The size and strength of its domestic market, with 127 million people and a flourishing middle class, makes Mexico a strong market in its own right. The country’s macroeconomic stability, low inflation, and steady economic growth rate, makes it a low-risk market for those looking to a long-term engagement.

Mexico is an open economy with a strong manufacturing base. It has Free Trade Agreements with 46 countries – a growing number that will soon include the CPTPP members. International trade represent around 68 percent of the country’s GDP, and most of its exports are medium and high tech manufactured goods.

Mexico is New Zealand’s 22nd largest export market, with exports of goods and services valued at NZ$402 million. Dairy products and albuminoidal substances lead the way with 84 percent of all exports, the top exports being butter (dairy fats), and casein. Categories that cater to the Mexican population, or that can benefit from its strategic location and competitive costs, present the greatest opportunity in the coming years.
Quick facts

Mexico is:

- Latin America’s second largest economy
- a thriving cultural centre, known for its architects, movie directors, chefs, painters, and designers
- an ancient civilization, with its roots in the Aztec civilization and home to the largest number of World Heritage sites in the Americas
- a multicultural and diverse country, 60% of its population is of mixed background
- innovative and with a strong manufacturing base, 75% of Latin America high tech exports are from Mexico.

GDP:
US$1,150.50 billion (2017)

GDP per capita (PPP):
US$8,907 (2017)

Currency:
Mexican pesos (MXN)

Official languages:
Spanish is the de facto national language, and there are 68 other recognised regional languages

World Bank Ease of Doing Business ranking (2017):
49 of 190 (NZ ranked 1 of 190)

Corruption Perceptions Index ranking (2016):
135 of 176 (NZ ranked 1 of 176)

Value of NZ exports:
US$402 million (2016)
New Zealand’s 22nd largest market in 2016

Land area:
1,073 sq km

Population:
127 million (2017)

Density:
6,808.7 people/km²

Trade Agreements

Mexico is a member of CPTPP (Australia, Brunei Darussalam, Canada, Chile, Japan, Mexico, New Zealand, Malaysia, Peru, Singapore, and Vietnam; Colombia petitioned to be included in the agreement). The agreement was signed in March 2018, and Mexico was the first country to pass it through the Senate and ratify. It will enter into force 60 days after six countries ratify the agreement. This will be the first FTA between Mexico and New Zealand, opening up great opportunities for New Zealand companies that are doing business in the country.

If you are a goods exporter, use the Ministry of Foreign Affairs and Trade's tariff finder to find out the applicable tariff rates for Mexico, as well as HS codes, document and shipping requirements. Visit the Free Trade Agreements section of the Ministry of Foreign Affairs and Trade’s website for more information.
Opportunities for New Zealand businesses

Mexico is ranked as the easiest place for doing business in Latin America, and the country’s large and strong domestic market offers great opportunities to New Zealand business. Additionally, the country boasts a strategic location and competitive costs to service global markets, with a significant pool of young and skilled human capital, and capacity to produce advanced manufacturing.

Food and Beverage

Mexico’s economy quadrupled since 1994, which contributed to a significant expansion of the country’s middle class and an increase in disposable income at all levels. The country’s pervasive income inequality will remain high for global standards over the coming years; nevertheless, its thriving and expanding middle class will continue to create bigger and better opportunities for consumer goods companies.

As disposable income rises, it is projected that demand for healthier foods will gradually grow, as well. Indeed, it is projected that between 2016 and 2020 sales of organic foods will increase by 39% while sales of ‘better for you’ foods will increase by 29%. A similar rise in demand is forecasted for all categories that benefit from the increase in discretionary spending of Mexican households.

Information, communication and technology (ICT)

Mexico is an attractive market for technology products related to the IT services industry and a strong global player in the Business Process Outsourcing (BPO) market. The country is ranked third globally for near shoring and offshoring services by Gartner, behind India and the Philippines. Mexico is the second largest market in Latin America in terms of data centre square footage with approximately 25% of the region’s overall data centre surface and the leader in data centre infrastructure investment.

The main opportunities for IT solutions (products and services) are in those sectors that are intensifying the use of IT, including manufacturing, transportation, security, energy, retail, and financial services. Improved competition in IT and telecommunications will drive demand for core-network and other infrastructure solutions. There is a growing interest in Software as a Service, Infrastructure as a Service, and Platforms as a Service.
Agriculture
Mexico is a world leading exporter of fresh top quality produce, like avocado, papaya, mango, peppers, melons, tomatoes, and lemons. It is also a strong player in coffee, sugar, and seafood products. Additionally, Mexico has a thriving food processing sector, producing all kinds of dairy, preserves, canned and frozen vegetables. Agricultural producers are always looking for new and innovative processes and products. Opportunities for New Zealand organisations abound, from education and R&D to agricultural machinery and efficient field technologies. Mexico is an open market, and companies entering in the country will compete with established businesses from Canada, Spain, Israel, France, and Chile. Additionally, the country draws frequently from experiences and services from the United States, where its proximity offers a challenge to New Zealand corporations.

Meat and dairy industries
Over the past years, Mexico has become a strong player in animal products, with beef, pork and poultry occupying important segments. The country continues to support expansion of its dairy sector through government programs, private sector commitments, improved genetics, and technology. The processing industry fuels demand for fluid milk and dairy products, with the gap between production and demand filled by imports.

Four years ago, the Federal government announced the National Livestock Repopulation program, in which the main objective has been to increase the number of ovine and bovine stocks for production purposes. This has opened a number of business opportunities for New Zealand exporters in areas such as livestock, dairy equipment, meat processing equipment, farm management, and animal feed.

Specialised manufacturing
Mexico’s growing cost advantage over China and other economies helps to boost its exports, and makes it an attractive option for companies looking to expand production lines. The key drivers of Mexico’s competitive advantage are its relatively low labour costs and a shorter supply chain due to its proximity to markets in the Americas.

Within five years, higher manufacturing exports could add $20 billion to $60 billion in output to Mexico’s economy annually. The country has programs to support its exports industry, including the Temporary Import Programme for Exports (PITEX) which was designed to support assembly plants in the North of Mexico, allowing the plants to import material and equipment on a duty-free and tariff-free basis for assembly or manufacturing purposes.
Business meetings

Punctuality is less rigid than in other cultures and it is not unusual for meetings to start late even if they end in the time assigned to them in any way. However, it is important to emphasise that although there is tolerance to some delay, this is usually only on the side of its Mexican counterpart. Be sure to be punctual and do not be surprised if your Mexican contact shows up a few minutes late.

Tolerance on the issue of punctuality is something that can cause a certain level of uncertainty, specifically when it comes to scheduling a series of meetings in a day (especially if such appointments occur in Mexico City, where traffic jams are the norm).

Appointments are usually scheduled in advance and confirmed at least a couple of days before they happen. Business meetings may consider an established agenda, but it is common that they are not followed systematically.

Business culture

Mexico is one of the 50 economies with the greatest facility to do business. In 2017 it was ranked 49 out of 190 in the Ease of Doing Business ranking.

Mexicans like casual talk, but will eventually arrive at the crucial point. Success in the Mexican market is based on building solid relationships, not obligations.

To learn the business culture, it is important to spend time in Mexico. All Mexican cultural idiosyncrasies have implications in planning, decision making, communication styles, business etiquette, negotiating and contracting.

Here are some tips for understanding the Mexican culture.

- Build strong interpersonal relationships. Mexicans like to do business with people they know and trust.
- Dress to impress, smart clothing should be worn to business meetings.
- Business here is hierarchical, try to get as high up as possible and send the right level person into meetings.
- Time is more flexible, build in buffers to your schedule to allow for late arrivals.
• Lunch is leisurely, it won’t start until 2pm and it is not usually the best place to discuss business; breakfast is better.
• Mexicans can find it hard to say “no”.
• 90% of Mexicans are Roman Catholics.

**Business lunch or breakfast**
It is common to have meetings to discuss projects at breakfast or lunch, as part of the process of building a relationship. Regularly these happen when there is already a closeness with its Mexican counterpart. It is important to choose well the place for that meeting, make sure it is a good restaurant, recognised for its cuisine and service. Both breakfast and lunch tend to develop with some tranquillity. Mexicans, with few exceptions, prefer to take their time for food or to discuss an idea. Do not show you are worried with time passing.
If you offer to pay the bill, this will be well appreciated. Although, Mexicans are very hospitable, and it is very likely they will offer to pay, because they consider you a guest.

**Gift giving**
As a rule, Mexicans appreciate receiving gifts. However, there are no hard expectations, and no gifts are expected in the first meetings. A souvenir, or a small gift that is not personal, is enough to cause a good impression.
It is relatively common to send a thank-you gift after meeting a high-ranked Mexican contact. It does not have to be expensive. Generally, it is a good idea to give something related to your culture, to your business, or to one of the interested expressed by the contact. Gift giving is a sign of good intention in Mexican culture.

**Other tips**
Avoid talking about politics, religion or any of the most commonly controversial issues. The different Mexican cuisines are usually a good subject and way of expressing interest in their culture.
Open expressions of emotion, through interruptions or speaking aloud, are considered a sign of active commitment rather than loss of control. Do not assume that, if a Mexican is very excited during a meeting, he has lost the sense of professionalism; regularly it is a way to convey his commitment and interest.
Public servants in Mexico have long vacation periods during the Holy Week and Christmas. A considerable part of the government goes on vacation between the Day of Our Lady of Guadalupe on December 12, until the Three Kings’ Day on January 6.
Mexicans tend to maintain smaller personal spaces, relative to other cultures. Trying to re-establish the personal space that you usually manage may be interpreted as an unfriendly attitude.
Travel and visiting Mexico

Visas and immigration
As a tourist, New Zealanders do not need a visa and can stay up to 180 days in Mexico. However, those doing business in Mexico must enter the country with a work / business visa. General requirements for visa processing:
• Valid passport
• Visa or permit under which you are in New Zealand.
• 1 passport photograph
• Proof of economic solvency (bank statements of the last three months with an average monthly balance of NZ$2,300)
• A scanned copy of the required documents must be sent by email to consularnze@sre.gob.mx, in order to request an appointment. Once the date of the appointment has been established, you must also bring the originals of all these documents.

Transport
The Metro system in Mexico City is cheap and efficient, with frequent trains, flat fares and smartcard prepaid tickets. However, it is often crowded and some familiarity with the city is necessary to use it successfully. The Metro opens Monday to Saturday from 6am (on Sundays – 7am) and closes at about midnight.

There is also a small tramway network, and extensive bus and trolley bus services. The latter system has recently been modernised, and has a flat fare. In addition, Cabify, Uber, Yaxi and Easy Taxi, are all transportation apps used in Mexico. Four different types of taxis operate in Mexico City:
• Yellow and white taxis are metered, as are “sitio taxis”, which are available at taxi stands. These charge slightly more, and it is advisable to agree on the fare before starting the journey.
• Tourism taxis with English-speaking drivers are available outside main hotels. They are not metered and fares should be agreed before starting the journey, as rates can be excessive.
• Bus – Peseros (green and white) are share-taxis traveling on fixed routes, for which fares are charged according to the distance travelled.
• Radio taxis charge double fee but are very secure.

Tipping is not compulsory, nor indeed expected, for any of the taxi services.

Currency, Credit Cards and ATMs
The currency is the Mexican Peso. Virtually all ATMs accept international cards. It is advisable to withdraw money in small amounts and not carry much cash, in addition to going to ATMs that are in shops and services. It is preferable to pay with debit or credit cards, most formal establishments accept them.
Accommodation

Mexico has a vast range of hotels, from large international chains to small boutique establishments. Obtain confirmation of the rate in writing when booking. Every hotel is required to display officially approved rates. During low season, or if the hotel is not full, it pays to ask around for a discount or upgrades. In high season, look for deals on the internet, even at short notice.

A 5-star grading system similar to that in Europe is in common use with a “Gran Tourism” category that recognises hotels that go beyond 5-star standards. Having said that, the ratings can be overly generous, and tend to stick for life, regardless of whether the hotel in question has gone downhill.

<table>
<thead>
<tr>
<th>Hotel</th>
<th>Address</th>
<th>Telephone</th>
<th>Website/Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>St. Regis</td>
<td>Paseo de la Reforma 439, Colonia Cuauhtémoc, Ciudad de México, 06500, Mexico</td>
<td>+52 55 5228 1818</td>
<td><a href="https://www.marriott.com/hotels/travel/mexxr-the-st-regis-mexico-city/">https://www.marriott.com/hotels/travel/mexxr-the-st-regis-mexico-city/</a></td>
</tr>
<tr>
<td>Four Seasons</td>
<td>Paseo de la Reforma #500, Colonia Juárez, Ciudad de México, 06600, Mexico</td>
<td>+52 55 5230 1818</td>
<td><a href="https://www.fourseasons.com/mexico/">https://www.fourseasons.com/mexico/</a></td>
</tr>
<tr>
<td>Camino Real</td>
<td>Mariano Escobedo #700, Col. Anzures, Ciudad de México, 11590, Mexico</td>
<td>+52 55 5263 8888</td>
<td><a href="http://camino-real-polanco.hotel-rn.com/contact.htm">http://camino-real-polanco.hotel-rn.com/contact.htm</a></td>
</tr>
<tr>
<td>Polanco</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fiesta Americana- Reforma</td>
<td>Paseo de la Reforma #80, Cuauhtémoc, Colonia Juárez, Ciudad de México, 06600, Mexico</td>
<td>+52 55 5140 4100</td>
<td><a href="http://www.fiestamericana.com/es/web/fiesta-americana-reforma">http://www.fiestamericana.com/es/web/fiesta-americana-reforma</a></td>
</tr>
<tr>
<td>Hotel Novit</td>
<td>Insurgentes Sur 635, Nápoles, 03810 Ciudad de México, Mexico</td>
<td>+52 55 5448 0490</td>
<td><a href="http://www.hotelnovit.com">www.hotelnovit.com</a></td>
</tr>
<tr>
<td>Habita Condesa</td>
<td>av. veracruz n.102 col. condesa, 06700 México df, Mexico</td>
<td>+52 55 5241 2600</td>
<td><a href="http://www.condesadf.com">www.condesadf.com</a></td>
</tr>
</tbody>
</table>
Official public holidays
Some public holidays have fixed dates, other don’t:
• January 1st – New Year’s Day
• February 5th – Constitution Day (Monday prior to the 5th)
• March 21st – Benito Juárez Day (Monday prior to the 21st)
• Maundy Thursday and Good Friday (Thursday and Friday before Easter)
• May 1st – Labour Day
• September 16th – Independence Day
• November 2nd – Day of the Dead
• November 20th – Anniversary of the Revolution (third Monday of November)
• December 25th – Christmas Day

Language and useful phrases
Mexicans speak Spanish. Here are some key phrases to get you started:

<table>
<thead>
<tr>
<th>English</th>
<th>Spanish</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hello</td>
<td>Hola</td>
</tr>
<tr>
<td>Goodbye</td>
<td>Adiós</td>
</tr>
<tr>
<td>Thank you</td>
<td>Gracias</td>
</tr>
<tr>
<td>Please</td>
<td>Por favor</td>
</tr>
<tr>
<td>Do you Speak English?</td>
<td>Habla inglés?</td>
</tr>
<tr>
<td>Sorry</td>
<td>Lo siento</td>
</tr>
<tr>
<td>I don’t understand</td>
<td>No entiendo</td>
</tr>
<tr>
<td>How are you?</td>
<td>Cómo estás?</td>
</tr>
<tr>
<td>Where are the toilets?</td>
<td>Dónde está el baño?</td>
</tr>
<tr>
<td>I am sick</td>
<td>Estoy enfermo</td>
</tr>
<tr>
<td>Can you help me?</td>
<td>Me puede ayudar?</td>
</tr>
<tr>
<td>How much is it?</td>
<td>Cuánto cuesta?</td>
</tr>
<tr>
<td>I need the bill please</td>
<td>La cuenta por favor</td>
</tr>
<tr>
<td>I need a taxi</td>
<td>Necesito un taxi</td>
</tr>
<tr>
<td>Please call a doctor</td>
<td>Por favor llame un médico</td>
</tr>
</tbody>
</table>

Safety and security
Although Mexico City is generally safe, it is important to note that crime is widespread in Mexico, especially in certain states; if you intend to travel to the interior of the country, it is important to learn in depth about the destination you visit, and if you plan to travel by road, do it only during the day.

Visitors to Mexico City should exercise normal caution and always be aware of surroundings, especially when using banks and ATM facilities. Specifically, visitors should be aware of the following:
• Use ATMs only during the business day at large protected facilities, preferably inside commercial centres.
• Carry only enough cash or credit cards for each outing.
• Do not hail taxis in the street – only use taxis from authorised taxi ranks or hotels.
• Keep car doors locked when in a car or a taxi and keep wallets/purses and valuables out of sight.
• Women traveling alone on their own should be more cautious.
• Avoid wearing expensive or obvious jewellery or watches.
For more detailed information, check: [www.safetravel.govt.nz/mexico](http://www.safetravel.govt.nz/mexico)
Medical services and hospital

New Zealand does not have health agreements with Mexico. Therefore, citizens of New Zealand do not have the right to access the public health system in this country. New Zealanders traveling abroad are strongly advised to have private health insurance to cover the cost of medical treatment. If medical assistance is required, it is best to contact the Embassy for guidance.

No vaccinations are required when travelling to Mexico; however, it is important to take normal, sensible precautions:

• Avoid drinking tap water.
• Avoid eating at street stands.
• Check that vegetables, salads and fruits have been disinfected before eating.
• Raw meats and seafood should also be approached with caution.

Gratuities and tipping

Service charges are rarely added to hotel, restaurant or bar bills. Still, the minimum tip is 10%. In fancier shops and restaurants, 15% is expected and 20% is usual if the service was very good.

Working hours

Private and business office hours vary but are generally from 9:00am to 6:00-7:00pm. Most executives take lunch hours between 2:00-4:00pm.

Banks are usually open Monday to Friday from 9:00am to 4:00pm, and many of the larger banks keep branches open with limited services on Saturdays from 9:00am to 2:00pm. However, there is an extensive network of ATMs, which operate 24 hours a day.

Government offices usually open to the public from 8:00am to 6:00pm.

Retail stores are generally open from 11:00am to 7:00pm and large supermarket/shopping centres are open until 9:00pm. Theatres, most archaeological zones, and museums generally close on Monday.

Climate

During the day in Mexico City the temperature averages around 24°C year-round, but temperatures can drop significantly at night to 4-5°C in the dry winter months. There is very little humidity in Mexico City regardless of the season. The warmest months are March, April and May, immediately before the rainy season that typically runs from June to September. During this period, it rains almost every afternoon from about dusk for two or three hours. Temperatures in the more arid and lower states to the north are generally higher than in Mexico City.
Trade shows and industry exhibitions

There are hundreds of yearly trade shows and exhibitions in Mexico, mostly concentrated in Mexico City. The country holds large trade shows and exhibits are in various sectors, from security and logistics, to home furnishing and fashion. For upcoming events, check out:

http://www.expodatabase.com/trade-shows-america/mexico/
http://www.promexico.mx/es/mx/eventos

Product registration

Different products have different registration requirements. It’s best for a company to contact the local NZTE office to get an idea of what is involved.

Mexico’s National Institute of International Trade and Customs offer an overview (in Spanish) of importing requirements:

Setting up operations and establishing a business

Common business structures for foreign entities
With few exceptions, both foreigners and Mexican citizens can establish a business using one of the five common corporate structures:

• Sole proprietorship
• Limited liability stock corporation (S.A, or S.A. de C.V)
• Limited liability Corporation (S. De R.L.)
• Partnership (SNC or limited SCS)
• Branch of an already established business

There are considerations to be made regarding each of the corporate structures, and it is best for a company to contact the local NZTE office to get an idea of the pros and cons of each option.

Restrictions for foreign ownership
Mexico is open to foreign direct investment (FDI) in the vast majority of economic sectors and has consistently been one of the largest recipients of FDI among emerging markets. Mexico reserves certain sectors, in whole or in part, for the State, including: oil and other hydrocarbons; control of the national electrical system, radioactive materials, telegraph and postal services; generation of nuclear energy; minting and printing of money; and control, supervision and surveillance of the ports of entry. Certain professional and technical services, development banks and ground transportation of passengers, tourists and cargo (not including courier and parcel services) are reserved exclusively for Mexican nationals. There are also some restrictions on foreign ownership of certain real estate.

More information
https://www.gob.mx/

Customs and import regulations
International travellers can bring into Mexico, without tariffs or formal declaration (other than the normal customs card), up to US$300.00 of merchandise in one or several items. If your port of entry is in the international border area (USA, Guatemala, Belize), then the limit is US$50.00. Travellers bringing goods above this threshold must declare to customs.

In Mexico, all imports and exports must be accompanied by an import/export application (known as “peticion”). The importing (or exporting) company must have authorisation to perform the activity, issued by the Federal Tax Authority (SAT).
In addition to the import/export application, the exporter must verify if a particular license is required for the product being imported. If so, the documentation must be arranged prior to the importation, together with the payment of any tariff or fee.

**Taxation**

The national tax system in Mexico is administered by the Tax Authority of Mexico (SAT). In Mexico, the fiscal year follows the calendar year, which ends on December 31.

There are three main taxes you will pay when operating in Mexico.

1. **Value added tax (VAT):** 16%: VAT is a consumption tax paid by the majority of suppliers of goods and services. This tax is paid at the time of purchase and by everyone; there is no distinction between residents and non-residents.
2. **Income Tax (ISR):** For physical person (individuals), the tax rate will vary depending on earnings. For legal entities (companies, businesses, entities, etc.), the income tax (corporation tax) is set at 30%.
3. **Special taxes on production and services (IEPS):** Tax that is applied when paying for the production, sale or importation of certain products. This indirect tax, transferred from the taxpayer to the consumer.

In some cases, the tax requirements may vary. It is important for foreign companies entering the country to analyse the regulatory differences that may be particular to a given industry.

**Opening a bank account**

Any foreigner can open a bank account in Mexico by going to a bureau of the chosen bank with the documents. In general, the following documents are required:

- Valid passport
- Authorisation to reside in Mexico, either temporary or permanent (FM2, FM3 or FMM)
- CURP number (Unique Population Registry): This is a mandatory number to all residents of Mexico, whether native or foreign. It is assigned by the National Population Registry (RENAPO), to obtain it you must present the original and a copy of the residence permit in one of the bureaus authorised to issue this document
- Proof of address; this can be a domestic bill (water, electricity, gas, etc.) not more than 2 months old
- In case of a bank account linked to a company, the company’s formation documents must be provided
- In general, all Mexican banks require a minimum income when opening a bank account. This amount varies greatly between one entity and another, so it is advisable to inform yourself beforehand.

Mexico’s Bank Association website contains, among other things, a list of the banks present in the country:

### Business and sector associations

There are several business associations and commerce chambers in Mexico, some of the key association are listed below:

<table>
<thead>
<tr>
<th>Service Provider</th>
<th>Description</th>
<th>Contact</th>
<th>Website / Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>PROMÉXICO</td>
<td>Government agency that aims to strengthen Mexico’s participation in the world, supporting export processes and the internationalization of Mexican companies. The agency also coordinates the activities related to foreign investment.</td>
<td>+52 55 5447 7070</td>
<td><a href="http://www.promexico.gob.mx/en/mx/inversion">www.promexico.gob.mx/en/mx/inversion</a> <a href="mailto:promexico@promexico.gob.mx">promexico@promexico.gob.mx</a></td>
</tr>
<tr>
<td>ANZMEX</td>
<td>Australia, New Zealand and Mexico Business Council</td>
<td>+52 55 5211 6233</td>
<td><a href="http://www.anzmex.org">www.anzmex.org</a> <a href="mailto:info@anzmex.org">info@anzmex.org</a></td>
</tr>
<tr>
<td>COMCE</td>
<td>Mexican Council of International Trade</td>
<td>+52 55 5231 7100 / +52 55 5231 7112</td>
<td><a href="http://www.pagina.comce.org.mx">www.pagina.comce.org.mx</a> Asia and Oceania section: <a href="mailto:asiayoceania@comce.org.mx">asiayoceania@comce.org.mx</a></td>
</tr>
</tbody>
</table>
NZTE/Embassy contact details

If you require assistance from the Embassy of New Zealand in Mexico

<table>
<thead>
<tr>
<th>Organisation</th>
<th>Address</th>
<th>Telephone / Fax</th>
<th>Website / Email</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Fax: +52 55 5283 9480</td>
<td><a href="mailto:nzmexico@mfat.govt.nz">nzmexico@mfat.govt.nz</a></td>
</tr>
<tr>
<td>National Institute of Immigration</td>
<td>Homer Avenue 1832, Los Morales Polanco, Del. Miguel Hidalgo, Mexico City. CP 11510</td>
<td>+52 55 5387 2400</td>
<td><a href="http://www.gob.mx/inm">www.gob.mx/inm</a></td>
</tr>
</tbody>
</table>
New Zealand Trade and Enterprise (NZTE) is the Government agency charged with a single purpose: growing companies internationally, bigger, better and faster, for the good of New Zealand.

We employ 600 people, have over 200 private sector partners and draw on a global network of thousands more. We have people based in 50 offices, working across 24 time zones and 40 languages to support New Zealand businesses in over 100 countries. Our global presence lets us deliver value to the businesses we support, through our unique know-how (knowledge and experience) and know-who (networks and connections).

Our know-how and know-who is expressed in our Māori name: Te Taurapa Tūhono. Te Taurapa is the stern post of a traditional Māori waka, which records valuable knowledge, and stabilises and guides the craft forward. Tūhono represents connections to people and an ability to build relationships.

We provide customised services and support to ambitious businesses looking to go global. We help them build their capability, boost their global reach, connect to other businesses and invest in their growth. We also connect international investors with opportunities in New Zealand through a global network of investment advisors.

We call on our Government network and work closely with our NZ Inc partners and the business community, to grow our national brand and help businesses to open doors in global markets.

nzte.govt.nz