



Incentives Programmes

# Catalogue 2017-2018

Elaborated by:



Marco Erick Espinosa Vincens, Head of Unit  
Claudia Esteves Cano, Executive Director of Strategy  
Adriana Barrera Franco, Coordinator of Studies  
Mauricio Ruíz Soto, Project Supervisor  
María Cynthia Cuadros Bustos, strategic Projects Director  
Luisa Regina Morales Suárez, Editorial Design

## PRESENTATION

This publication aims to integrate a catalogue of the main incentives programmes at federal level in Mexico, aimed at different sectors of industry and commerce.

The integration of information was performed using as a source internet pages of different institutions, so ProMéxico not responsible for inaccuracies in the information, or content, features or program management.

The contents are public and the respective intellectual property corresponds to the institution responsible for each program.

# INDEX



## 1. CATEGORIES

### a) Tax incentives

p5. Incentives, benefits and reliefs

### b) Incentives and support

p9. Promotion, technical assistance and benefits

p16. To boost trade as Well as investment

p18. Incentives for business infrastructure and trade services

p18. Incentives process for Quality Certification

p18. Incentives for Commercial Infrastructure

p18. Incentives for farmers to sell their crops

p19. To boost trade as well as investment

### c) Services

p21. To boost trade as Well as investment

### d) Financial instruments







p23. Capital, credits well warranties


## 2. NOTES AND GLOSSARY










# TAX INCENTIVES

## INCENTIVES, BENEFITS AND RELIEFS

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Tax profit (Art. 16 of LIF 2017)	For taxpayers under Title II of the Income Tax Law	To deduct, from the tax profit already paid, the amount of employees' share on the company's profits	Companies established in Mexico	 SPECIFIC PROCEDURE	Ministry of Finance and Public Credit / Tax Administration Service (SHCP / SAT)
Special Tax on Production and Services (IEPS) (Art. 16 of LIF 2017)	For those activities using diesel fuel, consuming diesel fuel or biodiesel and its blends for public transport and for the use of fossil fuels in productive processes	Creditable Special Tax on Production and Services		 SPECIFIC PROCEDURE	
Wage subsidy programme (Art. 10 of LISR)	To be applied to salaries and in general for a subordinated personal service provided, that will be used to calculate income tax, according to a decreasing table	The law determines how the annual income tax calculation should be made		 SPECIFIC PROCEDURE	
Incentive to hire people with disabilities and older people (Art. 186 of LISR)	For taxpayers employing older workers or people with any disabilities included in the Law	25% of the salary paid to employees aged 65 or over, or 100% of the retained income tax for people with disabilities		 SPECIFIC PROCEDURE	
Incentive for real estate developers (Art. 191 of LISR)	To deduct the cost of buying the land during the financial year when they are bought	Must be used in the construction of real estate developments		 SPECIFIC PROCEDURE	
Customs Clearance Fee - Natural Gas (Art. 16 of LIF 2017)	For importing natural gas	Customs Clearance Fee Exemption			
Incentives for carriers (Art. 16 of LIF 2017)	To use the national network of toll roads	Deduction of expenses incurred in the payment of the services for the use of toll roads infrastructure, until 50% of the total expenditure			
Tax on new cars (Art. 16 of LIF 2017)	For those selling, leasing or importing cars with electric rechargeable battery; electric cars with internal combustion engines or hydrogen cars	New cars exempted from tax			
Special legislation on mining (Art. 16 of LIF 2017)	For mineral title holders with revenues below 50 million Mexican pesos	Proof of the special fee on mining already paid s income tax during the financial year		 SPECIFIC PROCEDURE	
Donation of goods to meet basic human needs (Art. 16 of LIF 2017)	For taxpayers donating goods to meet basic human needs	Income tax incentive of additional 5% of the equivalent cost of sold goods of those donated goods that will be used for human consumption			

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Special Economic Zones SEZs	For economic productive activities	Income tax paid abroad can be deducted from the income tax that is due	Integral manager and investors	 SPECIFIC PROCEDURE	Ministry of Finance and Public Credit / Federal Authority for the Development of Special Economic Zones (SHCP / AFDZEE)
		50 % Tax credit between years 1 - 10 of operations and 25% tax credit between years 11- 15, deducted from the income tax paid as worker-employer contribution for sick and maternity leave and pay			
		Fee exemption for using public goods that belong to the Federation			
		VAT zero-rated goods and services entering the SEZ			
		Transactions carried out within the SEZ, will not be subject to VAT			
		Exports will not be subject to VAT			
		VAT zero-rated goods entering national territory under the temporary import scheme for the manufacturing, transformation or repair of maquila or exporting programmes			
		100% Income Tax reduction of the tax due as provided by the Income Tax Law between years 1 to 10 of business operations or 50% income tax reduction between years 11 to 15			
		Additional deduction equivalent to 25% of the expense invested on training			


NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Programme of the Manufacturing, Maquila and Exports Services Industry (IMMEX)	To be able to import specific goods temporarily to be used in the manufacturing of export products, without having to pay the general import duty, the value added tax or the compensatory quotas, in this case	The company must have annual sales abroad above 500,000 dollars or its equivalent in other currencies. Alternatively, the company's turnover must be at least 10% of its total sales	Companies established in Mexico	 APPLICATION	Ministry of Economy (SE)
Decree issued to support competitiveness of automotive OEM's and to boost the development of the automotive domestic market	With the intent of increasing the competitiveness of the automotive sector offering support to car manufacturers of new light vehicles	Tax warehouse, imports of duty free cars, automatic registry in the sectoral promotion programme, access to the Mexican government tenders		 CALL FOR PAPERS	
Leading Export Companies Programme (ALTEX)	To claim due VAT refund, related to the export of goods	Balance available in a maximum period of 20 working days		 APPLICATION	
Import Duty Drawback Programme for Exporters (Drawback)	To claim reimbursement of taxes incurred due to the import and later export of several goods	If final imports were done within one year and exports were done in the two months before the application		 APPLICATION	
Sectoral Promotion Programmes (PROSEC)	To import with ad valorem tariff (General Import Duty) several goods to be used in the manufacturing of specific products, regardless of whether the goods to be produced will be exported or stay in the national market	The list of industries included in the programme must be checked		 APPLICATION	
Research and Technological Development Tax incentive (EFIDIT) (Art. 202 of LISR)	To increase private investment on scientific research and technological development in the country	Equivalent to 30% of expenses and up to 50 million pesos, in an incremental manner when compared to the previous year	Companies established in Mexico registered in RENIECYT	 CALL FOR PAPERS	National Council for Science and Technology (CONACYT)
EFICINE 189 (Art. 189 of LISR)	To support investment projects on the production and distribution of national cinema and theatre	Up to 20 million pesos as long the tax credit does not exceed 10% of the income tax payable in the previous tax year, or 80% of the total cost of the film distribution cannot exceed 2 million pesos	Companies established in Mexico	 CALL FOR PAPERS	Mexican Film Institute (IMCINE)






















# INCENTIVES AND SUPPORT




PROMOTION, TECHNICAL ASSISTANCE AND BENEFITS










NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
<p>Special Economic Zones SEZs</p>	<p>For economic productive activities</p>	<p>Enter goods using the consolidated customs entry forms</p> <p>Transfer goods between investors located on the same area or in a different one</p> <p>Temporarily remove machinery and equipment to be sent for repairs or maintenance</p> <p>Enter goods without complying with non-tariff regulations and restrictions or Mexican Official Standards</p> <p>Rules for Special Tax on Production and Services: goods entering the country will be as permanent import</p> <p>Rules for Special Tax on Production and Services: customs exports from transferring goods between investors are not considered exports or imports</p> <p>Rules for Special Tax on Production and Services: that removing goods from the SEZ to later introduce them into the rest of the national territory shall not imply the payment of the Special Tax on Production and Services due to the permanent import for customs purposes</p> <p>Rules for Special Tax on Production and Services: that transactions covered by documents proving the entering of goods into the SEZ are not considered exports</p> <p>Foreign trade duties will not be paid (except from Art. 63 of the Customs Law)</p> <p>Losses caused by manufacturing, transformation and repairs will not pay foreign trade duties</p>	<p>Integral managers and investors</p>	 <p>SPECIFIC PROCEDURE</p>	<p>Ministry of Finance and Public Credit/ Federal Authority for the Development of Special Economic Zones (SHCP / AFDZEE)</p>

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Programme for the Development of the Software Industry (PROSOFT) and Innovation	For technological infrastructure	Up to 50 million pesos	Companies established in Mexico	 CALL FOR PAPERS	Ministry of Economy (SE)
	For the education and development of specialized human resources	Up to 15 million pesos			
	For consultancy standards, models, best practices, technical documentation	Up to 5 million pesos			
	For purchasing specialized software	Up to 2.5 million pesos without exceeding 25% of the license value			
	For the development of semi-public industrial innovation centres	Up to 15 million pesos			
Strategic projects to attract foreign investment "ProMexico Fund"	For foreign investment projects that boost national economic growth	Up to 10% of the total amount of foreign investment with a maximum of 30 million dollars	Non-Mexican companies and /or Mexican companies with a majority of foreign capital	 APPLICATION	ProMexico
Programmes of Strategic Sectors and Regional Development	To increase Micro, Small & Medium Enterprises productivity and regional competitiveness through an approach for developing strategic sectors	When sending the application, it is important to check the call for papers open at that time	Companies established in Mexico	 CALL FOR PAPERS	National Entrepreneurship Institute (INADEM)
Business Development Programmes	To foster innovation, business accelerators and incubators and to boost entrepreneurial culture				
Programme for Entrepreneurs and Financing	To propose and develop mechanisms that will allow MSMEs and entrepreneurs to have more access to the different schemes of financing with credit, capital and crowdfunding				
Programmes for MSMEs	To support micro, small and medium enterprises in the development and strengthening of their business capabilities through comprehensive training and consultancy projects				

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Innovation Programme	To encourage companies to invest in activities and projects related to research, technological development and innovation through complementary incentives	Includes 3 types (INNOVAPYME, INNOVATEC and PROINNOVA) and grants complementary economic support to projects that make possible the development of new or improved products, processes or services based on technological advancements	Companies established in Mexico registered in the RENIECYT	 CALL FOR PAPERS	National Council for Science and Technology (CONACYT)
Sectoral Funds	For scientific research and technological development of different sector	Up to 50% of eligible expenses of a project		 CALL FOR PAPERS	
Mixed Funds	For state and municipal scientific and technological development			 CALL FOR PAPERS	
Technological Innovation Funds	To generate competitive advantages in the long run			Between 30% and 90% and up to 5 million pesos depending on the size of the company	
Institutional Fund of the National Council for Science and Technology	To receive support for scientific and technological research, both basic and applied, technological development and innovation, capital formation specialized human, development and strengthening of scientific and technological infrastructure, among others	The total amount authorized by the committee		 APPLICATION	
Institutional Fund for Regional Development through the Promotion of Science, Technology and Innovation (FORDECYT)	To promote scientific, technological and innovation actions, as well as the development of specialized human resources that will contribute to the regional development, the collaboration and integration of the country's regions and the strengthening of local, state and regional systems of science, technology and innovation	The total amount is published		 CALL FOR PAPERS	
Fund for International Cooperation on Science and Technology (FONCICYT)	To promote high-impact scientific, technological and innovation activities and the training of specialized human resources that will contribute to the national and international development			 CALL FOR PAPERS	
Fund for the Promotion and Support of Scientific and Technological Research on Biosecurity and Biotechnology (CIBIOGEM)	For scientific and technological research projects for the development of biosecurity and biotechnology	Up to 50% of eligible expenses	Companies established in Mexico	 CALL FOR PAPERS	
Sectoral Fund for the Research, the Development and the Technological Innovation on Tourism	For research applied to tourism		 CALL FOR PAPERS	National Council for Science and Technology (CONACYT / SECTUR)	

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Sectoral Fund of the National Council for Science and Technology - Ministry of Energy -SENER/ Hydrocarbons	For the development of research projects and the development - assimilation of technology through comprehensive projects in the hydrocarbons sector	The Committee decides	Companies established in Mexico	 CALL FOR PAPERS	National Council for Science and Technology (CONACYT / SENER)
Sectoral Fund of the National Council for Science and Technology - Ministry of Energy -SENER/ EnergySustainability	For the development of projects of research and development-assimilation of technology through energy sustainability			 CALL FOR PAPERS	
Electric energy Saving Trust (FIDE)	To use efficient technologies that promote the efficient use of electric energy	Technical assistance with or without financing		 APPLICATION	Electric energy Saving Trust (FIDE)
Technical Assistance FIFOMI	For training, advisory and technical assistance on aspects related to mining	Skilled staff with geological, mining or metallurgical background, serves mining projects all over the country, on topics related to their administration and operation		 APPLICATION	Mining Promotion Trust (FIFOMI)
Grants programme for the preservation and sustainable use of wild life	For projects on the preservation and sustainable use of wild life and its native habitat, and that will enable the continuity of species	\$ 188,570,937 pesos		 APPLICATION	Ministry of Environment and Natural Resources (SEMARNAT)
Vehicle Renovation Scheme of Federal Road Transport	To renovate public services vehicles used for freight and passenger transport and tourism	In order to qualify for the incentive, the new vehicle has to be brand new or less than six years old. It also has to replace a vehicle older than ten years that had been used for federal public services		 APPLICATION	Ministry of Communication and Transport (SCT)
Modernisation Programme of Freight and Passenger Road Transport	To renovate the federal vehicle fleet of freight and passenger	Financing scheme with federal funds for owner-drivers and small fleet owners who are not currently able to get credit from financial institutions, in order to have access to better financing conditions, with more competitive interest rates and more flexibility with the administrative procedures		 APPLICATION	

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Mexican Merchant Navy Development Fund (FONDEMAR)	For fulfilling payment obligations of Mexican shipping companies	Partial credit guarantees granted to financial intermediaries or public or private bodies for the fulfilment of payment obligations from credit used to buy, build or modernise ships for sea traffic	Companies established in Mexico	 APPLICATION	Ministry of Labour and Social Security (SCT)
Non-refundable contributions, FONADIN products	To finance investments related to infrastructure projects	Up to 50% of total investment	Buildings and Bodies of the Federal Public Administration	 APPLICATION	National Infrastructure Fund (FONADIN)
Support to Studies, FONADIN products	For financing studies and advisory services related to non-refundable infrastructure projects	Up to 50% of the cost		 APPLICATION	
Federal Support Programme for Mass Urban Transport	To develop mass transport projects	Support to fund investment on mass transport equipment, car repair shops and warehouses through subordinated debt, capital or guarantees, according to the project requirements		 APPLICATION	
Grants, FONADIN products	For infrastructure projects with low financial profitability but high social return on investment	Grant covers up to 50% of total investment		 APPLICATION	
Productivity Promotion Programme	To contribute to knowledge acquisition, development and strengthening of skills and positive attitudes in workers to achieve the best performance at work	There are four types of support: productivity and employability course, technical-legal assistance on productivity, capability-based training and incentives for job skills certification	Companies established in Mexico	 APPLICATION	Ministry of Labour and Social Security (STPS)



NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Distance Learning Programme for Workers	To acquire knowledge and strengthening workers' skills in a distance learning format	The STPS makes available, mainly for active workers	Companies established in Mexico	 APPLICATION	Ministry of Agriculture, Livestock, Rural Development, Fisheries and Food (SAGARPA)
Livestock Promotion Programme	To help improve the productivity of the livestock farming sector	The support changes depending on each of the five components of the programme		 APPLICATION	
Agriculture Promotion Programme	To help improve productivity in the agricultural sector	The support changes depending on each of the six components of the programme		 APPLICATION	
Agri-food Productivity and Competitiveness Programme	To help improve productivity and competitiveness of agri-food sector	The support changes depending on each of the five components of the programme		 APPLICATION	
Fisheries and Aquaculture Productivity Development Programme	To increase productivity of fisheries and aquaculture industries, to develop aquaculture, among others			 APPLICATION	
Agricultural Health and Agri-food Safety Programme	For the inspection and epidemiological surveillance of pests and diseases, for phytosanitary campaigns, for the safety of agriculture, aquaculture and fishing	The support changes depending on each of the four components of the programme		 APPLICATION	
Trade Support Programme	For trading and promoting products of the sector	The support changes depending on each of the two components of the programme		 APPLICATION	
Small Producer Support Programme	For entrepreneurs, productive projects, to boost production, food safety, productive infrastructure, among others	The support changes depending on each of the eleven components of the programme		 APPLICATION	
Trust Funds for rural Development	To favour formal access to the financial system to producers and companies	It changes depending on the type of support		 APPLICATION	Trust Funds for Rural Development (FIRA)



# INCENTIVES AND SUPPORT

TO BOOST TRADE AS WELL AS INVESTMENT




NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Promotion of Exports and Market Intelligence	For national trade events	Up to 100% of the cost without exceeding 20 million pesos	Companies established in Mexico	 APPLICATION	Agency for Commercialisation and Development Services of Agricultural Markets (ASERCA)
	For international trade events	Up to 100% of the cost without exceeding 30 million pesos			
	For national tasting sessions or abroad	Up to 100% of the cost without exceeding 3 million pesos			
	For trade missions in Mexico or abroad	Up to 100% of the cost without exceeding 500,000 pesos			
	To develop value-added services and products and business capabilities	Up to 100% of the cost			
	Forums, conferences and/or seminars	Up to 20,000 pesos			
	For business matchmaking forums	Up to 100% of the cost without exceeding 3million pesos			
Promotion commercial	For certification on quality, health and safety	Up to 450,000 pesos			
	For generic promotion campaigns both national and/or international	It changes depending on the specific characteristics of the project			
	For collective brands	Up to 4.5 million pesos			
	For information tools	It changes depending on the specific characteristics of the project			
	For prospective missions, in Mexico and abroad	Up to 80% without exceeding 450,000 pesos			
	For trade events	Up to 90% without exceeding 7.2 million pesos			
	For Designations of Origin	Up to 2.7 million pesos			
	For the development of capacities for national and internacional commercialisation	Up to 4.5 million pesos			
	For generic promotion campaigns both national and/or internationals from the agrifood sector through the Agency for Commercialisation and Development Services of Agricultural Markets	Up to 36 million pesos			
 APPLICATION					

# INCENTIVES AND SUPPORT

## INCENTIVES FOR BUSINESS INFRASTRUCTURE AND TRADE SERVICES




NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Training and Consultancy on Risk Management	To develop organizational, administrative, business, commercial, operational and financial capabilities	Up to 100% of the cost or until 100.000 pesos for basic courses and 200.000 for advanced and specialized courses	Companies established in Mexico	 APPLICATION	Agency for Commercialisation and Development Services of Agricultural Markets (ASERCA)
Services and Specialized Technical Assistance		Up to 100% of the cost and up to 300,000 pesos			


### INCENTIVES PROCESS FOR QUALITY CERTIFICATION

Certification of the warehouse at the origin	To cover the expenses of the certification process in order to comply with the applicable Mexican Standard	Up to 100% of the costs involved in the certification process by the Mexican Accreditation Authority	Companies established in Mexico	 APPLICATION	Agency for Commercialisation and Development Services of Agricultural Markets (ASERCA)
Product quality certification					

### INCENTIVES FOR COMMERCIAL INFRASTRUCTURE

Construction of a new warehouse (includes equipment)	To strengthen trade and competitive capability of producers and their organizations and to boost regional commercial development	Up to 50% of the cost without exceeding 10 million pesos	Companies established in Mexico	 APPLICATION	Agency for Commercialisation and Development Services of Agricultural Markets (ASERCA)
Adaptation of the warehouse infrastructure					
Infrastructure for Rail Transport		Up to 50% of the cost without exceeding 25 million pesos			
New equipment		Up to 50% of the cost without exceeding 7 million pesos			















### INCENTIVES FOR FARMERS TO SELL THEIR CROPS

Contract Farming Scheme	To encourage farmers to sell their crops depending on the product, agricultural cycle, federated entity or region	To be determined on a case by case basis. It only applies to eligible products	Companies established in Mexico	 APPLICATION	Agency for Commercialisation and Development Services of Agricultural Markets (ASERCA)
Price estimate of the contract farming scheme	To estimate prices and manage price risks in order to offset price fluctuations in the future				
Incentives for Price Risk Management	To protect producers' income and/or the purchase price of agricultural products				



# INCENTIVES AND SUPPORT

TO BOOST TRADE AS WELL AS INVESTMENT

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Consultancy on packaging	Consultancy services on packaging	Up to 50,000 pesos	Companies established in Mexico	 APPLICATION	ProMexico
International Legal Consultancy Services	For legal consultancy services	Up to 10,000 pesos		 APPLICATION	
Consultancy Services for the Creation of Export Consortia (REDEX)	For consultancy services to create a consortium or a network	Up to 250,000 pesos		 APPLICATION	
Technical Consultancy in productive processes	To boost competitiveness with the support of specialist technicians	Up to 100,000 pesos		 APPLICATION	
Distribution Centres	To rent a space to use as a distribution centre	Up to 350,000 pesos		 APPLICATION	
International Certifications	To hire consultancy services specialized in standards and certification and in international requirements	Up to 100,000 pesos Up to 75,000 pesos in the case of re-certifications		 APPLICATION	
Consultancy Services on International Trademark Registration (Mexican Institute of Industrial Property)	For Mexican companies hiring the services provided by the Mexican Institute of Industrial Property	Up to 50,000 pesos		 APPLICATION	
Development of e-commerce strategy and digital marketing	To hire a consultant who will prepare a comprehensive strategy on e-commerce and digital marketing	Up to 75,000 or 50% of the cost		 APPLICATION	
Trade fairs Type B	For the participation of business entities and networks in trade fairs	50% of the cost or up to 750,000 pesos		 APPLICATION	
Trade fairs	To promote products and services abroad	Up to 70,000 pesos or 90% of the cost for small companies / 80% for medium-size companies		 APPLICATION	
Training of executives on foreign trade	For the training of executives on foreign trade	Up to 350,000 pesos	Mexican Qualified Professionals graduates from Mexican educational institutions	 APPLICATION	
Strategic Trade Missions: Exporters	To participate in trade missions organized by abroad	Total amount according to geographical region: between 20,000 to 50,000 pesos	Companies established in Mexico	 APPLICATION	
Strategic Trade Missions: Buyers	For the participation of buyers in trade missions to Mexico		Foreign companies interested in importing Mexican products	 APPLICATION	
International promotion programme: Export network manager (REDEX)	To hire a professional with experience in international business	Up to 360,000 pesos	Companies established in Mexico	 APPLICATION	



# SERVICES







TO BOOST TRADE AS WELL AS INVESTMENT



















NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Business agenda	To ask for business agendas of Mexican companies with potential foreign buyers	a 15,000 pesos fee	Companies established in Mexico	 APPLICATION	ProMexico
Specialized consultancy	To get technical information on standards, regulations, procedures, tariffs, rules of origin and non-tariff regulations	a 5,000 pesos fee		 APPLICATION	
To develop a project in foreign trade	To develop projects on exports, foreign direct investment attraction and internationalisation of Mexican companies	a 78,000 pesos fee		 APPLICATION	
Trade fairs Type A	To participate in national pavilions at international trade fairs where ProMexico is present	a fee of up to 350,000 pesos		 APPLICATION	
Technical Intelligence for Exporters	To obtain documents on market analysis and identification showing exports opportunities for specific products	a fee ranging between 12,000 and 150,000 pesos		 APPLICATION	
Exportable offer at an institutional exhibition stand	To make the products stand out at the trade fairs where ProMexico participates, on a place especially designed for this service	a fee of up to 20,000 pesos		 APPLICATION	
Pop up store/ showroom	To position your company in the international market through product promotion.	a fee of up to 500,000 pesos		 APPLICATION	
Product presentation: food or drink tasting	To hire a specialized third party for the promotional activities abroad	a fee of up to 50,000 pesos		 APPLICATION	
Training programme on international trade	Training and consultancy on topics related to foreign trade, international business, investment attraction and internationalisation	a fee of up to 10,000 pesos		 APPLICATION	



NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
Credit for Small and Medium Export and Import Companies	To improve the access of small and medium-sized companies to financing in order to increase the national added value of their export products	Granted through several financial institutions. Accounts managed in pesos or American dollars	Companies established in Mexico	 APPLICATION	National Bank of Foreign Trade (BANCOMEXT)
Pro Auto	For business providers of the automotive sector that produce and provide raw material and components that add value to the global supply chain to export in this sector	Funding up to 60 million pesos or 4 million dollars		 APPLICATION	
Pro Electric Electronics	To support the growth and the competitiveness of Small and Medium-sized export and import companies in the sector through manufacturing and maquila processes included in the global export chain of the Electric-Electronics sector	Credit of up to 45 million pesos or its equivalent in dollars		 APPLICATION	
CAPEX	To support small and medium-sized export and import companies that need to improve their productive capacity with funds for: machinery and equipment, vehicles, facilities	Funding up to 60 million pesos or 4 million dollars		 APPLICATION	
Improve your hotel	To support companies offering accommodation services to improve, extend and refurbish their hotels, motels, inns, hostels and other similar services legally created. Focused on improving and extending the country's touristic infrastructure	Funding between 100,000 pesos and up to 60 million pesos or its equivalent in dollars		 APPLICATION	
Tourism SMEs	To promote touristic sector in Mexico	Granted through different financial institutions		 APPLICATION	
International Factoring	To obtain receivables in advance	Financing up to 90% of the invoice value		 APPLICATION	
Letters of Credit	To facilitate trade exchange between sellers and buyers	Different options: exports, domestic market, imports stand by, contract guarantees, advance payment		 APPLICATION	
Bond Issue guarantee	In order to guarantee the payment of the capital or the interests of instruments in the national or international stock market	Cost varies depending on the financial instrument		 APPLICATION	
Buyer's guarantee	To guarantee that financial intermediaries abroad finance buyers of Mexican products	Depending on the type: automatic or facultative		 APPLICATION	



NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
FIFOMI (Mining Promotion Trust)	To invest in infrastructure equipment and working capital in the mining sector	Different financing schemes	Companies established in Mexico	 APPLICATION	Mining Promotion Trust (FIFOMI)
Credit of the Trust Funds for Rural Development	To have access to different financial instruments	It varies depending on the type of financing		 APPLICATION	Trust Funds for Rural Development (FIRA)
Subordinated credit, FONADIN (National Infrastructure Fund) products	To build, operate, exploit, preserve and/or keep infrastructure projects	Whichever is lower: 15% of total investment or 20% of the total value of the debt		 APPLICATION	National Infrastructure Fund / National Bank of Public Work and Services (FONADIN / BANOBRAS)
Support to studies, FONADIN (National Infrastructure Fund) products	To fund studies and consultancy services related	Up to 70% of the cost		 APPLICATION	
Guarantees, FONADIN (National Infrastructure Fund) products	To facilitate access to bank and stock market financing of infrastructure projects	Charged to Fund's		 APPLICATION	
Bond issue guarantee, FONADIN (National Infrastructure Fund) products	To facilitate the introduction of in the securities market credit to finance infrastructure projects	Hasta el 50% del valor de la emisión			
Credit guarantee, FONADIN (National Infrastructure Fund) products	To facilitate access to financing schemes with financial intermediaries bank	Up to 50% issue price			
Performance bond, FONADIN (National Infrastructure Fund) products	To induce the participation of financial intermediaries both banks and stock market on infrastructure projects	Up to 15% of the investment			
Political risk guarantee, FONADIN (National Infrastructure Fund) products	To encourage banks and the stock market to participate and reassure them that the Fund assumes all risks	The amount is determined on a case by case basis			
Support programme for Mexican contractors of the Federal Electricity Commission (CFE)	For projects of power transmission and distribution and electrical substations	Letters of credit and partial credit guarantees up to 80% of the value of the letters of credit			
Guarantee programme for medium-sized Mexican building companies	To guarantee capital contributions of building companies in public tenders	Up to 50 million dollars per operation or 18% of the total value of the project			
Venture capital, FONADIN (National Infrastructure Fund)	For venture capital invested in infrastructure projects	Up to 49% of the capital with private sector and up to 20% in investment funds			
				 APPLICATION	

NAME	USE	MAIN CHARACTERISTICS	TARGET POPULATION	ACCESS MECHANISM	INSTITUTION IN CHARGE
SMEs credit programme	To cover the needs for operation or equipment	Access to the network of financial intermediaries	Companies established in Mexico	 APPLICATION	Mexican Development Bank (NAFIN)
Federal Government contract financing	To finance contracts with the federal government	Up to 50% of the contract value		 APPLICATION	
Financing of Technological Modernisation	To acquire technological and advanced manufacturing solutions	Attractive credit conditions		 APPLICATION	
Financing programme sector leather and footwear	For capital of work and fixed assets	900,000 UDIS		 APPLICATION	
Support to textile, clothing and fashion industry		Up to 5 million pesos		 APPLICATION	
Credit for software developing companies	To support services and software developing companies related to the information technology (IT) sector, to assist with the consolidation of their business.	Up to 4.6 million pesos		 APPLICATION	
Support programme for sustainable projects	For projects on environmental, economic and social development	Financing depends on the needs and characteristics of the project		 APPLICATION	
Financing for the construction industry	For commercial and productive infrastructure	Up to 15 million pesos		 APPLICATION	
MIDAS Programme	To help companies get started and grow	Between 300,000 and 2 million pesos		 APPLICATION	
Credit for Young People	To set up a new business or to grow the current one	Interest rate conditions and competitive terms		 APPLICATION	
Support to women business owners	To support women led companies	Up to 5 million pesos		 APPLICATION	
Credit to grow together	To pay and buy furniture	Up to 300,000 pesos		 APPLICATION	
Come and eat	For companies on the gastronomy sector	Up to 15 million pesos		 APPLICATION	
Financing of leading companies	For fixed assets and capital of supplier's work	Up to 5 million pesos or 15 million pesos, according to the use of the loan		 APPLICATION	
Microcredit Program from the Mexican Development Bank	To improve processes and develop human capital	Lines of credit granted		 APPLICATION	
Financing programme for micro and small transport companies	To buy transport units	Up to 15 million pesos		 APPLICATION	
Programme for productive chains	To get liquidity on receivables	Factoring through financial intermediaries network	 APPLICATION		
Guarantee programme	To facilitate access to financing	With financial intermediaries	 APPLICATION		

## NOTES

For the purposes of this catalog and considering that the target audience for each case is different, the user is encouraged to consult the rules, guidelines and definitions to be issued by each institution.

Among the classifications listed, it means that company established in Mexico legally constituted in the country, regardless of whether the source of capital is domestic or foreign.

## GLOSSARY OF ABBREVIATIONS

ALTEX:	Highly Exporting Companies
CFF:	Federation fiscal Code
IEPS:	Special tax on production and services
IMMEX:	Manufacturing, assembly plant and Export Services
INNOVAPYME:	Technological Innovation for Small and Medium Enterprises
INNOVATEC:	Technological Innovation for Competitiveness
ISR:	Income tax
IVA:	Value added tax
LIF:	Revenue Act of the Federation
LISR:	Law on Income Tax
mdd:	Millions of dollars
mdp:	Millions of pesos
PROINNOVA:	Oriented network projects Innovation
REDEX:	Export Network
RENIECYT:	National Register of Institutions and Scientific and Technological Enterprises
RIF:	Incorporation Fiscal Regime
UDIS:	Investment Units
ZEE:	Special Economic Zones

