



American Industries



AMERICAN INDUSTRIES

Monterrey
Region Overview

AI in Monterrey



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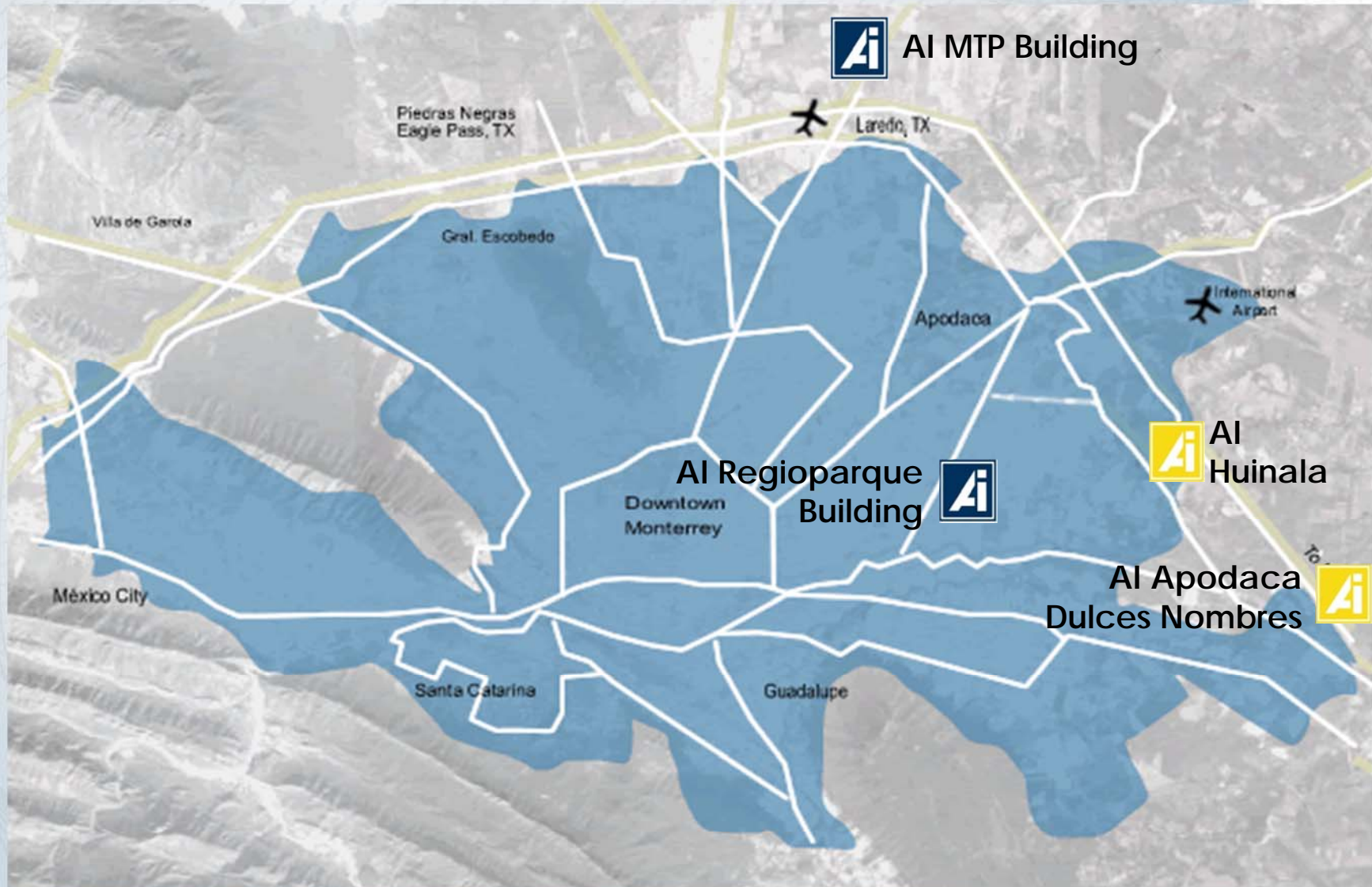
- ✓ 10 Years in the region
- ✓ 1.2 Million Sq. Ft. in Buildings
- ✓ 7.7 Million Sq. Ft. in Land
- ✓ 2 Industrial Parks owned and operated by AI
 - ✓ Apodaca / Dulces Nombres
 - ✓ Huinala
- ✓ Industrial properties within 2 industrial parks
 - ✓ Regioparque
 - ✓ Monterrey Technology Park (MTP)
- ✓ 11 Customers
 - ✓ 3 Shelter Customers
 - ✓ 10 Lessee's



AI in Monterrey



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Nuevo Leon Key Differentiators

- ✓ Strategic location in NAFTA corridor
 - ✓ Less than 160 mi. to US border
- ✓ Stable Labor force (+13 years of labor peace)
- ✓ Over 2,600 foreign companies
- ✓ Manufacturing base in various sectors
- ✓ Stronger legal protections
- ✓ Potential gate to Central & South America
- ✓ + 80 R&D Centers
- ✓ Political and Macroeconomic stability
- ✓ Modern Infrastructure
- ✓ Global business culture is widespread
- ✓ Supply Hub services - Potential clients & supplier identification

Source: SEDEC Nuevo León.

Nuevo Leon Key Facts



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- Population – 4.7 Million
- EAP – 2.2 Million
- GDP contribution - \$90.1 Billion USD
 - \$21.4 Billion USD from Manufacturing
- Exports (2011) - \$31 Billion USD

Strategic Location



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City	Distance (Km)
San Francisco, CA	2,660
Chicago, IL	2,607
Detroit, MI	2,977
New York, NY	3,405
North Carolina, NC	2,454
Colombia, NL (Border Xing)	247
Laredo, TX (Border Xing)	223
McAllen, TX (Border Xing)	240
Altamira, Tamaulipas (Gulf Port)	574
Veracruz, Veracruz (Gulf Port)	1,005
Manzanillo Colima (West Port)	1,115
Lazaro Cárdenas, Mich. (West Port)	1,316

Source: SEDEC Nuevo León.



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Infrastructure - Utilities

Water

- NL has several reservoirs which supply water
- **Total Capacity of the three main dams** (Cerro Prieto, La Boca y El Cuchillo) = 1,462.5mm³ Ground water sources:
 - 45 deep wells
 - 66 shallow wells
 - 1 Spring water
- **Drainage services cover: 98.4% of the whole State.**
- **Monterrey treats 100% of its waste water.**

Distribution of communication infrastructure in Nuevo Leon (2011):

- **Telephone lines in operation: 1,249,431** Extensive T1 and DSL fiber optic network services operated by private groups: Telmex, Alestra (AT&T) and Avantel (MCI WoldCom) *1,069 km of Fiber optics. c*



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Infrastructure - Utilities

Electric Power

- 11 Substations with an installed capacity of 4,507.02 MVA
- 7 Energy generator centrals with an installed capacity of 1,063 MW
- 5 External producers with an installed capacity of 934.73 MW
- 17 Transmission substations with an installed capacity of 10,016.30 MVA
 - 4 Turbo gas generators
 - 2 Combined cycle generators
 - 1 Independent producer

Natural Gas (2012) - Effective distribution of natural gas throughout the State:

- Distributors: Gas Natural and Compañía Mexicana de Gas.
- Available in 8 municipalities
- 815,324 homes
- 3,435,216 users



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Infrastructure - Airports

Mariano Escobedo (commercial and cargo)

- Up to 700 monthly flight to ten cities in United States – Atlanta, Dallas, Houston, Las Vegas, San Antonio, Detroit and Miami.
- With a yearly traffic of 5,582,794 passengers (2011)
- Hub to: DHL, FEDEX, Estafeta, UPS.

Del Norte (corporate)

- Provides aviation services to private users.
- Hosts +20 centers of MRO.
- Leading private aviation airport nationwide.
- Six fix base operators.

Infrastructure - Connectivity



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Modern and efficient **public transportation** that includes **bus & metro system** (expanding):

- 275 public transportation lines.
- 2 metro lines (with expansion plans)
- Ecovia project (soon to be operating)

Bus lines:

- 20 Bus service providers with destinations to all cities in Mexico and many in the US.



Infrastructure - Connectivity



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Efficient highways connecting Nuevo León with:

- Highway 85N – To Nuevo Laredo.
- Highway 1 – To Colombia, Nuevo León.
- Highway 57 – To San Luis Potosí and Mexico City.
- Highway 85S – To Ciudad Victoria and Tampico.
- Highway 40w – To Saltillo
- Highway 40E – To Reynosa
- Highway 54 – To Zacatecas
- Highway 53 – To Monclova

Source: SEDEC Nuevo León.

Infrastructure - Connectivity



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Colombia International Bridge:

- 8 lanes for commercial and non-commercial purposes.
- 14km border with the US.
- Directly connected to I – 35 in the US.
- Daily capacity of over 12,000 trucks.
- International rail crossing point.
- Bonded warehouse.
- Advanced technology for trucks inspection.

Interpuerto Project

Inland port with industrial and logistic state-of-the-art infrastructure.

- 1,250 Has. development north of Monterrey Metropolitan area.
- Connects with the two main train lines and their intermodal shipment (KCSM y FMX)
- The area has internal customs, bonded warehouse, free trading area and custom surveillance.
- Logistics and freight patios.
- Multimodal station through a rail carrousel.

Source: SEDEC Nuevo León.



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Advantages - Workforce

- 2.2 million, equals to 46% of the total population Stable, productive and highly qualified labor force 14 years without any strike

Consolidated Industrial Sectors

- Automotive, autoparts and components
- Home appliances and components
- Electric and electronic equipment
- Metal mechanics
- Steel, glass, cement and beverages
- Software and IT services
- Specialized Medical Services
- Multimedia

Developing Industrial Sectors

- Aerospace, Biotechnology, Nanotechnology & Energy (specially Oil & Gas)





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Advantages - Education

- 93 colleges and universities with +200,000 students.
- More than 60 bilingual schools.
- 213 technical careers with 52,000 students
- 6,000 engineers graduated per year (avg.)

Main Technical Programs supporting the industry:

- Industrial Mechatronics
- Information Technologies
- A/C and Cooling
- Industrial Electronics
- Aeronautical Maintenance
- Industrial Tooling and Machining
- Mechanical Automotive and Autotronics
- Welding.



Source: SEDEC Nuevo León.



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Advantages – R&D

- +80 R&D Centers.
- Larger number of patent's application
- 1255 certified companies with ISO 9000 and 14001 during the period 2000-2009.
- The first integral park in Latin America on technological development and innovation has been established in Nuevo Leon (PIIT)
 - The Research and Technology Innovation Park (PIIT) is one of the key strategies within the Monterrey International City of Knowledge Program. It consists of a surface area of **+100 Has. (247 acres)** with land available for research and development centers, and for businesses that meet the Park's objectives.



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Get a Cost Model Simulation

When you request a Cost Model Simulation, you will be able to get the total monthly operating cost and cost per hour of your operations Monterrey, including the following criteria:

- ✓ Cost of direct and indirect labor
- ✓ Cost of imports and exports including logistics
- ✓ Cost of Real Estate Facility and Utilities
- ✓ Other costs of operating in Monterrey, Mexico



Request your free cost model today at:
<http://CostModel.ManufacturingInMexico.com>



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Thank You

www.aiig.com
monterrey@aiig.com