

## CONTRACTOR DATA SHEET

**NAME:** CONSTRUCTORA Y ARRENDADORA FENOVESA, S.A. DE C.V.  
**ADDRESS:** HOMERO #229-72 COL. POLANCO MEXICO 11570 D.F.  
**TEL/FAX:** (525) 254-5990 FAX 531-9912  
**CONTACT:** LIC. ANTONIO FERRER N./ DIRECTOR (ENGLISH)  
 PREVIOUSLY I.C.A., INFRA, GRUPO MEXICANA  
**OWNERSHIP:** PRIVATE **BROCHURE ON FILE:** YES  
**ANNUAL SALES:** 120 MILL. U.S.D. **EMPLOYEES:** 5000 PLUS  
 '93 FORECAST 250 MILL USD

**PRIME AREA OF EXPERTISE:**

HEAVY CIVIL / COMMERCIAL CONTRACTOR, MAJOR CLIENTS ARE C.F.E., PEMEX, FONATUR, S.C.T., MEDIUM CONTRACTOR TO MINING INDUSTRY.

**MAJOR AREA OF INTEREST IN JOINT VENTURE/ASSOCIATION:**

WANTS TO CONCENTRATE ON RAILROAD, HOTELS, ENVIRONMENTAL SECTORS, VERY LITTLE OR NO COMPETITION.

**GENERAL DESCRIPTION:**

FENOVESA IS THE 25TH, LARGEST CONTRACTOR IN MEXICO. HAS OVERSEAS EXPERIENCE, PANAMA (TUCUMEN AIRPORT), NICARAGUA. SEE BROCHURE.

**COMMENTS:**

NEEDS JOINT VENTURE PARTNER (HAS 50 MILLION FROM FRENCH PARTNER 70 MILL. REQUIRED) FOR PARQUE VIA MEXICO (DISNEY WORLD) IN JUAREZ. HAS RECENTLY ENTERED A JOINT VENTURE AGREEMENT WITH ECOLOGY ENVIRONMENTAL, INC. BUILDING NEW MELIA HOTEL -REFORMA- \$80,000,000. COMPLETED 80KM OF RAIL/BRIDGES FOR F.N.M. BUILDS ALL MACDONALDS, BURGER KINGS, FRIDAYS, HYATT MELIA HOTELS. NOT A NAFTA SUPPORTER -AFTER 2 YEARS- BAD FOR MEXICO. U.S./CANADA BAD INFLUENCE ON MEXICO'S CULTURE.