



H O F U S A N
INDUSTRIAL PARK

北美华富山工业园

第一座墨西哥工业唐人城

THE FIRST INDUSTRIAL CHINATOWN IN MEXICO



HOFUSAN
INDUSTRIAL PARK



HOFUSAN

INDUSTRIAL PARK



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MEXICO 墨西哥投资环境



基本情况 Overview

地理: 196万平方公里，北邻美国，连接南北美洲的地理中心和物流枢纽

人口: 1.3亿，劳动力比例59%

官方语言: 西班牙语

Geography: 1.96 million square kilometers, bordering the United States in the north, the geographical center and logistics hub connecting North and South America

Population: 130 million, labor force accounted for 59%

Official language: Spanish

- 第六大轻型汽车生产国，第五大家电生产国，拉美最大的医疗器械生产国
- 美国第二大贸易伙伴（2022年），出口产品中的80%销往美国
- 与52个国家签订了15个自由贸易协定、超过32个投资互惠协议
- 允许大部分行业外资100%持股，无外汇管制，永久土地产权
- The sixth largest light vehicle manufacturer, the fifth largest home appliance manufacturer, the largest medical device manufacturer in Latin America
- America's second largest trading partner in 2022, 80% of its exports are sold to the United States
- It has signed 15 free trade agreements and more than 32 reciprocal investment agreements with 52 countries
- Foreign investors are allowed to hold 100% shares in most industries, no foreign exchange control, permanent land ownership

投资优势

墨西哥以其独有的地理区位、资源优势、市场优势和投资环境优势，充分展现出对全球投资者的吸引力，成为当今最重要的投资热点之一

Investment Advantages

With its unique geographical location and advantages in resources, market and investment environment, Mexico has fully demonstrated its attractiveness to global investors and has become one of the most important investment hotspots

1 独特的区位优势 1 / Unique Geographical Location

地理位置优越的墨西哥利用其东西环海、与全球最发达国家美国为邻、连接南北美洲桥梁的地理特点，逐渐形成具有竞争力的经济区位优势。如今，墨西哥是世界上签订自由贸易协定最多的国家之一，也是发展中国家中最早与世界上两个最大贸易集团——北美自由贸易区、欧盟签订自由贸易协定的国家。中国企业的产品只要符合相关原产地相关规定，就可以畅通无阻地经墨西哥进入美国和欧盟

Mexico, with its superior geographical location, has gradually formed economic and geographical competitiveness by taking advantage of its geographical characteristics of being surrounded by the sea to the east and west, being adjacent to the world's most developed country, the United States, and connecting the North and South America as a bridge. Today, Mexico is one of the countries with the largest number of free trade agreements. It is also the first developing country to sign free trade agreements with the two largest trade groups - USMCA and EU. As long as the products of Chinese companies comply with the relevant rules of origin, they can enter the United States and the European Union through Mexico unimpededly





2 丰富的自然和人力资源 / Abundant Natural and Human Resources

墨西哥自然资源丰富，拥有石油、天然气、煤等能源资源。墨西哥也是拉美重要矿产品生产国，银、铅、锌等矿产品产量居世界前列。劳动力丰富的墨西哥拥有1.3亿人口，劳动力资源充足，年轻化的人口结构为其充足且低成本的劳动力供应提供了保证。同时墨西哥发达的教育体系和完备的职业培训系统能够提供高素质的人才，满足企业投资设厂的需要

Mexico is rich in natural resources, with oil, natural gas, coal and other energy resources. Mexico is also an important producer of mineral products in Latin America. Its output of silver, lead, zinc and other mineral products ranks among the top in the world. With a labor-rich population of 130 million, Mexico has sufficient labor resources. The youthful population structure ensures sufficient and low-cost labor supply. At the same time, Mexico's developed education system and complete vocational training system can provide high-quality talents to meet the needs of companies' investment and establishment of factories

3 / 完整且多样化的工业体系 Complete and Diversified Industrial System

墨西哥自加入北美自由贸易区以来，经济表现出了稳健的发展势头，国内生产总值在拉美国家中名列前茅。墨西哥拥有较完整且多样化的工业体系。汽车工业是其最大的制造业部门，也是支柱产业之一。墨西哥是全球第六大汽车配件生产国和第四大汽车出口国

Since Mexico joined the NAFTA, its economy has shown a steady tendency of development, and its GDP has ranked among the best in Latin American countries. Mexico has a relatively complete and diversified industrial system. The automobile industry is the largest manufacturing sector and one of the pillar industries. Mexico is the sixth largest auto parts manufacturer and the fourth largest auto exporter in the world

4 / 宽松的投资环境 Relaxed Investment Environment

墨西哥政府通过各种渠道鼓励和帮助投资者。政府出台了一系列有效措施，如无外汇管制、无出口比例要求、制造业无外资比例限制等

The Mexican government has been encouraging and helping investors through various channels. The government has introduced a series of effective measures, such as no foreign exchange control, no export ratio requirements, no foreign capital ratio restrictions in manufacturing industry, etc.

5 / 完善的基础设施 Comprehensive Infrastructure

墨西哥拥有拉美地区涵盖最广的交通网络，为外国投资者提供了完善的基础设施和优质的服务，有效保障了外商的工作和生活

Mexico has the most accessible transportation network in Latin America, providing foreign investors with comprehensive infrastructure and high-quality services, effectively guaranteeing the work and life of foreign investors

6 / 永久土地所有权 Permanent Land Ownership

墨西哥允许外国投资者永久拥有土地所有权，土地增值潜力大

Mexico allows foreign investors to own land permanently, with huge potential for land appreciation

新莱昂州

- 新莱昂州位于墨西哥东北部，与美国共享14公里边界，是北美自贸区理想物流枢纽
- 墨西哥经济第二大州，人均GDP全国第一
- 世界级家电制造中心和墨西哥汽车制造中心，具备完善的产业基础和供应链配套，有5,000家外资企业
- 远离环太平洋地震带，无重大自然气候灾害影响

Nuevo León

- Nuevo León is located in the northeast of Mexico, sharing a 14-kilometer border with US, and is a logistics hub between Mexico and the United States
- Mexico's second largest state in economy, and its per capita GDP ranks first in the country
- It is a world-class home appliance manufacturing center and a Mexican automobile manufacturing center with complete industrial facilities and supply chains, and has 5,000 foreign-invested companies
- Far away from Circum-Pacific Belt, no major natural climate disasters





蒙特雷

新莱昂州首府

墨西哥人口、经济第二大城市

墨西哥最大的工业城市

墨西哥最美国化的城市

墨西哥英语普及率最高的城市

城市声誉排名墨西哥第一

Monterrey

Nuevo León state capital

The second largest city in Mexico by population and economy

Mexico's largest industrial city

The most Americanized city in Mexico

The highest English speaking rate in Mexico

The reputation and public security rank first in Mexico

HOFUSAN 工业园介绍



园区概况

北美华富山工业园是由中国华立集团、富通集团联合墨西哥SANTOS家族在墨西哥合作开发的第一家中资工业园，总规划面积8.5平方公里。园区位于墨西哥新莱昂州蒙特雷，距离美国德州边境口岸拉雷多约200公里。在中墨两国各界的大力支持下，北美华富山工业园通过持续开发建设，正在形成中国优势产业在北美的产业集群中心与制造出口基地，形成集制造、仓储物流和商业生活设施于一体的现代化综合园区，为中资企业开拓美洲特别是北美市场保驾护航。北美华富山工业园凭借优越的区位与交通优势、完善的基础设施和“一站式”中文服务，成为中国企业投资北美的最佳选择



Profile

Hofusan Industrial Park is the first Chinese-invested industrial park in Mexico with a total planned area of 8.5 square kilometers, jointly developed by Holley Group, Futong Group and the Santos family. The park is located in Monterrey, Nuevo Leon, Mexico, about 200 kilometers from Laredo, the Texas border port of the United States. With the strong support from all walks of life in China and Mexico, Hofusan Industrial Park has been continuously constructed and developed to be a modern comprehensive park integrated with logistics, commercial and living facilities. It dedicates to assist Chinese companies to explore the Americas, especially the North American market. Hofusan has become the best choice for Chinese companies to invest in North America by virtue of its superior location and transportation advantages, complete infrastructure and one-stop services



园区规划

规划定位：

综合型工业新城，即以工业开发为主，综合配套各项公共服务功能和部分居住功能

规划功能：

以工业为主体，兼有仓储物流、居住、商业、文化娱乐、体育、医疗卫生、弹性功能和各项市政功能

分期开发：

一期：建设用地面积209公顷
二期：建设用地面积226公顷
三期：以住宅、生活配套设施为主

Park Planning

Planning Orientation:

A comprehensive industrial city including public service and residential facilities

Planning Function:

Industry oriented with warehousing & logistics, residential, commercial, cultural & entertainment, sports, medical & health, flexible and various public functions

Multi-phase Development:

Phase 1: 209 hectares of construction land
Phase 2: 226 hectares of construction land
Phase 3: mainly housing and living facilities

产业定位

主要吸引汽配、家电、家具、机械电子、新能源、新材料等制造型企业入园形成以龙头企业为主导，上下游配套产业入驻的产业链集群发展模式

Industry Orientation

It mainly attracts leading manufacturers of automobile, home appliance, furniture, electromechanical, new energy and new material, as well as upstream and downstream supporting companies, to form an industrial chain cluster development model



汽配
Auto parts



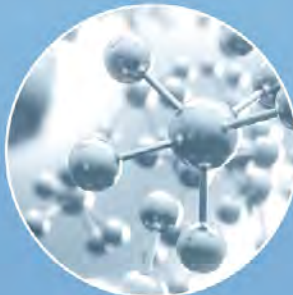
家具
Home appliances



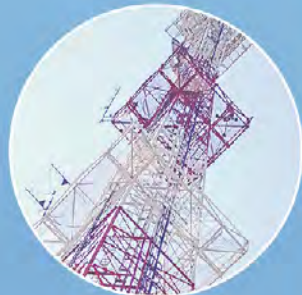
家电
Furniture



机械电子
Machinery & electronics



新材料
New materials



通讯
Communications



基础设施

高标准道路、现代化标准厂房、充足自来水供应、污水处理、可持续的电力供应、网络通信全覆盖

Infrastructure

High-standard roads, modern industrial buildings, sufficient tap water supply, sewage treatment, sustainable power supply, full coverage of network communication

基础设施 Infrastructure	容量参数 Capacity parameters
道路 Road	一级标准的内部主次干道网络遍布整个园区， 能够通行53英尺集装箱卡车 The class 1 standard internal arterial and distribution roads network provides access to entire park, which can facilitate 53 feet container trucks to drive over
用水 Water Supply	一期供水能力达7000吨/天 7,000 tons/day of water supply capacity in phase 1
用电 Electricity Supply	供电容量83MW 83MW of power supply capacity
天然气 Natural Gas	1亿立方米/年 100 million m ³ per year
网络 Network	已建成通讯光缆 Optical cables
排污 Sewage Capacity	430吨/天 430 tons/day
生活配套 Living Facilities	规划有公寓、餐厅、商店、酒店、球场等配套设施， 满足园区员工生活、购物、娱乐等需求 It is planned with supporting facilities such as apartments, restaurants, shops, hotels, and playgrounds to meet the needs of employees in the park for living, shopping, and entertainment

入园模式

根据投资项目量身打造最佳投资方案

购地建厂：墨西哥工业地产具有永久产权，投资者可根据个体需求自行购地建厂

委托建厂：利用园区开发者的建设经验和成本优势，委托代建厂房

租赁厂房：租赁园区标准厂房，满足投资者起步快、固定投入少的需求

选址服务：根据企业需求，帮助企业选择合适的投资方式，并提供法务、工程方面的咨询与支持

Entry Modes

To customize a best investment plan as per the investment project

Purchase a piece of land and self-construct: To purchase a piece of land with permanent property and to build factories according to individual needs.

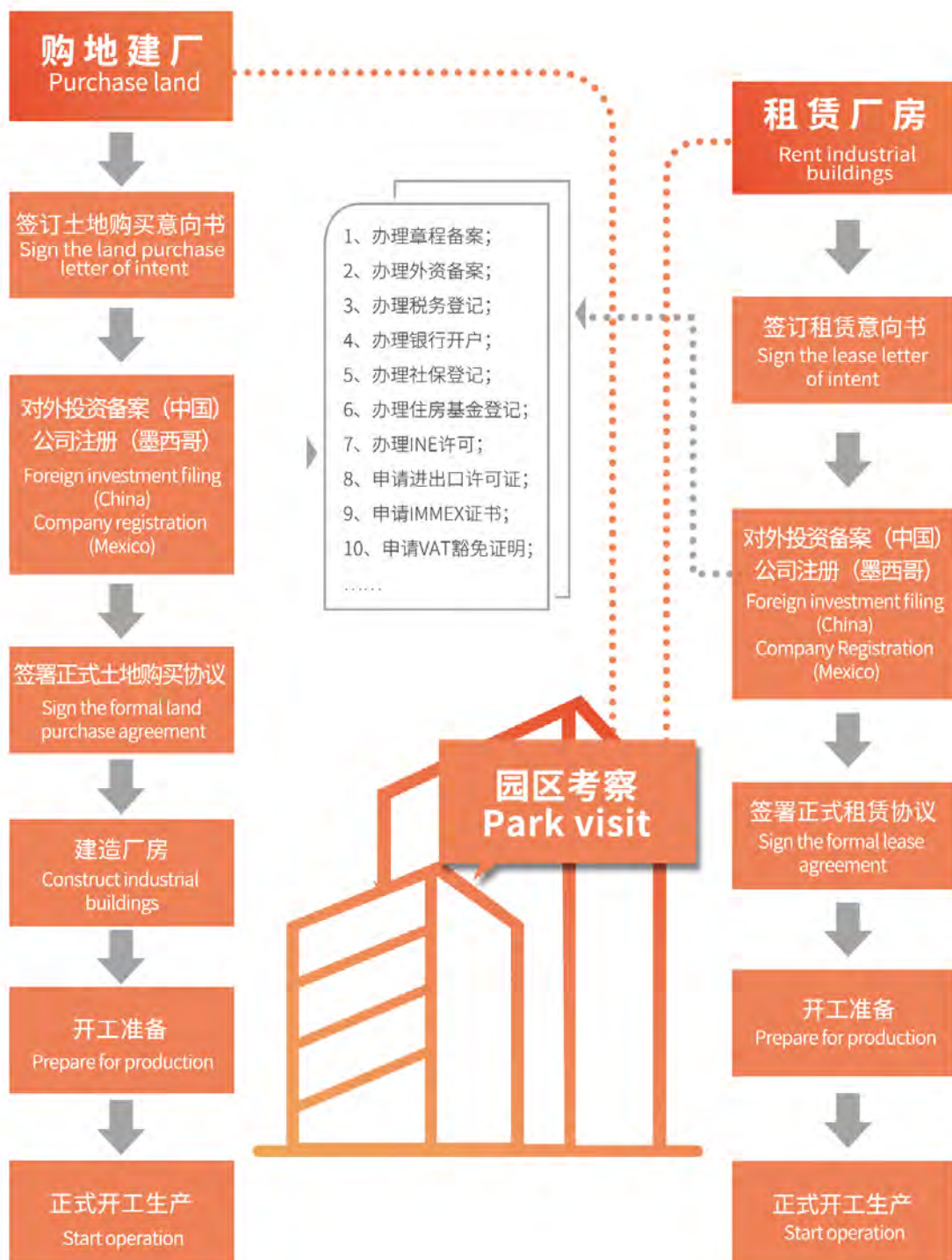
Entrust to build a factory: To purchase a piece of land and entrust Hofusan to build a factory by taking advantage of its construction experience and lower cost

Rent industrial buildings: To rent standard industrial buildings for the sake of fast start-up and low fixed investment at the initial stage

Site selection service: To help companies choose appropriate investment methods according to project needs, and provide legal, engineering consultation and support



客户入园流程 Entry Process



一站式全方位服务 One-Stop Full-Service



仓储物流 Warehousing & Logistics

1

工业项目物流 Industrial Project Logistics

园区可以在新客户入园或者有大型建设项目开展时，提供物流服务，按工程进度合理安排物流时效，并提供超大件货物的全程路勘和运输方案制定

We can provide logistics services when a new customer enters the park or when a large-scale construction project is launched, such as arranging logistics timeliness according to project progress, providing full road survey and transportation plan for oversized cargo



2

工厂产品物流 Factory Product Logistics

园区可以为入园企业提供深度定制服务，包括按工厂采购需求和生产节奏提供原材料物流供应方案，并管理相关供应商，确保供货周期；也可以按工厂销售或者客户需求制定出运方案

We can provide in-depth customized services for the companies in the park, including providing raw material logistics supply solutions according to the procurement needs and the production progress of the factory, and managing the relevant suppliers to ensure the supply cycle. We can also specify shipping solutions according to the sales or customer needs of the factory



3

园区公共仓库 Public Warehouse

联合国际物流企业共建园区公共仓库，主要服务于企业生产储存的原材料和零配件，配备可视化跟踪管理系统，也可以按工厂要求提供提供贴标、拆分包装和重新包装出入库等服务

We cooperate with international logistics companies to build public warehouses in the park. Equipped with a visual tracking management system, the public warehouses are mainly used to store raw materials and spare parts. We also provide labelling, split-packing and repacking services



供应链本地化 Supply Chain Localisation

随着供应链本地化的趋势愈加明显，园区也着力从国内引进配套产业链，同时深度挖掘当地供应链市场，帮助入园企业满足北美原产地规定

As the localization trend of supply chain becomes more and more obvious, we also focus on introducing supporting industrial chains from China. At the same time, we dig deep into the local supply chain and assist Chinese companies to comply with the USMCA rules of origin



厂房代建 Entrusted Construction

园区拥有大量优质承包商资源，厂房代建的价格和工期都有优势

We have abundant high-quality contractor resources, which provide advantages in terms of price and time for construction projects

园区与中信保有专项合作，代建厂房同时可提供优惠融资方案，降低企业投资风险和资金压力

We cooperate with Sinosure to provide preferential financing solutions for the companies who entrust us to build factories, which can reduce the investment risk and financial pressure



代建工厂一

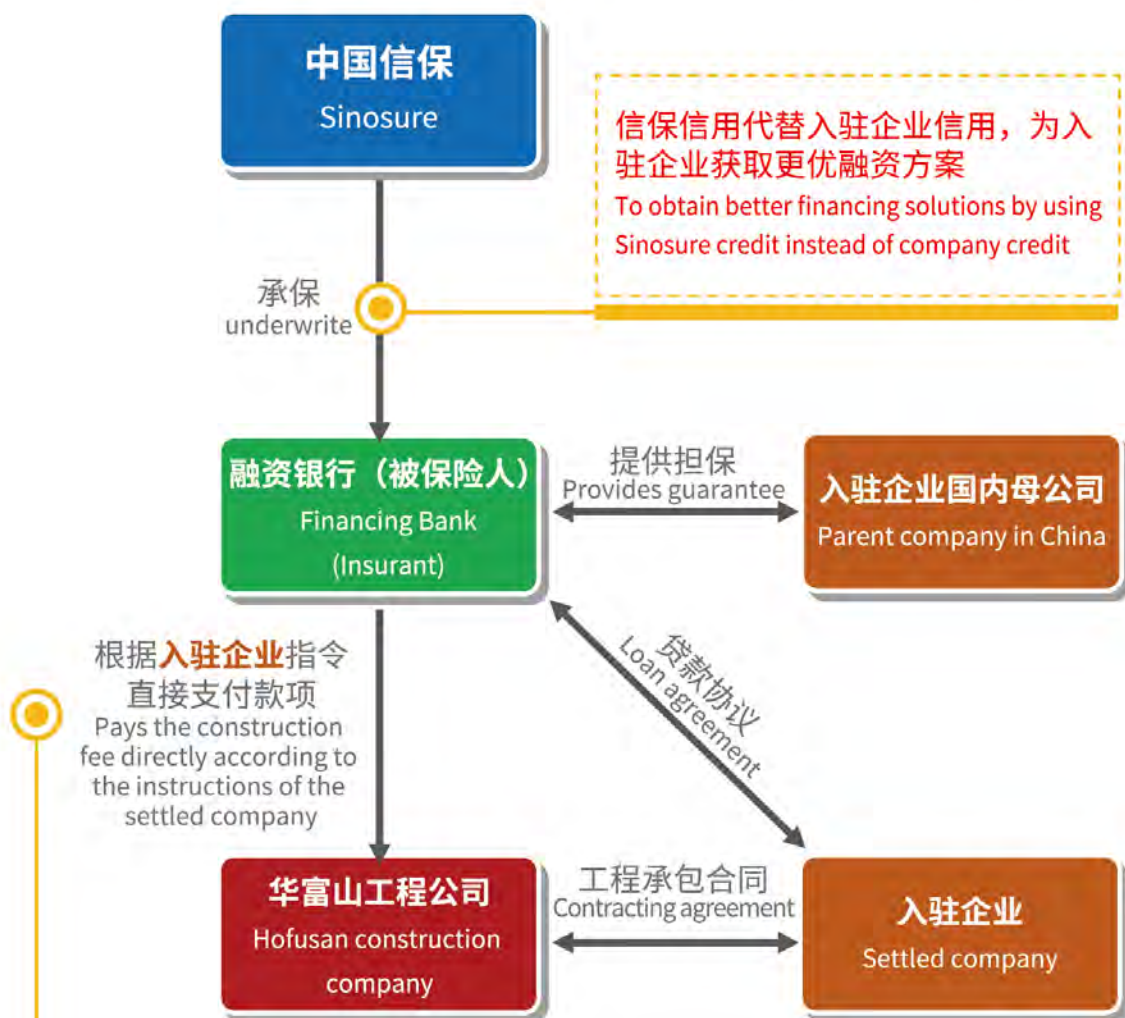


代建工厂二



出口买方信贷融资支持

CHINA EXPORT & CREDIT INSURANCE CORPORATION



融资利率低而且不占用入驻企业国内母公司的授信，也不直接增加资产负债率

The financing rate is low, neither occupying the credit of the parent company in China of the settled company, nor directly increasing the asset-liability ratio

开发主体 Developer

华立集团 (HOLLEY) www.holley.cn

华立创立于1970年，至今已发展成为由多个产业集团公司组成的多元化投资发展的民营企业集团，专注于实业经营、产业投资与整合。控股两家A股上市公司，连续多年蝉联中国民营企业500强，全球员工逾万人。通过打造“三大三小”全球境外工业园，助力中国企业参与国际产能合作更安全、更便捷

Founded in 1970, Holley has developed into a diversified investment group focusing on industrial operation, investment and integration. Holding two A-share listed companies, it has been ranked among the top 500 private enterprises in China for many years and has more than 10,000 employees worldwide. By creating "three big and three small" global overseas industrial parks, Holley has assisted a lot of Chinese companies to participate in the international production capacity cooperation more safely and conveniently



富通集团 (FUTONG) www.futonggroup.com.cn

富通集团是一家创立于1987年的国家级重点高新技术企业，以信息通信和能源电力线缆传输为两大主业，是中国光纤预制棒和光纤技术标准的制定者。当下，富通集团正在瞄准国家5G战略和能源电力的未来发展方向，积极实施中长期产业布局和技术研发，打造具有全球竞争力的综合线缆企业集团

Established in 1987, Futong Group is a state-level key high-tech enterprise with two major industries of information communication and power cable transmission. It is the initiator who made the standards of China's optical fiber preform and optical fiber technology. At present, aiming at the national 5G strategy and the future of energy and power industry, Futong has been actively implementing medium and long term industrial distribution as well as technology R&D to create a comprehensive wire and cable group with global competitiveness



桑托斯家族 (SANTOS)

桑托斯家族是蒙特雷名门望族，在当地具有较大的影响力

The Santos family is a well-known family in Monterrey and has great influence locally

园区掠影 Park Gallery



> 园区开工奠基



> 标准厂房



> 第一家入园企业开业



> 客服中心



> 厂房内部



> 装卸平台



> 加压水塔



> 中国驻墨西哥大使考察园区



> 入园企业奠基

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