



GOBIERNO DEL ESTADO DE
GUERRERO
2015 - 2021



Secretaría de
**Fomento y
Desarrollo
Económico**



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**INVESTMENT OPPORTUNITIES:
AGRO-INDUSTRIAL AND MINING SECTORS**

INTRODUCTION:

Guerrero is one of the States with the highest productive potential of the Mexican Republic. In **2016, it received the highest mining investment in the Country.** The Canadian Torex Gold, with Limón-Guajes Mine, which invested 800 million of dollars, and projections of the Mining Cluster of Guerrero establishes investment commitments for other USD 3,200 million.

Furthermore, In the agro field with industrial potential, **Guerrero occupies the first places in coconut, mango, and Jamaica production,** in addition to an important production of lemon, avocado and Mezcal.

Guerrero is one of the destinations which favors the private investment, thanks to **a fiscal stimulus policy,** giving legal certainty and financial security for the entrepreneurs to attract and keep their investment in the State.



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Mining Industry



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PRODUCT	QUANTITY (tons)	VALUE (current pesos)	PARTICIPACIÓN %
GOLD (Kg)	15,214.90	11,407,230,657.53	11.50
SILVER (Kg)	8,783.00	90,244,288.70	0.16
IRON	52,000.00	30,817,329.96	0.43

Production Value 2012-2016

In March 2019, Guerrero gained the position as the 3rd gold producer of the country.

Oro (kgs)	10,358	9,125	(-) 11.9
Sonora	3,315	3,238	(-) 2.3
Chihuahua	1,958	1,600	(-) 18.3
Guerrero	1,326	1,485	12.0
Durango	859	966	12.5
Zacatecas	1,715	961	(-) 44.0
Plata (kgs)	525,705	502,325	(-) 4.4
Zacatecas	196,082	194,232	(-) 0.9
Chihuahua	120,606	98,081	(-) 18.7
Durango	68,167	79,775	17.0
Sonora	33,895	33,405	(-) 1.4
Oaxaca	26,242	23,725	(-) 9.6
México	18,511	17,565	(-) 5.1
San Luis Potosí	13,387	10,920	(-) 18.4
Plomo	20,146	21,418	6.3
Zacatecas	10,730	12,195	13.7
Chihuahua	3,350	3,603	7.6
Durango	2,305	1,748	(-) 24.2
Cobre	66,014	63,551	(-) 3.7
Sonora	53,838	52,372	(-) 2.7
Zacatecas	4,481	3,641	(-) 18.7
San Luis Potosí	2,445	2,603	6.5
Zinc	61,973	58,754	(-) 5.2
Zacatecas	31,517	26,796	(-) 15.0
Chihuahua	7,817	9,482	21.3
Durango	7,936	8,371	5.5
México	2,905	2,897	(-) 0.3
Coque	106,778	91,846	(-) 14.0
Coahuila de Zaragoza	106,778	91,846	(-) 14.0
Fierro	1,125,790	760,228	(-) 32.5
Coahuila de Zaragoza	333,244	295,809	(-) 11.2
Michoacán de Ocampo	275,678	221,737	(-) 19.6
Colima	266,745	181,910	(-) 31.8
Azufre	42,841	27,633	(-) 35.5
Tabasco	21,291	18,846	(-) 11.5
Nuevo León	4,088	4,353	6.5
Chiapas	15,020	3,072	(-) 79.5
Veracruz de Ignacio de la Llave	559	1,000	78.9
Guanajuato	1,653	247	(-) 85.1
Fluorita	95,470	90,811	(-) 4.9
San Luis Potosí	89,937	87,620	(-) 2.6
Coahuila de Zaragoza	5,509	3,166	(-) 42.5

PARTICIPATION IN THE NATIONAL PRODUCTION



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Opportunity area of the industry



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THE GOVERNOR HECTOR ASTUDILLO, IS AN ALLY OF MINING

1. The State Development Plan 2015-2021, contemplates a strategic Project for the strengthening and reconversion of the mining sector and industry.
2. Our participation in this mining cluster, favors the interaction between the government and mining companies.
3. We have the opportunity to generate a strategic mining program, together with all the participants.
4. The Governor recognizes that mining is the second most important economical activity after tourism and as a tool for the development of Guerrero.



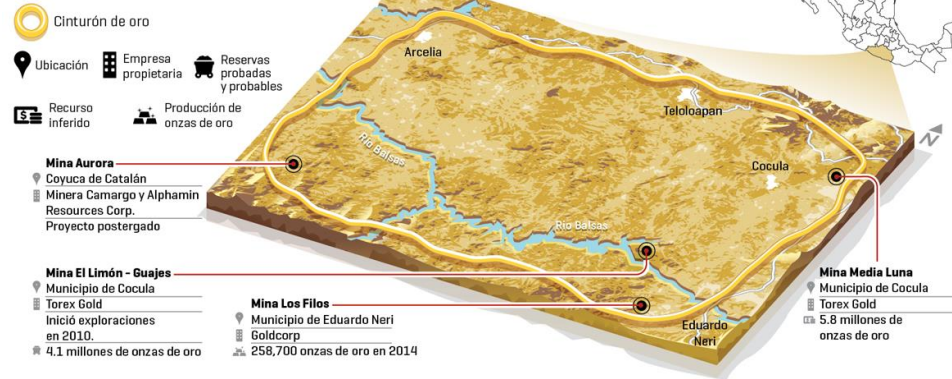
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El oro brilla en Guerrero

El Cinturón de Oro abarca los municipios de Teloloapan, Arcelia, Cocula y Eduardo Neri.



Main gold mines in the State

In the so-called Guerrero gold belt, there are 3 operating mines, a suspended one (Pinzan Morado in Coyuca de Catalán) and a mine ready to begin construction (Ana Paula in Cuetzala del Progreso).

Mining Investment Opportunities



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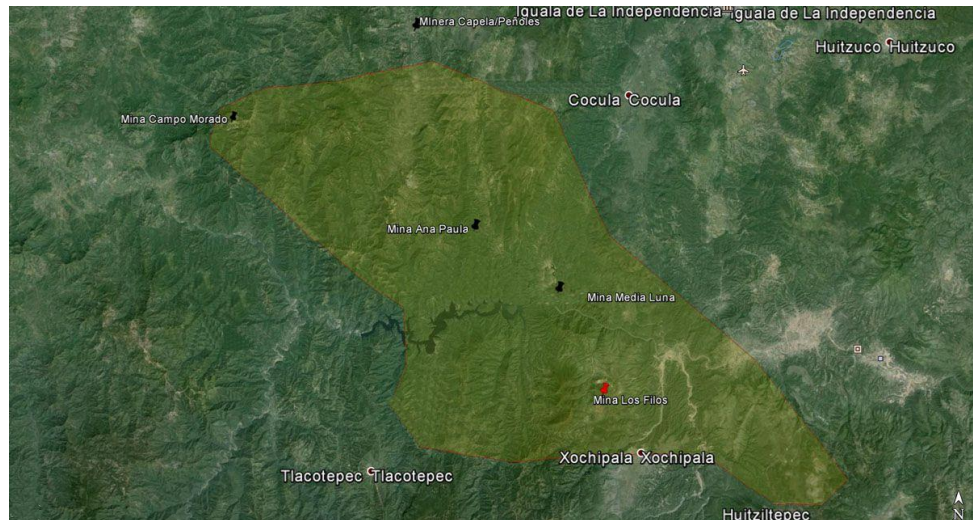
Investment opportunity

Ana Paula

Owned by Alio Gold, the project has an investment value of USD \$ 137 million.

The mine will contribute 868,000 ounces for seven and a half years, or about 116,000 ounces of gold annually, according to its proven reserves.

Status: in search of investors



Mining Investment Opportunities



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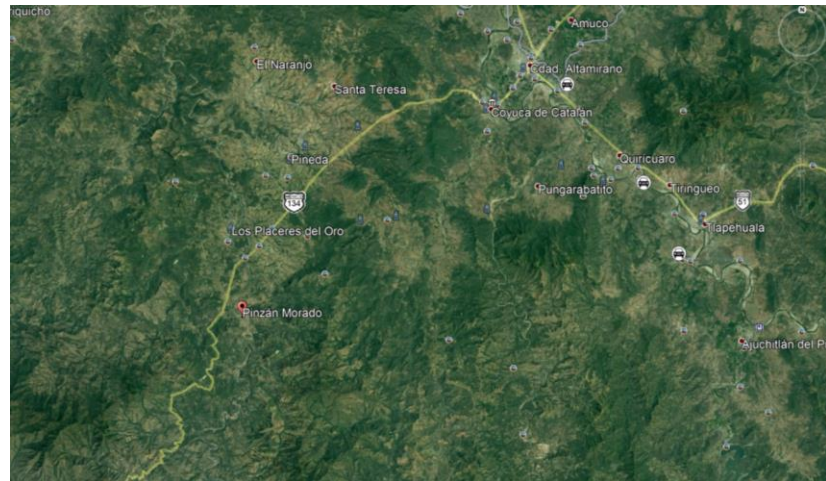
Investment opportunity

Pinzan Morado

Property of the company La Calentana S.A. de C.V., with a concession area of 164 hectares, is one of the highest-grade mines in the State.

The mine has a production capacity of 126,000 tons of beneficial materials such as Gold, Silver, Lead, Zinc and Copper. The Project has an investment value of USD 50 million.

Status: in search of investors



Mining Investment Opportunities



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To achieve a Guerrero State where responsible mining becomes an exemplary model that promotes employment, the improvement of the quality of life, environmental preservation, the promotion of productive chains, the associativity of the companies in the sector, that contributes in a growing way to the economic and social development of the State.

Vision

To align, according to a shared vision of responsible mining, the efforts of the public, private, academic, and social sectors to enhance the productive expansion of mining by promoting the strengthening of the rule of law, public safety, employment, ecological preservation and remediation, social development, the formation of human capital, as well as the physical and technological infrastructure that makes this sector a strategic lever of development.

Objective

The vision of mining in Guerrero



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In the state of Guerrero there are 23 firms with 38 projects (26 in exploration, 3 in production, and 3 in development) being 98% Canadian companies

Foreign Investment



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AGROINDUSTRY



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In the Strategic Projects of the State Plan 2016-2021, the momentum of the Hydraulic Network and Agricultural Production is indicated: “New Hydrological Platform for Agro-industrial Production”; this project considers promoting a productive, diversified and organized agro-industrial sector, with access to modern technology and infrastructure, that provides adequate conditions for the economic and social development of its inhabitants.

For the implementation of the above, the following general actions are taken as axes:

- 1.- Construction, modernization, and use of the hydraulic infrastructure for the field.
- 2.- Reconversion of the coconut industry.
- 3.- Reconversion for planting and industrialization of mezcal.
- 4.- Reconversion and impulse to the fruit industry of mango, lemon, avocado, coffee, guava, red fruits, among others.

Strategic plans



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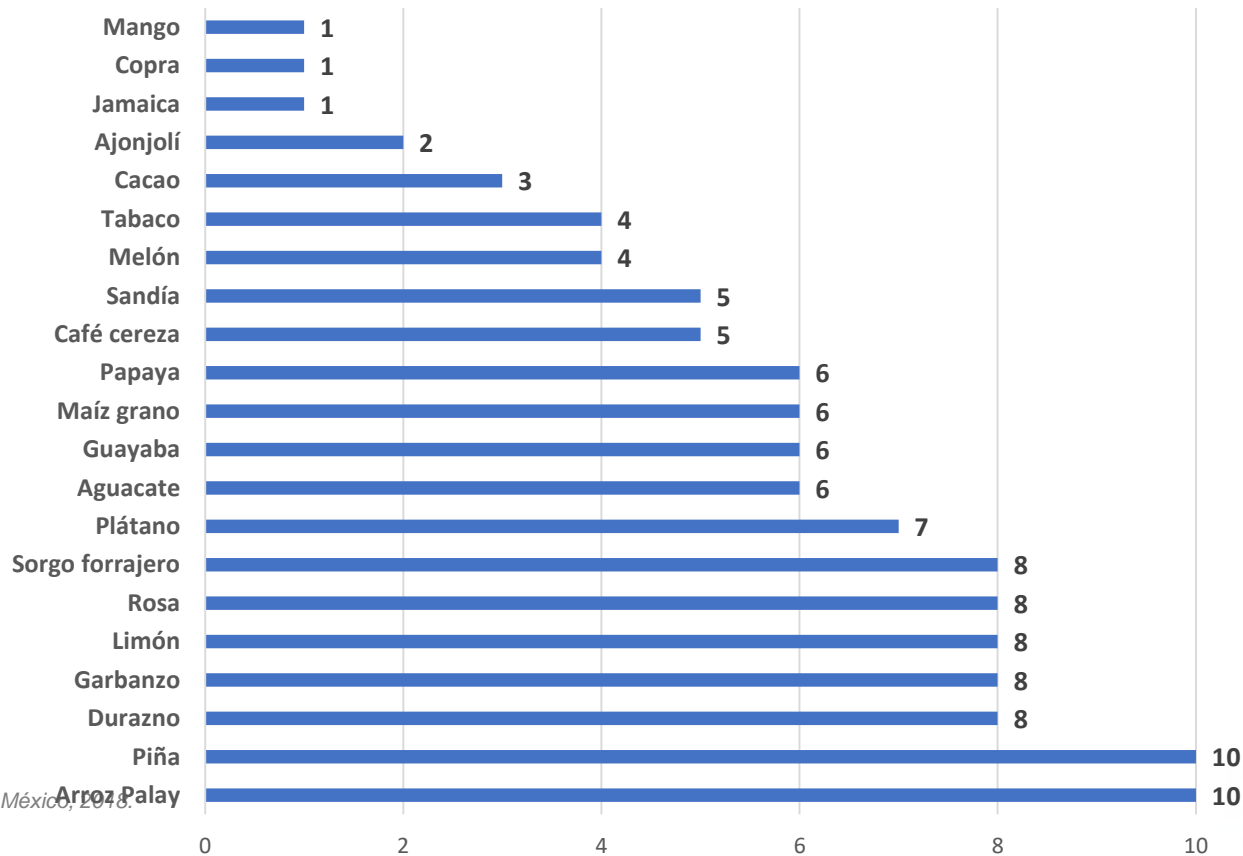


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Productos Agropecuarios	Volumen (Toneladas)		Variación (%)
	2012	2017	2012-2017
Copra	161,699	187,964	16.2
Mango	336,870	375,328	11.4
Jamaica	0	5,202	0.0
Ajonjolí	9,776	14,411	47.4
Cacao	210	245	16.7
Melón	80,488	98,735	22.7
Tabaco	51	42	-17.6
Café cereza	48,447	41,582	-14.2
Sandía	50,264	68,546	36.4
Aguacate	14,784	23,586	59.5
Guayaba	1,980	2,759	39.3
Maíz grano	1,304,133	1,357,557	4.1
Papaya	45,601	43,232	-5.2
Plátano	70,618	79,576	12.7
Durazno	8,441	6,525	-22.7
Garbanzo	434	453	4.4
Limón	75,016	79,275	5.7
Rosa	7,831	5,812*	-25.8
Sorgo forrajero	207,479	177,458	-14.5
Agave tequilero	1,330	828	-37.7
Arroz palay	1,376	2,589	88.2
Piña	763	551	-27.8

Fuente: información del Atlas Agroalimentario México, 2018.

Posición en la producción nacional



National production contribution



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The main coconut producing State is Guerrero, an entity that provides a volume of 178.2 thousand tons, which represents 80 percent of the national production. Increasing its production by 6.2 percent during 2016.



Industrialization of its derivatives for commercialization and export, to cultivate the coconut palm in an integral way, associating it with other productive activities, and exploiting the numerous products and by-products that are obtained from this tree, such as: Oils and Pastes, Grated Coconut and Cream, Water Coconut, Fiber Products, Activated Carbon, Coconut Milk, Biodiesel, Substrates, and Grated Coconut for the biscuit industry, bakeries, yogurt bases, sweets, cakes, cereals, and pastries in general.



Plantation renovation and integral pest control with technical assistance.

COCO



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Opportunity in the sector

Seeing the productive power, the Association of Mexican Entrepreneurs (AEM), already invests in an agro-industrial park for the integral use of coconut in Zihuatanejo. With an investment of USD 20 million, which will have 270 hectares.

The first stage of the project is aimed at the production of extra virgin, edible coconut oil.

Coco



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- ❖ The state of Guerrero produces quality mango exportable to other countries throughout the year, being the first producer nationwide in production, with an estimated 364 thousand tons and a value of thousand 526 million pesos.
- ❖ Creation of packing plants and mango collection, as well as its industrialization of its derivatives for commercialization and export.
- ❖ The Integral development of the mango chain through the increase in the area planted and equipment for the conservation of the orchards and irrigation systems to obtain quality fruits.

Mango



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Guerrero, is the entity that occupies the first place in nationwide production, with an area of 14,877 hectares planted, a register of 6,000 producers and an average production of 250 to 300 kg of Jamaica in dry weight per hectare, it is cultivated in a manner of cultural tradition; mainly in the municipalities of Tecoaapa, Ayutla, Juan R. Escudero, and San Marcos.

To carry out an integral project for the harvest and commercialization of Jamaica with technical assistance to combat the chalice spotting fungus.

To increase the number of producers who return from the United States, with their own land interested in the sowing of Jamaica.

Creation of warehouses and collection of Jamaica, as well as its industrialization of its derivatives for commercialization and export.

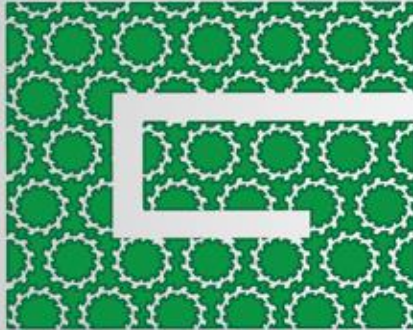
Jamaica



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PARQUE INDUSTRIAL **GUERRERO**



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FIGUEIN
FIDEICOMISO GUERRERO INDUSTRIAL

GUERRERO INDUSTRIAL PARK



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PRESENTATION

The Guerrero Industrial Park is a territorial area specially reserved and designed for the industrial development of the State of Guerrero, which due to its location, infrastructure, equipment, and services conditions, is attractive for national and foreign investors.

On October 29, 2004, the Guerrero Industrial Park was created with the main objective of positioning the State of Guerrero as a truly competitive region for the development of industrial sectors, through the promotion, installation, operation, and administration of manufacturing companies and added value in the different branches that imply the generation of permanent and sustainable jobs for Guerrerenses.



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STRATEGIC LOCATION



It is located at kilometer 310 + 000 of Cuernavaca - Acapulco Highway (Autopista del Sol) in the town of Ocotito, Municipality of Chilpancingo de Los Bravo.

At an approximate distance of 30 minutes from the Port of Acapulco (79 km) and 20 from the state capital (50 km).

As well as 5 hours from the commercial port Lázaro Cárdenas



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THE INDUSTRIAL PARK SURFACE

102 hectares distributed in
10 blocks



□ AVAILABLE LAND

■ LAND DONATED TO
MUNICIPALITY

■ LAND OF THE COMPANIES
THAT ARE GOING TO BE
STABLISHED

■ SOLD LAND

■ 1000 m² AVAILABLE LAND.



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COMERCIAL OFFER



SMALL

- ❖ 81 plots of land from 2,500 to 4,100 M2

MEDIUM

- ❖ 27 plots of land from 5,000 to 12,000 M2

LARGE

- ❖ 10 plots of land from 14,000 a 35,000 M2



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FISCAL STIMULUS

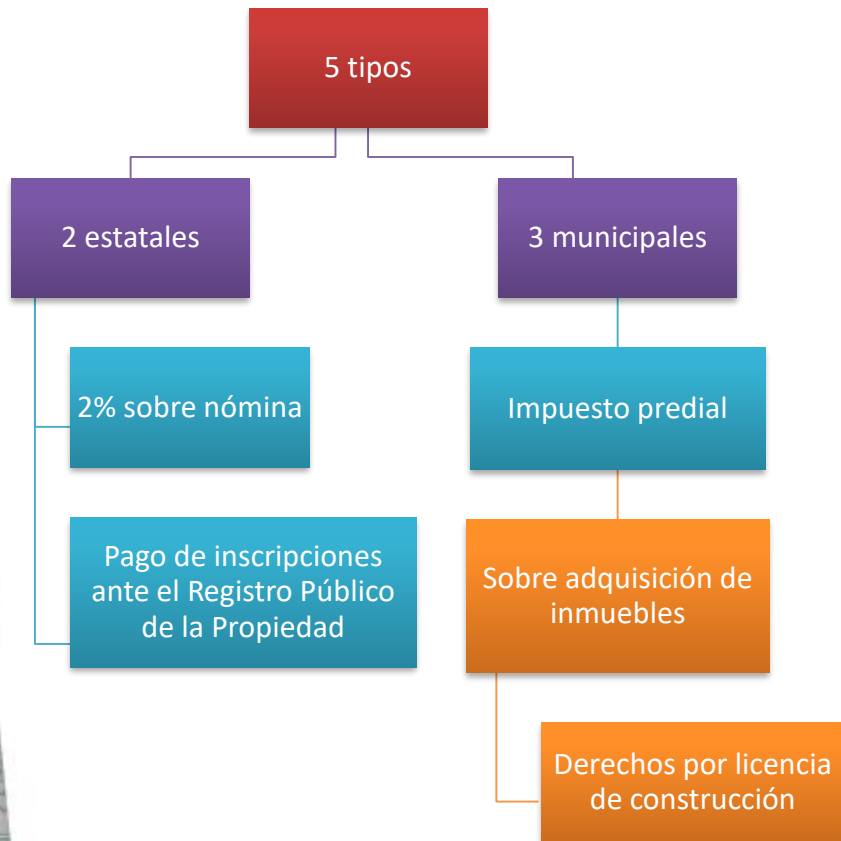


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Economic Promotion , Investment, and Development Law of the State of Guerrero No. 487



Objective: to encourage and facilitate the development of activities subject to economic development (Article 77). The reductions range from 25% to 80% of discount.

Transversal Fiscal Stimulus



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