

**3 BRAVO**  
A B O G A D O S

# DOING BUSINESS IN MEXICO

SOFT LANDING SUCCESS STRATEGIES

# DOING BUSINESS IN MEXICO

## SOFT LANDING SUCCESS STRATEGIES



▲ +9.803.289

1

## Economic Stability and Financial Planning:

- Assess the country's economic stability by examining indicators such as GDP growth, inflation rates, and employment statistics.
- Investigate strategic infrastructure planning practices. A long-term vision for infrastructure investment reduces the risks associated with large-scale projects.



**2**

## **PESTLE Analysis (Political, Economic, Social, Technological, Legal, and Environmental):**

- Conduct a PESTLE analysis to understand macro factors that may influence your investment. Identify opportunities and threats in the political, economic, social, technological, legal, and environmental settings of the country

**3**

## **Determination of the Appropriate Legal Vehicle and Overseas Corporate Structure:**

- Analysis of International Treaties on investment protection, foreign trade, and tax matters.



▲ +9.803.289

# 4

## Incentives for Investments and Nearshoring Strategies:

- Identify the incentives Mexico offers to encourage foreign direct investment and nearshoring, which may include tax benefits, grants, or export support at different levels.
- Compare incentive programs between different states and municipalities to find the best option for your investment.

# 5

## Infrastructure and Logistics Planning:

- Determine the needs for local raw materials.
- Determine infrastructure needs for production, storage, and logistics, ensuring there is adequate access to basic services and key suppliers.
- Availability of skilled labor.
- Identify costs of each item by region or state.

# 6

## Suppliers and Strategic Alliances:

- Analyze local suppliers to determine their capacity and reliability. Develop relationships with local companies that can be strategic for your operation.

# 7

## Long-Term Management Strategy:

- Establish a long-term management and compliance strategy that includes a focus on sustainability and adaptability to market changes.

# 8

## Legal and Compliance Analysis:

- Study of the legal and tax requirements for establishing a company in Mexico, including an analysis of transfer pricing compliance and other corporate regulations.

# 9

## Site Selection and Property Options:

- Choose the best location based on economic and regional analysis, and evaluate property options, such as buying land and building, renting, or combining both strategies.
- Evaluation between industrial parks vs. other options based on infrastructure and other existing variables.



# 10

## Sustainability Analysis and Corporate Social Responsibility:

- Include environmental sustainability and social responsibility considerations in the investment strategy.
- Establish sustainability goals and action plans that align the company's operation with local and global expectations regarding sustainability.