

***Singapore and Mexico deepens collaborations in strategic economic planning
and logistics for Guanajuato State, Mexico***

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1 The Singapore Cooperation Enterprise (SCE), a subsidiary of Enterprise Singapore, has signed a Collaboration Agreement with the Guanajuato State Ministry of Sustainable Economic Development (SDES), to deepen collaborations in two key areas – strategic planning and logistics.

2 The Collaboration Agreement was signed by Mr Kong Wy Mun, Chief Executive Officer, SCE and Mr Mauricio Usabiaga Diaz Barriga, Guanajuato's Minister for Economic Development after a business dialogue, with Prime Minister Lee Hsien Loong and about 250 Mexican business leaders in Mexico City on 19 November 2019. The business dialogue, organised by Enterprise Singapore, is part of PM Lee's programme for his state visit to the Republic of Mexico from 18 – 20 November 2019.

3 Governor of Guanajuato, Mr. Diego Sinhué Rodríguez Vallejo, and Senior Minister of State, Trade and Industry, Mr. Chee Hong Tat, witnessed the signing of the agreements.

Details of the two projects

4 SCE will be providing advisory and mentoring services to improve the existing Strategic Planning, Monitoring and Evaluation (PME) System for the State of Guanajuato. SCE will share Singapore's experience, jointly review and make recommendations to the existing Strategic Planning, Monitoring, and Evaluation (PME) framework, and support the implementation of the recommendations.

5 On logistics, the SDES will be commissioning SCE to conduct a logistics study to develop Guanajuato State into a premier logistics and supply chain hub in Mexico. The study

aims to leverage Guanajuato's strategic location and the strength of the economic activities in the Bajío region¹ to develop itself into an inland logistics hub.

6 Discussions on the projects were initiated during a study trip conducted by the Minister for Economic Development to Singapore in August 2019. The Guanajuato Ministry of Sustainable Economic Development and SCE earlier signed a Memorandum of Understanding (MOU) on 1 November 2018 to collaborate on economic development, digital government, and urban master planning. Under the MOU, SCE has completed the development of a 6-Year Economic Development Strategic Plan with SDES in July 2019.

7 Ms Kathy Lai, Deputy Chief Executive, Enterprise Singapore, "Mexican and Singapore companies stand to benefit from business opportunities generated through public-private partnerships, or private sector collaborations in areas like infrastructure, logistics service, and in electronics and food manufacturing. We look forward to working closely with SCE to promote these opportunities to Singapore companies, and support greater partnership between Singapore and Mexican businesses."

8 Mr Kong Wy Mun, Chief Executive Officer, Singapore Cooperation Enterprise, "The State of Guanajuato is one of the most progressive states in Mexico, and SCE is delighted to be a partner to Guanajuato's continued development. This collaboration represents our second initiative with the State of Guanajuato, following the MOU signed last year, where SCE had since successfully delivered a 6-Year Economic Development Plan for its Ministry. Guanajuato is a state with economic and geographical importance for Mexico, and a key member of the Bajío alliance and region. We hope that through this next phase of collaboration - in strategic planning and logistics hub - we can not only position and contribute positively towards Guanajuato's future growth and expansion, but also to become an inclusive partner in the region."

9 Mr Mauricio Usabiaga Diaz Barriga, Minister for Economic Development, Guanajuato State, "We certainly consider this to be the beginning of a very strong cooperation between Singapore Cooperation Enterprise and the State of Guanajuato, from which we will learn and gather more information to work on public policies. We hope that this collaboration will help us build a stronger business ecosystem as well as a more competitive business environment, increase our competitiveness and attractiveness to investors looking in the region, and help the State of Guanajuato further diversify its industry sectors."

¹ Guanajuato is part of the Bajío Alliance which comprises five states in Central Mexico: Aguascalientes, Guanajuato, Jalisco, San Luis Potosí, and Querétaro

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About Enterprise Singapore

Enterprise Singapore is the Singapore government agency championing enterprise development. It also supports the growth of Singapore as a hub for global trading and startups.

The agency attracts global commodities traders to establish their global or Asian home base in Singapore. Today, Singapore is a leading global trading hub with a complete ecosystem for the energy, agri-commodities and metals & minerals trading clusters. Singapore is also home to many global enterprises, startups and investors that operate in its robust pro-enterprise environment.

Enterprise Singapore builds trust in Singapore's products and services through quality and standards. Renowned for their dedication to quality and innovation, Singapore companies make ideal business partners.

With Enterprise Singapore's global network in over 35 locations spanning many developed and emerging markets, it connects businesses with relevant Singapore companies for their business expansion.

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About Singapore Cooperation Enterprise

Singapore Cooperation Enterprise (SCE) is an agency formed by the Ministry of Trade and Industry and the Ministry of Foreign Affairs of Singapore in May 2006 to respond effectively to the multitude of foreign requests to tap on Singapore's development experience. SCE works closely with Singapore's 16 ministries and over 60 statutory boards to tailor possible solutions to match the foreign parties' needs. SCE also serves as the focal point of access to expertise across these public agencies.

SCE's primary mission is to lead in public sector collaboration projects with foreign governments so as to build long-term partnerships with foreign parties and offer opportunities for Singapore's private sector. SCE is currently an integrated arm of Enterprise Singapore, the Singapore government agency championing enterprise development and supporting the growth of Singapore as a hub for global trading and startups.

Visit www.sce.org.sg for more information.