



**SEDEC**

SECRETARÍA PARA EL DESARROLLO  
ECONÓMICO Y COMPETITIVIDAD



TABASCO

**TABASCO**

**INVESTMENTS**

**2020**



USA and Canada

Houston



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**TABASCO**

Central and South  
America

ASIA





# Logistic

Tabasco reinforces its leadership in the Southeast region of México as the most efficient regional platform for logistics, distribution, commerce and services.

57

Regional Distribution Centers have selected Tabasco as an investment destination to establish their logistic center.

9

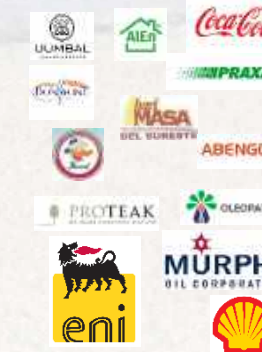
Industrial Parks with more than 4'000,000 m2 of available space.



## Commerce



## Industry



## Services

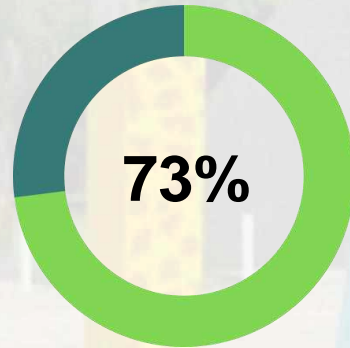


## Gross Domestic Product

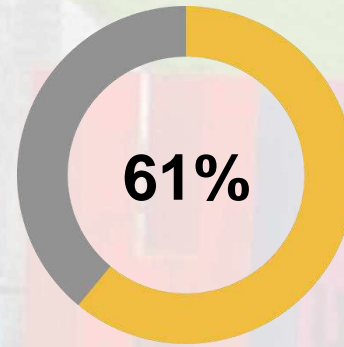
The Southeast region of Mexico, concentrates one of the most important economic activities:  
**Oil & Gas**



## The Energy Hub of Mexico



Tabasco and Campeche represent the highest percentage of Gross Domestic Product of Mining.



Participation of the Oil Industry in Tabasco's Gross Domestic Product.



**42 Billions USD**

**420 New Jobs** for the next 30 years.

*Of the 9 tenders assigned by the National Hydrocarbons Commission, **Tabasco was awarded 37 contracts** for both, onshore and off shore activities (shallow y Deep water) as well as farmout projects.*



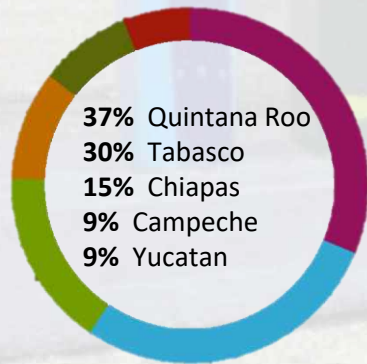
# Foreign Investment 2019

Millions USD

*Tabasco State accumulate one of the biggest amount of foreign investment within the states of southeastern México.*

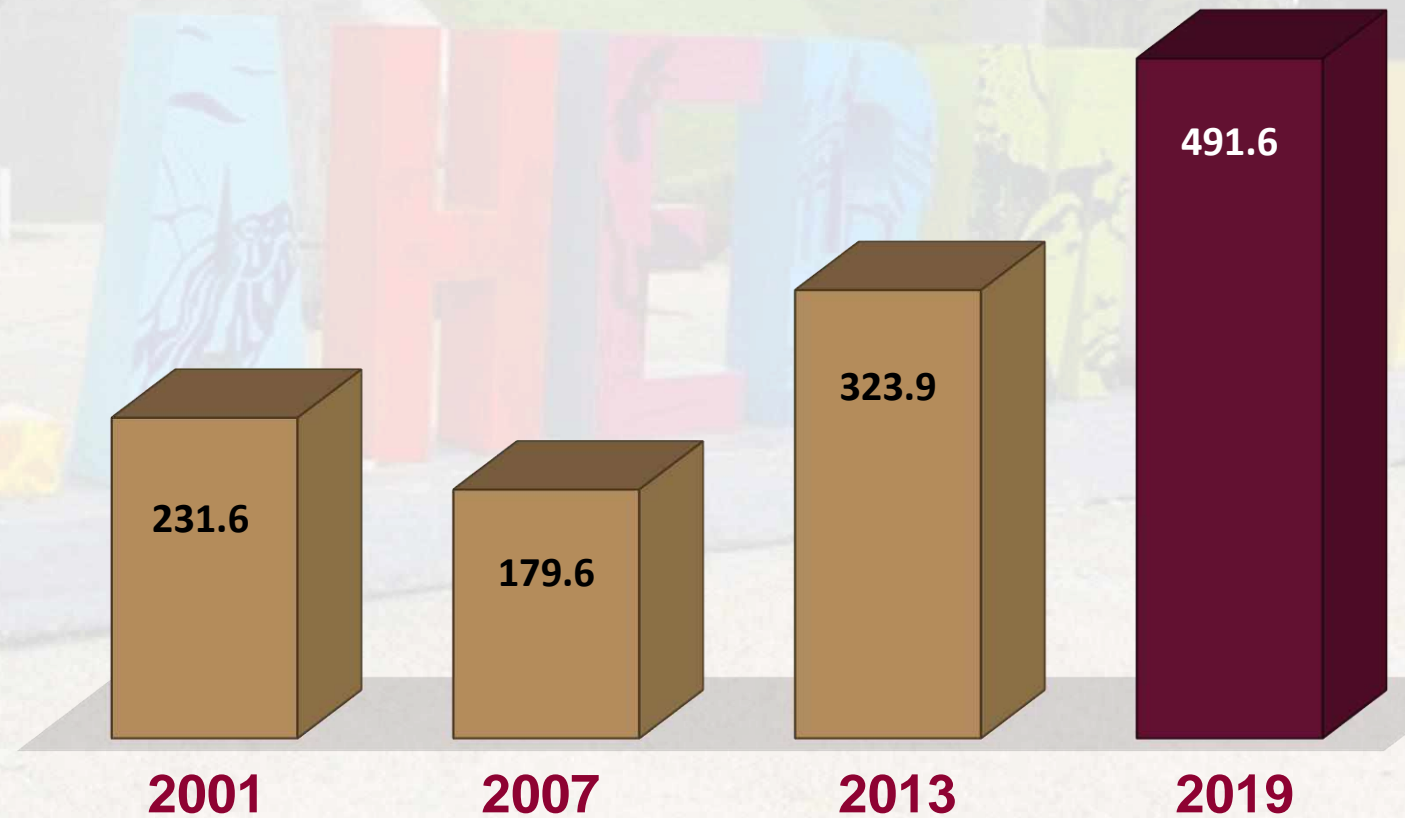
**Tabasco**  
**491.6 MD**  
30%

*\* The foreign direct investment of 2019 is taken from January to December.*



In 2018, Tabasco was the preferred destination for attracting foreign investment in the Southeast with 529.6 md.

## FOREIGN DIRECT INVESTMENT ON FIRST YEAR FOR A NEW GOVERNMENT (2001-2019)



Source: Secretary of Economy, 2020.

# Potential Investments





# Potential of Investment in Renewable Energy for the next 5 years

**3.7% T.A.**

Annual Rate Increase 2013-2028,  
according to Electric Prospective

**186 MDD**

Tax Revenue

**15,685**

New Jobs

**2000 MDD**

Contribution to PNB

**1980 MW**

Potential to Develop



Fuente: Price Waterhouse Coopers.



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# Potential of Investment in Renewable Energy for the next 5 years

**Biomass Potential**  
ecological, agricultural, livestock and residual.

**Tabasco has a potential of 80 MW.**

**Hydraulic Potential**  
The greatest hydraulic power in the country. Almost 1 GW.

**10% National Operation.**

**Solar Potential**  
possibility to cover the total of electric demand by photovoltaics cells; taking only the 5,5% of the solar potential.

**3% Territory**

**Wind Potential**  
1.500 MW to be develop.

Load factor up to 25%, to cover only **10% of the demand within Tabasco.**

**Bioenergetics**  
Potential 23 million liters of petroleum a year.

Biodiesel between 23 and 25 million liters per year average cost of raw material is \$ 43 USD.



# Current Commercial Investments



**SEGALMEX**, Milk Processing Facility, and  
3 collection centers.

**Investment amount:** USD 15 million

**Jobs Created:** 300



**PASCUAL BOING**, Beverages Facility.

**Investment amount:** USD 12 million

**Jobs Created:** 350



**WALMART**, Retail Center for Southeast  
Mexico.

**Investment amount:** USD 90 million

**Jobs Created:** 840



# Federation Projects



**DOS BOCAS REFINERY**, 340 thousand barrels per day.

**Investment amount:** USD 8 billion

**Jobs Created:** 23 thousand



**MAYA TRAIN**, 1,460 km. railways through southeast.

**Investment amount:** USD 7 billion

**Jobs Created:** 10 thousand



**INTEROCEANIC CORRIDOR**, Logistic platform connecting Pacific Ocean throughh Gulf of Mexico.

Multi-modal Carriage.

**Project release:** March, 2020



# Natural Gas Distribution

The Ministry of Economic Development is conducting negotiations to establish industrial and domestic use for natural gas in Tabasco.

**500**

Million of cubic feet available by establishing a ship-to-ship bunkering at **Dos Bocas Port**.

**A**

**800**

Million of cubic feet available by customizing the **Cempola** station using SISTRANGAS pipelines to Southeast.



*Fuente: CENAGAS, 2019*



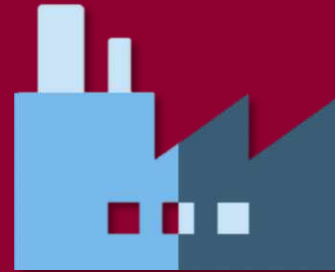
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# Electricity Generation

## Using Natural Gas as Raw Material



The fourth facility will generate 200 MW.

- Private Investors.
- Investment amount: USD 250 million.

Natural Gas requirements: 50 MMpcd per day



# Infrastructure

## Dos Bocas Port

It is located 82 km from Villahermosa, with preferential vocation related to **O&G and commercial**. Total area 18,196.11 ha, land área 158.74.

**In 2018, Dos Bocas was the port with more cargoes in the country to several international destinations.**

## New Frontera Port

The government has available lands (311 ha). The main purpose of this port will be O&G, commercial, bulk and energetic. It is projected to start operations in 3 years.





# Infrastructure

## International Airport of Villahermosa

95 km from Dos Bocas Port. It has commercial flights, cargo operations and customs clearance.



Connectivity to the most important cities of México.



12 tons of cargo are handled daily on 6 flights. (Estafeta, TSM-DHL, MCS and Aerocarga).



The largest plane that can land is a 757-200.



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# Infrastructure Highways

**10,642 km**

Highways of Tabasco

**43.2 km**

Highways for each 100  
km<sup>2</sup>, we are above the  
national average.

*Source: INEGI, 2018*





# Infrastructure Railway

**300.2 km**

Railways

**264.85 km**

Route Mérida - Coatzacoalcos

**2 Stations**

Teapa and Chontalpa Station

*Future Connection with  
The interoceanic train.*





# Investment Opportunities



## Railways

Construction of the route Station Chontalpa – Dos Bocas.

97 km of railway rights available.



## Internet Connectivity

High Speed Internet and efficient communications.



## New Convention Center Villahermosa.



## Frontera Port

Cargo, Oil & Gas, Tourism.



## Renewable Energy Projects



## Agro business



## New Central Market



## Forest Development



## Natural Gas Distribution



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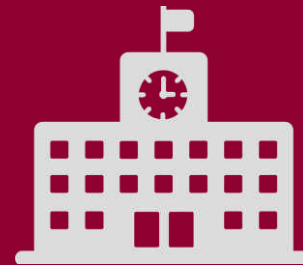
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# Human Resources and Training

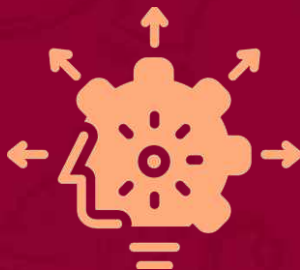


**Skilled Labor.**

45 Universities, Technical Schools and Training Centers specialized in industry, O&G, agriculture and business.  
(Innovation área SEDEC, 2018)



The Autonomous Juárez University of Tabasco is building the “Knowledge City” that will become a center of **innovation and development** at service of business sector.



**Government Programs**  
Created for recruitment and staff training.



The active economic population is **1,007,591**.  
(INEGI 3T 2018)



## Incentives for investors



## State Tax

## Payroll tax reimbursement.



## Labor

## Training Programs using State agencies.



## Cash



- ✓ Acquisition of Infrastructure and estate.
- ✓ Construction of Infrastructure.
- ✓ Rehabilitation of Infrastructure.
- ✓ Urbanization Works.



## Others

Regulatory Improvement: in 2018, Tabasco improved its score by 64% compared to 2017.



# Why invest in Tabasco



**Best Political Environment** to do business throughout the country.



**Skilled Labor**, recruitment programs and training.



**Most developed logistic infrastructure** in the Southeast of México.



**Linkage:** Science and Technology, Real State Agencies, Legal Consultancy, Mexican Chamber of the Construction Industry, Industrial Parks, Constitution of Companies, Telecommunications, Human Resources, Safety, HSE



**Special Incentives** for important investment projects.



The government provides **accompaniment and management** for soft-landing and aftercare.



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# Investment Opportunities



**#ConsumeLocal**

Esencia Tabasco



Brand that promotes products and services of the region.

- ✓ State Quality Distinctive.
- ✓ Activates the economy of the state.
- ✓ National and International Impact.
- ✓ Preserve the essence that defines the region.



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