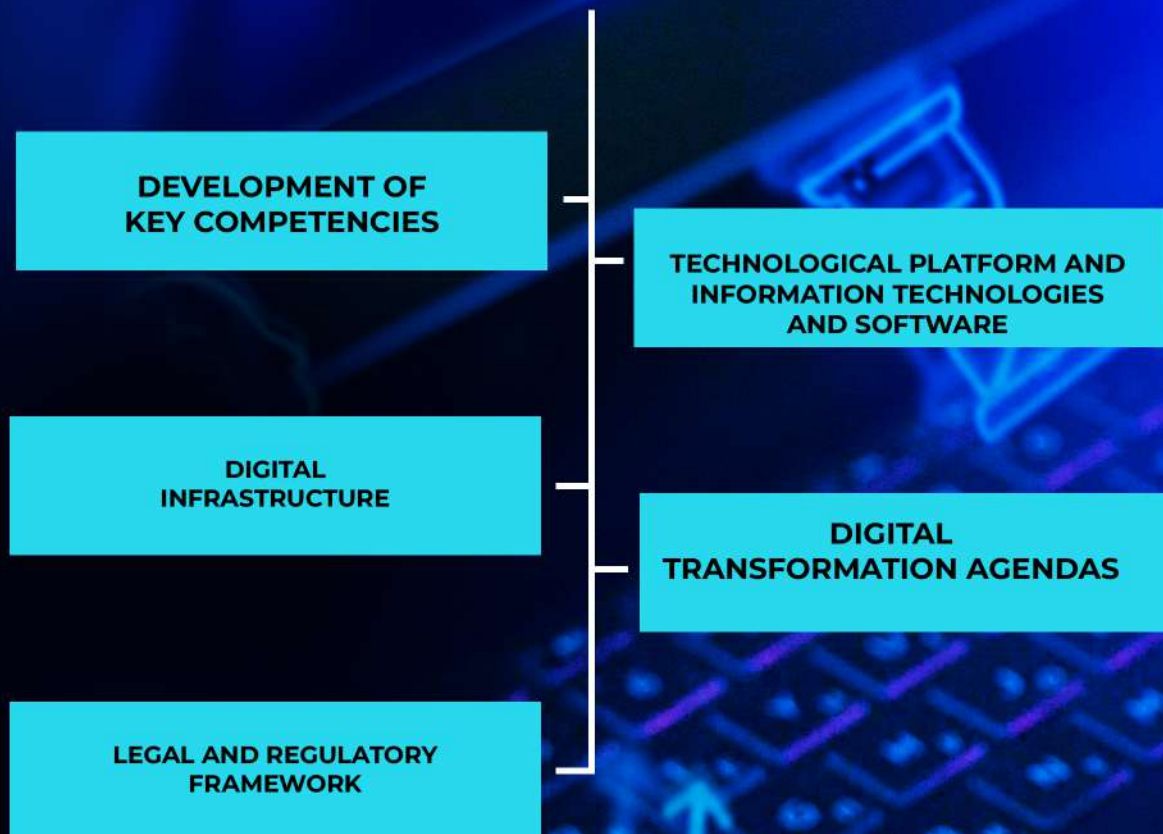
STRATEGIC  
ALLIANCES FOR THE  
DEVELOPMENT OF  
SKILLS IN:

- Cybersecurity
- Artificial intelligence
- Interactive media
- Semiconductors
- Among others



# DIGITAL TRANSFORMATION MODEL

Digital Information Transformation Model: This initiative not only stands as a fundamental pillar to promote the adoption, development, and consolidation of information and communication technologies in the region, but also establishes a clear direction towards the substantial improvement of the digital services offer and the strengthening of our population's technological skills.









# TAX INCENTIVES FOR THE SOUTHERN BORDER REGION

## TAX INCENTIVES IN THE SOUTHERN BORDER REGION

- REDUCTION OF ONE-THIRD OF THE ISR
- 50% REDUCTION OF VALUE ADDED TAX.
- IN 18 MUNICIPALITIES

## DEVELOPMENT POLES

As part of the benefits that companies that set up in the CIIT development poles may obtain, the following benefits are considered:

100% reduction in income tax during the first three years and up to 90% in the following three years, VAT exemption for four years and accelerated depreciation of 100% of fixed asset investments for 6 years.



12 HAS AVAILABLE

TOTAL 35 HAS.

ADJACENT TO ASIPONA CHIAPAS PORT.



## STRATEGIC FISCAL PRECINCT

The strategic fiscal precinct has incentives such as exemption from taxes on foreign trade, compensatory quotas and VAT, which makes it an attractive destination for companies seeking tax advantages and a strategic location for their operations.



**SECRETARÍA  
DE ECONOMÍA  
Y DEL TRABAJO**  
GOBIERNO DE CHIAPAS

**Carlos Alberto Salazar Estrada**

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