

SE

SECRETARÍA DE ECONOMÍA



FIFOMI

FIDEICOMISO DE FOMENTO MINERO

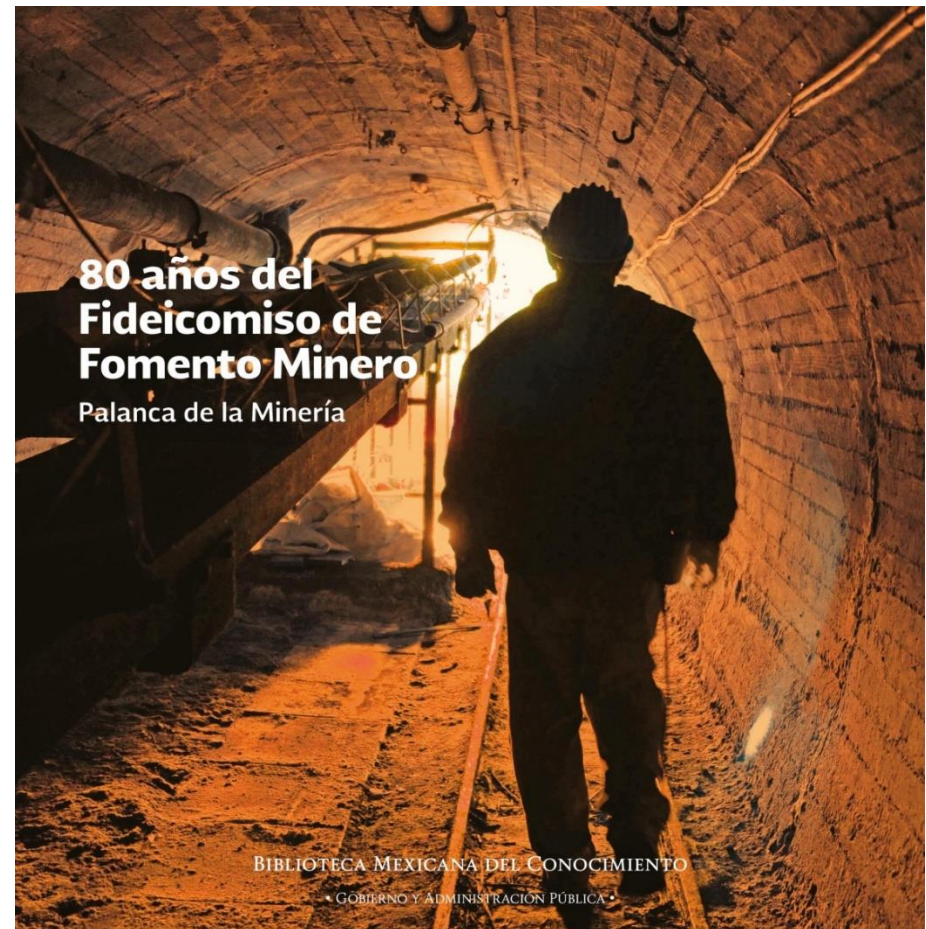
Financial Support for Mining Related Activities

March 2016

- FIFOMI is a government financing entity coordinated by the Ministry of Economy.
- Unique experience in LatAm.
- In the last 80 years it has supported mining-related activities with loans and technical assistance.
- Examples of services offered:

Taylor-made structured financing to mining companies.

Technical assistance to improve administrative and technical skills to small sponsors.

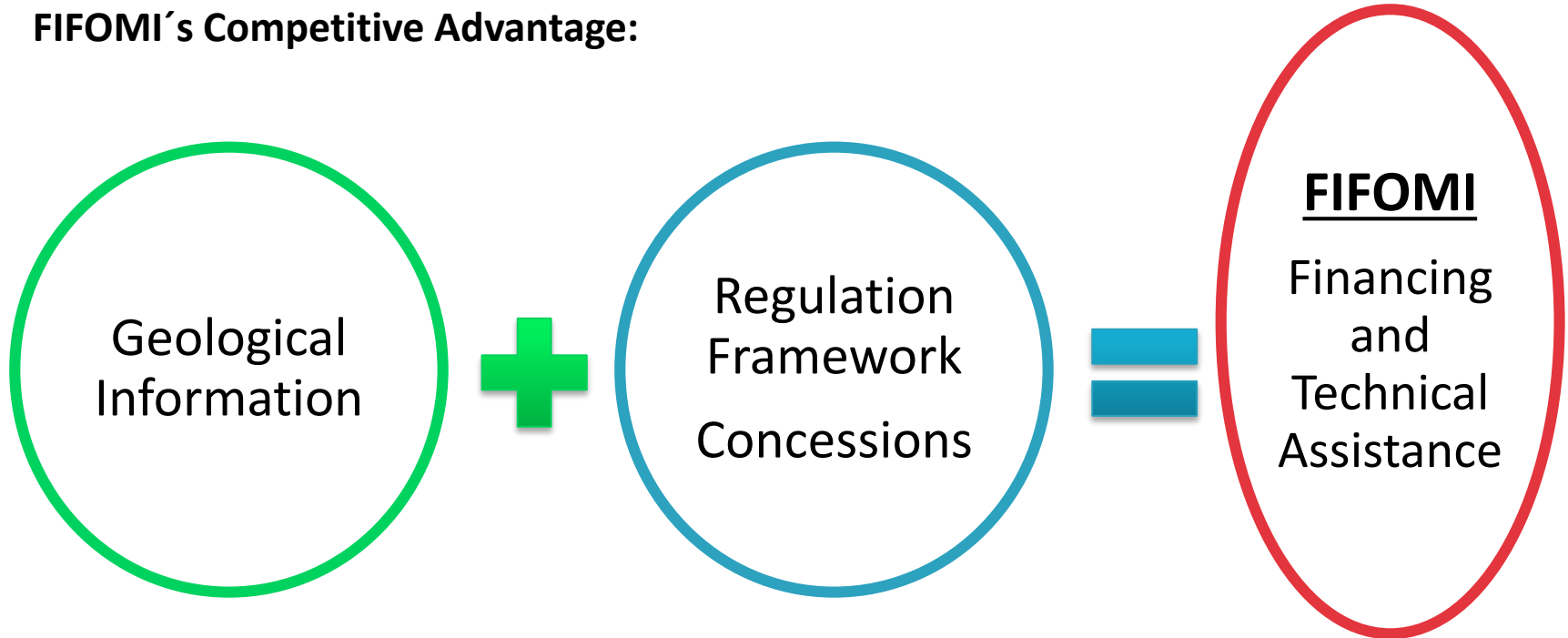


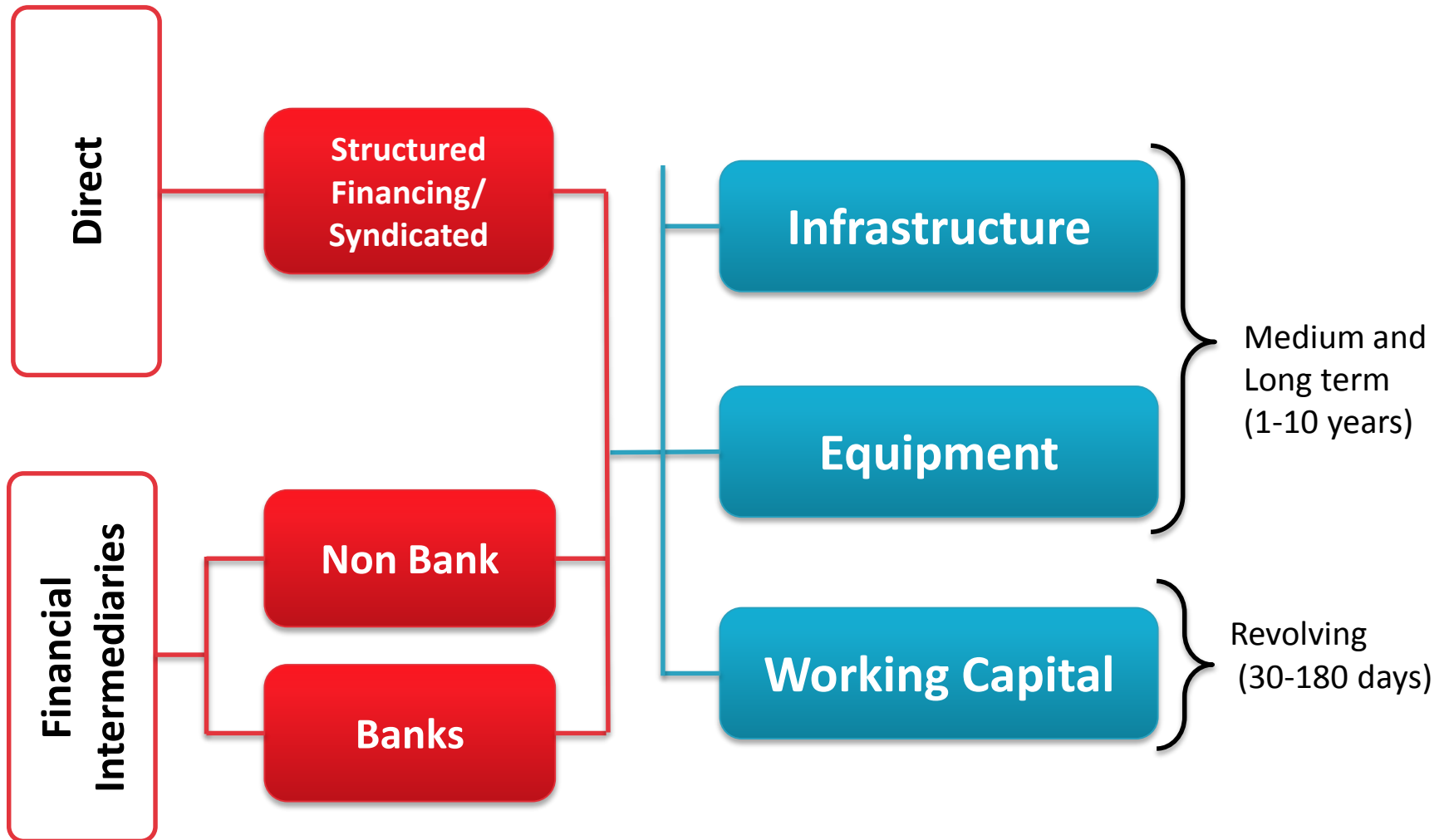
Commercial and Development Banks' loans to mining industry in Mexico have been limited in recent years.

Year	Loan Financing					
	Commercial Banks Total	Loans to mining industry	Commercial Banks Mining/Total	Development Banks Total	Loans to mining industry	Development Banks Mining/Total
	(Million dollars)	(Million dollars)	(%)	(Million dollars)	(Million dollars)	(%)
2010	171,466	364	0.212	29,946	13	0.044
2012	212,136	561	0.264	35,338	33	0.094
2014	253,253	496	0.196	49,381	138	0.278



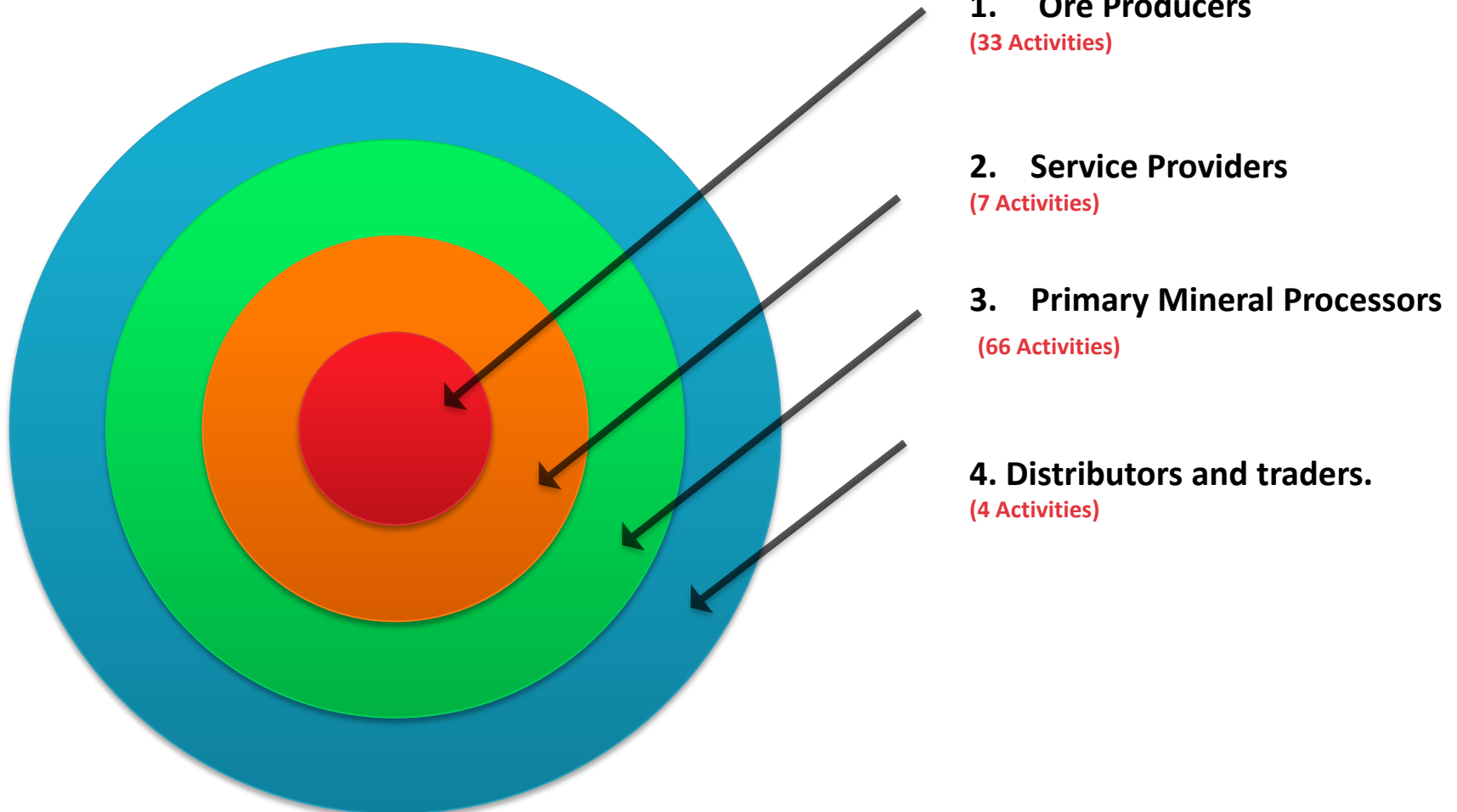
FIFOMI's Competitive Advantage:





- **Candidates for Financing support:**
 - Companies constituted according to Mexican laws and located within the Mexican Republic.
- Co-financing and syndicated loans depending on size of loans and project's characteristics.
- **Structured financing (SPV).**
- Financing in MX pesos or US dollars.
- **Standard bank requirements.**

- **110 Activities Supported**



1. Ore Producers
(33 Activities)

2. Service Providers
(7 Activities)

3. Primary Mineral Processors
(66 Activities)

4. Distributors and traders.
(4 Activities)

Level 1. Ore producers

- Commercialization of metallic minerals and non-metallic minerals.
- Exploitation of metallic and non-metallic minerals, sulfur, gypsum, feldspar, dolomite, quarried aggregates, perlite, sand and gravel, barite, bentonite, coal, fluorspar, graphite, mercury, antimony, copper ore, precious metals, iron ore, lead ore, zinc ores, salt, etc.
- Quarrying of limestone, marble, onyx and other rocks used for construction, etc.

Level 2. Service Providers

- Suppliers of the Mining and Metallurgic Industry
- Mining equipment distributors
- Transportation of unrefined mineral and other products of the supply chain in the mining and mineral processing industry

Level 3. Primary Mineral Processors

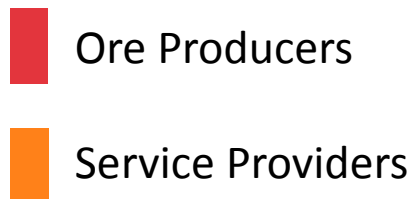
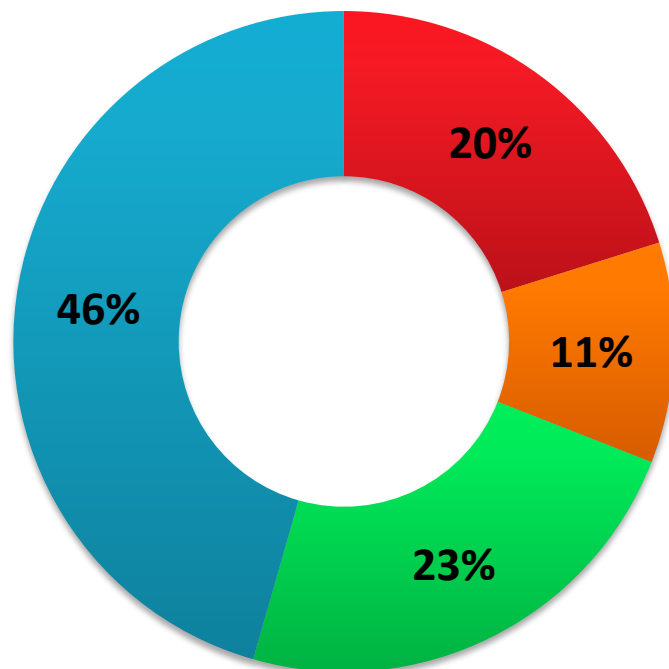
- Manufacture of industrial and/or specialty glass, abrasives, ceramic articles, hydraulic cement, dyes, pigments and paints, mineral based chemical products, adhesives for ceramics, jewels, metal containers, electrical supplies, metallic parts for vehicles, ironwork, etc.
- Smelting and/ or refining copper, non-ferrous metals, aluminum, etc.
- Production of nails, tacks and staples, containers, ferro-alloys, flat-rolled Steel, screws, nuts, rivets, etc.

Level 4. Distributors and traders

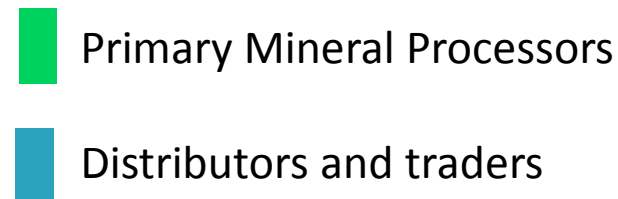
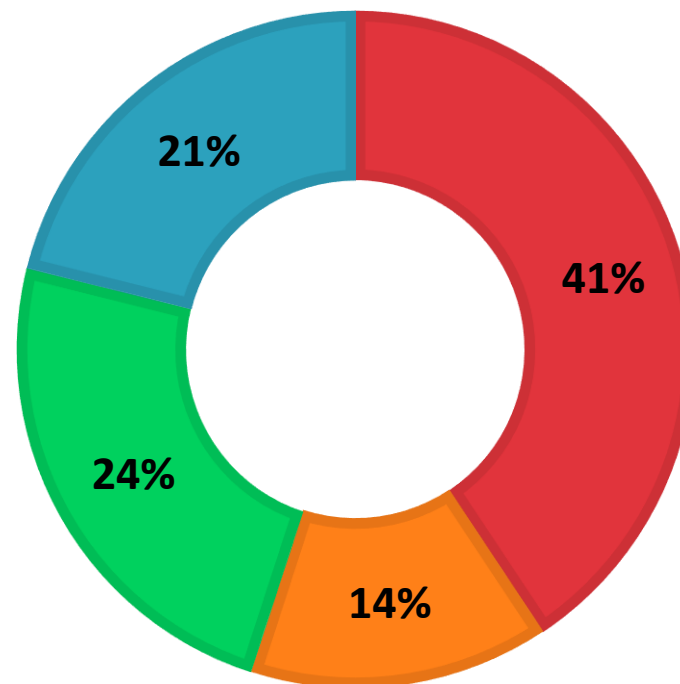
- Commercialization of products of mineral origins
- Acquisition of automated equipment for the mixing of paints to distributors
- Construction of industrial parks
- Suppliers of the construction industry

Loan Portfolio by Activities

Dec 2012



Dec 2015



- Thank you
- <http://www.fifomi.gob.mx>