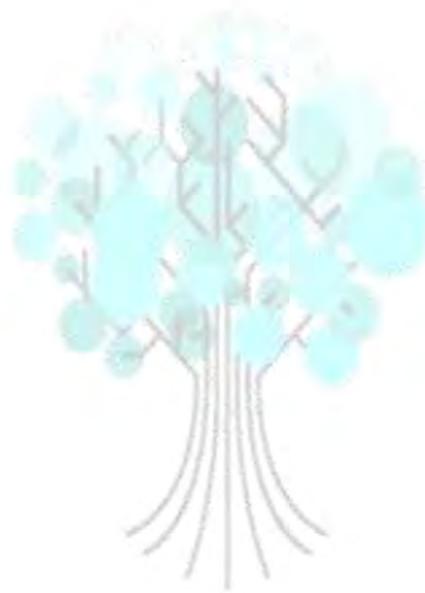




**index**

**Nogales**



**Part of the Global  
Industry in  
Mexico**

**“The Manufacturing Industry of Exportation, an avenue of growth and economic development of countries...and binational regions.”**



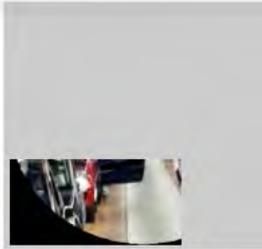
**Richard Rubin  
Javid de México/Javid LLC  
BOD Index Nogales**



# IMMEX...the numbers

## Companies in Mexico (Maquiladoras)

- **6,189** registered companies
- **82%** in the Manufacturing sector
- **18%** in Non-Manufacturing sector: Agriculture, Fishing, Commerce, and Service.
- **Less than 1%** of the total businesses in Mexico, registered by IMSS (Mexican Institute of Social Security)



## Geo-Structure

- Established in **24** Mexican States
- Wide spectrum of industries:
- Automotive.
- Aerospace.
- Appliances.
- Electric/Electronics.
- Metal-Mechanic
- Healthcare
- Food - Agroindustry.
- Textile.

## Foreign Trade

- **\$200,000 Billion** dollars of annual exportations
- **Close to 80 %** of total exportation
- **\$40,000 Billion** dollars of Commercial Balance

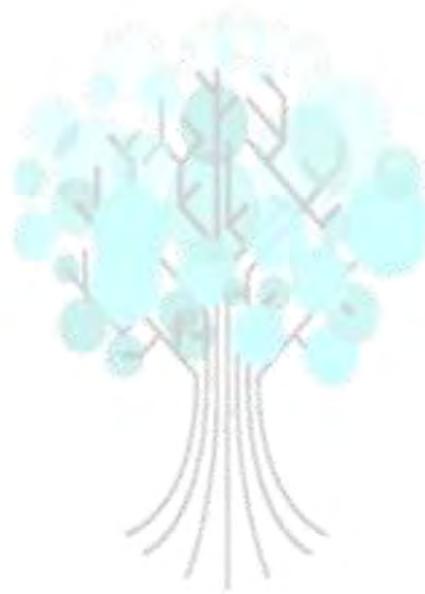


## Jobs Creation

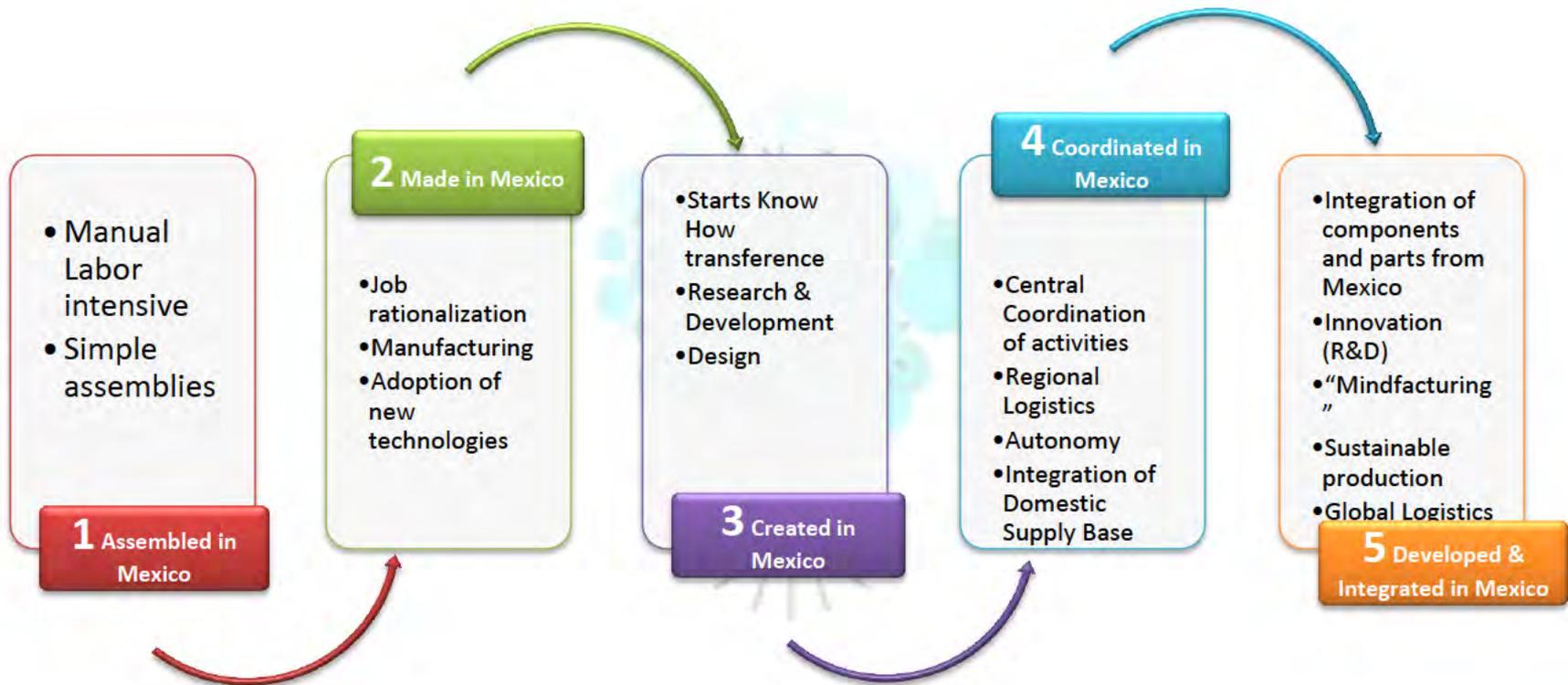
- Close to **2.5 million** direct jobs in Mexico
- **50%** of Manufacturing Jobs in the country
- Generation of **6 million** indirect jobs
- Close to **8 million** total formal jobs
- The total employees of IMMEX registered by IMSS represent **11.1%** of the PERMANENT contracted jobs, and **42.3%** of the jobs in the Manufacturing Industry
- Close to **18 %** of the Economically Active Population



# Regional Presence



# Evolution of IMMEX



# Why Mexico is a Strategic Partner of USA for the Industry of Exportation?

- Speed to Market.
- Aligned time zones.
- Several GOOD options for Manufacturing locations
- Established Industrial Infrastructure.
- Excellent services and support for the Industry
- Presence of many foreign companies and already operating in Mexico...with USA connection in their Supply Chain



## Geographical Location & Actual Supply Chain Footprint

- Availability of Human Resources & Talent for the present...and more to come in the future... **CENTER OF EXCELLENCE**

## Human Capital

- The Competitive Labor Cost, represents a *binomial* advantage
- Potential of talent development via training and innovation
- Companies are gaining momentum here and now
- Manufacturing creates jobs..and has a dominoes effect
- People are happy when they are learning and growing
- Historical mindset of manufacturing

## Potential for GROWTH

- Mexico will continue GROWING its industrial volumes
- The main economic growth engines forecasted to grow are: Automotive, Appliances, Commercial Trucks, Tooling for Construction, Oil and Gas , Capital Finish Goods, Electronics, Health Care, and Aerospace.
- Many OEM's are in Mexico now
- \$200,000 billion in exportations
- \$160,000 billion in importations
- Finish goods produced with less than 15 % of *local* content
- High potential of market diversification...Mexico counts 42 Trade agreements around the world

# Nogales, Sonora, México

- **AMS BOD**
- **Membership – 107 Companies**
- **AMS Member of Santa Cruz Port Authority**
- **Services Provided to Membership**
- **Headcount**
- **Community Support**
- **Nogales Projects**



...what I just  
read!

ARIZONA  
PUBLIC MEDIA



PBS

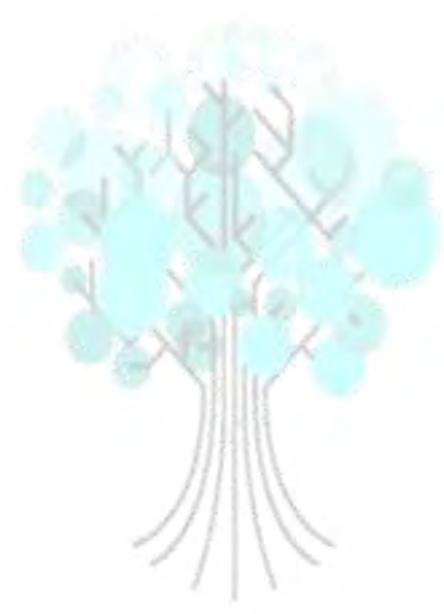


Story by Zachary Ziegler  
September 30, 2014

Arizona will soon open a trade and investment office in Mexico City. The new office, ran by the Arizona Commerce Authority, will focus on how the state can open up the trade relationship with Mexico's largest city. The city of Tucson will be one of several partners chipping in to run the office. A trade delegation is taking part in the office's Oct. 7 opening, including Congressional District 1 Republican candidate and state House Speaker Andy Tobin and Phoenix Mayor Greg Stanton.

The initial mission of the office will focus on **economic development**, **trade and innovation**, infrastructure and corridor competitiveness, and **international tourism**.

A recent Brookings Institution report said Mexico City's 2012 gross domestic product was \$411 billion, which is about the same as Houston, Texas, and more than double that of Phoenix.



**Thank you!**