



MARINA

SECRETARÍA DE MARINA



INTEROCEANIC CORRIDOR OF THE ISTHMUS OF TEHUANTEPEC

June 2023



**CORREDOR
INTEROCEÁNICO**
ISTMO DE TEHUANTEPEC



2023
AÑO DE
**Francisco
VILLA**
EL LIBERTADOR DEL NOROCCIDENTE

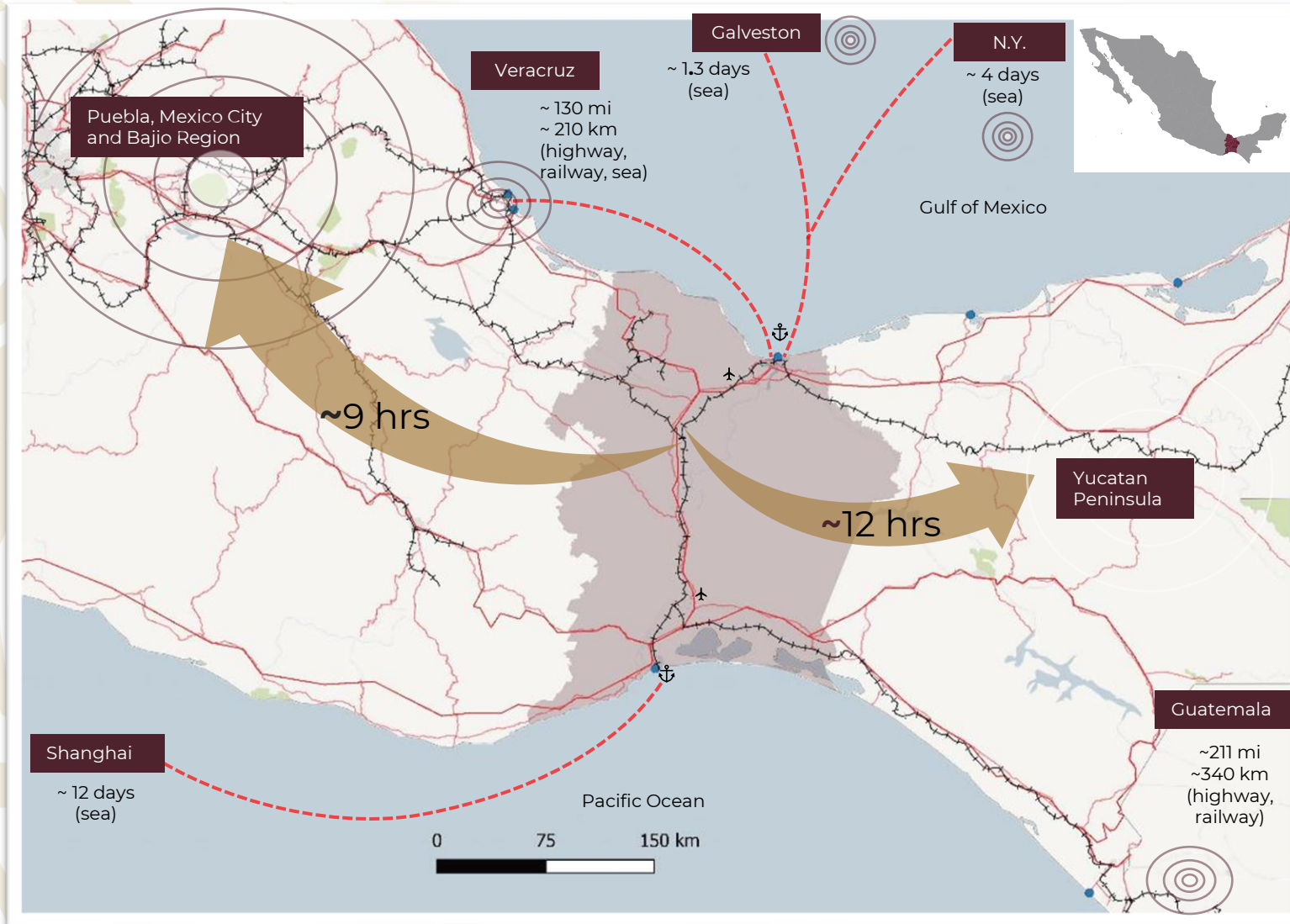
THE ISTHMUS OF TEHUANTEPEC HAS AN ATTRACTIVE BUSINESS ENVIRONMENT



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The region is favorable for the establishment of productive investments.



Connects the **Gulf of Mexico** and the **Pacific Ocean**, through seaports, railroads and highways.



Territorial Surface: **47,500 km²** (~18,000 sq. mi, similar to Quintana Roo, Netherlands, or Costa Rica)



Population: **2.4 millones inhabitants** (similar to Tabasco, Houston or París)



THE ISTHMUS HAS COMPANIES OF NATIONAL AND GLOBAL SIGNIFICANCE



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Industrial Base

- **Petrochemicals** (2 refineries and 3 petrochemical complexes of PEMEX)
- **Chemicals** (organic and inorganic)
- **Plastics**
- **Construction supplies**
- **Processed foods** (oils, flour, bakery products) and beverages.

Availability of resources

- **Twice as much water** availability as in the northern region.
- Agricultural, livestock, fisheries, aquaculture, forestry and mining production.

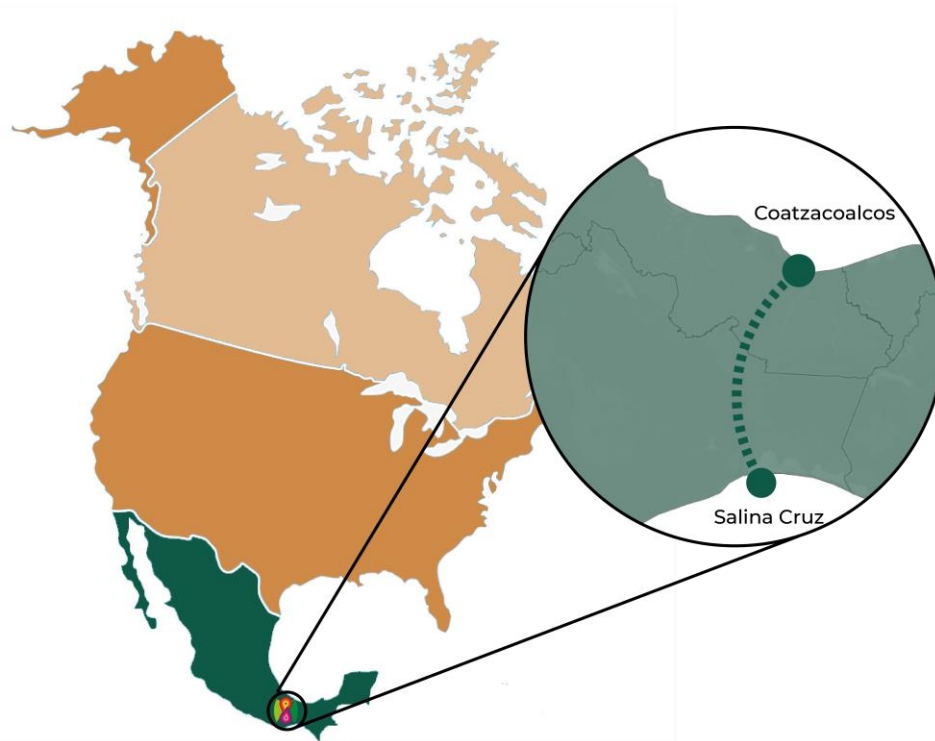


THE PROJECT CONSISTS OF TWO MAIN COMPONENTS



LOGISTICS PLATFORM

- ▶ Access to the market with the fastest growth in the Americas
- ▶ Capacity to meet 10% of the market demand of the USA East and Midwest regions (1.4 TEU)
- ▶ Decrease of intermodal transportation costs and transit times



INDUSTRIAL PLATFORM

- ▶ Integration with North America's supply
- ▶ Development of industrial parks, regional infrastructure and services
- ▶ Long-term programs for the development of productive and human capital capacities.

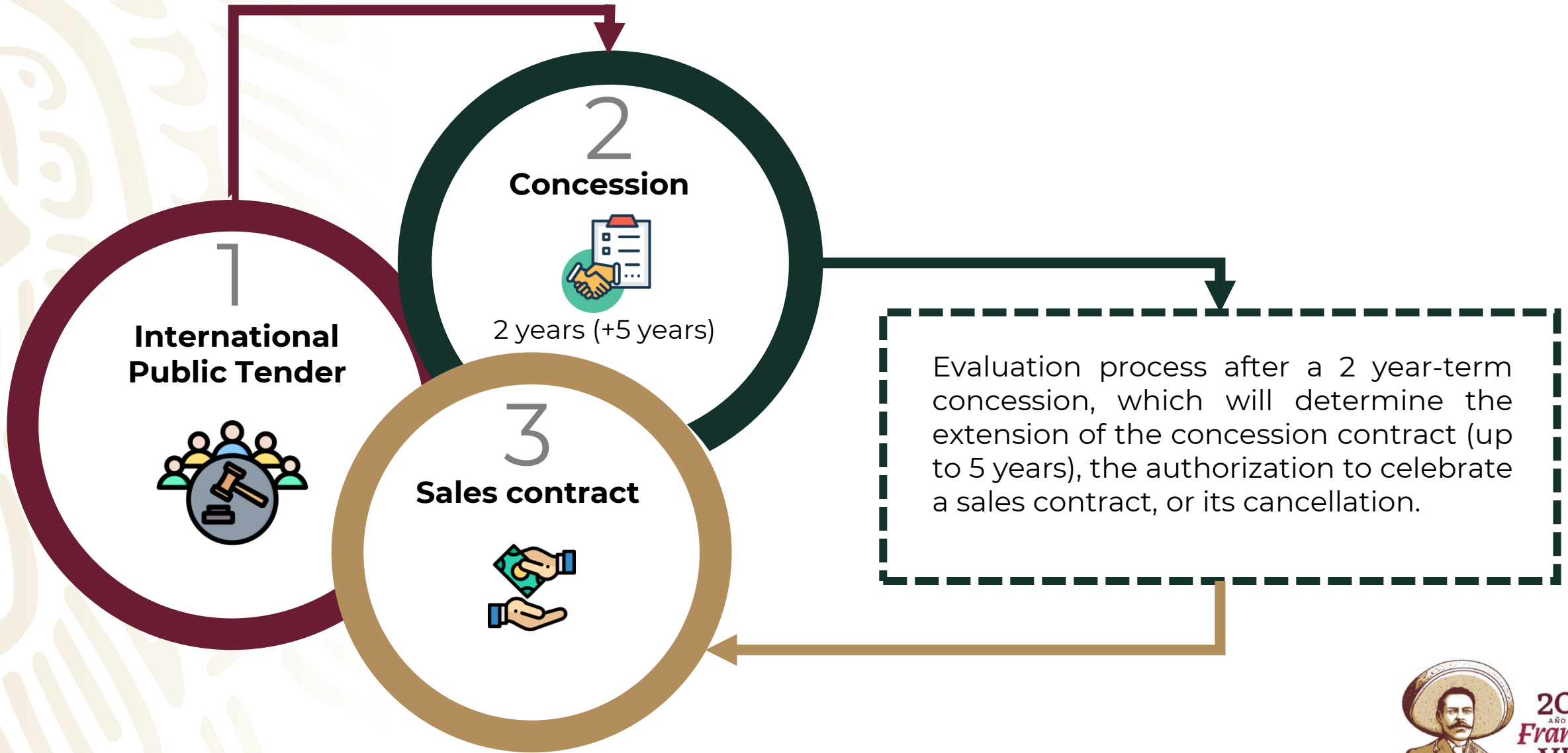


INDUSTRIAL PLATFORM: DEVELOPMENT OF INDUSTRIAL PARKS



Industrial Park	Area (hectares)
<u>Coatzacoalcos I</u>	257.70
<u>Coatzacoalcos II</u>	129.19
<u>Texistepec</u>	481.58
<u>San Juan Evangelista</u>	363.22
Matías Romero (Donají)	185
Ixtaltepec (Chivela)	255
Ciudad Ixtepec	412.74
Santa María Mixtequilla	502.74
San Blas Atempa	331.53
<u>Salina Cruz</u>	82.09
TOTAL	3,000.79

INDUSTRIAL PARKS BUSINESS MODEL

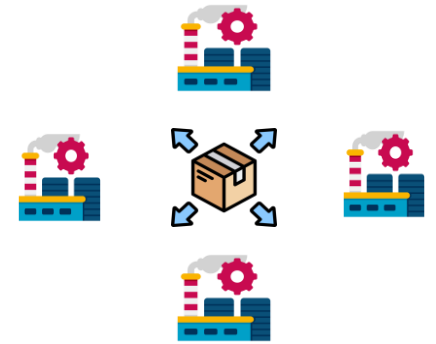


FISCAL INCENTIVES

ISR

Income tax

- ✓ 100% discount, for 3 years.¹
- ✓ From 50% to 90% discount (depending the employment levels), the 3 following years.



IVA

VAT

- ✓ 100% discount for 4 years.²
- ✓ Applies to operations between companies in the same Pole, or between companies located in different Poles.



- ✓ Additionally, immediate deduction of 100% of the investments, for 6 years.^{1, 3}

1/ Considered from the date of document confirming the compliance of requirements for the obtention of fiscal incentives, issued by the Ministry of Finance and Public Credit (Secretaría de Hacienda y Crédito Público)
2/ Considered from the effective date of the Decree for the promotion of investment by taxpayers that engage in productive economic activities within the Welfare Growth Poles of the Isthmus of Tehuantepec.
3/ Can be considered from the fiscal year in which the company begins the use of the investments/assets.

INDUSTRIES FOR NEW INVESTMENTS



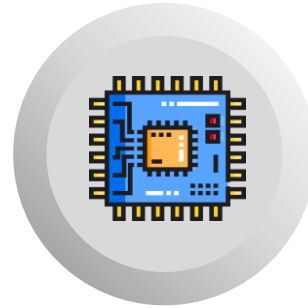
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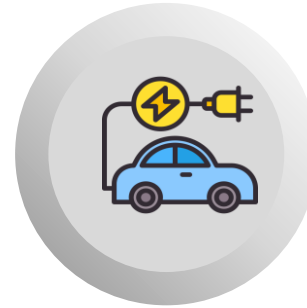
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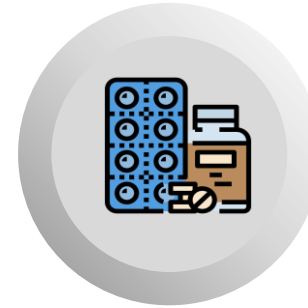
Electric and electronics



Semi-conductors



Autoparts & transportation equipment



Pharmaceutical



Medical devices



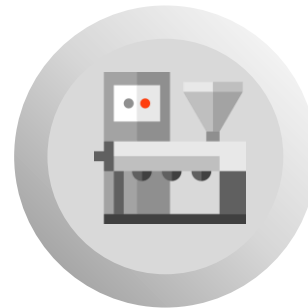
Agri-business



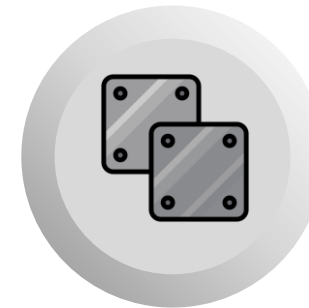
Generation and distribution of electric energy equipment



ICT



Machinery & equipment



Metals

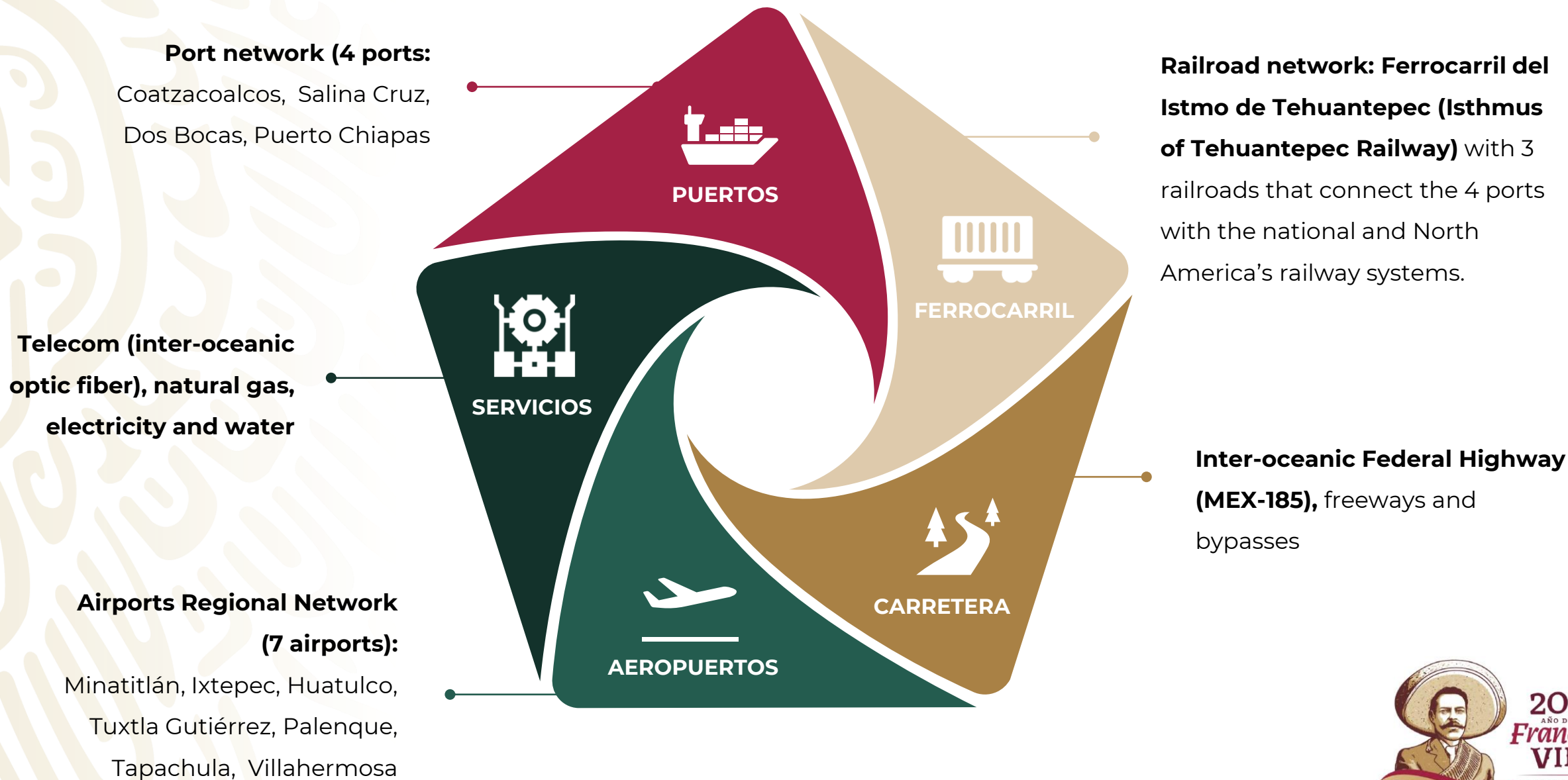


Petrochemicals

SERVICIOS E INFRAESTRUCTURA PARA LA INVERSIÓN



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SEA CONTAINER SERVICES



SALINA CRUZ (PACIFIC OCEAN)

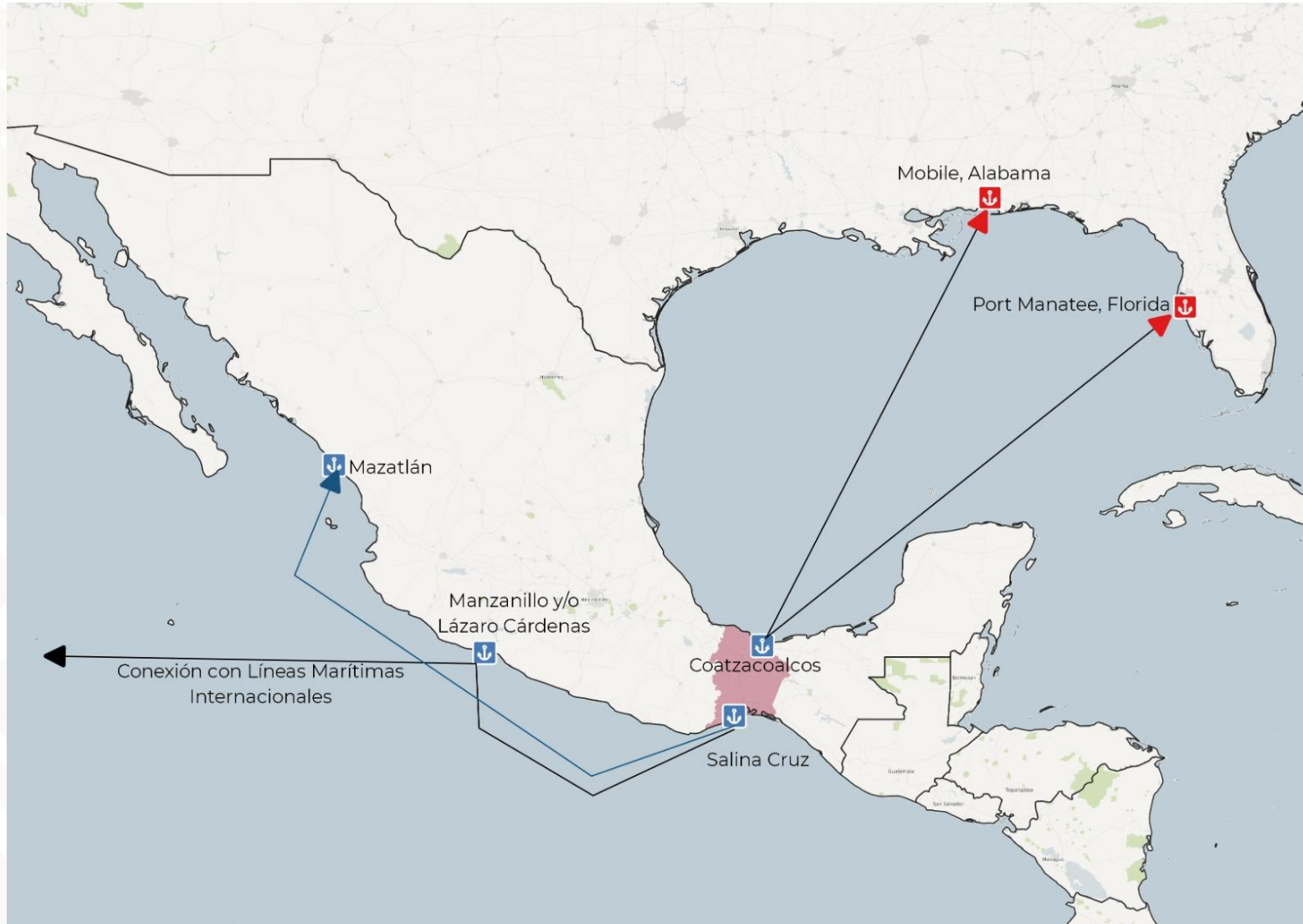
Cabotage services (temporary suspension)

Weekly route:
Salina Cruz – Mazatlán
(Sinaloa)

Transit time:
3 days

Capacity
350 TEU (dry cargo)

Operator:
Grupo Navemar



COATZACOALCOS (GULF OF MEXICO)

Rail-ferry service

Weekly route:
Coatzacoalcos – Mobile, AL

Transit time:
2-3 days

Capacity (double deck) :
135 cars

Operator:
Terminales Transgolfo

Container service

Weekly route:
Coatzacoalcos – Manatee, FL

Transit time:
2.5 days

Capacity (double deck):
800 TEU (refrigerated, dry, liquid)

Operator:
World Direct Shipping

PORT OF COATZACOALCOS INFRASTRUCTURE PROJECTS



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Completed (5/10)

Pajaritos precinct:

1. Construction of a new dock (130 m / 426 ft)
2. Road access
3. Construction dredging

Coatzacoalcos precinct:

4. Dock #5 reinforcement
5. Yard and pier works

In progress (3/10)

6. Rail access
7. Urbanization service
8. Ethane terminal

Not started (2/10)

9. LNG Terminal
10. Specialized Container Terminal

PORT OF SALINA CRUZ INFRASTRUCTURE PROJECTS



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Completed (1/9)

1. Multiple-use pier construction (modules III & IV)

In progress (3/9)

Commercial Port:

2. Reinforcement of multiple-use pier (137 m / 449 ft) and container terminal alignment (235 m / 771 ft)
3. Removal of breakwater to enlarge the access and sheet piling of pier

Oil & Commercial Port:

4. West breakwater construction (1.6 km / 1 mi)

Not started (5/9)

Commercial Port:

5. Rail access (2.5 km / 1.5)
6. Dredging of navigation áreas (900,000 m³)
7. Traffic Control Center and rearrangement of land access

Oil & Commercial Port:

8. Specialized Container Terminal (1.3M TEU)
9. Road access to the Container Terminal (3.5 km / 2.2 mi)

REGIONAL RAILROAD NETWORK



“Z” Railroad (308 km / 191 mi)

From Coatzacoalcos to Salina Cruz

Connects the Gulf of Mexico and the Pacific Ocean

“FA” Railroad (329 km / 204 mi)

From Coatzacoalcos to Palenque

Connects with the Maya Train railway

“K” Railroad (459 km / 285 mi)

From Ixtepec to Ciudad Hidalgo

Connects with Central America





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THANK YOU



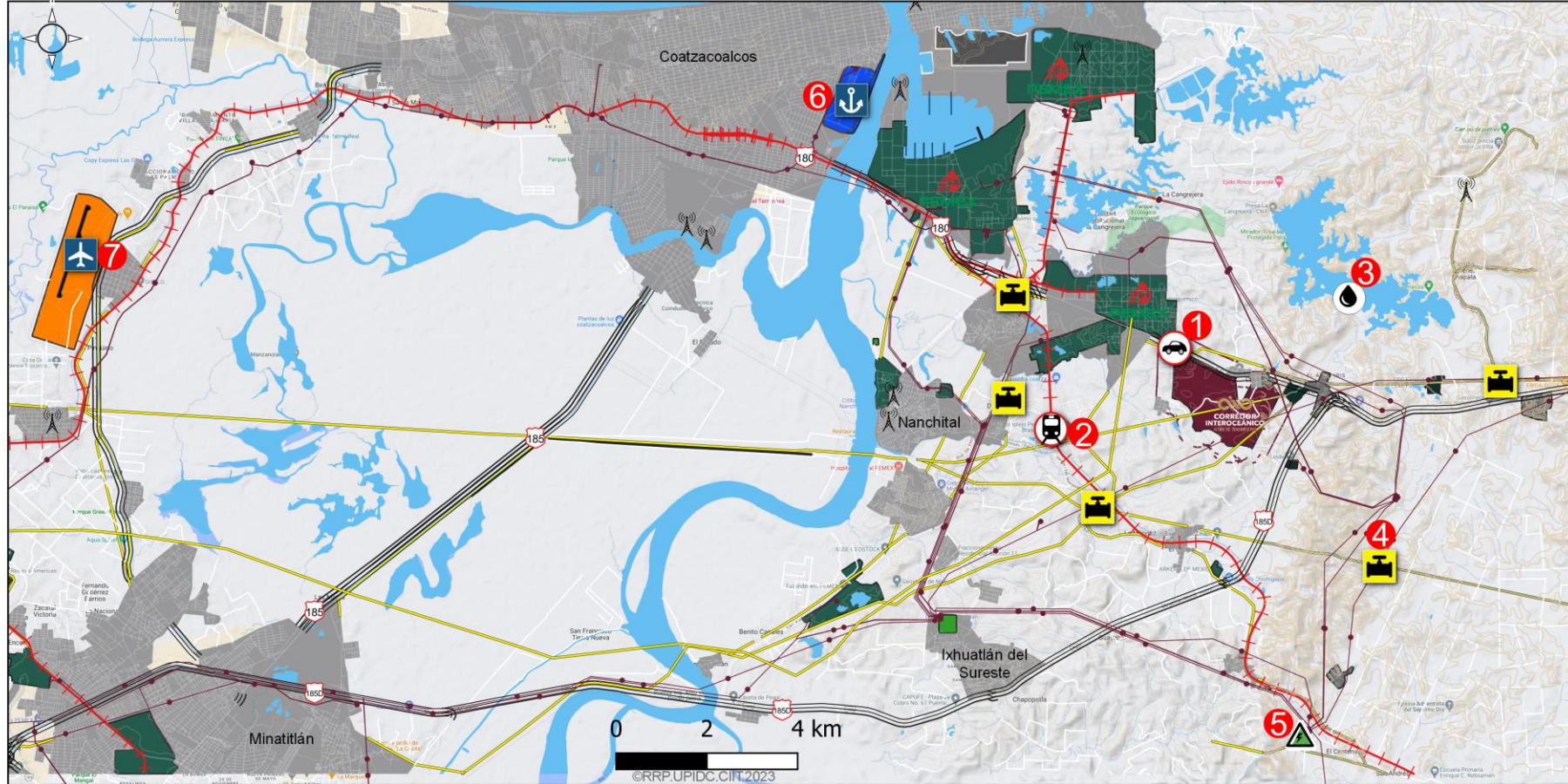
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APPENDIX

“COATZACOALCOS I” WELFARE GROWTH POLE



Location:

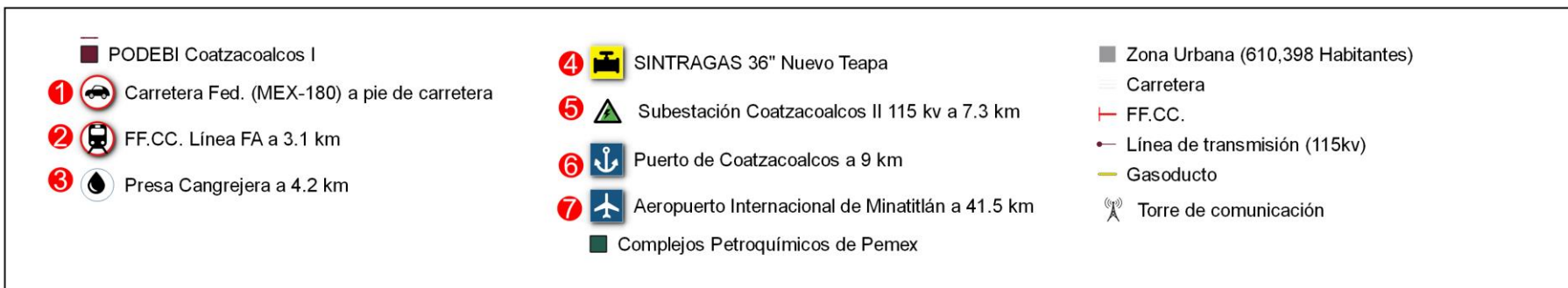
At 9 km (5.6 mi) from the port and 41 km (25 mi) from the airport. Close to the petrochemical complexes of PEMEX (“Cangrejera”, “Morelos” & “Pajaritos”)

Total area:

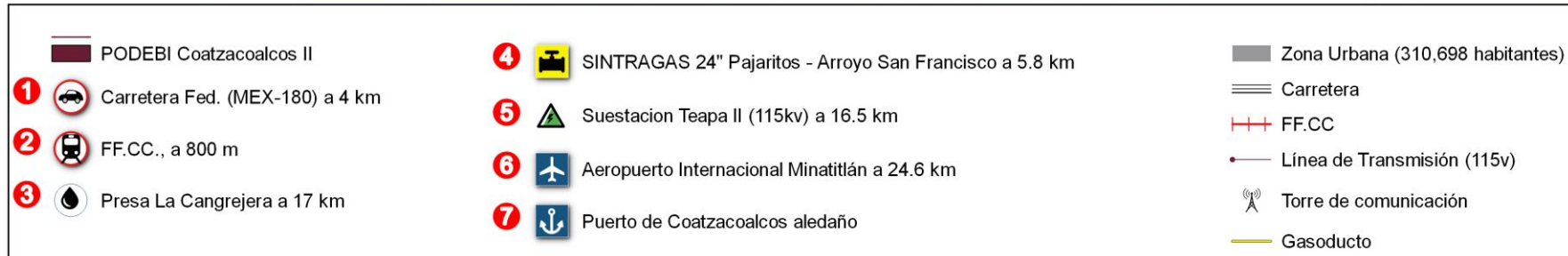
266.76 hectares (658 acres)

Population:

600,000 inhabitants



“COATZACOALCOS II” WELFARE GROWTH POLE



Location:

Adjacent to the port of Coatzacoalcos, at 24 km (15 mi) from the airport. Close to the “Cangrejera” petrochemical complex and global companies such as Braskem Idesa, Celanese and Grupo Infra.

Total área:

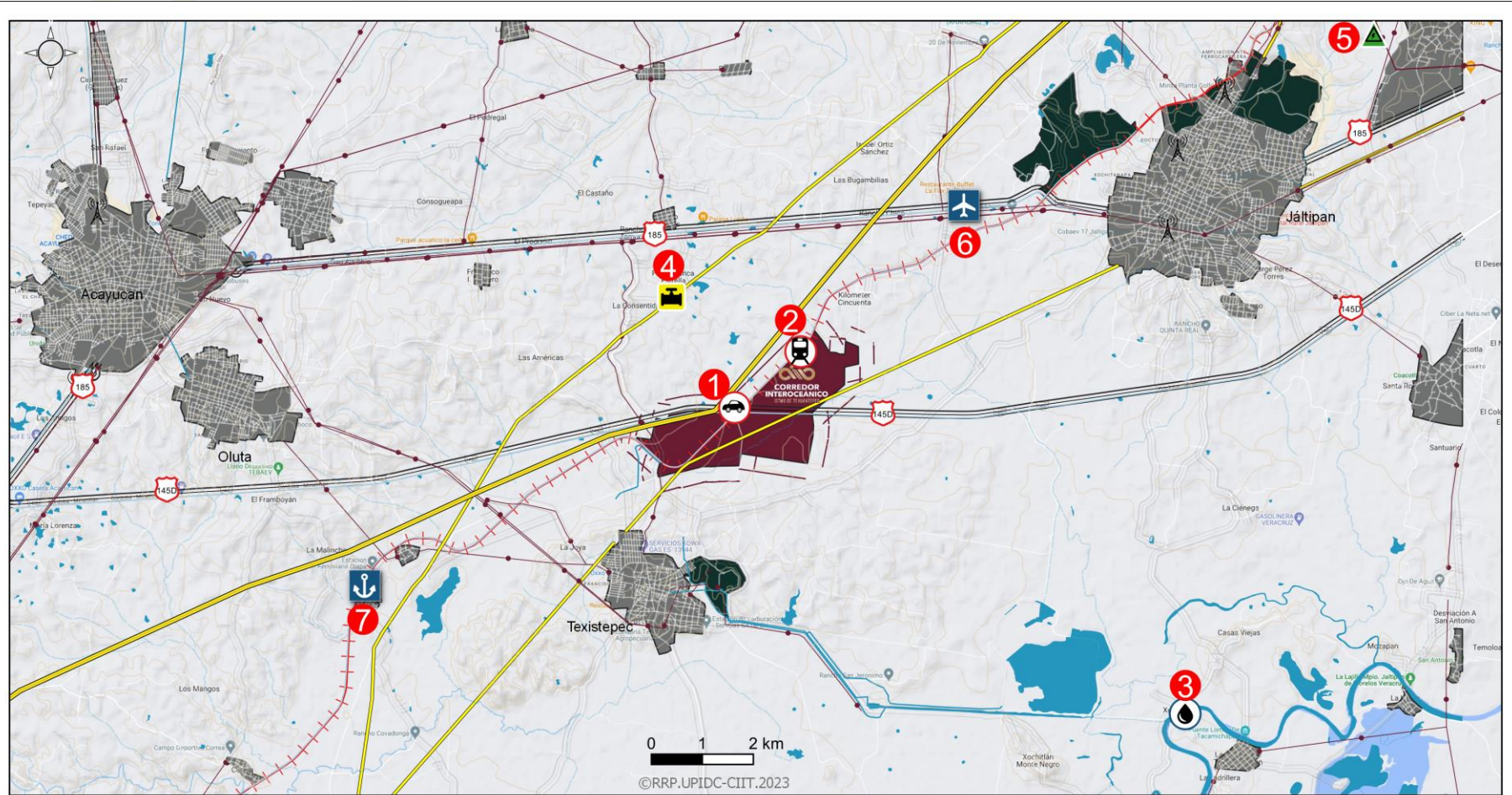
129.19 hectares (319 acres)

Population:

60,000 inhabitants



“TEXISTEPEC” WELFARE GROWTH POLE



	PODEBI Texistepec (481.58 hectáreas)		4 SISTRANGAS 12" Jaltipan-Salina Cruz a 2.5 km		Zona urbana (156,436 habitantes)
	1 Carretera Fed. (MEX-145D) colindante (2.8 km)		5 Subestación Chinameca (115 kv) a 16.2 km		Carretera
	2 FF.CC. Línea Z colindante (4.8 km)		6 Aeropuerto de Minatitlán a 39.6 km		FF.CC.
	3 Río Chiquito a 15.7 km		7 Puerto de Coatzacoalcos a 47.9 km		Línea de transmisión
					Gasoductos
					Torre de comunicación

Location:

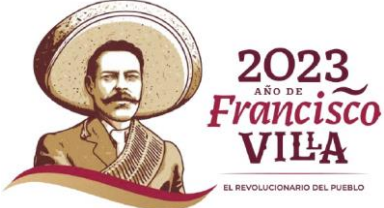
Close to Texistepec Town Hall, and at 40 m (25 mi) from the airport. There's significant presence of . Importante presencia de agricultural, livestock and poultry activities

Total area:

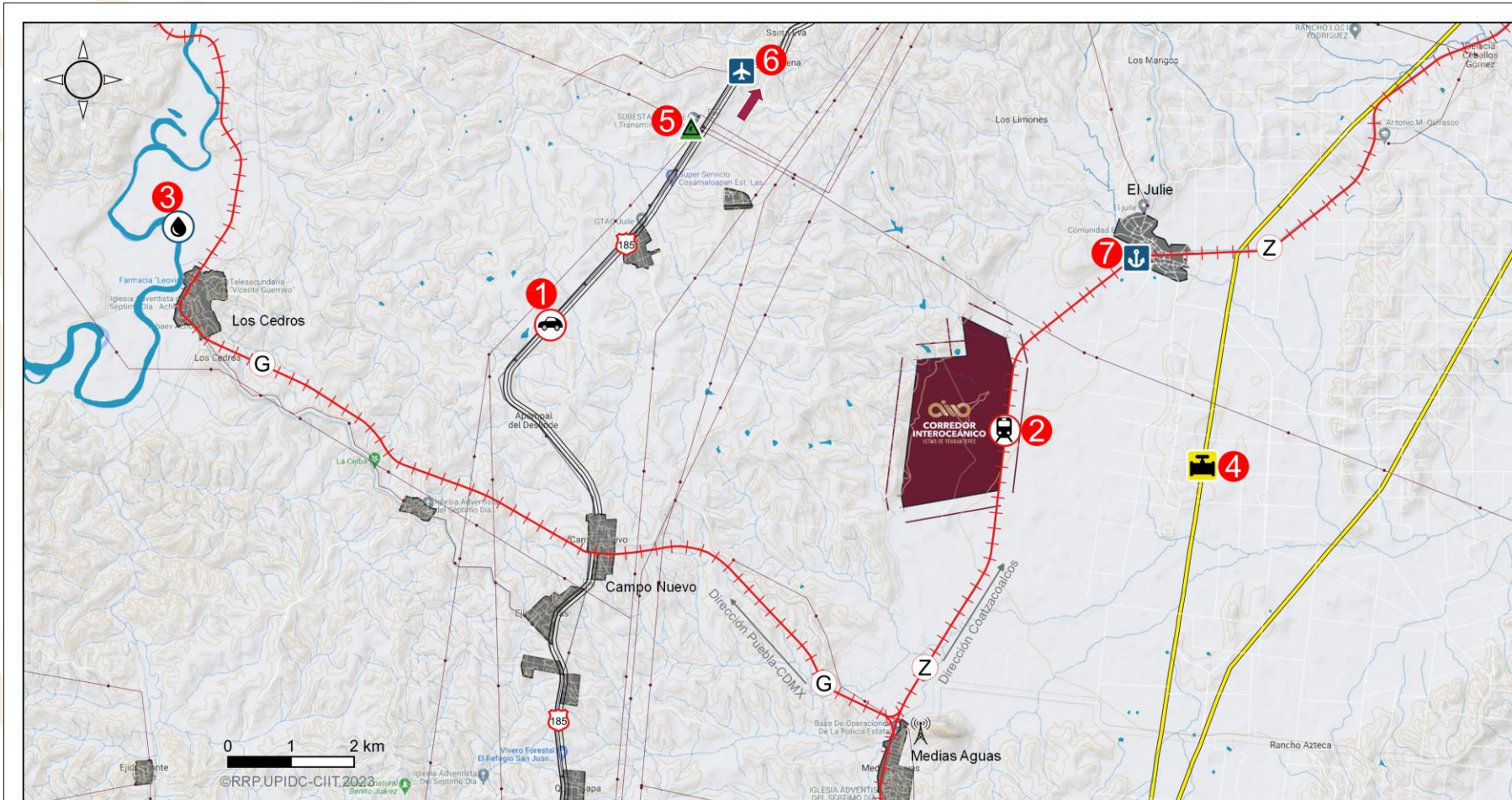
481.57 hectares (1,190 acres)

Population

More than 188 inhabitants in the surrounding cities and towns



“SAN JUAN EVANGELISTA” WELFARE GROWTH POLE



PODEBI San Juan Evangelista (363.22 ha)	Subestación Julie (115kv) a 7.1 km	Carretera
Carretera MEX Fed. (185) a 7.5 km	Aeropuerto de Minatitlán a 82.4 km	Línea de transmisión
Vía férrea Línea Z colindante con 1.9 km	Puerto Coatzacoalcos a 80 km	Torre de comunicación
Río La Trinidad a 18 km	Zona Urbana (65,031 habitantes)	Gasoducto
SISTRANGAS 12" Jáltipan-Salina Cruz a 5.8 km	FF.CC.	

Location:

At 7 km (4.3 mi) from Medias Aguas (junction of railroad “Z” and “G”, which connects with the central Mexico). At 80 km (50 mi) from the airport. There’s significant presence of agricultural and livestock activities.

Total area:

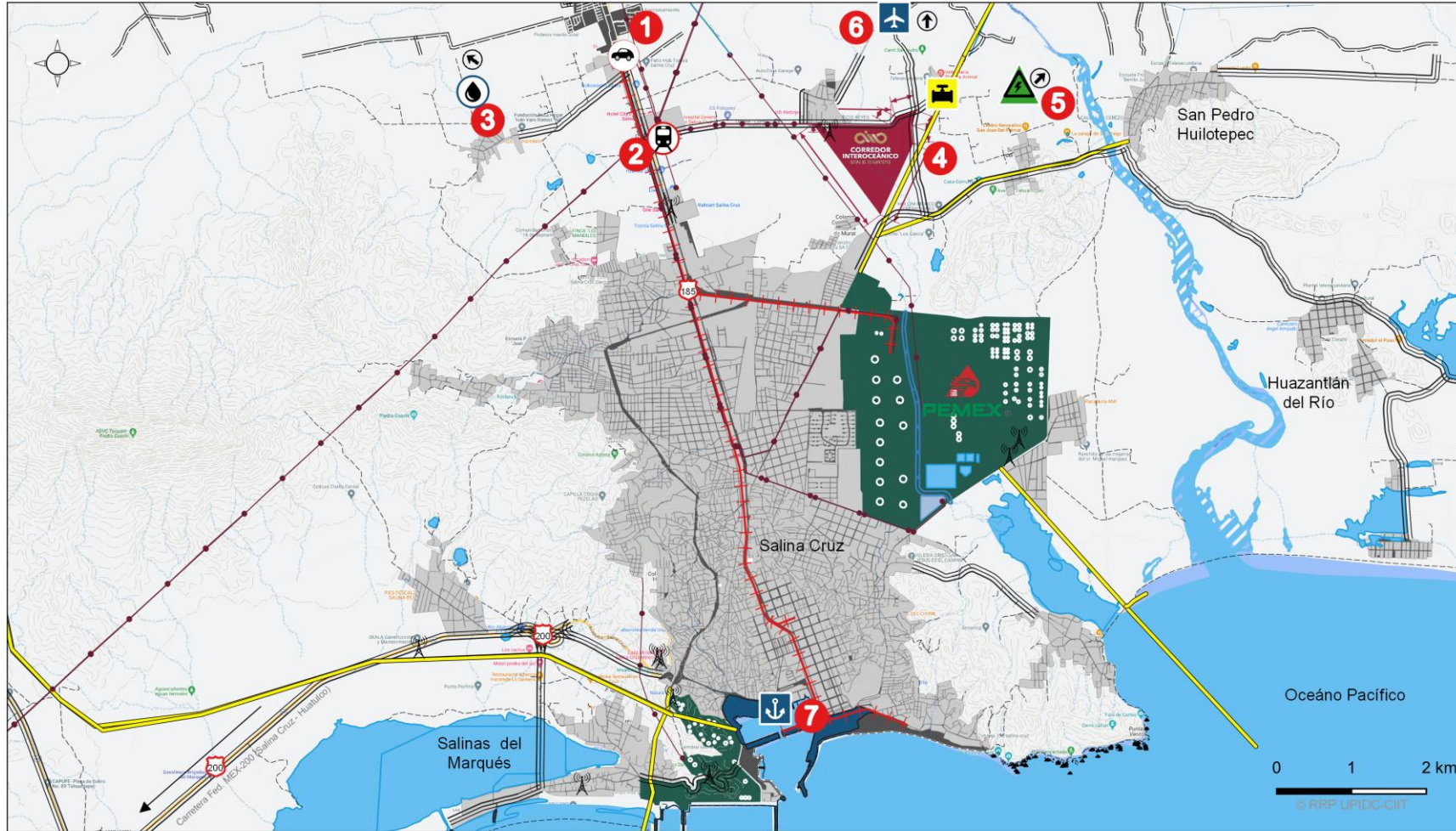
363.22 hectares (897 acres)

Population:

150,000 inhabitants in the towns of Acayucan, Oluta, Oteapan and Texistepec (23 - 40 km / 14 - 25 mi).



“SALINA CRUZ” WELFARE GROWTH POLE



- | | | | | | |
|--|------------------------------------|--|---|--|---------------------------------|
| | PODEBI Salina Cruz (82.09 Ha) | | SINTRAGAS 12" Jáltipan-Salina Cruz a 100 metros | | Zona Urbana (84,438 habitantes) |
| | Carretera Fed. (MEX-185) a 2.5 km. | | Subestación Juchitán II (230 kv) a 39 km | | FF.CC. |
| | FF.CC. Línea Z a 3 km. | | Aeropuerto Ixtepac a 36 km. | | Línea de transmisión (115 v) |
| | Presa Benito Juárez a 35 km. | | Puerto de Salina Cruz a 8 km. | | Torre de comunicación |
| | | | Refinería Antonio Dovalí Jaime a 3 km. | | Gasoducto |

Location:

At 8 km (5 mi) from the port of Salina Cruz and 32 km (20 mi) from the airport. Near the refinery of Salina Cruz. There's significant presence of wind farms

Total área:

82.09 hectares (203 acres)

Population:

Almost 300,000 inhabitants in the surrounding cities and towns (within 60 km).

