



# Mexico Projects Hub

[www.mexicoprojectshub.gob.mx](http://www.mexicoprojectshub.gob.mx)

Website sponsored by the Mexican Government that offers open access to worldwide users as a unique and innovating way to present and follow up projects while facilitating information and reducing costs to investors when identifying investment opportunities.

## Background

Mexico has extensive experience in the development of infrastructure projects under PPP schemes, to cover the growing demand of the country. In 2012 a PPP Law was published to increase the use of these schemes.

As a member of the G-20, Mexico co-chaired the Investment and Infrastructure Work Group (IIWG), along with Germany and Indonesia during 2014 (Australia) 2015 (Turkey) and 2016 (China). As a result of these workshop, important recommendations were issued to reduce the financing gap between investors and projects.

### G20 Main Recommendations:

Develop investment vehicles that link institutional investors to infrastructure projects

Consolidate a pipeline of infrastructure projects attractive to private sector investors

The Mexican government has also identified several concerns and needs of private investors regarding the quality of the investment pipeline in the global infrastructure sector, particularly in Mexico.

Finally, the budgetary restrictions of most governments globally have made private investment participation fundamental for the development of projects.

## Investor Relations and Investment Projects Hub Office

In August 2016, at the request of by the Ministry of Finance (SHCP), a specialized office for investment projects' promotion was created within BANCOMEXT to attract long term capital investments.

### The office is divided in three areas:

#### Development

- Pre-investment
- Technical assistance
- Best practices

#### Information

- Projects bank
- Database
- Analysis

#### Investor Relations

- Promotion
- Disclosure
- Feedback

The Areas where the office can add value throughout all the stages of the investment cycle in almost every sector are:

- **Strategic planning**–Technical assistance and follow-up.
- **Analysis and evaluation**–Pre-investment studies.
- **Promotion**–Projects bank and investor relations.
- **Financing**–Bancomext (in some sectors)
- **Follow-up**–Projects bank and investor relations

## Mexico Projects Hub Website

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During the last 6 months this office has been working in the construction of the platform, whose objective is to provide investors with a project inventory at different stages: Planning, Procurement, Execution, and Operation.

In accordance with international standards, we can highlight the following attributes of the site:

- **Advanced Visibility** of sponsored projects by the Government, so investors can make timely investment decisions.
- **Multi-sectoral information** a consolidated data base of greenfield and brownfield projects in different sectors.
- **Simple and functional** fully bilingual website with updated projects' relevant information, including an advanced search criteria.

The website has been in operation since March 2017, offering valuable information in four main sections:

## Projects Hub

This powerful database concentrates information from more than 400 infrastructure projects updated on a daily basis.

**265 New projects (greenfield)**

**152 Projects in operation (brownfields)**

**75 Investment vehicles**

**20 Government entities as source of information**

**9 Sectors**

- Information can be downloaded in Excel and PDF formats.
- Powerful search engine to filter information.
- All projects in the database contain detailed information in a standard format.
- CRM that allows the interaction between the user and the data contained in the database which sends out automated alerts according to the registered interests.

## Why Mexico?

This section offers valuable information related to the advantages offered by Mexico as an investment destination with updated data, figures, information, interactive tools and graphs

## How to Invest?

Section that guides the user about the way infrastructure investment projects are carried out in Mexico. The "investment cycle" section provides information on the institutional arrangement and the processes of the specific investment cycle in each sector.

## Knowledge Hub

Specialized literature for the development of PPPs, with more than 100 links to documents of interest in various subjects, as well as events related to the sector around the world.