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NHG has participated in many of the largest and most challenging M&A and finance transactions in Mexico, including capital markets and private equity transactions, leverage buyouts, syndicated loans, PPPs, project financings, leaseings and transactions in the insurance sector. NHG also advises clients on regulatory and government procurements matters. NHG represents leading local and international corporations and financial institutions, as well as Mexican and foreign governments and their agencies.

We are also the only Mexican law firm with an office in London and enjoy excellent working relationships with law firms in all major cities around the world.

In addition to our transactional work, we have been engaged in various occasions to participate in unique assignments such as advising the US Commerce Department in NAFTA negotiations, the US Treasury Department in the US\$20 billion emergency finance provided to the Mexican Government and in numerous State legislative processes.



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AEROMEXICO



MEXICO'S GLOBAL AIRLINE



Mexico overview

Mexico is the world's 15th largest economy, according to the International Monetary Fund (IMF). World Bank analysts and Goldman Sachs predict that its economy could be the world's 5th largest by 2050. Mexico has a stable democracy and the country has considerable growth potential, with many advantages including a large, young workforce, a privileged geographical position for trade, and stable macroeconomic indicators. With a population of around 122 million, it is the largest Spanish-speaking country in the world and the second most-populous country in Latin America after Brazil.

Mexico City, the capital and one of the largest cities in the world, lies in the centre of the country together with a number of other large cities in the Valley of Mexico, a temperate region between the hot, arid deserts in the northwest and wetter regions including rainforest in the southeast.

Many large UK companies now operate in Mexico, including HSBC, GlaxoSmithKline, AstraZeneca, BAT and the InterContinental Hotels Group. British products have a significant presence in Mexico, although the UK's market share in goods imports into Mexico has decreased overall in recent years. However, the latest data shows UK exports in services have been gaining importance.

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Welcome from Lesley Batchelor OBE, FIEEx (Grad) – Director General, Institute of Export & International Trade

Mexico occupies a strategic global position, being the natural bridge between Latin America to the south and the United States and Canada to the north. Mexico's substantial population of around 122 million also makes it a rich source of business opportunities. It has long served as a gateway to the host of smaller nations in the region as well as to the fast-growing economies in South America. This Doing Business in Mexico guide will help prepare UK businesses who are looking to trade with this often overlooked market.

In 2013 a set of major economic reforms took place in Mexico which opened up the market. There are now many opportunities for UK businesses in Mexico's large oil and gas supply chain, as well as opportunities in power and renewable energy, advanced engineering, healthcare, retail and infrastructure. Mexico also benefits from numerous free trade agreements (FTAs) with countries around the world, and the good news for UK business is that the EU-Mexico Free Trade Agreement has led to the elimination of all tariffs on EU-origin industrial goods.

According to Goldman Sachs, Mexico could be the 5th largest trading nation in the world by 2050 and this, combined with Mexico's highly attractive cost structures, the scale of its domestic market, its proximity to other significant global economies in the region, and the opportunities stemming from its economic reform program contribute to its appeal to UK business as a potentially lucrative market. Small- to mid-sized companies especially may want to create a presence in the market via the selection of an agent or distributor. This will require time and effort and due diligence should be exercised in selecting a partner.

Mexicans themselves tend to place considerable reliance on personal relationships rather than on business contacts so it is important for you to develop your relationships with your Mexican business partners. Similarly, whilst English is widely spoken in Mexico, there are still many who don't speak it, so having a basic knowledge of Spanish will help you make a good first impression.

Mexico represents a key growth market for British businesses and the Institute of Export & International Trade can help guide you through the intricacies of doing business in this fascinating country through our education programmes, training and practical support, our helpline and one-to-one assistance with paperwork. Why not contact us and find out how you can join? ¡Buena Suerte!

Lesley Batchelor OBE, FIEEx (Grad)

Director General – Institute of Export & International Trade

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British Embassy Mexico City

Foreword from Duncan Taylor, British Ambassador to Mexico

Welcome to the Doing Business Guide – Mexico.

This is a great time for British companies to be doing business in Mexico. We have a strong and warm relationship. In 2015 we celebrated a year-long promotion of the UK in Mexico and Mexico in the UK: this helped broaden and deepen our collaboration with an increasingly important global partner. Since then that relationship has been going from strength to strength.

So why Mexico? Mexico is a large country with enormous potential: with a population of over 122 million, it has the 15th largest economy in the world (11th by PPP) and is forecast to be the world's 5th largest economy by 2050. Mexico is one of the most open economies in the world, with twelve free-trade agreements covering forty-six countries, and it is in the process of implementing one of the world's most ambitious structural economic reform programmes: including reforming education and opening up the telecommunications and energy sectors to full competition. Mexico is a young country, with a median age of just 27 and a growing middle class: the long term potential is exciting.

To appreciate the opportunities in Mexico I urge you to come and see for yourself. Perceptions of Mexico in the media are generally negative, dominated by stories about crime. The reality is very different: security is an issue, as it is everywhere, but business people who do come tend to be pleasantly surprised, even astonished by the sophistication of the market and the warmth and goodwill of Mexicans towards the UK.

Doing business in Mexico is all about personal relationships: you have to be here to succeed. So why not come and see for yourself? Daily direct flights from London to Mexico City provide easy access. My Department for International Trade team in the Mexico network stand ready to help. Our current priorities include the following sectors: infrastructure, automotive, oil and gas, defence and security, financial services, healthcare, life sciences, education and agritech.

Duncan Taylor

British Ambassador to Mexico

www.gov.uk/government/world/organisations/british-embassy-mexico-city



Introduction from Emilio Díaz, President of the British Chamber of Commerce in Mexico and Partner at EY Mexico

Dear Readers,

It is an honour and a privilege to serve as President of the British Chamber of Commerce in Mexico. Our mission is to represent the business interests of our British and Mexican members to facilitate business between our two countries. We are a platform from which new partnerships and business opportunities are created amongst our community.

From my years of experience both personally and as a member of BritChaM, I have seen the opportunity for doing business in Mexico grow. Over the past decades, Mexico has gone from strength to strength, maintaining a stable macroeconomic environment through responsible monetary policy, establishing free trade agreements with 44 countries and opening up key sectors private and international investment. In this book you will find valuable information on the concrete opportunity for British companies in key industries such as oil & gas, renewables, manufacturing and many others. There are countless synergies between British and Mexican businesses – many still to be realised.

The British Chamber of Commerce can help your company to do this. We are a non-profit and independent organisation and have been supporting business in Mexico since 1921. Networking is of vital importance in doing business and this is especially true of Mexico. The Chamber understands the importance of relationships and creates the perfect environment to establish and strengthen them. We have over 420 members from various sectors, such as: energy, green power, legal, security, infrastructure, education, finance and many more.



Members of our Chamber include major global names such as: BP, BT, Shell, Ylem Energy, PwC, HSBC, Aon Risk Solutions, EY, Gardner English, GlaxoSmithKline, Abbey Grey, Haynes and Boone, JON International, Korn Ferry, Kroll, Littler, Lloyd's, LOC, Lockton, Marsh Brockman & Schuh, Mc Bains Cooper, Mercer, NM Rothschild & Sons, PA Consulting, PCI Healthcare, Russell Bedford, Ontier, L1 Energy and Charbonnel et Walker. We host more than 40 events per year that include breakfast-conferences, networking cocktails, and prestigious seminars. Through our events, Business Sector Groups and information generated, we promote the commercial interests of our members, serving as a bridge between the private and public sector.

We can help British companies at all stages of their journey into Mexico. Many British companies are currently in talks with distributors, potential clients and agents in Mexico, thanks to market research and introductions made by our Commercial Section. Furthermore, many companies have made use of our prestigious office and meeting room space in the BritChaM Business Centre.

While I am immensely proud of the achievements of BritChaM, I would love to see more British companies deciding to take the leap and expand their business into Mexico. Though we have at times seen the rise of protectionist instincts I am confident that the openness both our countries share will only bring us closer together.

With kind regards,

Emilio Díaz

**President of the British Chamber of Commerce
in Mexico and Partner at EY Mexico**

www.britchamexico.com/en/



Introduction from Yves Hayaux du Tilly, Chairman of the Mexican Chamber of Commerce in Great Britain

The MexCC represents the Mexican business diaspora in the UK, and UK business with interests in Mexico, providing support to Mexicans entering the UK market and British interested in the Mexican market, contributing through its network, platform and program of events to raise Mexico's profile in the UK as a business and trading partner, and as an investment and tourism destination, promoting business opportunities in the UK and the City of London, connecting businesses and creating opportunities to its members and partner organisations to catalyse positive changes in the bilateral business agenda.

In coordination with its strategic partners, the MexCC actively promotes business opportunities for Mexicans in the UK and British in Mexico. The MexCC and its members are pleased to collaborate with the IOE&IT in presenting you this second edition of IOE&IT's Doing Business in Mexico Guide. This Guide contributes to the efforts being made in promoting Mexico as an investment and export destination, assisting those that are interested in expanding to Mexico in such venture and facilitating an invaluable understanding on the requirements to do business in and with Mexico.

Mexico is the second largest economy in Latin America with a territory of 1.972 million square kilometres and a population of 119 million. Back in 1994, Mexico initiated a process to open its economy, embracing free-market policies that have reshaped its legal framework to facilitate and promote trade and investment. Mexico has the world's 14th largest

economy, with a GDP exceeding US \$1 trillion. According to HSBC Bank's report "The World in 2050", Mexico will maintain a growth rate ranging from 3 to 5 per cent over the next 40 years and is likely to become the 8th largest economy in 2050. Mexico has recently implemented an agenda of structural reforms to (i) further opening its economy to private, both national and foreign investment, mainly in energy and telecommunications, and (ii) improve its competitiveness, by approving mayor reforms in antitrust, data privacy, education, employment, financial services and rule of law.

Recent developments in both sides of the Atlantic have exposed the vulnerability of Mexico for having a highly concentrated trade with the US and in the case of the UK, to that with the EU. Both, Mexico and the UK, are strategically located to boost bilateral and international commerce. Mexico's aggressive free trade policy has made it one of the most open economies in the world with an impressive network of free trade agreements giving access to trade through and with Mexico to 44 countries, and it is expected that the UK follows a similar policy post-Brexit.

It seems natural and it is expected that British businesses look into Mexico as a natural market for expansion and from there to Latin America, accessing new markets to compensate for any negative impact Brexit may have; and for Mexican business to diversify their highly concentrated trade to the US and expand into the UK and from here to other markets. There are natural areas of opportunity to grow in the bilateral relation in automotive, aviation, capital markets, creative industries, consulting and professional services, electricity, energy, food and drinks, fashion, financial services, health, infrastructure, manufacturing, oil and gas, retail, insurance, technology and security.

The MexCC is eager to work with the Mexican and UK Governments, their promotion agencies and their development banks, the City of London and professional organisations such as IOE&IT, and our counterpart, the British Chamber of Commerce in Mexico, to help its members identify existing opportunities and turn these into profitable business.

Yves Hayaux du Tilly

Chairman, Mexican Chamber of Commerce in Great Britain

www.britchamexico.com/en/



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Department for International Trade (DIT)

(formerly UK Trade & Investment - UKTI)

DIT is the British Government department that helps UK-based companies succeed in an increasingly global economy. DIT also helps overseas companies bring their high quality investment to the UK's economy. DIT's range of expert services are tailored to the needs of individual businesses to maximise their international success. DIT provides companies with knowledge, advice and practical support.

Through a range of unique services, including participation at selected tradeshows, outward trade missions and providing bespoke market intelligence, DIT can help you crack foreign markets and get to grips quickly with overseas regulations and business practice.

With headquarters in London, DIT have professional advisers around the UK and staff across more than 100 countries.

Contact DIT

Contact your local International Trade Team or Scottish Development International (SDI), Welsh Government (WG) or Invest Northern Ireland (INI) offices to find out more about the range of services available to you.

You can find your nearest International Trade Team at:

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- Links to the Department for International Trade (DIT) support services.

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International Market Advisor (IMA) works with British and foreign government departments, Embassies, High Commissions and international Chambers of Commerce throughout the world. Our work helps to identify the most efficient ways for British companies to trade with and invest in opportunity-rich overseas markets.

During the last ten years IMA has worked with the British Government's overseas trade and investment department, the Department for International Trade (DIT) [formerly UK Trade & Investment (UKTI)], and has written, designed, produced, launched and distributed over one million copies of more than 100 country-specific print and multi-media based reports, guides and publications, including the internationally-recognised 'Doing Business Guide' series of trade publications. These are composed of market and industry sector-specific, multi-format print and digital trade reports, together with some of the internet's most visited international trade websites - all of which are designed to advise and assist UK companies looking to trade with and invest in overseas markets. These reports and guides are then distributed free-of-charge through the IMA and DIT global networks - over 500 distribution outlets in total. Further distribution takes place at global exhibitions, roadshows, conferences and trade missions, and IMA receives daily requests for additional copies of the guides from these networks and from businesses considering exporting.

Each of IMA's 'Doing Business Guides' is produced in three formats: a full colour, glossy, paper-based brochure; a supporting fully-interactive and updatable multi-media based website; and the website contents available as a free-of-charge downloadable smartphone/tablet app.

The guides' contents focus on the market in question, how to approach that market and the help and support available, and include informative market overviews, plus details of business opportunities, listings with website links to British and Foreign Government support services and essential private sector service-provider profiles.

Sponsoring a 'Doing Business Guide' therefore offers a unique opportunity to positively promote your products and services to high-profile business leaders, specific exporters, investors and effective business travellers who will be actively seeking out service providers to assist them in developing their business interests in the targeted markets.

For more information on IMA please visit our website:

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ABOUT THIS GUIDE

This guide aims to provide a route map of the way ahead, together with signposts to other sources of help.

The main objective of this **Doing Business in Mexico Guide** is to provide you with basic knowledge about Mexico; an overview of its economy, business culture, potential opportunities and to identify the main issues associated with initial research, market entry, risk management and cultural and language issues.

We do not pretend to provide all the answers in the guide, but novice exporters in particular will find it a useful starting point. Further assistance is available from the Department for International Trade (DIT) team in Mexico. Full contact details are available in this guide.

To help your business succeed in Mexico we have carefully selected a variety of essential service providers as 'Market Experts'.

The guide is available in 4 formats:

- website (www.Mexico.DoingBusinessGuide.co.uk)
- a 'free' downloadable 'mobile device-friendly' app
- this full colour hard-copy brochure
- PDF download/e-flipbook (please see the website for more details)

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MEXICO

World Bank analysts predict that Mexico's economy will be the world's 5th largest by 2050. It is the largest Spanish-speaking country in the world and the second most-populous country in Latin America after Brazil.



Downtown Historic Centre of Mexico City



Summary

Area (land plus water):

1,972,000 km² (761,610 mi²)

Population:

122 million (INEGI's last census 2015:

119.5 million)

Population growth rate (change):

1.0%

Population density (people per km²):

65.3

Urban population:

79.2%

Capital city:

Mexico City

Official language:

Spanish

Currency:

Mexican Peso (MXN / MEX\$)

Nominal GDP:

US \$1,046 billion

Real annual GDP growth:

2.3%

GDP per capita:

US \$8,554.6

Annual inflation rate:

2.8%

Unemployment rate:

4.3%

General government gross debt:

58.1% of GDP

Fiscal balance:

-2.9% of GDP

Current account balance:

-2.7% of GDP / US \$-27.9 billion

Exports of goods to UK:

£1,026 million

Imports of goods from UK:

£1,344 million

Inward direct investment flow:

US \$30.3 billion

Exports & imports as share of GDP:

79.5%

[Source: mostly FCO Economics Unit, Apr 2017]



Why Mexico?

Geography

Located in the southern part of the North American continent between latitudes 14° and 33°N, and longitudes 86° and 119°W, Mexico is a large country bordering the USA to the north, the Gulf of Mexico to the east, Guatemala, Belize and the Caribbean Sea to the southeast and the Pacific Ocean to the west.

The country is mountainous – a southern extension of the Rockies of North America – and the high altitude and fertile valleys give the country a wide range of temperatures, fauna and flora and one of the world's most diverse weather systems.

Mexico City, the capital and one of the largest cities in the world, lies in the centre of the country together with a number of other large cities in the Valley of Mexico, a temperate region between the hot, arid deserts in the northwest and wetter regions including rainforest in the southeast.

With a population of around 122 million, it is the largest Spanish-speaking country in the world and the second most-populous country in Latin America after Brazil.

General overview

Mexico has a stable democracy, and a very young population with a median age of 27.

Mexico is the largest economy in Latin America after Brazil, and the world's 15th largest economy according to the International Monetary Fund (IMF). World Bank analysts and Goldman Sachs predict that its economy will be the world's 5th largest by 2050.

The European Union (EU) and Mexico have a free trade agreement known as the Global Agreement, which helps EU goods gain preferential access to Mexico. The agreement focuses on three main areas:

- commercial liberalisation
- political dialogue
- co-operation

See: <http://ec.europa.eu/trade/policy/countries-and-regions/countries/mexico/>

Mexico is a member of the North American Free Trade Agreement (NAFTA); see: www.naftanow.org. NAFTA enables British companies to use Mexico as a low-cost manufacturing base with direct, duty-free access to the United States and Canada.

[Source: FCO Overseas Business Risk/gov.uk]

Political situation

Mexico is a federation with a presidential system of government covering the 31 states and the Federal District (Mexico City) with powers separated into three branches: executive, legislative and judicial. The President is elected for a six-year term and may not hold office a second time. Congress is constituted by Senate (six-year terms) and a Chamber of Deputies (three-year terms).

President Peña Nieto (PRI) took office in December 2012 and in his first two years launched an ambitious reform programme, including education and fiscal reforms, an infrastructure and transportation programme, and opening up the energy and telecoms sectors to competition. The Pact for Mexico, an agreement formed with opposition parties, in place until the end of 2013, was crucial to passing the legislation.

Despite major efforts, Mexico faces significant education issues related to the implementation of its education reform. President Peña Nieto's administration is struggling politically with the opposition of the second largest teacher's union in Mexico (the CNTE), and there is danger that the reform will stall significantly.

MORENA, an emergent party founded in 2015, is likely to become the third political force in 2018 and pose a serious challenge during the presidential elections. Since 2015 independent candidates have been able to run for office and could represent a threat to political parties in several states.

This year, local politics is heavily influenced by external factors, most importantly, the development of the bilateral relationship with the US. Management of the relationship with the Trump administration will be crucial for the federal government if they expect to improve their approval ratings. At the moment, President Peña Nieto's approval ratings are the lowest for any President in modern Mexican history at 12%. Nationalism is on the rise, as well as anti-American sentiment, fuelling the presidential hopes of the left wing MORENA and its leader Andrés Manuel López Obrador (AMLO) as the anti-establishment option for 2018.

[Source: FCO Overseas Business Risk/gov.uk (26th May 2017)]

Economic overview

Mexico is an upper-middle income country with a population of around 122 million. According to IMF forecasts GDP per capita for 2017 will be 19,893 PPP. However, wealth is distributed very unequally, with 46% of the population living in poverty and 38% of the national income held by the top 1%. Mexico's GDP is mainly driven by the services sector, which accounted for 62% of GDP in the third quarter of 2016. In terms of competitiveness, the 2016 World Bank's "Doing Business" index ranked Mexico as the easiest country to do business with in the Latin American and Caribbean region.

Mexico is the biggest exporter in Latin America. Mexico's commercial structure is defined by large intra-industrial trade, as its main exports are in the same industries as its main imports: machinery, electrical equipment, automobiles, mechanical inputs, minerals, oil and gas. With 12 Free Trade Agreements covering 46 countries, including the US and the EU, Mexico is one of the most open economies in the world. Nevertheless, Mexico's main trading partner remains the US, where around 81% of Mexican goods and services are exported (2016). Despite only 2.7% of Mexican products being exported to Canada, it is Mexico's 2nd largest exporting destination, whilst the UK accounts for less than 1%.

The Mexican economy is highly dependent on US demand for imports (mainly manufactured goods) and economic activity has decreased since 2010 mainly as a result of falling international demand for Mexican goods – in 2010 growth reached 5.5%, by 2016 it was 2.3%. The IMF predicts annual

growth of 1.7% in 2017 and of 2% in 2018, against 1.2% growth in the Latin American region as a whole in 2017. The low growth expectations are the result of a fall in consumer and investment confidence, a decrease in government revenue due mainly to low oil prices, the depreciation of the Peso against the Dollar, and overall uncertainty regarding the US-Mexico relation.

Monetary policy is responsible and efficient. Inflation was low and within the limits of the Central Bank target (+/- 3%) in 2016 (with an average monthly general inflation of 2.86%), however, it reached a peak of 4.7% in the first month of 2017. The main factor driving this increase was the adjustment of energy prices, mainly of petrol and LP gas. Underlying inflation is very low, with an average monthly rate of 3.06% in 2016.

With respect to the overnight rate target, the Central Bank of Mexico (Banxico) raised it five times during the last year to try to counteract inflationary pressures caused by the Mexican Peso weakening (due to capital flight, currency speculation, and reduced investor confidence), which was accentuated by Donald Trump's victory in the US election. At the beginning of 2017, Banxico raised the reference interest rate again from 5.75% to 6.25%, to avoid further depreciation of the currency and control inflation.

In addition, the depreciation of the Mexican Peso was mainly driven by recent volatility in emerging markets caused by the decision of US FED to continue a QE monetary policy, and Donald Trump's victory in the US election. However, as it has been mentioned, the pass through to domestic prices has been limited for most 2016.

There has been an increase in debt-to-GDP since 2014, especially due to the mentioned collapse in oil prices. However, with the tax reform of 2014, non-oil revenue has increased and non-mandatory expenditures have decreased, so net public debt as a proportion of GDP in 2016 (46.2%) continues to be low compared to international figures – for example UK (85%), US (81%), Spain (65%). Additionally, the tightening of public expenditure is expected to continue during 2017, making it possible to achieve a surplus for the first time in the last ten years.

International reserves are currently around US \$174 billion and represent an important shield against exchange rate volatility. Current account deficits are more than compensated for by large capital account surpluses. This, added to huge reserves, prevents Mexico from suffering a balance of payments crises or a sudden stop.

Mexico has considerable growth potential; World Bank analysts and Goldman Sachs predict that its economy could be the world's 5th largest by 2050. Mexico has many advantages, including a large, young workforce, a privileged geographical position for trade, and stable macroeconomic indicators.

[Source: FCO Economic Overview/gov.uk (May 2017)]

Financial inclusion

According to the 8th report on financial inclusion published by the CNBV (Comisión Nacional Bancaria y de Valores) the National Policy of Financial Inclusion is having important results one year away from the evaluation goal set by the authorities. According to the poll, from 2012 to 2015, 12.7 million adults were financially included which sets the total at 52 million Mexicans (68% of the population) who possess some kind of financial product.

Likewise, the percentage of municipalities that now have to at least one access point increased from 68.9% in 2015 to 72.5% in 2016. This change in the available infrastructure is the result of the banks belonging to the G7 (BBVA Bancomer, Santander, Citibanamex, Banorte, HSBC, Scotiabank and Inbursa) increasing their participation in rural municipalities in 15.2% from 2015 to 2016.

It is important to note that the main source of this growth comes from the number of people having to own a bank account or do some kind of transaction in a specific branch or via digital banking (2.22% increase), while the overall amount of Mexicans owning some kind of credit product decreased in 3.33% as a result of people trying to avoid indebtedness.

[Source: British Embassy Mexico City Economic Report (June 2017)]

Benefits to UK businesses

Benefits for UK companies exporting to Mexico include:

- market about the same size as the whole of western Europe with a population of 122 million
- Mexico and the EU have a free trade and a double taxation agreement
- largest economy in Latin America after Brazil

Trade between the UK and Mexico

In 2014-15 trade between the UK and Mexico was worth US \$3.2 billion. Many large UK companies now operate in Mexico, including HSBC, GlaxoSmithKline, AstraZeneca, BAT and the InterContinental Hotels Group.

British products have a significant presence in Mexico, although the UK's market share in goods imports into Mexico has decreased overall in recent years.

However, latest data shows UK exports in services have been gaining importance.

The top UK exports to Mexico include:

- power generating machinery and equipment
- road vehicles
- medicinal and pharmaceutical products
- beverages
- essential oils and perfume materials

- organic chemicals
- industrial and scientific machinery
- insurance and pension services

[Source: DIT/gov.uk]

In addition:

- In 2016 Mexico was ranked 123rd out of 176 countries in Transparency International's latest Corruption Perceptions Index (the UK ranked 10th): www.transparency.org/news/feature/corruption_perceptions_index_2016
- Mexico is ranked 47th out of 190 in the World Bank's 2016 Ease of Doing Business index (the UK ranks 7th): www.doingbusiness.org/rankings
- The World Economic Forum's Global Competitiveness Report 2016-17 ranks Mexico 51st out of 138 (the UK is ranked 7th): <http://reports.weforum.org/global-competitiveness-index/country-profiles/#economy=MEX>

Contact a DIT export adviser at: www.contactus.trade.gov.uk/enquiry/topic for a free consultation if you are interested in exporting to Mexico.

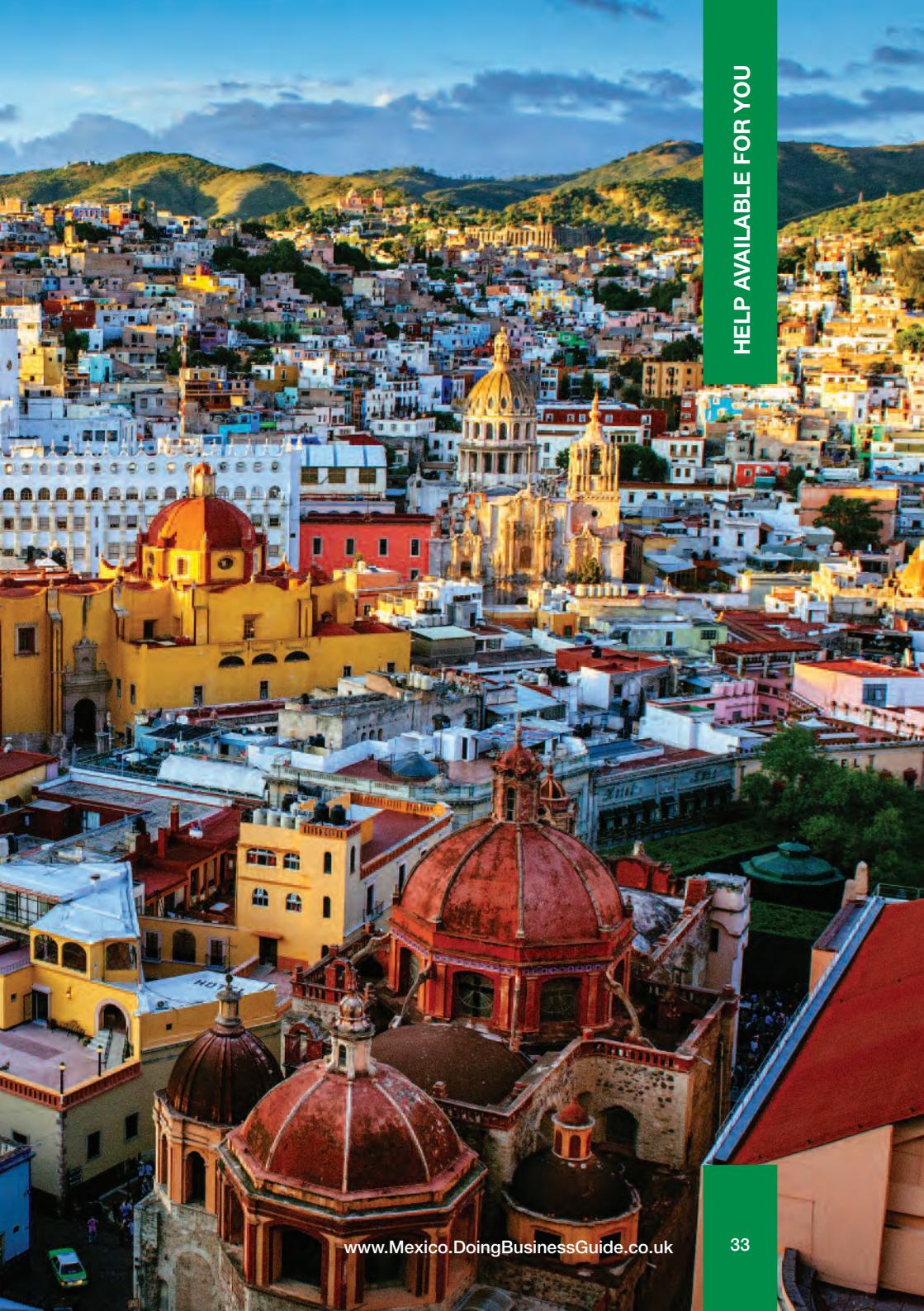
Contact UK Export Finance (UKEF) about trade finance and insurance cover for UK companies. You can also check the current UKEF cover position for Mexico. See: www.gov.uk/guidance/country-cover-policy-and-indicators#mexico.

[Source: DIT/gov.uk]



MEXICO

BritCham Business offers a variety of services to help British companies create a presence in Mexico and win business. BritCham Business can offer market entry support services alongside physical space in their Business Centre.



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Help available for you

Overview

The UK Department for International Trade (DIT) provides tailored support packages for companies who are:

- first time exporters (FTEs)
- small- and medium-sized enterprises (SMEs)
- medium-sized businesses (MSBs)
See: www.gov.uk/government/organisations/department-for-international-trade/about/about-our-services for further information.

In addition, the British Chamber of Commerce in Mexico can assist with business matching and referrals, market studies, events and advice, and the Institute of Export & International Trade can help with a 'Technical Help for Exporters Helpline', professional recognition, continuing professional development (CPD), discounts, communications, networking events, special interest groups (SIGs) and a job board.

See: www.britishbusiness.mx/services and www.export.org.uk/page/Membership_Benefits for further information.

The following details are a selection of services available to help you:

Support from the Department for International Trade (DIT)

Business opportunities

UK companies are set to benefit from a unique new five-year programme presenting real-time export opportunities that you can apply for online. This is part of a move to get 100,000 additional companies exporting by 2020.

'Exporting is GREAT' is part of the UK Government's GREAT campaign, and presents live export opportunities to UK businesses across a range of media outlets and digital channels. Hundreds of these export opportunities, with a potential total value of more than £300 million, are hosted on: www.export.great.gov.uk.

'Exporting is GREAT' provides business advice and expertise to support you at every step on your exporting journey, from initial interest to selling in-market, and includes a year-long roadshow travelling the UK, giving face-to-face assistance to potential exporters, and using the latest technology to connect these businesses with live export opportunities.

Events and missions

Taking part in overseas exhibitions is an effective way for you to test markets, attract customers, appoint agents or distributors and make sales. DIT's Tradeshaw Access Programme (TAP) provides grant support for eligible SMEs to attend trade shows overseas.

Participation is usually as part of a group, a great advantage for inexperienced businesses, and is usually led by one of DIT's Accredited Trade Associations (ATOs). ATOs work with DIT to raise the profile of UK groups and sectors at key exhibitions.

The DIT calendar of events has some 400 core events and missions, and 1,000 opportunities across the TAP 'Trade Access Programme' and the English national regions.

DIT Events Portal

The DIT Events Portal provides a single calendar view of all DIT events and missions, and has been developed to provide companies with more detailed information on each event in order to help them decide on the most appropriate event to attend. The calendar can be filtered and searched by sector and/or market.

There are also detailed events websites which include more information about the event and also allow users to register for an event.

The DIT Events Portal is your central hub for business and networking opportunities. Search for future events and missions, register online and network with fellow delegates. See: www.events.trade.gov.uk.

DIT webinars

The DIT webinar service runs hundreds of free hour-long internet events covering topics, sectors and countries around the world, helping you shape your export plan. These events allow you to interact with the experts in specific sectors and countries and allow you to ask questions to enhance your knowledge.

To see upcoming DIT webinars, please visit: www.events.trade.gov.uk and search for webinars.

Other DIT services

DIT assists new and experienced exporters with information, help and advice on entering overseas markets such as Mexico. These services include:

- An Export Health Check to assess your company's readiness for exporting and help develop a plan of action
- Training in the requirements for trading overseas
- Access to an experienced local International Trade Adviser
- Help to grow your business through online exports
- Specialist help with tackling cultural issues when communicating with Mexican customers and partners
- Advice on how to go about market research and the possibility of a grant towards approved market-research projects

- Ongoing support to help you continue to develop overseas trade, and look at dealing with more-sophisticated activities or markets
- Information, contacts, advice, mentoring and support from DIT staff in the UK and their network of staff in Mexico
- Support to participate in trade fairs in Mexico
- Opportunities to participate in sector-based trade missions and seminars
- Access to major buyers, local government and supply chains in Mexico
- Advice on forming international joint ventures and partnerships
- Exploratory visits to Mexico
- Alerts to the latest and best business opportunities.

To find out more about commissioning any of these services, contact a DIT Export Adviser at: www.contactus.trade.gov.uk/enquiry/topic for a free consultation, or see further details at: www.gov.uk/government/organisations/department-for-international-trade/about/about-our-services

DIT E-Exporting Programme

DIT's E-Exporting Programme aims to help UK companies get their brands to millions of global consumers and grow their business through online exports. DIT's E-Exporting Programme helps UK companies who are:

- new to selling online
- already selling online, but need help with specific issues
- experienced in online sales, but are looking to sell on multiple platforms globally

The programme enables you to:

- arrange a free meeting through your local DIT office to get expert international trade advice and support, and access to DIT's global network of contacts. See: www.contactus.trade.gov.uk/office-finder
- meet a Digital Trade Adviser (where relevant), to help you develop and implement an international online strategy
- set up on e-marketplaces quickly and also identify new e-marketplaces around the world
- access better-than-commercial rates to list on some e-marketplaces, including lower commission fees and 'try for free' periods. See: www.gov.uk/guidance/e-exporting#preferential-rates
- access the 'E-Expertise Bank', a community of over 175 B2B/B2C service providers offering free advice. See: www.gov.uk/guidance/e-exporting#eexpertise
- join DIT's mailing list for opportunities to hear from industry experts, network with like-minded individuals and find out about e-commerce trends

Open to Export

Open to Export is DIT's free, online advice service for UK companies looking to grow internationally. It offers free information and support on anything to do with exporting and hosts online discussions via its forum, webinars and social media where businesses can ask any export question, and learn from each other. Open to Export can be accessed at: <http://opentoexport.com/>

In-market support from DIT

If you already export, and have decided Mexico is part of your business strategy, you are advised to contact the DIT team in Mexico City prior to your visit, to discuss your objectives and what help you may need (see the 'Resources' section at the end of this guide). They can provide a range of Mexico-specific services for you, including the provision of market information, validated lists of agents/potential partners, key market players or potential customers; establishing interest from such contacts; and arranging in-market appointments for you. In addition, they can also organise events for you to meet contacts in Mexico, or to promote your company and your products/services.

DIT staff in Mexico can provide research, contacts, focused business advice, deliver events, arrange visits or offer a more strategic level of support. Once our advisers understand your requirements, they can provide the specific information and support you need. This can include relevant market research, contacting target customers or partners on your behalf, providing economic or political advice, helping you to raise your profile in the local market, promoting your business and products through events in-market or providing assistance with overcoming barriers. The residence can be used for launching of products or for breakfasts with potential clients. The team is focusing on the following high value opportunity sectors: energy, defence, infrastructure, automotive, education, healthcare, life sciences, food & drink, and agritech, but is happy to offer advice on other sectors.

[Source: DIT.gov.uk]

Support from the British Chamber of Commerce in Mexico (BritChaM Business)

Founded in 1921, the British Chamber of Commerce in Mexico is a non-profit organisation promoting foreign direct investment along with export based economic growth between Mexico and the United Kingdom. They are a politically-neutral organisation, independent of both the Mexican and British Governments.

Through events, seminars, business sector groups and industry-specific reports, they promote the commercial interests of their members, also offering high-quality event programming and creating ongoing networking opportunities.

BritChaM Business offers a variety of services to help British companies create a presence in Mexico and win business. BritChaM Business can offer market entry support services alongside physical space in their Business Centre. Their market-entry support services include:

- initial advice, usually through a phone call, on how to enter the Mexican market and feasibility in addition to some additional information on key points that is simple to find – this service usually has no cost
- list of ten contacts of potential partners or clients that meet company criteria who have been sent promotional materials and provided feedback
- meeting agenda with five companies, including use of Chamber facilities
- use of large meeting room

- market research on competition, regulation/barriers, prices in market, etc.
- accompany to meetings for translation support
- attend meeting on behalf of company
- background check suppliers/providers (three references, ensuring registered and not blacklisted with tax office)
- attendance to Chamber events – charged at BritChaM member rate if company is a member of Chamber in the UK
- can offer other tailored services upon request – including product launch events, marketing support, etc.

For more information on how the British Chamber of Commerce in Mexico can help you, or on becoming a member, contact BritChaM Business: www.britchamexico.com/en/trade-services.

[Source: British Chamber of Commerce in Mexico]

Support from the Institute of Export & International Trade

Raising the profile of international trade qualifications and experienced members, is only part of how IOE&IT membership is essential for any individual or business involved with global trade.

Importantly, the IOE&IT also offer access to a unique range of benefits and services specific to international trade:

- Help with any export issues you come across. Our team of experts can help with questions on documentation, export controls, Bribery Act, customs & VAT procedures, regulatory and compliance issues, insurance issues, payment terms, transport and logistics.

Members get free access to our experts via a technical helpline. See: www.export.org.uk/page/Export_Helpline

- A voice for your ideas and concerns. We represent your point of view and feedback to government, HMRC and other influencing bodies on issues that impact you, plus participate in Institute responses to central government with regard to proposed legislative changes
- A complete range of international trade qualifications, from those that have no experience, up to those who wish to qualify themselves to take a business degree. The Institute's qualifications are widely recognised as providing both employers and employees with the necessary international business practice linked to satisfying career planning and development. See: www.export.org.uk/page/qualifications
- A range of short courses giving you the skills and expertise you need to gain a competitive advantage in the challenging and complex world of export, import and international trade. See: www.export.org.uk/page/Training_Courses
- An extensive events programme to help you share information and connect at every level in the international trade community whether it is sector specific or regional. See: www.export.org.uk/events/event_list.asp
- Inclusion in surveys to research the attitudes and changes to world trade

For more information on how the IOE&IT can help you, or on becoming a member, contact the IOE&IT at: www.export.org.uk/page/about.

[Source: Institute of Export & International Trade]

MEXICO

Tourists are not allowed to undertake voluntary (including human rights) work, or activity, or any form of paid employment. If you wish to carry out this type of work you must get the correct visa from the Mexican Embassy before you travel. You cannot enter Mexico on a tourist visa and then change it for a work visa.



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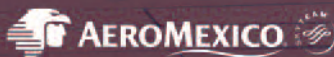
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Getting here and advice about your stay

Entry requirements

Passport validity

Unless otherwise stated, this information is for travellers using a full 'British Citizen' passport. Your passport should be valid for the proposed duration of your stay in Mexico.

Visas

If you are visiting Mexico as a tourist you do not need a visa, but you do need a tourist card, which you can get free of charge on arrival by completing an immigration form available at border crossings or on-board flights to Mexico. Immigration officials at the port of entry may ask to see proof of your departure plans from Mexico before allowing you entry to the country.

If you are crossing the border into Mexico from the US, there will not be an immigration officer at the port of entry, but you will need to identify the nearest immigration office and clear your immigration status before you continue your journey into Mexico. The immigration office can usually be found close to the border area, and customs officials at the border should be able to tell you where to find it. If you fail to clear immigration at this point, it is often more complicated to do so once you have left the border area.

You need a tourist card to leave the country. If you lose your tourist card you can get it replaced at the immigration office at any international airport in Mexico. The cost of a replacement is \$295 Mexican Pesos, which is payable at a bank.

There have been reports of bogus immigration officers operating within international airports. You should always refuse offers of help and head directly to the immigration office.

Tourists are not allowed to undertake voluntary (including human rights) work, or activity, or any form of paid employment. If you wish to carry out this type of work you must get the correct visa from the Mexican Embassy before you travel.

You may need a visa to undertake certain adventure or eco-tourism activities like caving, potholing or entomology, especially if they involve any scientific or technological research. The Mexican authorities may define scientific or technological research activities far more broadly than other countries. If you are in any doubt, check with the Mexican Embassy in London at: <https://embamex.sre.gob.mx/reinounido/index.php/en/> well in advance of your visit and ask for written confirmation if necessary.

It is no longer possible to switch immigration status in-country. You cannot enter Mexico on a tourist visa and then change it for a work visa. You must apply at the Mexican Consulate of your normal place of residence in plenty of time before you are due to travel.

Travelling to Mexico via the US

If you are travelling to Mexico via the US, even if you are only transiting, check the US entry requirements with the US Embassy in London. If you do not have the correct authorisation you will not be allowed to travel to or transit through the US. See: <https://uk.usembassy.gov/visas/>

Importing meat or dairy products

You cannot bring meat or dairy products into Mexico from the EU.

UK Emergency Travel Documents

UK Emergency Travel Documents (ETDs) should be valid for a minimum period of six months from the date of entry into Mexico and are accepted for entry, airside transit and exit from Mexico.

Money

The local currency is the Mexican Nuevo Peso, known colloquially as 'Peso'. It is easier to exchange US Dollar travellers' cheques and notes into local currency than Sterling. UK debit and credit cards are widely accepted for payment and in ATMs. It is not usually possible to exchange cash at hotel receptions – this can only be done at banks and bureaux de change.

[Source: FCO Travel Advice/gov.uk]

Local laws and customs

The Mexican Police have the authority to ask for proof of legal status in Mexico and, on occasion, have detained British nationals without documents. You should carry photocopies of the relevant pages of your passport and of the stamped 'Forma Migratoria Múltiple' (FMM) given to you on arrival in Mexico at all times. If you are a resident you may be asked to provide your residency card issued by the Mexican Government.

If you are travelling between states or near international borders, you may be stopped by Mexican immigration authorities for immigration checks. You will need to be able to provide your passport and FMM slip. Copies are not accepted. If you are unable to produce these documents, you may be detained, held at an immigration holding centre, and ultimately deported.

Do not become involved with drugs of any kind. Penalties for drug offences are severe. Convictions carry sentences of up to 25 years.

Although civil unions between same-sex partners are now legal in Mexico City and the state of Coahuila, homosexuality in Mexico is generally tolerated rather than accepted. Public displays of affection between same-sex couples may be frowned upon.

Mexican law on surrogacy is under development. Assisted human reproduction, including surrogacy, might only be recognised in some Mexican states. If you are considering a surrogacy arrangement in Mexico, you should familiarise yourself with the relevant laws and regulations and make sure you will meet all legal requirements to take the newborn child out of Mexico before you start the process. You should seek independent legal advice before entering into any surrogacy arrangement. For more information see the UK Government's guidance on surrogacy overseas, at: www.gov.uk/government/publications/surrogacy-overseas.

[Source: FCO Travel Advice/gov.uk]

Safety and security

Violence

Drug-related violence in Mexico has increased over recent years. The violence is concentrated in specific areas, and some regions are almost completely spared. Make sure you research your destination thoroughly.

Outbursts of politically-motivated violence can occur across the country, with a recent increase in the states of Guerrero and Mexico City.

The Mexico City Command and Control Centre (Centro de Atención a Emergencias y Protección Ciudadana de la Ciudad de México) has information and advice on safety in Mexico City, see: www.caepccm.df.gob.mx (site not in English). Monitor their twitter page 'Safe City': https://twitter.com/ciudad_segura/ for up-to-date information and advice on accidents, road blocks, demonstrations etc. in Mexico City.

Travelling around

Mexico receives more British tourists a year than any other Latin American country. There were 513,800 British nationals that visited Mexico in 2016. Most victims of crime and violence in Mexico are Mexicans involved in criminal activity, but the security situation does pose risks for foreigners. Be alert to the existence of street crime as well as more serious violent crime like robbery, assault and vehicle hijacking. In certain parts of Mexico you should take particular care to avoid being caught up in drug-related violence between criminal groups.



Seek advice from local contacts, avoid travel off-the-beaten-track, stay abreast of media coverage of events in the areas, to or through which, you intend to travel, and ensure that trusted contacts are aware of your travel plans. Be aware of your surroundings at all times and of the risks of travelling to certain areas. You should include security measures in all of your travel plans and register on Facebook or follow FCO on Twitter @UKinMexico. There is no evidence to show British nationals will be specifically targeted, although there is a risk of being in the wrong place at the wrong time, and a heightened risk for women in some areas.

You should check the FCO Travel Advice for the latest security advice on regional travel, driving in Mexico, crime, terrorism risks and natural disasters, at: www.gov.uk/foreign-travel-advice/mexico

[Source: FCO Travel Advice/gov.uk]

Health

Visit your health professional at least four to six weeks before your trip to check whether you need any vaccinations or other preventive measures. On 10th August 2016, Public Health England advised people planning to travel to the Riviera Maya coast in Mexico to be aware of the risk of infection from a food and water bug, Cyclospora, following an increase in reported cases. See: www.gov.uk/government/news/cyclospora-outbreak-linked-to-mexico.

UK health authorities have classified Mexico as having a risk of Zika virus transmission. For more information and advice, visit the National Travel Health Network and Centre at: http://travelhealthpro.org.uk/country/147/mexico#Other_risks.

Not all hospitals will agree to deal directly with medical insurance companies. You should be prepared to pay for treatment yourself up front and then seek a refund.

Make sure you have adequate travel health insurance and accessible funds to cover the cost of any medical treatment abroad and repatriation.

Drink only boiled or bottled water; and avoid ice in drinks.

On arrival in Mexico City and other high-altitude areas, you may feel a lack of energy, shortness of breath or headaches. The factsheet: <http://travelhealthpro.org.uk/disease/12/altitude-illness> includes advice on how to reduce the risk of altitude sickness and what to do if you develop symptoms.

There have been cases of cholera in the state of Hidalgo.

Cases of Chikungunya virus have been confirmed in Mexico. For more details about this outbreak, see: <http://travelhealthpro.org.uk/factsheet/27/chikungunya>. You should take steps to avoid being bitten by mosquitoes. See: <http://travelhealthpro.org.uk/factsheet/38/insect-and-tick-bite-avoidance>.

If you need emergency medical assistance during your trip, dial 060, 065, 066 or 068 and ask for an ambulance. In Mexico City, you can also use the emergency buttons on CCTV cameras visible across the city which will immediately connect you to the emergency services. You should contact your insurance/medical assistance company promptly if you are referred to a medical facility for treatment.

Country-specific information and advice is published by the National Travel Health Network and Centre on the TravelHealth-Pro website: <http://travelhealthpro.org.uk/countries>, and by NHS (Scotland) on the FitForTravel website: www.fitfortravel.nhs.uk/destinations.aspx.

Useful information and advice about healthcare abroad is also available on the NHS Choices website: www.nhs.uk/NHSEngland/Healthcareabroad/Pages/Healthcareabroad.aspx. Make sure you have adequate travel health insurance and accessible funds to cover the cost of any medical treatment abroad and repatriation.

[Source: FCO Travel Advice/gov.uk]

FCO travel advice

If you are travelling to Mexico for business, the Foreign & Commonwealth Office (FCO) website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there. For advice please visit the FCO travel section pages on the gov.uk website: www.gov.uk/foreign-travel-advice/mexico

Travel insurance

Take out comprehensive travel and medical insurance before you travel. See FCO foreign travel insurance: www.gov.uk/guidance/foreign-travel-insurance.

Contact the FCO travel advice team

This email service only offers information and advice for British nationals planning to travel abroad. Contact: traveladvicepublicenquiries@fco.gov.uk

If you need urgent help because something has happened to a friend or relative abroad, contact the consular assistance team on: +44 (0)20 7008 1500 (24 hours).

If you are abroad and need emergency help, contact the nearest British Embassy, Consulate or High Commission. See: www.gov.uk/world/organisations

[Source: FCO Travel Advice/gov.uk]



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Ask your travel agent to book your flight with Aeromexico or call us at UK: 0 800 977 5533 Republic of Ireland 1 800 855 474.



MEXICO

For tax purposes, all Mexican importers must apply and be listed in the Official Register of Importers (Padrón de Importadores), maintained by the Secretariat of Treasury and Public Finance (SHCP).



WHAT ARE THE CHALLENGES?

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What are the challenges?

Challenges to doing business in Mexico

Challenges when doing business in or with Mexico include:

- open and competitive market, so be sure of your product's unique selling point (USP)
- takes time to build and maintain relationships with clients and distributors
- language barriers mean that interpreters may be required
- legal requirement to label products in Spanish

You should hire a broker or local lawyer to help you deal with the necessary formalities in Mexico. The Embassy can provide a list of local lawyers, see: www.gov.uk/government/publications/mexico-list-of-lawyers.

For legal enquiries, also visit Nader, Hayaux & Goebel at: <http://nhg.com.mx/>

You should ensure you take the necessary steps to comply with the requirements of the UK Bribery Act. See: www.gov.uk/government/publications/bribery-act-2010-guidance.

Read the Foreign and Commonwealth Office (FCO) Overseas Business Risk report for Mexico, at: www.gov.uk/government/publications/overseas-business-risk-mexico

Contact the DIT team in Mexico at: www.gov.uk/world/organisations/department-for-international-trade-mexico#contact-us, for more help and advice on doing business in Mexico.

[Source: DIT/FCO/gov.uk]

Business risk

Rule of law and human rights

Despite a number of initiatives to address security, justice and human rights problems, Mexico's human rights situation remains of concern. Since 2006, the military has played a leading role in public security and there is a high rate of impunity for crimes including human rights violations. Mexico ranked second-to-last, after the Philippines, in an international study of impunity in 59 countries carried out by researchers at the Universidad de las Américas Puebla (University of the Americas Puebla—UDLAP). See: www.sinembargo.mx/20-04-2015/1318873 (site in Spanish).

The Mexican National Institute of Statistics and Geography estimates that 93.7% of crimes in 2015 was either not reported or not investigated. In Mexico there is an average of four judges per 100,000 inhabitants in Mexico (below the global average of 17 per 100,000), every judge receives approximately 500 new cases per year. 43.3% of Mexico's prison population have not been sentenced.

Amnesty International's 2016/2017 Report highlights that ten years since the start of the so-called "war on drugs and organized crime", the use of military personnel in public security operations continues and violence throughout the country remains widespread. See: www.amnesty.org/en/latest/research/2017/02/amnesty-international-annual-report-201617/.

Human rights defenders and journalists face violence and intimidation, in person and online. According to Freedom House 2017 Index, Mexico is partially free. See: <https://freedomhouse.org/report/freedom-world/2017/mexico>. There are high levels of violence against women.

Mexico has ratified 78 International Labour Organization (ILO) conventions and 7 of the 8 fundamental labour rights conventions, most recently the Minimum Age Convention on 10th June 2015. It has not ratified the Right to Organise and Collective Bargaining Convention. The Mexican Constitution sets out rights to organise unions and strike, to a living wage and to an 8 hour work day. It also sets out the right to compensation following unjustified termination of employment and protections for women and children. Union leaders in Mexico are a powerful interest group with sometimes hereditary or purchasable access to well-paying jobs and benefits. Because of this, workers can be vulnerable to a lack of meaningful representation.

In Mexico there are concerns with the violation of economic, social and cultural rights as a result of large scale commercial projects. Projects are taken forward without adequate consultation of communities that will be affected.

These projects are mainly developed in rural areas and affect the livelihood of indigenous and farming communities. Discrimination and extreme levels of inequality also play a role in how these cases unfold.

There are estimated to be at least 36 conflicts related to mining in Mexico. Most of these are because of contamination, damage to communities and dispossession of land in areas with mining developments. At least 70% of the companies involved in these conflicts are foreign. Good practice for consulting communities about developments is being developed by a number of civil society organisations and the Mexican Government is developing public policy in line with the UN Guiding Principles on Business and Human Rights. See reference to Mexico in the FCO's Human Rights and Democracy Report, at: www.gov.uk/government/case-studies/mexico-and-impunity.

[Source: FCO Overseas Business Risk/gov.uk]

Organised crime and terrorism

The Foreign Office Travel Advice for Mexico is regularly updated and should be your primary source of information on the security situation and organised crime in Mexico. See: www.gov.uk/foreign-travel-advice/mexico. Mexico was ranked 140th (138th in 2014 and 133rd in 2013) out of 163 countries in the 2016-2017 Institute for Economics and Peace's Global Peace Index.

Mexico benefits from friendly relations with neighbouring countries which makes geopolitical risk very low. Furthermore, there is a low threat from terrorism in Mexico.

You should also be aware of the global risk of indiscriminate terrorist attacks, which could be in public areas, including those frequented by expatriates and foreign travellers.

[Source: FCO Overseas Business Risk/gov.uk]

Bribery and corruption

Bribery is illegal. It is an offence for British nationals or someone who is ordinarily resident in the UK, a body incorporated in the UK or a Scottish partnership, to bribe anywhere in the world.

In addition, a commercial organisation carrying on a business in the UK can be liable for the conduct of a person who performs services for it – like an employee or agent – but is neither a UK national or resident in the UK or a body incorporated or formed in the UK. In this case it does not matter whether the acts or omissions which form part of the offence take place in the UK or elsewhere.

In 2016 Mexico was ranked 123rd out of 176 countries (103rd in 2014) in Transparency International's latest Corruption Perceptions Index (CPI). See: www.transparency.org/news/feature/corruption_perceptions_index_2016.

Bribery and corruption are a significant problem in Mexico and there have been high profile allegations involving the President and his inner circle, but there have been important improvements in recent years. Mexico signed the 2016 London Anti-Corruption Global Agreement. There are currently ten former Governors being investigated, one in jail and another being prosecuted.

Government tendering guidelines are being strengthened to reduce the risk of corruption in the awarding of contracts, but this can lead to the lowest bid winning without consideration of quality and also there are of course loopholes that many exploit.

Numerous British businesses report successful business operations in Mexico that are free of corrupt practices or at least have managed to find ways to avoid this preventing them doing business. Mexico is modernising its legislation against corruption, most recently with the creation of the National Anticorruption System.

There will now be one independent body with the authority to co-ordinate cross government efforts against corruption. It will give the Superior Auditor's Office the powers to run 'real time' audits and to monitor resources transferred from the federal government to states. The Ministry of Public Administration and Court for Administrative Justice will be strengthened; the latter will be entitled to sanction both government officials and companies involved in corruption. All public servants are also required to declare their assets and interests, although these will not be made public.

Mexico ranked 103rd out of 138 countries in the Irregular Payments and Bribes indicator of the 2016-2017 WEF Global Competitiveness Index (down from 99th position in 2014-2015). See: www.weforum.org/reports/the-global-competitiveness-report-2016-2017-1

It is important to develop close business relationships with your potential clients but this should not be confused with corruption. A Mexican business partner or agent will be well-placed to advise you on normal business practice, as will UK companies already in the market. You should familiarise yourself with British bribery legislation which, since 2002, also applies to UK registered companies and UK nationals committing acts of bribery wholly outside the UK.

Visit the GAN Business Anti-Corruption portal at: www.business-anti-corruption.com/country-profiles/mexico which provides a variety of advice and guidance about corruption in Mexico and some basic effective procedures you can establish to protect your company from them. Also read the information provided on the UK Government's bribery and corruption page at: www.gov.uk/anti-bribery-policy.

[Source: FCO Overseas Business Risk/gov.uk]

Intellectual Property (IP)

Intellectual Property Rights (IPR), as intangible assets, are a key factor in the competitiveness of your business in the global economy. IPR can protect your innovation from competitors and can also be an important source of cash flow through licensing deals or selling IP. IPR infringement can lead to loss of business, revenue, reputation and competitive advantage unless you take steps to protect your IP both in the UK and abroad.

Scope of Mexico's IPR problem

Both Mexican and international companies claim loss of sales and weakening of brands due to counterfeit products, which the Mexican Government has recognised as an issue.

Despite federal government enforcement efforts, Intellectual Property Right (IPR) abuses across Mexico's industrial sectors continue. Anti-piracy efforts remain particularly weak at state and municipal government level, and losses to Mexican and international companies due to trademark counterfeiting, copyright piracy, and patent infringements lie in the hundreds of millions of dollars annually.

Lack of IPR protection can affect a wide range of industries including, but not exclusively; film, music, software, pharmaceutical, literature and the clothing and textile industries. Solutions to the problem are often difficult to implement due to lack of resource, lack of communication between law enforcement agencies, slow court systems and a lack of deterrent sentences, and insufficient planning and co-ordination among industry sectors and government agencies.

The protection of IPR is also further complicated by Mexico's extensive poverty. Black markets provide a significant source of employment in the informal sector.

Illegally reproduced goods, sold at a fraction of the cost of their legitimate counterparts, also give consumers with limited resources access to otherwise unattainable items. Some government leaders are reluctant to crack down on piracy out of fear that this could lead to social unrest – although the fact that this is recognised as an issue and needs to be addressed is in itself a positive step forward. IPR is one of the major pillars to be discussed in the ongoing renegotiation rounds of the EU-Mexico Global Agreement, expected to be signed by the end of 2017.

IPR protection in Mexico

Under NAFTA and the WTO Agreement on Trade-Related Aspects of Intellectual Property Rights (TRIPS), Mexico is obliged to implement certain standards for the protection of intellectual property as well as procedures to address infringements such as piracy and counterfeiting.

The Attorney General's Office (PGR) is responsible for investigating and prosecuting IPR crimes. The Mexican Institute of Industrial Property (IMPI) is the government agency responsible for administrative enforcement of IPR.

However, Mexican IPR laws are often poorly understood by both law enforcement agencies and there is a lack of expertise in the court system. This can make taking cases through the legal system a long drawn out process which with it brings prohibitive costs.

Mexico has a comprehensive set of IPR laws and an increasing number of seizures and arrests, but even so, the extent of IPR violations in Mexico remains significant. It is unclear if this is because of insufficient enforcement measures but what is encouraging is that the Mexican authorities have recognised this as an issue and are looking into how their IP framework can be improved.

Trademarks

In April 2012, the Mexican Congress adhered to the Madrid Protocol of the World Intellectual Property Organization, providing certainty for international companies looking to register their marks for use in Mexico. This was the first instance of a Central or South American country signing up to the protocol and is a big step forward in bringing Mexico in line with the international IP community. In December 2009, IMPI and INTERPOL started efforts alongside WIPO, ICC, INTA and OMA to address cross-border piracy trade. As a result, in 2011, the Mexican Customs Agency and the Mexican Industrial Property Institute (IMPI) launched a new trademark scheme to identify pirate products and facilitate customs procedures.

Software

In the same theme, IMPI, the Mexican body responsible for protecting industrial property rights, has signed agreements with the Business Software Alliance. In

2012 Mexico became the first government body in the world to earn BSA's Certification in Standards-Based Software Asset Management for Organizations, a program known as CSS (O). The credential demonstrates the Mexican Government's commitment to promoting legal software use by implementing internationally-recognised best practices for maintaining compliance with software licences.

Copyright

Enforcement efforts by the Mexican Government are improving (see below), however levels of piracy are still high, which it is claimed by industry sources, has resulted in closure of legitimate copyright-related businesses. Counterfeit sound and motion picture recordings are widely available throughout Mexico, where piracy has shifted from traditional formats to optical discs (CD, DVD, and CD-ROM) and internet piracy.

More information can be found at the International Intellectual Property Alliance. See: www.iipawebiste.com

For further UK Government guidance, see: www.gov.uk/intellectual-property-an-overview.

[Source: FCO Overseas Business Risk/gov.uk]

Protective security advice

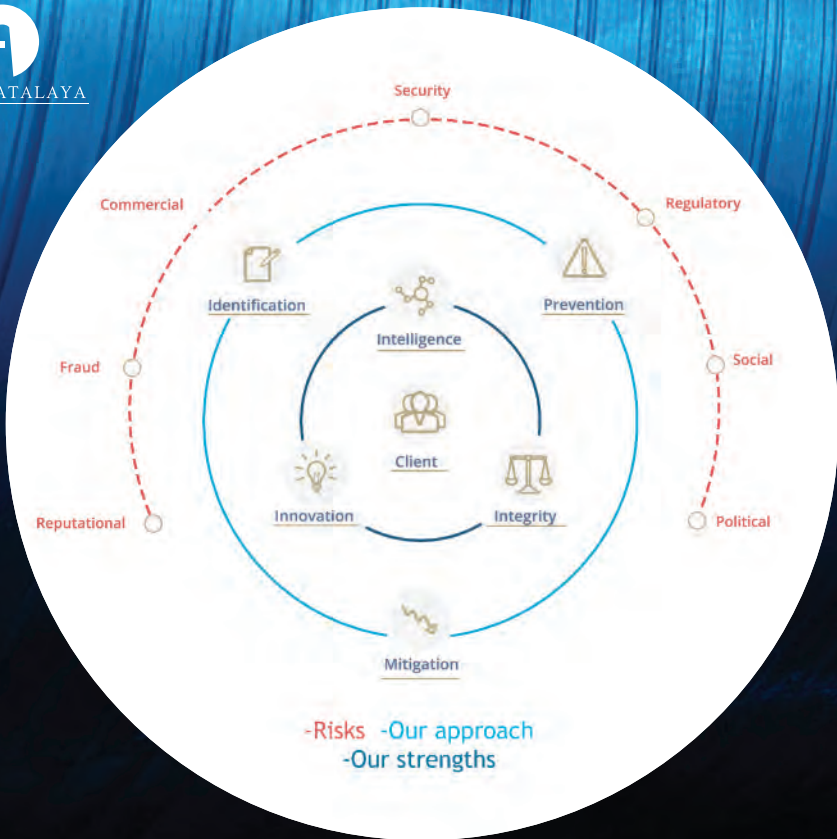
Business disputes

The vast majority of British businesses have not been prevented from operating in Mexico by the security risks although many Mexican and foreign businesses choose to hire private security.

The UK Centre for the Protection of National Infrastructure (CPNI) also provides protective security advice to businesses. See: www.cpni.gov.uk.

[Source: FCO Overseas Business Risk/gov.uk]

Grupo Atalaya is Mexico's leading strategic risk consultancy



We help foreign and domestic companies navigate security, reputational, regulatory and political risks, in order for them to capitalise on the vast business opportunities that Mexico has to offer.

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GRUPO ATALAYA



MEXICO

It is recommended that you work closely with a partner to assist with preparing bid documents. Although not essential, it can help to also have an office in Mexico to increase your chances of achieving government contracts.



Sector-specific opportunities in Mexico

Background

You should carry out as much market research and planning as possible before exporting to Mexico, using both desk research and visits to the market. You need to determine if there is a market for your product or service and whether your pricing is competitive.

DIT's trade specialists can help you identify local representatives for your products in Mexico. See: www.gov.uk/over-seas-customers-export-opportunities.

DIT provides free international export sales leads from its worldwide network. Find export opportunities in Mexico at: <https://opportunities.export.great.gov.uk>.

Government tenders in Mexico

It is recommended that you work closely with a partner to assist with preparing bid documents. Although not essential, it can help to also have an office in Mexico to increase your chances of achieving government contracts.

Mexico's Comisión Federal de Competencia Económica (COFECE) at: www.cofece.mx/cofeca/ingles is the Mexican anti-trust commission charged with supervising, promoting, and guaranteeing free access and competition in the markets.

If a public tender gives preference to a supplier, a complaint can be filed with COFECE before the contract is awarded.

Healthcare

Health provision is a high priority for the current administration. The total healthcare spend in 2016 was US \$130 billion. It is growing at more than 8% year on year. Healthcare spend is at around 6.5% of GDP and is split 50/50 between the public and private sector.

Mexico has an increasing elderly population. Government initiatives for the prevention and management of chronic diseases are being implemented. The highest rates of illness in Mexico are for chronic degenerative diseases; diabetes, cardiopathies and cancer.

Some of the areas of opportunity for UK companies are:

- medical equipment
- training for doctors and nurses
- e-health and telemedicine
- medical informatics

Mexico has a favourable regulatory environment and increasing access to healthcare is expected to boost the industry in coming years.

Contact: Samuel.Gonzalez@fco.gov.uk; and Julio.Evaristo@fco.gov.uk for more information on the opportunities in the healthcare sector.



Food and drink

Over 42% of Mexico's population are middle class and in recent years the food and drink sector has grown faster than the retail sector.

- Processed food production reached over US \$141 billion in 2015 and it is expected to reach US \$179 billion by 2020.
- Mexico's market of processed foods will reach US \$170 billion by 2020 with a projected per capita consumption of US \$1,350.
- With a population of 122 million, Mexicans consumed about US \$155 billion worth of processed food products.
- Fast food and cafés/bars showed the most growth over the 2008-2012 period with 3.4% and 2.6%, respectively.
- Over the forecast period of 2013 to 2017, fast food will remain the best performing category in terms of sales growth (6.8%), followed by pizza consumer foodservice (6.2%).
- Sales of sugar confectionery observed a growth in 2015 of 1% in terms of current value.

Contact: anafernanda.romero@uk.org.mx for more information on the opportunities in the retail sector.

Infrastructure

Mexico spends about 3% of GDP on infrastructure. It ranks 57th out of 138 countries in terms of infrastructure competitiveness according to the Global Competitiveness Report for 2015 to 2016: <http://reports.weforum.org/global-competitiveness-report-2015-2016/>

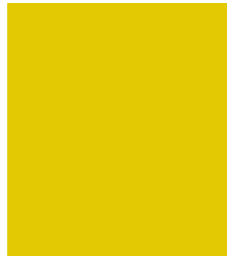
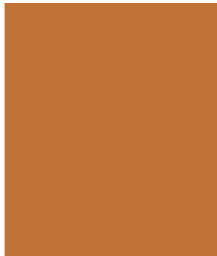
A National Infrastructure Plan (NIP) has been set up which will invest £65 billion of public and private funding in:

- construction and modernisation of highways
- supplying new passenger trains
- expansion of the port of Veracruz
- airport improvements

The new Mexico City International Airport, worth US \$13 billion, is Mexico's largest infrastructure project to date. It is expected that the Mexico City Airports Group will launch 40 public tenders from 2016.

UK companies ARUP and Foster + Partners have already won the contracts for project master plan and design of the terminal building. Currently the airport is at the ground preparatory stage. There are opportunities in:

- alternative financing schemes such as Public Private Partnerships (PPPs)
- project and cost management
- master planning



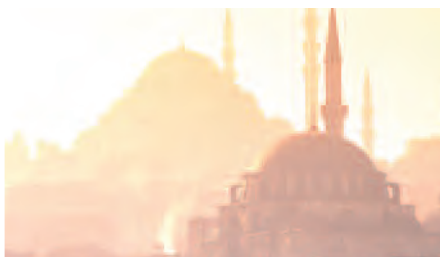
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Contact: Diana.Leon@fco.gov.uk for more information on the opportunities in the infrastructure sector.

Energy

Oil and gas

After the sweeping energy reforms passed in December 2013, the Mexican oil and gas industry has opened up to private investment.

Onshore and offshore shallow water blocks in the Gulf of Mexico been awarded to several companies, including a consortium involving Premier Oil, a UK independent operator. Further interest from UK oil and gas companies is expected when licences to explore and produce in Mexico's deepwater areas and PEMEX partnerships ('farm-outs') are auctioned.

Around half of Mexico's prospective oil reserves lie in deep waters. Opportunities for UK expertise include (but are not limited to):

- training
- project consultancy
- financing
- Front End Engineering Design (FEED)
- subsea and deepwater capabilities

- enhanced / improved oil recovery
- asset integrity management

There are also plenty of opportunities in midstream, particularly around the design, construction and maintenance of natural gas pipelines. The Federal Commission of Electricity is increasing pipeline infrastructure by releasing public tenders. Particular opportunities are reckoned within two specific projects: a subsea pipeline that will transport natural gas from Texas to Veracruz, Mexico and a project for supplying gas to the Baja California Peninsula.

Power and renewable energy

Energy reform aims to promote investment in clean energy and reduce fossil fuel dependency in electricity generation. 35% of power generation is expected to come from clean energies by 2024.

The government has created a market for clean energy certificates (CELs). Wholesale electricity users will be obliged to use 5% of their total consumption from clean energy sources. This will boost clean energy use for electricity generation, particularly in energy intensive industries.

Mexico's first long term electricity tender resulted in contracts being granted to solar photovoltaic (PV) and wind projects. Mexico is currently developing a renewables subsector capabilities map and creating international research and innovation centres.

There are opportunities for UK companies with expertise in all clean energy technologies.

Contact: Enrique.Cornejo@fco.gov.uk; and Carlos.Gomez@fco.gov.uk for more information on the oil and gas sector and: Deborah.Garcia@fco.gov.uk for the renewable energy sector.

[Source: DIT/gov.uk]

MEXICO

If you want to establish a business relationship that goes beyond exporting, you will need to carry out further research. A thorough evaluation of your potential partner may be time consuming and expensive, but doing so will greatly reduce the risk of serious problems in the future.





Connecting Business and People

Founded and established in 2011, The Mexican Chamber of Commerce in Great Britain, MexCC is a Membership-based organization operating as the bilateral Chamber of Commerce between the two countries's private sectors

MexCC represents entrepreneurs, companies and multinational corporates looking for quality and effectiveness in their network, business opportunities and promotion while creating a strong and long lasting relationship in the Brit-Mex business community.

We help to strengthen and increase the bilateral contribution of foreign and direct investments between Mexico and the UK.

General Manager: Milène Hayaux du Tilly
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Preparing to export to Mexico

Consultation and bespoke research

Visit great.gov.uk at: www.great.gov.uk/uk for guidance on how to research overseas markets as well as a range of other important issues for exporters.

Mexico is a large country. Each state has its own cultural practices and preferences. Different regions have different industry clusters. Therefore regional plans and good local research are likely to be needed, using both desk research and market visits.

You should determine whether:

- there is a market for your product or service
- your pricing is competitive
- to localise your product
- to adapt your business model

The questions listed on the right should help you to focus your thoughts. Your answers to them will highlight areas for further research and also suggest a way forward that is right for your company. You may then want to use this as a basis for developing a formal Mexico strategy, although this may not be necessary or appropriate for all companies:

Your aims

- Do you wish to buy from Mexico, sell to Mexico or both?
- Do you wish to establish your own company presence in Mexico (for example through partnering with a local company, establishing a Mexican subsidiary, registering as a foreign company, or licensing, franchising, direct or indirect exporting)?
- Do you need to be involved in Mexico at all?
- Do you see Mexico as part of a wider plan including e.g. other Latin-American markets?

Your company

- What are the unique selling points for your product or service?
- Do you know if there is a market for your product in Mexico?
- Do you know if you can be competitive in Mexico?
- Are your competitors already in Mexico? If so, what are they doing?
- Do you have the time and resources to handle the demands of communication, travel, product delivery and after-sales service?

Your knowledge

- Do you know how to secure payment for your products or service?
- Do you know where in Mexico you should start?
- Do you know how to locate and screen potential partners, agents or distributors?
- Have you carried out any Mexico-specific customer segmentation, and do you know how to best reach potential customers in-market?

It is unlikely that you will have the answers to all these questions at the outset and these 'knowledge gaps' should form the basis for further research and investigation. Some of these questions will require quantitative research in your sector, while others involve more contextual and cultural considerations. Talking to other people in your industry and regularly visiting Mexico will give you access to the most current advice, and such experience can often lead to new insights and form the basis for further research.

There are a number of trade shows held in Mexico each year – these can be useful to test product viability in the market. The Department for International Trade (DIT) Tradeshow Access Programme at: www.gov.uk/guidance/tradeshow-access-programme, provides funding in the form of grants for eligible businesses to attend overseas trade shows. The funding helps your business gain:

- market knowledge
- experience in attending and getting the most from overseas trade shows
- advice and support from trade experts

Visit the DIT events portal at: <https://events.trade.gov.uk/> to find upcoming events and missions in Mexico.

Find out more about marketing your goods and services for Mexico, at: www.great.gov.uk/uk.

Contact the DIT team in Mexico at: www.gov.uk/world/organisations/department-for-international-trade-mexico#contact-us, for events and company launches at Embassy locations.

Start-up considerations

If you are thinking of exporting to Mexico, an agent or a distributor can help.

The most common forms of operation in Mexico are:

- supply chain operations
- representative offices
- joint ventures
- shelter operations
- subcontracted manufacturing
- assistance from Mexican Federal and State Governments

Contact the DIT team in Mexico at: www.gov.uk/world/organisations/department-for-international-trade-mexico#contact-us, for help in finding partners, distributors and tax advisers before entering into agreements, as the tax and legal obligations of each business structure can differ.

Consult local lawyers and translators to avoid costly mistakes and ensure you start out in the way that is best suited to your sector of activity. The Embassy supplies lists of lawyers and translators on the website. Visit: <https://www.gov.uk/world/organisations/british-embassy-mexico-city>.

You may contact Nader, Hayaux & Goebel for legal enquiries: www.nhg.com.mx, or AST Language Services for translation: www.astlanguage.com

You should conduct due diligence checks once you have chosen your method of entry into the market.

If you want to establish a business relationship that goes beyond exporting, you will need to carry out further research. A thorough evaluation of your potential partner may be time consuming and expensive, but doing so will greatly reduce the risk of serious problems in the future.

Direct exports and sales in Mexico

Direct exports means you supply your products direct to the customer. You handle all the logistics of marketing, selling, sending overseas and getting paid.

Appointing a local agent or distributor is the most common method. You should look closely at their:

- local business reputation
- financial resources
- regional coverage

- marketing ability

It may be best to appoint a series of agents or distributors to cover different regions in Mexico.

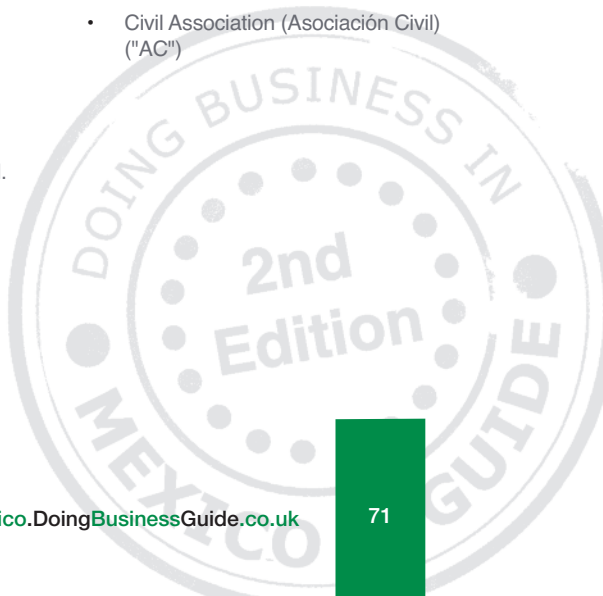
DIT's trade specialists can help you identify local representatives for your products in Mexico. See: www.gov.uk/overseas-customers-export-opportunities.

Setting up a business entity in Mexico

The Mexican General Law of Mercantile Organizations (or Civil Code) regulates business entities.

Some of the most common types of businesses are:

- Sociedad Anonima (Corporation) ("SA")
- Sociedad Anonima de Capital Variable (Corporation with Variable Capital) ("SA de CV")
- Limited Liability Partnership (Sociedad de Responsabilidad Limitada) ("S de RL", or "S de RL de CV" if having variable capital)
- Civil Partnership (Sociedad Civil) ("SC")
- Civil Association (Asociación Civil) ("AC")



A foreign company may open a branch (“sucursal”) in Mexico as an alternative to incorporating. This provides rights and responsibilities similar to those of a corporation, but requires approval from the National Foreign Investment Commission at the Secretaría de Economía (SE). See: www.2006-2012.economia.gob.mx/trade-and-investment/direct-foreign-investment/national-registry-of-foreign-investment-mei.

Taxation and legal obligations differ depending on which business structure you choose. It is therefore recommended you consult legal professionals in Mexico prior to establishing an office, to ensure you choose the way that is best suited to your sector of activity. Contact Nader, Hayaux & Goebel: www.nhg.com.mx

Online selling to Mexico

E-commerce in Mexico is in its infancy but shows significant growth potential as broadband penetration is slowly improving. The three largest cities in Mexico have the highest density of Internet users – Mexico City, Guadalajara, and Monterrey, 75% of whom are under the age of 35.

Find out about DIT’s E-Exporting programme at: www.gov.uk/guidance/e-exporting, which can help you export your products to Mexico.

Check out online marketplaces in Mexico at: <https://selling-online-overseas.export.great.gov.uk>, where DIT has negotiated listings at better-than-commercial rates.

Licensing or franchising in Mexico

Franchising in Mexico, as in any other country, requires a long-term commitment. However, there are no barriers to franchisers of any products or services in Mexico, and the franchise sector in Mexico is growing fast. The Mexican franchise industry represents the fifth-largest franchise market in the world.

Franchise agreements must be registered with the Mexican Institute of Industrial Property (IMPI), at: www.gob.mx/impi (site not in English).

Useful contacts can be made at the International Franchise Fair, which Mexico hosts each year. See: www.fif.com.mx (site not in English).

For further information on franchising opportunities in Mexico, see the Mexican Franchise Association at: <http://franquicias-demexico.org.mx/> (site not in English).

Visit the international section of the British Franchise Association at: www.thebfa.org/international for more information on franchising.

Getting finance to fulfil an export contract to Mexico

Globally, Mexico ranks highly, 5th out of 190 economies, in the World Bank's "Doing Business – ease of getting credit" report 2017. See: www.doingbusiness.org/data/exploreeconomies/mexico.

To make it easier to fulfil an export contract and grow your business, schemes are available to UK companies selling products and services to Mexico. Contact your bank or specialist financial organisation for assistance.

UK Export Finance (UKEF) has significant risk capacity to support exports to Mexico, see: www.gov.uk/guidance/country-cover-policy-and-indicators#mexico. Contact one of UKEF's export finance advisers at: www.gov.uk/government/publications/find-an-export-finance-manager for free and impartial advice on your finance options.

Getting paid in Mexico

It can be difficult to collect from Mexican buyers in cases of non-payment. Access to credit in Mexico is limited and costly. You should be cautious when negotiating contracts.

You may wish to talk to a specialist about finance, including how to get paid in Mexico. This could be a bank (HSBC: www.empresas.hsbc.com.mx/es-mx), accountants or you can contact the DIT team in Mexico at: www.gov.uk/world/organisations/departments-for-international-trade-mexico to help you find a local financial adviser.

Your contract will specify the terms for payment. If there is any dispute you will need to go through the Mexican legal system for resolution, which can be slow and costly.

Payment risks in Mexico

UKEF helps UK companies get paid by insuring against buyer default.

You may have difficulty accessing foreign exchange. Be confident you will get paid for your export contract. Speak to one of UKEF's export finance advisers at: www.gov.uk/government/publications/find-an-export-finance-manager for free and impartial advice on your insurance options or contact one of UKEF's approved export insurance brokers at: www.gov.uk/government/publications/uk-export-finance-insurance-list-of-approved-brokers/export-insurance-approved-brokers.

Currency risks when exporting to Mexico

If you have not fixed your exchange rate you have not fixed your price. You should consider whether the best option for you is to agree terms in Sterling, US Dollars or Mexican Pesos in any contract. You should also consider getting expert financial advice on exchange rates (sometimes called FX).

MEXICO

Certain products, goods, processes and services must comply with Mexico's standards agency, Norma Oficial Mexicana (NOM) regulations, before products can go on sale in Mexico. The main types of NOMs cover security, labelling and emergencies.



How to do business in Mexico

Legal considerations

Recent competition reforms in Mexico have created two new regulatory organisations. These are the:

- Commission for Economic Competition (COFECE), which regulates general economic issues. See: www.cofece.mx/cofece/ingles
- Federal Institute of Telecommunications (IFT), which regulates telecommunications. See: www.ift.org.mx (site not in English)

A bilateral Investment Protection and Promotion Agreement (IPPA) has been signed by the UK and Mexico which aims to:

- ensure the same rights as domestic investors
- prevent the government selling assets without market value compensation (expropriation)

See: www.gov.uk/government/publications/agreement-between-the-uk-and-mexico-for-the-promotion-and-reciprocal-protection-of-investments--2 for more information.

You should seek legal advice before entering into agreements in Mexico. Contact Nader, Hayaux & Goebel: www.nhg.com.mx

Corruption in Mexico

Corruption is a problem in Mexico. The country's ranking in Transparency International's 2016 Corruption Perceptions Index is 123rd out of 176 countries. See: www.transparency.org/news/feature/corruption_perceptions_index_2016#table.

You should ensure you take the necessary steps to comply with the requirements of the UK Bribery Act at: www.gov.uk/government/publications/bribery-act-2010-guidance.

Export licences for Mexico

You must have a licence to supply anything on the UK strategic export control lists to Mexico.

Find out more about getting a licence to export military or dual use goods, services or technology to Mexico, at: www.gov.uk/guidance/beginners-guide-to-export-controls.

Find out which products will need certification or licensing before they can be exported to Mexico, at: www.gov.uk/starting-to-export/licences.

Law on marketing and selling in Mexico

If you are selling to consumers you must be aware of and comply with Mexico's Consumer Protection regulations, at: www.cofece.mx/cofece/ingles, overseen by the Commission for Economic Competition.



Standards and technical regulations in Mexico

Certain products, goods, processes and services must comply with Mexico's standards agency, Norma Oficial Mexicana (NOM) regulations, before products can go on sale in Mexico. The main types of NOMs cover security, labelling and emergencies. See: www.dof.gob.mx/normasOficiales.php (site not in English).

Health certificates

All suppliers into the healthcare sector must have local representation.

Products for Mexico's healthcare market require a 'Sanitary Registration' issued by the Comisión Federal Protección para la contra Riesgos Sanitarios (COFEPRIS), see: www.cofepris.gob.mx/Paginas/Idiomas/Ingles.aspx. These products must have a Mexican company or individual responsible for them, as the registration is issued in the name of the distributor. The main documents required for product registration are a:

- certificate of free sale issued by the NHS
- certificate of quality
- letter of appointment of distributor

These three documents must be in Spanish and translated by a legal translator. Technical information may be in English with a summary in Spanish.

Contact the DIT team in Mexico at: <http://www.gov.uk/world/organisations/departments-for-international-trade-mexico#contact-us> for help in finding legal translators.

You should consider taking out product liability insurance if you manufacture or supply a physical product that is sold or given away for free. See: www.abi.org.uk/products-and-issues/products/business-insurance/liability-insurance/product-liability-insurance/

Packaging and labelling your products for Mexico

Mexico's labelling requirements are often different from the EU's. Special labels may need to be attached to products going to Mexico even if the products are already labelled in Spanish.

NOM-50 is the Mexican standard which refers to the commercial information a foreign company has to provide. The label must include a description of the goods and other information including:

- importer name
- exporter name
- declaration in Spanish that the goods have been made in the UK (Hecho en Reino Unido)
- number of items
- importer's 'Mexican Registro Federal de Contribuyentes' (tax identification number)
- exporter's tax ID
- whether an instruction manual is needed
- expiry date, when necessary

Additional advice on certification requirements and labelling can be obtained from Mexico's standards agency, Norma Oficial Mexicana (NOM) regulations, at: www.dof.gob.mx/normasOficiales.php (site not in English).

Be aware that packages may receive heavy handling and be left in the open air for longer than anticipated, so you must take into account the Mexican climate.

Protecting your intellectual property (IP) in Mexico

Trademarks, designs, patents and copyright are the principal forms of intellectual property protection available under common law. They are all governed by legislation. The common law also provides protection against a person passing off goods or services as those of another, as well as protection for confidential information or trade secrets.

Globally, Mexico is ranked 78th out of 128 countries for Intellectual Property Rights (IPR) in the 2016 International Property Rights Index Report. See: <https://internationalpropertyrightsindex.org/country/mexico>.

The Mexican Intellectual Property Institute (IMPI) at: www.gob.mx/impi (site not in English) regulates the use of patents, trademarks, advertisement and business names in Mexico.

Businesses are generally encouraged to learn more about IP issues relevant to their specific industry sector and to consider defensive measures early in their plans to enter the Mexican market.

An independent intellectual property rights lawyer can help you to determine the best strategy for your company.

See the IP section in this guide for more-detailed information on IP in Mexico. Contact the DIT team in Mexico at: <http://www.gov.uk/world/organisations/departments-for-international-trade-mexico#contact-us>, for details of local legal professionals who can give you advice on protecting your IP in Mexico.

Tax and customs considerations in Mexico

Contact the DIT team in Mexico at: <http://www.gov.uk/world/organisations/departments-for-international-trade-mexico#contact-us>, to help find local tax advisers before entering into agreements in Mexico.

Double taxation agreement

The UK and Mexico have signed a double taxation agreement, ensuring the same income is not taxed in more than one country. See: www.gov.uk/government/publications/mexico-tax-treaties.

Value added tax (VAT)

VAT, known as IVA in Mexico, is levied on most EU goods at 16%.

If you are registered for value added tax (VAT) you can zero-rate the VAT on most goods you export to Mexico. You will need to get evidence of the export within three months from the time of sale.



Find more information on VAT in non-EU markets and zero rating conditions at: www.gov.uk/guidance/vat-exports-dispatches-and-supplying-goods-abroad.

Excise duty in Mexico

You should check you have paid excise duty on any alcohol, alcoholic drinks, energy products, electricity or tobacco products you send to Mexico.

Company and corporate tax in Mexico

The non-resident company's rate is 30% with no additional taxes on remittance of profits. The corporate income tax (IRPJ) rate is 25%.

The Mexican Tax Administration Service (Servicio de Administración Tributaria) has further information about tax in Mexico. See: <http://www.sat.gob.mx/Paginas/Inicio.aspx> (some detail in Spanish only).

Contact the DIT team in Mexico at: <http://www.gov.uk/world/organisations/departments-for-international-trade-mexico#contact-us>, for details of professionals who can provide advice on taxation in Mexico.





MEXICO

Goods may only pass to and from Mexico at authorised locations. Goods must be presented to the customs authorities together with the relevant documentation.



Customs and documentation in Mexico

Complying with HMRC regulations to export to Mexico

You must make export declarations to HMRC through the National Export System (NES) to export your goods to Mexico. See: www.gov.uk/guidance/export-declarations-and-the-national-export-system-export-procedures.

Mexico follows the Harmonized Tariff System (HTS, or HS) for the classification of goods. You must classify your goods as part of the declaration, including a commodity code and a Customs Procedure Code (CPC).

Find commodity codes and other measures applying to exports in the UK Trade Tariff: www.gov.uk/trade-tariff.

Contact the HMRC Tariff Classification Service at: www.gov.uk/government/publications/notice-600-classifying-your-imports-or-exports/notice-600-classifying-your-imports-or-exports#list-of-useful-contacts for more help.

You must declare any goods that you take with you in your baggage to sell outside the EU, at: www.gov.uk/take-goods-sell-abroad.

Temporary export of goods to Mexico

You can use an ATA (Admission Temporaire/Temporary Admission) Carnet to simplify the customs procedures needed to temporarily take goods into Mexico. See: www.gov.uk/taking-goods-out-uk-temporarily.

You will need an export licence to temporarily take dual use goods to Mexico. Use the SPIRE system to apply for a temporary export licence, at: www.spire.trade.gov.uk/spire/fox/espire/LOGIN/login.

Customs in Mexico

Goods may only pass to and from Mexico at authorised locations. Goods must be presented to the customs authorities together with the relevant documentation.

There is a 0.8% customs processing fee charged by Mexican customs. This is based on the cost, insurance and freight (CIF) value of the goods.

If you need to ship goods over the value of US \$1,000, you need to use a customs broker to clear the merchandise through customs.

The Mexican Customs Authority (Aduanas de Mexico) has more information on customs details. See: www.sat.gob.mx/contacto/orientacion_en_linea/Paginas/default.aspx (some detail in Spanish only).

Documentation in Mexico

For tax purposes, all Mexican importers must apply and be listed in the Official Register of Importers (Padrón de Importadores), maintained by the Secretariat of Treasury and Public Finance (SHCP). See: www.sat.gob.mx/English/Paginas/default.aspx.

The documents needed for the import and export of goods to and from Mexico are:

- commercial invoices (in Spanish)
- completed pedimento (import/export form)
- Bill of Lading
- compliance documents where appropriate
- Certificate of Origin
- EUR1 (Movement Certificate). See: www.londonchamber.co.uk/lcc_public/article.asp?aid=105

Although not obligatory, use of a local customs agent is recommended, as Mexican Customs are very strict about proper submission of documents.

Contact the DIT team in Mexico at: <http://www.gov.uk/world/organisations/departments-for-international-trade-mexico#contact-us>, for details of local agents who can help.

Shipping your goods to Mexico

If you are not knowledgeable about international shipping procedures you can use a freight forwarder to move your goods. A forwarder will have extensive knowledge of documentation requirements, regulations, transportation costs and banking practices in Mexico.

Find freight forwarding companies to help you transport your goods to Mexico via the British International Freight Association (BIFA) at: www.bifa.org/home, or the Freight Transport Association (FTA) at: www.fta.co.uk.

Posting goods to Mexico

Find out about sending goods by post to Mexico, at: www.royalmail.com/mexico.

Shipping restricted, banned and dangerous goods to Mexico

There are very few prohibited items in Mexico. An up-to-date list can be found at the Servicio de Administración Tributaria (SAT), at: www.sat.gob.mx/aduanas/pasajeros/Paginas/Mercancia_no_ingresa_Mexico.aspx (detail not in English).

Special rules apply if you are shipping dangerous goods to Mexico. See: www.gov.uk/shipping-dangerous-goods/what-are-dangerous-goods. Find out more about export restrictions on products into Mexico in the EU's Market Access Database: <http://madb.europa.eu/madb/indexPubli.htm>.

Terms of delivery to Mexico

Your contract should include agreement on terms of delivery using Incoterms. See: <https://iccwbo.org/resources-for-business/incoterms-rules/> or visit: www.gov.uk/guidance/international-trade-paperwork-the-basics#international-trade-contracts-and-incoterms.

UK Export Finance

The government can provide finance or credit insurance specifically to support UK exports through UK Export Finance (UKEF) – the UK's export credit agency. See: www.gov.uk/government/organisations/uk-export-finance.

For up-to-date country-specific information on the support available see UKEF's cover policy and indicators for Mexico at: www.gov.uk/guidance/country-cover-policy-and-indicators#mexico.

[Source: DIT/UKEF/gov.uk]

MEXICO

English is widely spoken in Mexico but there are still many who do not speak it. Having a basic knowledge of Spanish will help you make a good impression.





INSTITUTE OF EXPORT

& INTERNATIONAL TRADE



Moving in the right direction

- The leading UK authority on all aspects of international trade
- Exporting excellence through education
 - Expert solutions to your export needs
 - Maximising your profit from International Trade

Our main aim is to help you achieve your export and international trade goals.

If you do well, we do well.

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email: institute@export.org.uk

www.export.org.uk



Business etiquette, language & culture

Overview

English is widely spoken in Mexico but there are still many who do not speak it. Having a basic knowledge of Spanish will help you make a good impression. Be aware too, that people from the USA are 'North' Americans (not Americans) – Mexicans are also 'Americans'.

As in most Latin American countries, Mexican companies are organised along hierarchical lines, with most key decisions made at the most senior levels.

Typically the management style in Mexico is paternalistic, with hierarchical business structures. Key decisions are made by a small number of individuals at the top, so you need to ensure you are dealing with the right people, and that you send people with a similar level of seniority.

Smart, business attire is more formal in Mexico than in Europe, and the use of professional titles is common. If titles do not exist then you should use Señor (Mr), Señora (Mrs) or Señorita (Miss) – followed by the family name.

Timings can be flexible, so it may be difficult to arrange more than one or two meetings in a day. Breakfast meetings are not uncommon, and lunch is usually taken late. Both are considered important relationship-building opportunities.

Relationships are most important. You should show long-term commitment to Mexico and your Mexican contacts – keep in touch between contracts or projects.



> Clear, consistent content is vital to making your business understood overseas. **So don't leave it to chance.**

- > Well-known companies we already work with include: Serco, Experian, Intertek, IKEA and Caterpillar
- > For a structured approach to translation, please read the article that follows



Protecting your Reputation
Worldwide™

If you're reading this guide, the chances are you're either a seasoned exporter, or you're committed to investigating new export opportunities for your business. Whichever category you fall into, you'll have a good idea of the huge investment in time, effort and resources which is required for export success.

Your priority will be to get your product or service to market, and it's a fact of life that procurement of peripheral resources such as translation is often left to the last minute. In this article we'd like to demonstrate to you how building translation into the early planning stages of your export campaigns can pay dividends.

The internet, mobile connectivity and social media mean that now more than ever before customers, be they B2B or B2C, are buying goods and services within the context of a connected world of instant communication.

Buying decisions carried out in isolation of wider and constantly changing sector, economic or social contexts are a thing of the past. This means that increasingly any product or service has to be supported with professional technical, marketing or other contextual content.

As examples of this, exporters need their technical documentation to be easily assimilated, their marketing content to be compelling, and their website to be informative and memorable. Human resources departments on the other hand need sensitive localisation of policies & procedures in line with local legislation, corporate guidelines and house style. After all an international expansion strategy or company restructuring could easily be undermined by insensitive internal communication.

In non English-speaking markets, all of the above can be achieved by working with a reliable and professional translation partner.

So how can really good translation help build your export success:

- clear and accurate foreign-language branding and content will motivate foreign customers to buy from you
- consistent and harmonised messaging helps to convey and reinforce your company's values and ethos
- corporate and operational risk through poor quality communication and misunderstanding is eliminated
- overall brand integrity and reputation are enhanced



language services

Protecting your Reputation
Worldwide™

The following components are key to a successful translation project, and show how AST can make the process of internationalising outward-facing and internal communications simpler, more professional and more cost-effective:

Rigorous selection of translators

AST's ISO9001 certified and ISO17100 compliant processes mean that the company has approved sector-specialist translators whatever the language and deadline requirements, with experienced proofreaders to give the text precision and professionalism to really focus the reader's attention.

Translation memory technology

Client-facing documents produced periodically often contain sections which stay the same and sections which need updating. Similarly company websites and technical data or manuals can contain identical paragraphs and sections. Translation Memory technology is used in this situation to identify duplicate and legacy text. The duplicates are logged and reused – leading to reduced turnaround times and resulting

cost savings – with company wordings for products, processes, titles and descriptions translated consistently.

Terminology management

The key words used to describe your company's products, services and processes support your brand and identity. This is equally true in your foreign language communications. Unfortunately, once translated it is often easy to lose control of key terms, leading to uncertainty as to whether the translations are having the desired impact. AST's terminology management prevents this. Glossaries are maintained in multiple languages and client terminology is checked in each language by industry sector experts. As the glossary grows it can be reused with each new project, so client content is always on-message and brand integrity consistent.

So there's really no need for you to leave the "softer" aspects of your export campaign to chance. Using a professional translation company like AST provides a guarantee that your international content will be clear, consistent and effective. Whatever the language.

> YOU NEED YOUR SALES, TECHNICAL AND WEBSITE CONTENT TO BE **TRANSLATED BY EXPERTS!**

- > We're recognised as a UK leader for translating high profile, client-facing documents
- > All our translators are rigorously selected so your text will be translated by the best people in the business
- > We ensure you get premium quality translations every time, on time and within budget

No matter how urgent your assignment we can translate it.



Mexico public holidays 2017

Date:	Day:	Holiday:	Area notes:
Aug 15	Tuesday	Assumption of Mary	Observance
Sep 15	Friday	Shout of Dolores	Observance
Sep 16	Saturday	Independence Day	National holiday
Oct 12	Thursday	Columbus Day	Observance
Nov 1	Wednesday	All Saints' Day	Observance
Nov 2	Thursday	All Souls' Day / Day of the Dead	Observance
Nov 20	Monday	Revolution Day Memorial	National holiday
Nov 26	Sunday	Christ the King Day	Observance
Dec 8	Friday	Feast of the Immaculate Conception	Observance
Dec 12	Tuesday	Day of the Virgin of Guadalupe	Bank holiday
Dec 24	Sunday	Christmas Eve	Observance
Dec 25	Monday	Christmas Day	National holiday
Dec 28	Thursday	Day of the Holy Innocents	Observance
Dec 31	Sunday	New Year's Eve	Observance

Mexico public holidays 2018

Date:	Day:	Holiday:	Area notes:
Jan 1	Monday	New Year's Day	National holiday
Jan 6	Saturday	Day of the Holy Kings	Observance
Feb 5	Monday	Constitution Day	National holiday
Feb 14	Wednesday	Valentine's Day	Observance
Feb 14	Wednesday	Ash Wednesday	Observance
Feb 24	Saturday	Flag Day	Observance

Date:	Day:	Holiday:	Area notes:
Mar 18	Sunday	Oil Expropriation Day	Observance
Mar 19	Monday	Benito Juárez's Birthday Memorial	National holiday
Mar 21	Wednesday	Benito Juárez's Birthday Memorial	National holiday
Mar 25	Sunday	Palm Sunday	Observance
Mar 29	Thursday	Maundy Thursday	Bank holiday
Mar 30	Friday	Good Friday	Observance
Mar 31	Saturday	Holy Saturday	Observance
Apr 1	Sunday	Easter Day	Observance
Apr 30	Monday	Children's Day	Observance
May 1	Tuesday	Labour Day / May Day	National holiday
May 5	Saturday	Cinco de Mayo / Battle of Puebla	Observance
May 10	Thursday	Mother's Day	Observance
May 10	Thursday	Ascension Day	Observance
May 15	Tuesday	Teacher's Day	Observance
May 20	Sunday	Whit Sunday	Observance
May 31	Thursday	Corpus Christi	Observance
Jun 17	Sunday	Father's Day	Observance
Jul 1	Sunday	Mexican general election	National holiday
Aug 15	Wednesday	Assumption of Mary	Observance
Sep 15	Saturday	Shout of Dolores	Observance
Sep 16	Sunday	Independence Day	National holiday
Oct 12	Friday	Columbus Day	Observance
Nov 1	Thursday	All Saints' Day	Observance
Nov 2	Friday	All Souls' Day / Day of the Dead	Observance
Nov 19	Monday	Day off for Revolution Day Memorial	National holiday
Nov 20	Tuesday	Revolution Day Memorial	National holiday
Nov 25	Sunday	Christ the King Day	Observance
Dec 1	Saturday	Inauguration day	National holiday
Dec 8	Saturday	Feast of the Immaculate Conception	Observance
Dec 12	Wednesday	Day of the Virgin of Guadalupe	Bank holiday
Dec 24	Monday	Christmas Eve	Observance
Dec 25	Tuesday	Christmas Day	National holiday
Dec 28	Friday	Day of the Holy Innocents	Observance
Dec 31	Monday	New Year's Eve	Observance



MEXICO

Taking part in overseas exhibitions is an effective way for you to test markets, attract customers, appoint agents or distributors and make sales. DIT's Tradeshaw Access Programme (TAP) provides grant support for eligible SMEs to attend trade shows overseas.





INSTITUTE OF EXPORT

& INTERNATIONAL TRADE

What does membership of the Institute of Export & International Trade mean?

To most the Institute of Export & International Trade simply plods away providing much needed qualifications to professionalise the industry however, did you realise that our helpline is one of the busiest and best in the industry? It's all part of membership and, if you need more than a phone call, we can put together a project to fulfil your needs. 2015 saw the launch of our Technical Help for Exporters that recognises the volume of legislation and regulation that covers our industry and gives you the comfort of knowing that if you don't know, you know someone who does!



Innovation is key to the success of the Institute and new ideas include our New Exporter package. This allows a business to enter a new market secure in the knowledge that they have an understanding of how they will operate and comply with any specific regulations and standards. Practical help and assistance is always available from the Institute so any additional training can be tailored to the business and the team that needs the knowledge.

The work of the IOE&IT also extends to representing membership views. Knowledge gained from our members' feedback, those who get involved with

the forums and Special Interest Groups, and those who attend our training courses or study with us, enables us to represent the industry at government levels in both the process and delivery of policy for international trade. These views also help us to ensure that the training programmes are effective and pertinent to the industry needs. Our Diploma in World Customs Compliance and Regulation is testament to the way we listen to our members' needs. This was driven by Nissan, Adidas, John Lewis and many others and will neatly dovetail into any AEO work ensuring that quality standards are met at manager and junior staffing levels.

Starting in 1935, the Institute committed itself to building competence and growing confidence for businesses trading in goods and services, which at the time, was a far reaching remit. Over the years this remit has seen us develop from simply providing training in short course format over a day, or perhaps two, into a fully-fledged Ofqual Awarding Organisation that operates specifically to deliver international trade education.



This status allows our individual members and corporates alike to be sure that they are part of a quality organisation with plans for growth integrated with a sustainable future for the global prosperity of UKPIc.

Part of our work includes mapping existing qualifications to roles and producing training needs analyses to ensure staffing progression and continuity. The need to upskill our workforce to match those of our competitors is a key element vital for growth. Our focus is on recognising that International trade needs specific knowledge, coupled with a strong belief that we must start to talk to

our young people at an earlier stage. We need to engage the next generation in thinking about how world trade works and how it will be great for British businesses. They need to know how items arrive in the shops which, in turn, will begin to spark ideas. As these young people join companies they will bring a fresh outlook that all things are possible especially if you operate globally.



Why not call us and get involved?

It has never been more important that we act as an industry to help – we need experts and commitment to professionalising international trade from businesses large and small – help your institute to stay ahead of the curve.

Institute of Export & International Trade

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Lesley Batchelor OBE, FIEEx (Grad) –
Director General, Institute of Export & International Trade

Focusing on qualifications.

A focus on qualifications - but why do we need them?

I'd like to tell you about my story, it's ok it won't take too long but I think it's similar to a lot of people that work in international trade.

I left school with no ambition to do anything other than help my mum make ends meet. I wanted to be a seamstress but we couldn't afford the material for the interview so I went into an accounts department at a large pharmaceutical company. Luckily for me they recognised a hard worker and asked me to work in various departments. After a year they asked me which one I like the best and without even thinking I said "international", and that was my career set out for me.

Working in international trade I found that I needed to understand so many different things - from how trade agreements impacted a sale to the legal aspects of trade and how different systems worked in terms of contract and disputes. Getting paid brought about a whole new set of issues and this really made me learn and think about the implications of offering credit and how it can be used to your advantage.

Things I learnt about logistics and the paperwork that was needed to support a trade were empirical and slowly I became sure of my knowledge. The problem was, that when I wanted to move on to the next company, I had nothing to show I had that knowledge. It was frustrating to find that the knowledge that I had accumulated over 11 years wasn't evidenced in any way and that no-one knew exactly what I knew. I was lucky enough to get my next job with a well-known Japanese computer company but it made me realise that if I wanted a career, I needed to get qualified.

So I spent the next two years, two nights a week at night school honing my skills and building a knowledge and understanding of all aspects of the trade I had entered "by the back door". Finally, exhausted but with a full understanding of how planning and control worked, I passed and became a Graduate Member of the Institute of Export & International Trade, suffix MIEEx (Grad) in 1991.

Well, many things have changed since then, as after many years of working in international trade, I took over at the helm, steering the qualifications and the Institute towards a better place. We have now gained Ofqual Awarding Organisation status for the qualifications and have worked hard on ensuring we are ready for the next 80 years of representing the industry and standing as guardian of professional standards in international trade.

OFQUAL* awarding status is hard earned and we are proud to be the only professional body operating in this international trade environment.

IOE&IT Qualifications in brief

www.export.org.uk/page/qualifications

- Level 1 Young International Trader
(Available electronically)
- Level 2 International Trade Logistic Operations **
- Level 3 Certificate of International Trade
Certified International Trade Adviser
- Level 4 Advanced Certificate in International Trade
- Level 5 Diploma in International Trade
Diploma in World Customs Compliance and Regulations
- Level 6 Foundation Degree jointly delivered with *** Anglia Ruskin University
Higher Apprenticeship in International Trade - the first so far.

Our courses at level 3 onwards are delivered online using a blended learning technique which involves the support of an expert tutor for each topic. The IOE&IT online campus offers a range of learning tools, from power-point presentations and videos to online chats and forums for the students. The Institute has a success rate of 95% in helping our students through these academic programmes.

The Advanced Certificate in International Trade - Elective modules have been added to the level 4 Advanced Certificate syllabus. In addition to the three core modules of Business Environment, Market Research & Marketing and Finance of International Trade, students can now choose a fourth elective module from:

- a. International Physical Distribution
- b. Selling Services, Skills and Software Overseas
- c. Or one of:
 - i. Doing business & communicating in Arabic speaking markets
 - ii. Doing business & communicating in Spanish speaking markets
 - iii. Doing business & communicating in German markets
 - iv. Doing business & communicating in Chinese markets
 - v. Doing business & communicating in Russian markets

The series of modules above carry language skills training, the focus being on basic business language needed and business culture

Finally, eBusiness internationally will be launched summer 2016.

The Diploma in International Trade - level 5 is equivalent to the second year of a degree and is accepted as entry level for:-

BSc (Hons) in Management Practice - International Trade with Plymouth University
-Online 24 months

MSc International Trade, Strategy and Operations with Warwick University - 36 months part residential

www.export.org.uk/page/qualifications will give you more detail and a contact who will talk you through your options.

*The OFQUAL Register of Regulated Qualifications contains details of Recognised Awarding Organisations and Regulated Qualifications in England (Ofqual), Wales (Welsh Government) and Northern Ireland (Ofqual for vocational qualifications and CCEA Accreditation for all other qualifications).

** International Trade Logistic Operations is delivered through our approved centres

*** Anglia Ruskin University is Entrepreneurial University of the Year



British Embassy Mexico City

The British Embassy in Mexico City develops and maintains relations between the UK and Mexico. Their work covers a range of issues including a range of British interests in Mexico, working together through a number of bilateral programmes, including political, commercial and economic activities of interest to both countries.

They also provide services at our Embassy in Mexico City and our Honorary Consulate in Cancun. Our DIT offices in Monterrey, Guadalajara and Tijuana support British companies trading in Mexico and Mexican companies investing in the United Kingdom.

Services for British nationals:

Urgent assistance

If you are in Mexico and you urgently need help (e.g. if you have been attacked, arrested or lost your passport), call – (0052) 55 1670 3200, or if you are in the UK and concerned about a British national in Mexico, call 020 7008 1500.

Get or renew a passport

The British Embassy cannot help with passport enquiries. Contact Her Majesty's Passport Office if you need help. See: www.gov.uk/government/organisations/hm-passport-office

If you cannot get a new or replacement passport in time to travel, you may be able to get an emergency travel document. See: www.gov.uk/emergency-travel-document

Get an emergency travel document

You can apply for an emergency travel document if you are abroad and your passport has been lost or stolen, damaged or expired, and you cannot get a new or replacement passport in time to travel.

If you are due to travel in the next 24 hours, contact us as soon as possible. Apply online for an emergency travel document if you:

- are over 16 years old and
- are a British citizen and
- have previously owned a British passport

Contact us to apply for an emergency travel document if you are:

- over 16 years old but have not owned a British passport before or
- not a British citizen or
- applying for a child under 16 years old

Once you have contacted us, you will be advised to book an appointment for an emergency travel document at the British Embassy Mexico City.

Notarial and documentary services

We may be able to offer notarial services, including administering an oath, affirmation or affidavit or making a certified copy of a document. See the full list of notarial and documentary services we provide: www.gov.uk/guidance/notarial-and-documentary-services-in-mexico

Legalisation services

The British Embassy in Mexico City does not provide legalisation services. Read our notarial and documentary services page for more information on legalisation: www.gov.uk/guidance/notarial-and-documentary-services-in-mexico

Ask the UK Government to get a UK document legalised (certified as genuine): www.gov.uk/get-document-legalised

Local service provider lists

We provide a list of:

- medical facilities: www.gov.uk/government/uploads/system/uploads/attachment_data/file/421404/List_of_medical_facilities_in_Mexico.pdf

Please note that inclusion in this list does not constitute official endorsement by the British Consulate or the UK Government.

How else we can help

In addition to the services listed above we can also:

- provide information about transferring funds
- provide appropriate help if you have suffered rape or serious assault, are a victim of other crime, or are in hospital
- help people with mental illness
- offer support and help in a range of other cases, such as child abductions, missing people and kidnapping
- contact family or friends for you if you want
- make special arrangements in cases of terrorism, civil disturbances or natural disasters or other crises abroad

For more information on the services we can provide, see 'Support for British nationals abroad: A guide': www.gov.uk/government/publications/support-for-british-nationals-abroad-a-guide

Consular fees

We charge fees for some of our services. See the full list of consular fees in Mexico: www.gov.uk/government/publications/Mexico-consular-fees

Contact us

British Embassy Mexico City

British Embassy
Río Lerma, No. 71,
Col. Cuauhtémoc, CP. 06500
Mexico City
Mexico

Switchboard: +52 (55) 1670 3200

General enquiries:

ukinmexico@fco.gov.uk

Consular enquiries:

mexico.consulate@fco.gov.uk

Office hours:

Monday to Thursday: 8:00am to 4:30pm
Friday: 8:00am to 2:00pm

Website:

www.gov.uk/government/world/organisations/british-embassy-mexico-city



WHAT is The British Chamber of Commerce in Mexico (BritChaM)

CONNECTING YOUR BUSINESS TO THE RESOURCES YOU NEED

- An organization promoting commerce, expanding & nurturing business opportunities in, or with, Mexico.
- The Chamber is not a political organization, does not hold political preferences and does not make political donations.
- A non-profit institution, established in 1921.
- BritChaM provides opportunities to establish commercial relationships with British and Mexican businesses.



- We encourage trade and investment between Mexico and the United Kingdom, regularly sharing relevant content from both countries.
- The British Chamber of Commerce in Mexico is characterised by its firmly rooted working values such as commitment, ethics, and sustainability.



The Chamber has over 437 members
and we organize around 40 events per year.

#BritchaMEvents



www.britchamexico.com



@BritChaMexico



British Chamber of
Commerce in Mexico



BritChaM



British Chamber of Commerce in Mexico

Doing business in Mexico since 1921



BUSINESS SECTORS

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Energy, Natural
Resources and
Environment

Green Power

Financial and
Business Services

Healthcare and
Life Sciences

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and Leadership
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Legal Trends

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Business
Development &
Innovation

SERVICE AND BENEFITS

- Networking and Business Events
- Energy Day ®
- Education Day ® and Healthcare Day®
- Opportunities to Network Online
- Access to the BritCham Directory
and Job Bank
- Exclusive Discount Scheme and
membership card
- Opportunities to advertise with the Chamber
- Communication & Information Services
- Access to BritCham Business Centre
- Business Sector Groups
- Links to the British Embassy,
Britlan, COMCE and Canning House.

www.britchamexico.com

Río de la Plata #30, Col. Cuauhtémoc
06500, Ciudad de México
Tel. +52 1 5256 0901
Contact laura.atkinson@britishbusiness.mx

MexCC Benefits also include:

- **Awareness:** The MexCC works in raising the awareness on Mexico Business Opportunities due its knowhow on the country's culture, business, geography and political state. Bespoke workshops can be offered to general or specific business missions.
- **Representation:** As the voice and representative body of Mexico-British private sector and following the growth of our community and membership due UK's interest for doing Business in Mexico, The MexCC reinforces the creations of sectorial committees bringing the the opportunity to exchange ideas, develop reports, new networks and influence policy makers both in the UK and Mexico.
- **Institutional relations and recognition:** The MexCC collaborates with key institutions and organisations, with both Governments, their respective Embassies and promotion agencies, as well as with other private sector and academic institutions in Mexico and the UK being recognized as the authoritative voice of the Mexican private sector before the international business community in London.
- **Intelligence:** Because promptly intelligence, news, data... is crucial for the business decision making the MexCC will be looking to keep its members updated in any new opportunity, changes or information useful for them and their strategies for the benefit and growth of their business and strength of the bilateral relationship.
- **Communication:** MexCC offers opportunities to publish opinion-editorials, reports... to show the members areas of expertise via our Mexico Weekly News shared to a range of more than 3000 subscribers. Through our monthly publication What's on MexCC we promote the events and offers the MexCC and its members have to offer. The MexCC is the trustful implementation to communicate about your company in the Brit-Mex business community and beyond.
- **Event production:** The MexCC produces around 30 events a year and participates in at least 30 more around the UK, updating through them on relevant information, regulations, new business opportunities... This events create a space for new connections, strengthens business relations and becomes the cradle for new projects and joint ventures. In relation to the members categories the MexCC can also promotes its members with sponsorship opportunities and as speakers in panel discussions or roundtables and workshops, offering an array of exposure and visibility increasing the opportunities to recruit new clients.
- **Networking beyond:** The MexCC is a member of the Council of Foreign Chambers of Commerce CFCC and Council of Ibero-American Countries CIAC in UK creating events between us and feedback roundtables to continue improving and bringing you better support. The MexCC also has strategic partnership with there Mexican and british organisations boosting the intelligence we provide and network for its members to benefit.
- **Corporate Responsibility:** by becoming a member of the MexCC you automatically exercise your social corporate responsibility by helping us promote and support others with our daily work.

The MexCC events and community are leaders promotion Doing Business in Mexico and the creation of a healthy and trustful business community.

To learn more about our membership categories, benefits and events, please contact us by sending an email to contact@mexcc.co.uk

Joining the MexCC is the strategic decision to support you start doing business in Mexico.

MexCC Events

To maintain our members informed on the developments in Mexico in the UK, the MexCC creates a series of events with updates, reflexion and breaking news while strengthening the networking of our membership community expanding the tools for business strategic decision making.

MexCC's most relevant events

- **Mexico Day:** The Mexican Chamber of Commerce in Great Britain in collaboration with the The Embassy of Mexico in the United Kingdom create the best bilateral business discussion platform in London. Mexico Day is the most important event to foster public and private sector discussing new opportunities and better commercial agreements with a series of panel discussions and roundtables, keynote speakers and excellent networking opportunities to discuss how to better understand the opportunities and challenges in the commercial relationship between Mexico and the UK.
- **Annual Gala Dinner & Awards:** MexCC's Annual Gala Dinner & Awards has become the most relevant social event for the Brit-Mex business community in London. During the celebration, awards are given to a Mexican and British company in two categories, entrepreneurs and international leaders to acknowledge and recognise the success of an entrepreneurial Mexican business in the United Kingdom and vice versa and a Mexican international leader doing business in the United Kingdom and vice versa. Our guests of honour and keynote speakers provide the perfect opportunity to network with high level women and men from the private and public sector.
- **Lex Mex:** designed to foster closer relations between the English and Mexican legal professions. UK lawyers meet with leading colleagues from Mexico to discuss recent developments, challenges for working in the jurisdiction and opportunities for collaboration between British and Mexican law firms.
- **Tech Mex:** designed to foster closer relations between the IT, Fintech, creative industries... we discuss recent developments, introductions of upcoming projects and more bringing exposure and looking for better opportunities of collaboration.
- **Insurance Day:** British and Mexican Insurance and Re-insurance, UK underwrites investors and insurance companies get together to discuss recent developments, challenges and looking to improve the bilateral relationship, opportunities and collaboration.
- **Business Breakfast & Roundtables:** organized along the year thanks to our close relationship and Strategic Partners we enrich the agenda of the foreign missions and our sectorial committees.
- **Bespoke Training and Updating:** The MexCC offers bespoke training and update on Mexico and its business culture ideal previous trips to Mexico with business and delegates missions.
- **Food & Drinks:** Mexico's culinary is becoming one of UK's favourite foreign cuisine. Having yet to discover the potential on Mexico's variety from crafted beer to artisanal food, fresh products coffee & much more... Our Sector brings exciting opportunities to the manufacturers, retailers, exports and imports, distribution, logistics and regulations. Reason why MexCC supports and promotes diverse events & festivals along the year helping our members identify the challenges and opportunities.
- **Networking Drinks:** Enjoying and delighting our Mexican favorites from our F&D industry, The MexCC opens the door to meet with new prospects to network with and create synergies - informal & occasional.
- **International Tasting Wine Spirits & Beers:** An exclusive yearly networking event for an average of 350 guests from the business community in London. Foreign Chambers of Commerce in London (CFCC) make this event an extraordinary international networking opportunity with the perfect excuse to taste a selection of drinks from our different countries.
- **Latin American Networking Party:** Latin American Chambers of Commerce, Councils and organisations joined to bring an annual event for business executives from UK and Latin America in London.



The Institute of Export & International Trade

Export House
Minerva Business Park
Lynch Wood
Peterborough
PE2 6FT, UK

Tel: +44 (0) 1733 404400

Website: www.export.org.uk



UK Export Finance

UK Export Finance is the UK's export credit agency, serving UK companies of all sizes. We help by providing insurance to exporters and guarantees to banks to share the risks of providing export finance. In addition, we can make loans to overseas buyers of goods and services from the UK

In the past five years, we have provided:

- £14 billion worth of support for UK exports;
- direct support for more than 300 customers supported directly, with many thousands more benefiting through export supply chains;
- nearly 2000 individual guarantees, loans or insurance policies.

UK Export Finance is the operating name of the Export Credits Guarantee Department (ECGD).

For more information and to arrange a free consultation with an Export Finance Adviser, visit www.gov.uk/government/organisations/uk-export-finance

New business enquiries:
Telephone: +44 (0)20 7271 8010

Email: customer.service@ukef.gsi.gov.uk



British Expertise

23 Grafton Street, London W1S 4EY

Tel: +44 (0)20 7824 1920
Fax: +44 (0)20 7824 1929

www.britishexpertise.org

PROUD TO SUPPORT



Department for International Trade (DIT):

If you have a specific enquiry about the Mexican market which is not addressed by the information in this guide, you may contact:

Department for International Trade (UK)

Email: enquiries@trade.gsi.gov.uk

Tel enquiries: +44 (0)20 7215 5000

Otherwise contact the DIT team in Mexico City directly, for more information and advice on opportunities for doing business in Mexico:

UK Department for International Trade Mexico City

British Embassy

Rio Lerma No.71

06500 Col. Cuauhtemoc Mexico City
Mexico

Email: uktrademexico@fco.gov.uk

Enquiries: +52 (55) 16703200

UK Department for International Trade Guadalajara

The British Trade Office

Jose Guadalupe Zuno

No 2302 Int. 101 y 102

Col. Americana

44140 Guadalajara Jalisco, Mexico

Email: uktrademexico@fco.gov.uk

Enquiries: +52 33 3630 4357

UK Department for International Trade Monterrey

Torre Gómez Morín

4th Floor, Suite 404

Ave. Gómez Morín 955 Sur

Col. Montebello

66279 San Pedro Garza García Monterrey
Mexico

Email: uktrademexico@fco.gov.uk

Enquiries: +52 (81) 8356 5359



International Market Advisor (IMA)

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Telephone: +44 (0) 1298 79562

E-mail: info@ima.uk.com

www.doingbusinessguides.com



**British Chamber of Commerce Mexico
(BritCham Business Mexico):**

Andrés Bello 10, P-10
Col. Polanco Chapultepec
México DF 11560
México

Tel: +52 (55) 5280 1765

British Chambers of Commerce:

London office. 65 Petty France
London SW1H 9EU

Tel: +44 (0)20 7654 5800
Fax: +44 (0)20 7000 1373



Inquiries and appointments at:

E-mail: contact@mexcc.co.uk
www.mexicanchamberofcommerce.co.uk

Mexican Chamber of Commerce in
Great Britain
1 Northumberland Avenue
London - WC2N 5BW - UK

Opening hours:
Monday to Friday: 9:00am to 5:30pm
Tel: + 44 (0) 2078 725 775

Contact: Milène Hayaux du Tilly
General Manager
E-mail: milenehayaux@mexcc.co.uk

Language Services:



AST Language Services Ltd

Unit 8
Ayr Street
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Tel: (call centre): 0800 977 5533 (UK)
Tel: 1 800 855 474 (Ireland)

Email: Commercial team:
amlhrsales@aeromexico.com
Call Centre:
amuksales@aeromexico.com

Website: www.aeromexico.com

Nieves Rodriguez
Country Manager UK & Ireland

Strategy / Risk Consultancy Services:



Grupo Atalaya

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Tel: +52 (55) 261 49522
Email: contacto@grupoatalaya.com.mx

London:
8 Northumberland Avenue WC2N 5BY
Email: contact@grupoatalaya.com.mx
www.grupoatalaya.com.mx

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Ciudad de México, México

Law / Legal Services:



Nader, Hayaux and Goebel

Mexico Office
Paseo de los Tamarindos No. 400-B, Piso 7
Bosques de las Lomas 05120 México D.F.
México
Telephone +52 (55) 41703000
Email: info@nhg.com.mx

London Office
Salisbury House
29 Finsbury Circus EC2M 5QQ, London
Telephone +(44) 20 37401681
Email: info@nhg.com.mx

Case Study:



Shell in México

Ave. Paseo de las Palmas 425, 3rd floor
Mexico City, Mexico
11000

Phone: +52 55 50895700
Email: shellmex@shell.com
Website: www.shell.com/mx



Getting UK businesses ready to sell overseas

What is Open to Export?

Open to Export is the online community helping UK businesses get ready to sell overseas. Backed by Government and business, we are a not for profit social enterprise dedicated to helping UK companies grow through export.



Getting started >



Selecting a market >



Reaching customers >



Pricing and getting paid >



Delivery and documentation >

For more information visit opentoexport.com

Useful Links

Country information:

BBC Website:

http://news.bbc.co.uk/1/hi/country_profiles/default.stm

FCO Country Profile:

www.gov.uk/foreign-travel-advice

Culture and communications:

ICC – The international language association:

www.icc-languages.eu/links/156-the-national-centre-for-languages-cilt

Customs & regulations:

HM Revenue & Customs:

www.gov.uk/government/organisations/hm-revenue-customs

Economic information:

The Economist:

www.economist.com/topics

Trading Economics:

www.tradingeconomics.com

Export control:

Export Control Organisation:

www.gov.uk/guidance/beginners-guide-to-export-controls

Export finance and insurance:

British Insurance Brokers Association (BIBA):

www.biba.org.uk

UK Export Finance (formerly ECGD):

www.gov.uk/government/organisations/uk-export-finance

Intellectual Property:

Intellectual Property Office:

www.gov.uk/government/organisations/intellectual-property-office

World Intellectual Property Organization (WIPO):

www.wipo.int/treaties/en/text.jsp?file_id=288514

Standards and technical regulations:

British Standards Institution (BSI):

www.bsigroup.com/en-GB/

Export Control Organisation (ECO):

www.gov.uk/government/organisations/export-control-organisation

Intellectual Property Office:

www.gov.uk/government/organisations/intellectual-property-office

National Physical Laboratory:

www.npl.co.uk

Trade statistics:

HM Revenue and Customs (HMRC):

www.uktradeinfo.com/Statistics/BuildY-ourOwnTables/Pages/Home.aspx

National Statistics Information:

www.gov.uk/government/statistics/announcements

Office for National Statistics:

www.ons.gov.uk

Trade shows:

British Expertise Events:

www.britishexpertise.org/bx/pages/bx.php

EventsEye.com online database:

www.eventseye.com

DIT Events Portal:

www.events.trade.gov.uk

International Franchise Fair (Mexico):
www.fif.com.mx (site not in English)

Travel advice:

FCO Travel:
www.gov.uk/browse/abroad

FCO Foreign Travel Insurance:
www.gov.uk/guidance/foreign-travel-insurance

Healthcare abroad:

Travel health:
www.travelhealth.co.uk

TravelHealthPro:
<https://travelhealthpro.org.uk/countries>

NHS (Scotland):
www.fitfortravel.nhs.uk/destinations.aspx

NHS Choices:
www.nhs.uk/NHSEngland/Health-careabroad/Pages/Healthcareabroad.aspx

International Trade:

British Chambers of Commerce (BCC):
www.britishchambers.org.uk

British Chamber of Commerce Mexico (BritChaM Business Mexico):
www.britishbusiness.mx/britcham

British Council:
www.britishcouncil.org

British Expertise:
www.britishexpertise.org/bx/pages/bx.php

British Franchise Association:
www.thebfa.org/international

Centre for the Protection of National Infrastructure (CPNI):
www.cpni.gov.uk

CBI (Confederation of British Industry):
www.cbi.org.uk

Department for Business, Energy & Industrial Strategy (BEIS):
www.gov.uk/government/organisations/department-for-business-energy-and-industrial-strategy

Department for International Trade (DIT):
www.gov.uk/government/organisations/department-for-international-trade

DIT e-exporting programme:
www.gov.uk/guidance/e-exporting

Export Britain:
<http://exportbritain.org.uk>

Exporting is GREAT:
www.export.great.gov.uk

Foreign & Commonwealth Office:
www.gov.uk/government/organisations/foreign-commonwealth-office

Institute of Directors (IoD):
www.iod.com

Institute of Export & International Trade (IOE&IT):
www.export.org.uk

International Monetary Fund (IMF):
www.imf.org/external/index.htm

Market Access database:
<http://madb.europa.eu/madb/indexPubli.htm>

Open to Export:
<http://opentoexport.com/>

Organisation for Economic Co-operation and Development (OECD):
www.oecd.org

Overseas business risk:
www.gov.uk/government/collections/overseas-business-risk

Transparency International:
www.transparency.org

Trade Tariff:
www.gov.uk/trade-tariff

UK Visas:
www.gov.uk/government/organisations/uk-visas-and-immigration

World Bank Group economy rankings:
www.doingbusiness.org/rankings

World Economic Forum Global Competitiveness Report:
www.weforum.org/reports/the-global-competitiveness-report-2016-2017-1

Mexican websites:

Aduanas de Mexico (Mexican Tax Authority):
www.sat.gob.mx/English/Paginas/default.aspx (site not wholly in English)

British Chamber of Commerce in Mexico:
www.britishbusiness.mx/britcham

Centro de Atención a Emergencias y Protección Ciudadana de la Ciudad de México:
www.caepccm.df.gob.mx/ (site not in English)

Comisión Federal Protección para la contra Riesgos Sanitarios (COFEPRIS):
www.cofepris.gob.mx/Paginas/Idiomas/Ingles.aspx

Commission for Economic Competition (COFECE):
www.cofece.mx/cofece/ingles

Federal Institute of Telecommunications (IFT):
www.ift.org.mx (site not in English)

International Franchise Fair (Mexico):
www.fif.com.mx (site not in English)

Mexico City Command and Control Centre (CDMX):
www.caepccm.df.gob.mx
(site not in English)

Mexican Disaster Prevention Centre:
www.cenapred.gob.mx/cgi-bin/popo/reportes/ultrep2.cgi

Mexican Embassy in London:
<https://embamex.sre.gob.mx/reinounido/index.php/en/>

Mexican Franchise Association:
<http://franquiciasdemexico.org.mx/> (site not in English)

Mexican Institute of Industrial Property (IMPI):
www.gob.mx/impi (site not in English)

Mexican Ministry of Civil Protection:
www.gob.mx/proteccion-civil
(site not in English)

Norma Oficial Mexicana (NOM):
www.dof.gob.mx/normasOficiales.php
(site not in English)

Servicio de Administración Tributaria:
www.sat.gob.mx/English/Paginas/default.aspx (site not in English)

Tourism Promotion Council of Mexico:
www.visitmexico.com/en

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Going Global runs every May at the ExCeL in London and every November at the Olympia in London. For the dates of the next event, please visit www.goinggloballive.co.uk

Trade shows

A trade show is a method of promoting a business through the exhibition of goods and services, an organised exhibition of products, based on a central theme, where manufacturers meet to show their products to potential buyers.

Taking part in overseas exhibitions is an effective way for you to test markets, attract customers, appoint agents or distributors and make sales. DIT's Tradeshows Access Programme (TAP) provides grant support for eligible SME firms to attend trade shows overseas.

Participation is usually as part of a group, a great advantage for inexperienced businesses, and is usually led by one of DIT's Accredited Trade Associations (ATOs). ATOs work with DIT to raise the profile of UK groups and sectors at key exhibitions. For more information, visit: www.gov.uk/guidance/tradeshows-access-programme.

IOE&IT's events:
www.export.org.uk/events/event_list.asp

10 Times (formerly Biz-TradeShows.com):
<https://10times.com/mexico>

British Expertise Events:
www.britishexpertise.org/bx/pages/bx.php

EventsEye.com online database:
www.eventseye.com

DIT online events search facility:
www.events.trade.gov.uk





Simon Chicken – Event Director of Going Global Live: Europe's leading event for expanding your business overseas

Hi Simon, can you tell us about how Going Global Live started?

The Prysm Group had been running The Business Show for 10 years. TheBusiness Show is Europe's largest event helping UK based companies grow domestically. It became apparent that many of our 20,000+ visitors were looking to expand internationally. There was a need, and there was a gap in the market, so we launched Going Global Live at ExCeL in November 2014, and we've done 2 events each year ever since. Going Global Live takes place twice a year, in May and November. For more information including event dates, visit the website at: www.goinggloballive.co.uk

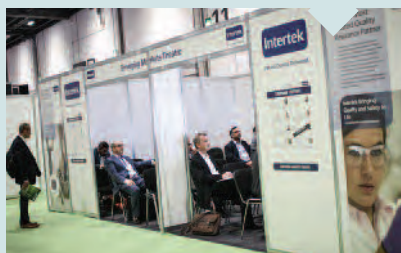
What can people expect to find at Going Global Live?

Think of it as a trade show and conference. Visitors who come to the event will get up to date advice from world leading experts on the most attractive markets and overseas opportunities, and be able to speak to suppliers & service providers who can help with the challenging project of international expansion.



Why is it important for SMEs to attend the event?

Research has shown businesses are 11% more likely to survive if they export their products, Great Britain is currently in a fantastic position where we have good trade deals in place and British products are in high demand. At Going Global Live we put all the suppliers and services companies will need to meet in order for them to achieve international expansion, all under one roof. Trying to meet with all of these people would take years to arrange and do, at the event you can do it in 2 days! If you are serious about taking your business to the next level, the event is a must attend.



If you were to start trading in a new market, which country would that be and why?

Iran. This is a massive market which is just opening up, and I would want to get there before my competitors. More importantly, I need an excuse to put a trip to Shiraz on business expenses. A city that is famous for poetry, roses and wine needs to be visited. I'm guessing the food is unbelievable too.



Finally, what are your aims going forward?

We've reached a point where the event has firmly established itself. Visitors leave our events with advice and knowledge they need to grow their company's further, however we still feel the event can reach a whole new height. So we're expanding the team and increasing the size of the exhibition. The show has the potential to be four times the size it is now, in terms number of exhibitors, seminars, and visitors at the event.





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- | | |
|--------------------|------------------------|
| 1 Mexico City | 8 Aguascalientes |
| 2 Estado de México | 9 Tabasco |
| 3 Morelos | 10 Veracruz |
| 4 Tlaxcala | 11 Baja California |
| 5 Guanajuato | 12 Baja California Sur |
| 6 Querétaro | 13 Colima |
| 7 Hidalgo | |
-



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Doing Business in Mexico Guide Quick Facts

Location: North America, bordering the Caribbean Sea and the Gulf of Mexico, between Belize and the United States and bordering the North Pacific Ocean, between Guatemala and the United States

Capital city: Mexico City

Area (land plus water): 1,972,000 km² (761,610 mi²)

GDP per Capita: US \$8,554.6

Currency: Mexican Peso (MXN / MEX\$)

Population: 122 million (INEGI's last census 2015: 119.5 million)

Life expectancy at birth: 75.9 years

Government type: federal presidential republic

Legal systems: civil law system with US constitutional law influence; judicial review of legislative acts

Languages: Spanish only 92.7%, Spanish and indigenous languages 5.7%, indigenous only 0.8%, unspecified 0.8%

Religions: Roman Catholic 82.7%, Pentecostal 1.6%, Jehovah's Witness 1.4%, other Evangelical Churches 5%, other 1.9%, none 4.7%, unspecified 2.7% (2010 est.)

Climate: varies from tropical to desert

Natural resources: petroleum, silver, copper, gold, lead, zinc, natural gas, timber

Natural hazards: tsunamis along the Pacific coast, volcanoes and destructive earthquakes in the centre and south, and hurricanes on the Pacific, Gulf of Mexico, and Caribbean coasts

Time difference: UTC-6

Internet country code: .mx

National holiday: Independence Day, 16th September (1810)

National symbols: golden eagle; national colours: green, white, red

[Source: mostly FCO Economics Unit (April 2017) CIA World Factbook (May 2017)]



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