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メキシコ経済大臣、 墨日経済の統合加速を提言

去る6月にメキシコのヘラルド・ルイス・マテオス経済大臣が東京を訪れた際、経団連会館にて昼食懇談会が開催され、主要企業の経営者や日本メキシコ経済委員会の幹部を含めた45名の日本企業代表者が出席しました。大臣はスピーチの中で、日本とメキシコがEPAの規定に則り農産品、工業製品の相互の市場アクセスを改善するための交渉を早急に終結することに合意し、また両国の経済に利益をもたらす、相互補完性をさらに生かすための新たな戦略を練るなどして、両国経済の統合を加速させる必要があることを強調しました。この目的の実現のため、ルイス・マテオス大臣は日本メキシコ経済委員会の幹部に対し、メキシコでのビジネスに関心のある日本企業の経営幹部からなるメキシコ訪問ミッションの実施を正式に提案しました。このミッションの実施により、日本企業は自動車、航空機、農産品・食品など幅広い産業分野はもちろん、エネルギー、交通、港湾、輸送など各インフラ整備のための入札事業や、環境プロジェクトにおけるビジネス機会の現場を実際に視察することが可能です。小枝至日本メキシコ経済委員会会長・日産自動車相談役名誉会長は、ルイス・マテオス大臣の招待を受け、2011年の前半にもミッションを実現させる意向を示しました。



Members of the Japan-Mexico Business Committee at the meeting with Mexico's Economy Minister at Keidanren Kaikan on June 4th

今年二度目となるルイス・マテオス大臣の東京滞在中には、メキシコ大使館においてメキシコの自動車産業に関するセミナーも開催されました。参加した100名近い自動車産業の代表者らは、自動車企業がメキシコで事業を行うことのメリットについてのプレゼンテーションに耳を傾けました。大臣は、世界的な自動車産業の回復、政府による消費者および自動車生産者向けの刺激策の役割、そして自動車メーカーや自動車部品企業が生産コストの削減と品質の向上を求めて他社との連携を模索したり、生産設備を効率性の高い産業集積地に移設するといった生産オペレーションの再編の動きなどに触れたほか、なぜメキシコが世界をリードする自動車生産拠点の一つであり、近年、自動車メーカーや部品サプライヤーが米国の製造拠点をメキシコに移転するという傾向が生じているのか説明を行いました。北米、南米に直結した地理的優位性、価格競争力、質の高い労働力、各種インセンティブを通じた政府によるサポート、そして、墨日EPAを含めた広範なFTAネットワークの存在

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Economy Minister calls for accelerated economic integration between Mexico and Japan

In June, forty-five Japanese industry executives, including presidents and CEOs of important companies and the leadership of the Japan-Mexico Business Committee, gathered to meet with Mexico's Economy Minister Gerardo Ruiz Mateos at a luncheon meeting celebrated at Keidanren Kaikan. In his speech, the Mexican official emphasized that Japan and Mexico should accelerate their economic integration not only by agreeing on moving expeditiously on granting better market access to each other in agricultural and industrial products, as provided by the Mexico-Japan EPA, but also reinforcing cooperation and devising new strategies that will help both economies and further their complementarities. To that end, Minister Ruiz Mateos extended a formal invitation to the leadership of the Japan-Mexico Business Committee to organize a mission of top executives of Japanese companies with interest in doing business in Mexico to visit the country to see real opportunities in the market, in sectors as diverse as automotive, aerospace, agribusiness, as well as in public tender projects in energy, transportation, and port and logistics infrastructure, and in environmental projects. Itaru Koeda, President of the Japan-Mexico Business Committee and Honorary Chairman of Nissan accepted Minister Ruiz Mateos' invitation and indicated that such mission to Mexico will be organized during the first semester of 2011.

During his second visit to Japan this year, Minister Ruiz Mateos was the keynote speaker at a seminar on Mexico's automotive industry held at the Mexican Embassy in Tokyo, where an audience of one hundred automotive industry representatives listened to a presentation on the advantages for automotive companies operating in Mexico. The Minister spoke about the global recovery of the automotive sector, the role of country governments' stimulus programs for consumers and car manufacturers, and the restructuring of manufacturing operations that has prompted OEMs and autoparts companies to seek alliances and to locate manufacturing facilities in highly efficient industry clusters in order to save on production costs and enhance quality. He explained why Mexico is today one of the world's leading automotive centers of production, resulting in the recent trend of transferring manufacturing operations of OEMs and autoparts suppliers from the United States to Mexico. Because of its privileged geographic position connected with North and South America, cost competitiveness, highly skilled labor, governmental support with a variety of incentives, and its extensive FTA network, including the Mexico-Japan EPA, Mexico has grown in importance as strategic for global

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などの理由から、メキシコは自動車企業の世界生産戦略において重要性を有しています。メキシコは現在、世界第10位の自動車生産国で、2015年には8位になるとも5位になるとも言われています。

経済大臣は東京滞在の日程の中で、日本自動車部品工業会(JAPIA)の信元久隆会長、三菱ふそうトラック・バスの鈴木孝雄会長やスズキ自動車の鈴木修会長兼社長ともそれぞれ個別の会談を行いました。

JAPIAの信元会長は、会員企業による対メキシコ投資が急速に増加していることを強調しました。以下のリストは、メキシコで生産事業を行っている最も重要なJAPIA会員企業の一部を紹介するものです。

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automotive manufacturing. Mexico is currently the world's 10th automobile producer, and is expected to be among the top eight or even five producers by 2015.

The agenda of the Minister of Economy in Tokyo included a meeting with Hisataka Nobumoto, Chairman of Japan Auto Parts Industry Association (JAPIA), with Takao Suzuki, Chairman of Mitsubishi Fuso Trucks and Buses, and with Osamu Suzuki, President and CEO of Suzuki Motor Corporation.

JAPIA's Chairman Mr. Nobumoto stressed the rapid growth of JAPIA member companies' investments in Mexico. The following, is a partial list of the most important JAPIA member autoparts companies operating in Mexico.

日本の主要な自動車部品サプライヤーのメキシコ現地生産子会社

Company	Local Company in Mexico	State	Manufactured Products
Ahresty	Ahresty Mexicana	Zacatecas	Aluminum die-casting
Aisin Seiki	Aisin Manufacturing Aguascalientes	Aguascalientes	Autoparts
Aisin Seiki	Aisin Mexicana	Nuevo Leon	Autoparts
Aisin Seiki	Liberty Mexicana	Estado de Mexico	Autoparts
Alpine Electronics	Alcom Electronics de Mexico	Tamaulipas	Audio and navigation systems
F-tech	FEG de Queretaro	Queretaro	Mold parts
Kasai Kogyo	Kasai Mexicana	Guanajuato	Door trim, dash insulator
Calsonic Kansei	Calsonic Kansei Mexicana	Aguascalientes	Module products, air-conditioning and exhaust system
Kiriu	Kiriu Mexicana	Estado de Mexico	Casting parts
Sanoh Industrial	Sanoh Industrial de Mexico	Aguascalientes	Break tubes, Fuel tubes, Brazed products and Stainless steel apparatuses
Sanoh Industrial	Sanoh Manufacturing de Mexico	Baja California	Wire condenser for refrigerator
Sanden	Sanden Mexicana	Coahuila	Compressor Clutch
Jatco	Jatco Mexico	Aguascalientes	Automatic transmission
Johnan Manufacturing	Johnan de Mexico	Guanajuato	Door Window Regulator
G.S.Eletech	G.S.W. de Mexico	Tamaulipas	Wire harness
Sumitomo Wiring Systems	Sistemas de Arneses K&S Mexicana	Aguascalientes	Wire harness
Sumitomo Wiring Systems	SE Bordnetze-Mexico	Tlaxcala	Wire harness
Sumitomo Wiring Systems	Conductores Technologicos de Juarez	Chihuahua	Wire harness
Sumitomo Wiring Systems	Autosistemas de Torreon	Coahuila	Wire harness
Takata	Takata de Mexico	Coahuila, Nuevo Leon	Airbag modules (Coahuila), Seat belt assemblies and Seat belt components (Nuevo Leon)
Takata	Equipo Automotriz	Sonora, Nuevo Leon	Seat belt assemblies and Seat belt components
Takata	Falcomex	Coahuila	Interior trim components and assemblies
Takata	Jaropamex	Coahuila	Interior trim components and assemblies
Tachi-S	Industria de Asiento Superior	Aguascalientes	Seats
TS Tech	Industrias Tri-Con de Mexico	Tamaulipas	Trim cover
Denso	Denso Mexico	Nuevo Leon	Body equipment, Functional products such as valve
Toyoda Gosei	Toyoda Gosei Automotive Sealing Mexico	San Luis Potosi	Body Sealing Products
Toyoda Gosei	TAPEX Mexicana	Nuevo Leon	Safety System Products
Toyota Boshoku	TB de Mexico	Coahuila	Interior components
Nishikawa Rubber	Cooper Standard Automotive Sealing de Mexico	Aguascalientes	Rubber Seal Products
Nippon Kayaku	Kayaku Safety Systems de Mexico	Nuevo Leon	Micro Gas Generator (MGG)
Hi-Lex Corporation	Hi-Lex Mexicana	Queretaro	Mechanical Control Cable, Window Regulator
Nihon Plast	Nihon Plast Mexicana	Queretaro	Leather wrapped steering wheels, Steering wheels
Nihon Plast	Nihon Magnesio	Queretaro	Magnesium autoparts
Harada Industry	Harada Industries (Mexico)	Queretaro	Antenna, Connecting cable
Hitachi Chemical	Hitachi Chemical Mexico	Nuevo Leon	Disk break pad
Hitachi Automotive Systems	Unisia Mexicana	Estado de Mexico	Water pump, Oil pump, Die-casting
Fujitsu Ten	Fujitsu Ten de Mexico	Tamaulipas	Car Infotainment, Car electronics
Furukawa Electric	Furukawa Mexico	Baja California	Steering Roll Connectors for air bags, box, connector
Panasonic	Panasonic Automotive Systems de Mexico	Tamaulipas	Car audio
Mikuni	Mikuni Mexicana	Tamaulipas	Carburetors, Position sensors
Mitsuba	Corporacion Mitsuba de Mexico	Nuevo Leon	Starter motor, Shaft processing
Mitsuba	Partes de Precision Mitsuba de Mexico	Nuevo Leon	Auto Electrical Systems, Aluminum Die casting
Mitsuba	Tokyo Electrica de Mexico	Nuevo Leon	Door mirror, Tail lights, Wiper system, Relays
Molten	Molten Mexicana	Chihuahua	Rubber parts
Yazaki	Autopartes y Arneses de Mexico	Chihuahua	Wire harness
Yazaki	Buenaventura Autopartes	Chihuahua	Wire harness
Yazaki	Arnecom	Nuevo Leon	Wire harness, Cables, Meters
Yazaki	Tecnologia Autoelectronica de Durango	Durango	Autoparts
Unipres	Unipres Mexicana	Aguascalientes	Body parts (pressing, welding)
Yorozu	Yorozu Mexicana	Aguascalientes	Suspensions, Chassis, Car body pressed products

Source: Elaborated by Mexico's Ministry of Economy in Japan with information from Japan Auto Parts Industries Association (JAPIA), as of June, 2010

日系企業、メキシコの インフラ事業への参画を拡大

2007年7月、メキシコのフェリペ・カルデロン・イノホサ大統領は、総額が国のGDPの4.5パーセントにあたる420億ドルにも達する大規模なインフラ開発計画を発表しました。インフラ事業に大掛かりな投資を行うことにより、メキシコの交通、エネルギー、環境関連インフラの規模と質は2012年までに飛躍的に向上するでしょう。以前はメキシコのインフラ開発に参画する外国資本といえば、ほとんどが米国やスペインの企業でした。ところが、メキシコがより広範囲のインフラ事業者の関心を集め、インフラ開発の事業分野を多様化したことにより、この傾向は変わりつつあります。メキシコのインフラ開発におけるビジネス機会の魅力に目をつけた日本企業の一部は、積極的にこれらのプロジェクトに参加しています。

たとえば、三井物産は現在、メキシコの太平洋岸に位置するマンサニョー港でLNGターミナル開発を行っています。三井物産が韓国ガス公社、三星物産（韓国）と共に設立した事業会社が建設中のLNGの貯蔵、再ガス化設備を備えたLNG受け入れターミナルは、2011年に操業を開始する予定です。事業会社はメキシコ電力庁（CFE）とのサービス契約に基づき20年間にわたり施設の管理・運営を行い、供給されたガスはCFEが発電所で使用します。総事業費はおよそ8億8千万ドルとみられています。



Jetty Platform at the Manzanillo LNG Terminal in development
Source: Mitsui & Co.,

また、三井物産は以前からメキシコで水処理事業も手掛けています。2008年、三井物産は東洋エンジニアリングと共にメキシコの水処理事業会社を買収し、同年12月にはこのアトラテック社買収以来最初の案件となるグアダハラハラ市の下水処理場BOT（建設・運営・譲渡）契約をハリスコ州水道局と締結しました。その後2009年には同水道局とメキシコ最大の下水

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Japanese companies increase their participation in Mexico's infrastructure projects

In July 2007, Mexico's President Felipe Calderon Hinojosa launched an ambitious national program for infrastructure development that already accounts to 4.5 percent of the country's GDP, or the equivalent of US\$42 billion. Ultimately, massive expenditures in infrastructure projects will vastly improve the coverage and quality of transportation, energy, and environment-utility related infrastructure in the country by the year 2012. Historically, foreign participation in Mexico's infrastructure development has been dominated by American and Spanish companies. However, that is changing as Mexico attracts the interest of a wider selection of infrastructure players and diversifies its infrastructure portfolio. Some Japanese companies that noticed the attractiveness of business opportunities in Mexico's infrastructure projects have been actively participating in such projects.

Mitsui & Co., for instance, is currently developing a LNG terminal in Mexico, which is located at the port of Manzanillo on the Pacific coast. A project company established by Mitsui, together with Korea Gas and Samsung, is constructing a terminal that has storage and re-gasification facilities for LNG, and will start in 2011 to manage and operate the facilities for twenty years based on a service contract with Mexico's state-run Federal Electricity Commission (CFE), which will use the supplied re-gasified gas at its power plants. The total project cost is estimated to be US\$880 million.

Mitsui has also been in the water treatment business in Mexico since long ago. In 2008, Mitsui, together with Toyo Engineering, acquired a leading water and wastewater treatment engineering and construction company in Mexico. In December 2008, Mitsui signed its first BOT (Build, Operate and Transfer) contract after the acquisition of Atlatec with the Water Commission of the State of Jalisco (CAE) for a wastewater treatment plant in Guadalajara city. Later in 2009, the company won another contract with CAE for the 20-year BOT scheme of the Mexico's largest wastewater treatment plant, and in 2010, concluded a 25-year contract with the National Water Commission of Mexico (CONAGUA) to build and operate the largest wastewater treatment plant in Latin America which will render the needs for water treatment in the Mexico City metropolitan area.

Sumitomo Corporation is currently operating three wastewater treatment plants in Mexico in the states of Chihuahua, Sinaloa, and San Luis Potosi.

Other Japanese companies which are active in Mexico's

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RESOURCE INFORMATION ON MEXICO TRADE AND INVESTMENT

- Office of the President of Mexico（メキシコ大統領府）：<http://www.presidencia.gob.mx>
- Mexico's Secretary of Economy（メキシコ経済省）：<http://www.economia.gob.mx>
- Embassy of Mexico in Japan（在日メキシコ合衆国大使館）：<http://www.sre.gob.mx/japon/>
- PROMEXICO（メキシコ貿易投資促進機関）：<http://www.promexico.gob.mx>
- Mexico's National Institute of Statistics, Geography and Informatics（メキシコ国立統計地理情報院）：<http://www.inegi.org.mx>
- Mexico's Central Bank, Banco de México（メキシコ銀行）：<http://www.banxico.org.mx>
- Mexico's Secretary of Agriculture, Livestock, Rural Development, Fisheries and Food（メキシコ農牧林漁業省）：<http://www.sagarpa.gob.mx>
- Mexico's Secretary of Energy（メキシコエネルギー省）：<http://www.sener.gob.mx>
- Federal Electricity Commission (CFE)（メキシコ電力庁）：<http://www.cfe.gob.mx>
- National Bank of Public Works and Services (Banobras)（国立公共事業銀行）：<http://www.banobras.gob.mx>

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水処理場の建設・操業を行う 20 年間の BOT 契約を、さらに 2010 年にはメキシコ水資源庁(CONAGUA)とメキシコシティおよび近郊の首都圏エリアの下水処理を行う中南米最大の下水処理場の建設、操業を行う 25 年の契約を締結しました。



Image of Agua Prieta wastewater treatment plant in the State of Jalisco.
Source: Mitsui & Co., Ltd.

住友商事も現在、メキシコのチワワ、シナロア、サンルイスポトシの各州において 3 つの下水処理場を運営しています。

その他の分野では、BOT 方式で発電所の建設・操業を行っている九州電力、三菱商事、中部電力、東京ガスや、メキシコ国営石油会社 (PEMEX) 向けにガス開発サービス事業を行っている帝国石油などの日本企業がメキシコのインフラ事業に積極的に参画を行っています。

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infrastructure projects are Kyusyu Electric Power, Mitsubishi Corporation, Chubu Electric Power, and Tokyo Gas in the construction and operation of electric plants under BOT schemes; and, Teikoku Oil, which participates as a sub contract operator for PEMEX, the Mexican state-run oil company.

Japanese government policies to assist companies in overseas project procurement

The Japan Bank for International Cooperation (JBIC) provides financial support to companies engaged in infrastructure projects, including environment related ones¹.

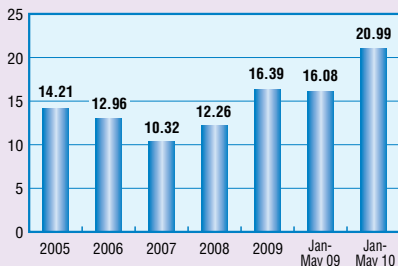
In four target sectors, clean power generation, energy efficiency improvement, water, and urban transportation, projects could be tapped on funding initiatives such as LIFE² for public and private projects. Japanese funding could be used to leverage resources appropriated by multilateral development banks to mobilize private financing.

Mexico's environmental infrastructure project opportunities for Japanese participation include:

- Clean power:** solar, geothermal, and wind power
- Energy efficiency:** upgrading of existing electricity transmission and distribution networks, modernization and heat recovery of steel furnaces and cement kilns, and development of energy service companies
- Water:** waste water treatment, desalination
- Urban transport:** mode upgrading for bus and tram systems, construction of light rail and subway systems

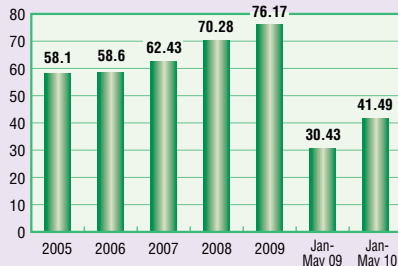
¹ JBIC promotes overseas business aiming at the preservation of the global environment supporting projects that would reduce emissions of greenhouse gases.
² Leading Investment to Future Environment initiative is co-financing US\$ 5.4 billion in FY 2010.

Japanese imports of Mexican Asparagus
Unit: Million USD



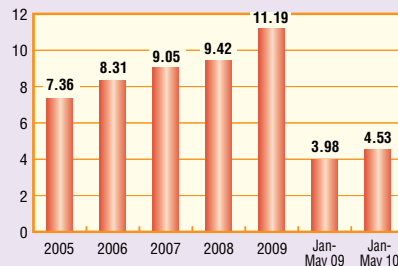
Japanese imports of Mexican avocados increased 31% in Jan-May 2010 period.
Source: Elaborated by Mexico's Ministry of Agriculture with data from Japan's Ministry of Finance

Japanese imports of Mexican Avocados
Unit: Million USD



Japanese imports of Mexican avocados increased 36% in Jan-May 2010 period.
Source: Elaborated by Mexico's Ministry of Agriculture with data from Japan's Ministry of Finance

Japanese imports of Tequila
Unit: Million USD



Japanese imports of Tequila increased 14% in Jan-May 2010 period.
Source: Elaborated by Mexico's Ministry of Agriculture with data from Japan's Ministry of Finance

During the first five months of 2010, trade between Mexico and Japan has recovered by 34.6% from the same period of last year, when the bilateral trade fell by almost one third due to declining trade volume worldwide. Among Mexican agro food products, which were less affected by the economic crisis last year, items such as tomatoes, frozen shrimp, pumpkins, asparagus, and avocados have remarkably increased their share in the Japanese market. Japan's import of Mexican fresh tomatoes has multiplied ten times, making Mexico be the top supplier of this product, in addition to asparagus and avocados, for the Japanese market. Tequila is also expanding its market in Japan, with constant annual increase in import value and 13.8% increase from January to May this year. Japan is the most important market in Asia, and is among the top five importers of Tequila in the world.

メキシコ日本経済連携協定オフィスとは

2005年にメキシコ日本経済連携協定(EPA)が締結されたことを機に、在日メキシコ大使館内にメキシコ経済省の駐日代表部が設置されました。日本におけるEPAの浸透を図り、日墨間の通商と投資の拡大を促進する役割を担っています。

Office of Mexico-Japan Economic Partnership Agreement

The enactment in 2005 of the Mexico-Japan Economic Partnership Agreement (EPA) prompted the establishment of the office of Mexico's Secretary of Economy in Japan as part of the Embassy of Mexico in Tokyo. The office oversees the implementation of the EPA and promotes expansion of business and investments between Mexico and Japan.

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