State of Mexico
THE BIG FIGURES LAND
STATE OF MEXICO
PEOPLE THAT WORKS AND SUCCEEDS BIG
STATE OF MEXICO
REGIONAL LOGISTICS AND INNOVATION PLATFORM
Located in the economic and political center of the country

We are the largest consumer market

And the most populated State of the country, with 16.6 million inhabitants (National Population Council, CONAPO, 2013)

We share a border with 8 states and represent a remarkable connection among the two oceans
20 counties of the State of Mexico concentrate 80% of the Gross Domestic Product:

<table>
<thead>
<tr>
<th>Ranking</th>
<th>Country</th>
<th>Gross Domestic Product 2011 (MDP 2003=100)</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Naucalpan de Juarez</td>
<td>112 121.8</td>
<td>12.5</td>
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<tr>
<td>2</td>
<td>Toluca</td>
<td>110 607.2</td>
<td>12.4</td>
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<tr>
<td>3</td>
<td>Tnalnepantla de Baz</td>
<td>96 302.5</td>
<td>10.8</td>
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<tr>
<td>4</td>
<td>Ecatepec de Morelos</td>
<td>89 425.8</td>
<td>10.0</td>
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<tr>
<td>5</td>
<td>Cuautitlan Izcalli</td>
<td>47 648.6</td>
<td>5.3</td>
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<tr>
<td>6</td>
<td>Atizapan de Zaragoza</td>
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<td>4.2</td>
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<tr>
<td>7</td>
<td>Huixquilucan de Degollado</td>
<td>30 556.9</td>
<td>3.4</td>
</tr>
<tr>
<td>8</td>
<td>Atizapan de Zaragoza</td>
<td>23 466.3</td>
<td>2.6</td>
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<tr>
<td>9</td>
<td>Metepec</td>
<td>22 816.7</td>
<td>2.6</td>
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<td>10</td>
<td>Huixquilucan</td>
<td>19 425.3</td>
<td>2.2</td>
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<tr>
<td>11</td>
<td>Lerma</td>
<td>17 839.1</td>
<td>2.0</td>
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<tr>
<td>12</td>
<td>La Paz</td>
<td>15 635.0</td>
<td>1.7</td>
</tr>
<tr>
<td>13</td>
<td>Ixtapaluca</td>
<td>14 779.8</td>
<td>1.7</td>
</tr>
<tr>
<td>14</td>
<td>Rayon</td>
<td>14 474.7</td>
<td>1.6</td>
</tr>
<tr>
<td>15</td>
<td>Texcoco</td>
<td>13 731.4</td>
<td>1.5</td>
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<tr>
<td>16</td>
<td>Valle de Bravo</td>
<td>13 528.7</td>
<td>1.5</td>
</tr>
<tr>
<td>17</td>
<td>Coacalco de Berriozabal</td>
<td>12 831.2</td>
<td>1.4</td>
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<tr>
<td>18</td>
<td>Tecamac</td>
<td>12 501.1</td>
<td>1.4</td>
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<td>19</td>
<td>Chalco</td>
<td>12 165.0</td>
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<tr>
<td>20</td>
<td>Chimalhuacan</td>
<td>10 578.9</td>
<td>1.2</td>
</tr>
</tbody>
</table>

Source: IGECEM, Startegics Management, National and State-owned Gross Domestic Product 2012, the GDP per Country was estimated by the IGECEM, even the taxes to the net products and the GDP at market prices (Gross Added Value plus taxes to net products) for all the group.
ECONOMIC STRENGTH
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The State of Mexico has:

- In conjunction with Mexico City, 21.3% of the population, 26.2% of the GDP and 22.5% of the economic units. *(CONAPO, 2013)*

- The most representative labor market, as it contributes with 13.9% of the Civil Labor Force *(National Statistics Institute, INEGI, 2014)*

- **Gross Domestic Product:** 93,093 million dollars *(Ministry of Economic Development of the State of México, with data from INEGI and the World Bank)*

- **Economic units:** 535,380 *(INEGI, Economic Census, 2013)*

- **Civil Labor Force:** 6.8 million inhabitants *(National Institute of Statistics and Geography, INEGI, 2012)*

- **If we were a country, we would be the 60th biggest economy in the world** *(Ministry of Economic Development of the State of México, with data from INEGI and the World Bank)*

- **99 parks and industrial complexes** *(Directorate for Parks and Industrial Zones Development in the State of Mexico, FIDEPAR, 2013)*

- **Labor stability:** No strikes in the last 11 years *(Ministry of Economic Development, from data of the Ministry of labor)*
First place in:

- Manufacturing processes  
  *(INEGI, 2012)*

- Trailers and bodywork production  
  *(INEGI, 2013)*

- Textile raw materials and ready-to-wear clothes production  
  *(INEGI, 2012)*

- Real State services  
  *(INEGI, 2012)*

- Food and drinks  
  *(INEGI, 2012)*

- Paper and printing industry  
  *(INEGI, 2012)*

- Mining for construction  
  *(Mining Institute of the State of Mexico, IFOMEGEM, 2013)*

- Commercial establishments  
  *(INEGI, 2009)*

- Supermarkets  
  *(ANTAD: National Association of Self-Service and Department Stores, 2010)*

- Public markets  
  *(INEGI, 2010)*
MARKET OPPORTUNITIES FOR EXPORTS

- Vehicles and autoparts
- Machines and electrical equipment
- Chemical and pharmaceutical products
- Metals
- Agribusiness
- Cosmetics and soaps
- Stone manufacturing, pottery and glass

Source: IQOM, Commercial Intelligence, 2011
The State of Mexico achieved significant progress in the Doing Business ranking—the study developed by the World Bank that measures the best entities in the world in terms of processes and procedures for businesses start up—, advancing from place 28th in 2009, to 18th in 2012.

**Law Amendments**

1. Constitutional Reform
2. Governor’s Public Policy for Regulatory Improvement
3. Regulatory Improvement Law
4. Economic Development Law
5. Electronic Media Law
6. Executive Branch Counties Administration Law
7. State of Mexico Counties Administration Law
8. Code of Administrative Procedures of the State of Mexico
Local Constitution Article

• 139 Bis: The Regulatory Improvement practices represent a mandatory instrument for the economic development of the State.

• They are focused on the simplification for business start-up processes and procedures.

• We are the first State that has placed the Regulatory Improvement premises in the local Constitution; this means that we have the proper mechanisms, at State and County level, to guarantee security and legal certainty for investors, including punishment for those authorities that do not comply with them.
MAIN PRODUCTIVE SECTORS

A) Automotive
B) Chemical-Pharmaceutical
C) Food and Drinks
D) Textile
E) Tourism
AREAS OF OPPORTUNITY

A) Logistics
B) Information Technology
C) Agribusiness
D) Aerospace
• Arco 57: Logistics Platform. Located in Soyaniquilpan de Juarez County.
• Tecno polo Esmeralda. Located in Atizapan de Zaragoza County.
• Central Park Pasteje. Located in Jocotitlan County.
• Toluca International Airport. Located in Toluca County.
Corner stone of our competitiveness

The State of Mexico represents excellence in terms of industrial logistics for all sectors.

Source: Trade to and from the State of Mexico, IDOM Professional Services, 2012.
Located in the center of the Country, the State of Mexico is the communication point for the main national ports. (INEGI, Statistics Yearbook, 2012)
HIGHWAY INFRASTRUCTURE ONGOING PROJECTS

Naucalpan-Ecatepec Third Stage

La Marquesa-Toluca Second Floor

Atlacomulco- Atizapán

Toluca-Naucalpan
CUSTOMS AND MULTIMODAL TERMINALS

Type of Terminal in Operation:
- Intermodal
- Multimodal
- Inter and multimodal
- Container deposit

Source: Ministry of Communications and Transport, 2012.
Arco 57: Logistics Platform of the State of Mexico

Constitutes a master plan of 1,482 acres that combines strategic location with added value services and a sustainable design for businesses and commercial outlets from all sectors, to improve their logistics capacity and reduce transportation time and costs.

The manufacturing industry is going through a historic moment and for the State of Mexico it has become a key component as it becomes the logistics backbone of the Country, and positions itself as a leader in the storage, transport and exchange of goods and services sectors.

Arco 57 is located between the counties of Soyaniquilpan de Juarez and Jilotepec. The project, which consists of three phases, aims to provide services to the Gulf of Mexico, the Pacific in the North of the country as well as USA and Canada.
Tecnopolo Esmeralda

Is a technology center, focused on innovation and regional development to promote the revitalization of the economy using a quadruple helix integration model encompassing academia, government, private sector and civil society organizations.

Its objective is to create technology and services development for companies that generate R&D in order to meet the world class demand with professional and technical collaboration for the generation of quality employment.

Located, in the center of the Atizapan de Zaragoza County on the side of the Chamapa-Lecheria highway which constitutes the heart of the country’s most important economic zone.
Pasteje Central Park

Is being developed in conjunction with IUSA Group, in Jocotitlan County; it will impulse the agribusiness sector, by promoting small and medium size entities willing to export their products.

IUSA Group

Has proposed an integrated development plant that consists in strengthening the productivity chain of the industrial sector and the agribusiness production through the development of:

1. Research Training and Innovation Center
2. Storage Center
3. Transformation Plant
4. Logistics Park
5. SME & Supplier’s park
6. Commercialization Office
Toluca International Airport

- Has a ILS CAT. III A runway
- This system is uniquely available in Mexico to the Toluca International Airport
- It was certified in December 2006
- Surface: Approximately 1,173 acres
- Transports 1,800 passengers per hour and performs 36 operations per hour
- Has great relevance for the Logistics Sector (hosts the FEDEX distribution center for Mexico)  
  *(Toluca International Airport Administration: AMAIT, 2012)*
- Is the most important airport in Latin America in terms of General Aviation: 46 MRO’s (Maintenance, Repairs and Operations Center), including Volaris and Interjet.
- Awards and Certifications:
  - Rolim Amaro Award  
    *(Best Airport in Latin America in 2009)*
  - ISO 9001: 2008  
    *(High Quality Award)*
  - Clean Industry Certification from 2007 to date Aeronautics Certification  
    *(Toluca International Airport Administration: AMAIT, 2012)*

Cargo and Courier Services in AIT

The construction of a new logistic center based on:

1. The need to provide an alternative to the AICM (Mexico City International Airport) for our State’s industrial base demands
2. The growing potential of the logistics and forwarding companies in the State of Mexico
3. New investments from specialized companies (FEDEX, DHL, UPS) provide the AIT with an opportunity and viability for the development of its cargo area
4. Saturation at the AICM along with the distance to other airports from the capital of the country.
Key elements:

- Excellent education system that adapts to the industry needs
- Toluca International Airport (AIT)
- Plastics Technology and Engineering Center (CIATEQ)
- Industrial Technology and Engineering Center (CIDESI)
- Regional Center for Aerospace Innovation (in conjunction with the Mexican Aerospace Agency and the Science and Technology Council of the State of Mexico)

Areas of Opportunity:

1. Maintenance, Repair and Overhaul (MROs)
2. Airport services
3. Education, training and certification
4. Manufacturing companies migration to the Aerospace Sector
5. Composite materials
The State of Mexico has:

- The largest student enrollment in the country, with 4.5 million students (Ministry of Education, 2009)

- The largest number of higher education and technology institutes in the country: 1,800, with approximately 871,358 students enrolled (INEGI, 2013)

- Campi of the most recognized private universities of the country (National Science and Technology Council, CONACYT, 2012)

- 1,016 members of the National System of Investigators, 10 investigation centers and 86 undergraduate programs (National Science and Technology Council, CONACYT, 2012)

Dual Education System

- The State of Mexico signed an agreement with institutions and the Government of Germany for its development

- The Dual Education System is a leading edge model that facilitates the access of students to the work environment

- Its main objective is to strengthen the coordination between the academic and private sectors by developing a competitive education model
AREAS OF EXPERTISE OF THE DUAL EDUCATION SYSTEM

- Mechatronics
- Information Technology and Communications
- Automatic Systems Maintenance
- Industrial Electromechanics
- Quality Control
- Machinery and Tooling
- Electronic Equipment Maintenance
- Industrial Chemistry
- Plastics
- Industrial Productivity
- Food and Drinks
- Hospitality
The State of Mexico:

Has an immense cultural, gastronomic and natural heritage

Has 17 national archaeological sites opened to the public

Has 5 Magical Towns: Metepec, El Oro, Tepotzotlan, Valle de Bravo and Malinalco, and 22 Charming Towns

Is ranked 5th nationally, in terms of tourist preference

Also:

The Xinantecatl or Nevado de Toluca is the only volcano in the world whose crater may be accessed by car

Teotihuacan is the 2nd most visited archaeological site in the world and one of the most significant symbols of Mexican culture

Source: Ministry of Tourism of the State of Mexico, 2012.
10 reasons for investing in the State of Mexico

1. Strategically located
2. The largest consumer market in the country
3. Regulatory improvement and simplification for business start-up processes and procedures
4. Progressive Government, focused on increasing competitiveness
5. High potential for technological development
6. Exceptional progress in terms of productive infrastructure
7. Highly skilled workforce
8. Supportive Government which enhances entrepreneur development
9. Government oriented towards sustainable practices
10. Remarkable standard of living
Investing in Mexico is good, but in the State of Mexico, is much better!

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