

Ai American Industries®

REGION OVERVIEW

GUANAJUATO



FOREIGN DIRECT INVESTMENT (FDI)

- ◆ Industrial diversification ranging from automotive to advanced manufacturing, agribusiness and IT.
- ◆ Guanajuato is the **6th place** in FDI reception in Mexico

**TOTAL FDI IN GUANAJUATO
(JAN-SEP 2024):**

USD \$1,426 MDD

**GUANAJUATO'S SHARE OF
NATIONAL FDI (2024):**

4%

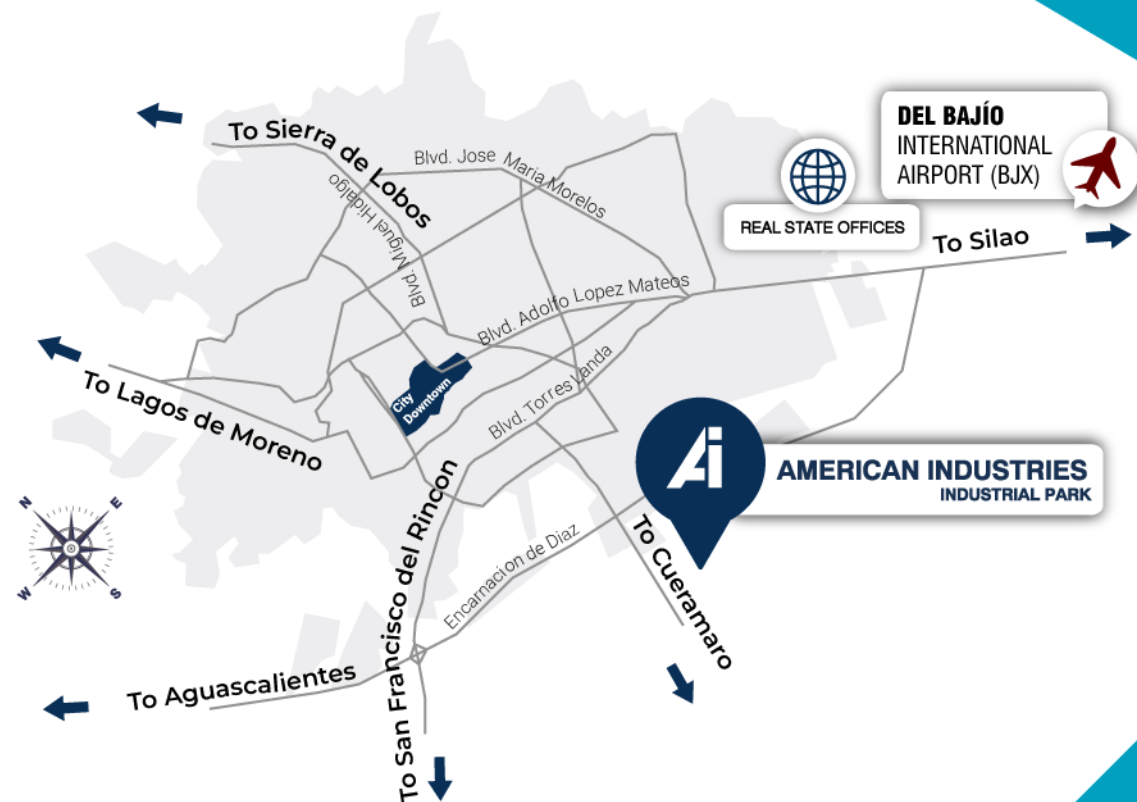
**TOTAL FDI IN MEXICO
(JAN-SEP 2024):**

USD \$35.737 B

Source: Mexico's Ministry of Economy, 2024, Gobierno de Guanajuato

LOCATION & CONNECTIVITY

- ◆ Geographical center of Mexico: Within a 400-kilometer radius, 80% of the national market is concentrated.
- ◆ 3.5 hours from Port of Manzanillo and 4.5 hours from Port of Lázaro Cárdenas.
- ◆ Bajío International Airport (BJX) with cargo operations and international passenger services.
- ◆ Key highways: 45D (to SLP, León), 57D (to Querétaro, Mexico City, and Monterrey).
- ◆ Part of the Bajío Industrial Corridor, one of Mexico's most dynamic regions for manufacturing.



Source: Gobierno de Guanajuato, 2024

INDUSTRIAL PARK

AMERICAN INDUSTRIES

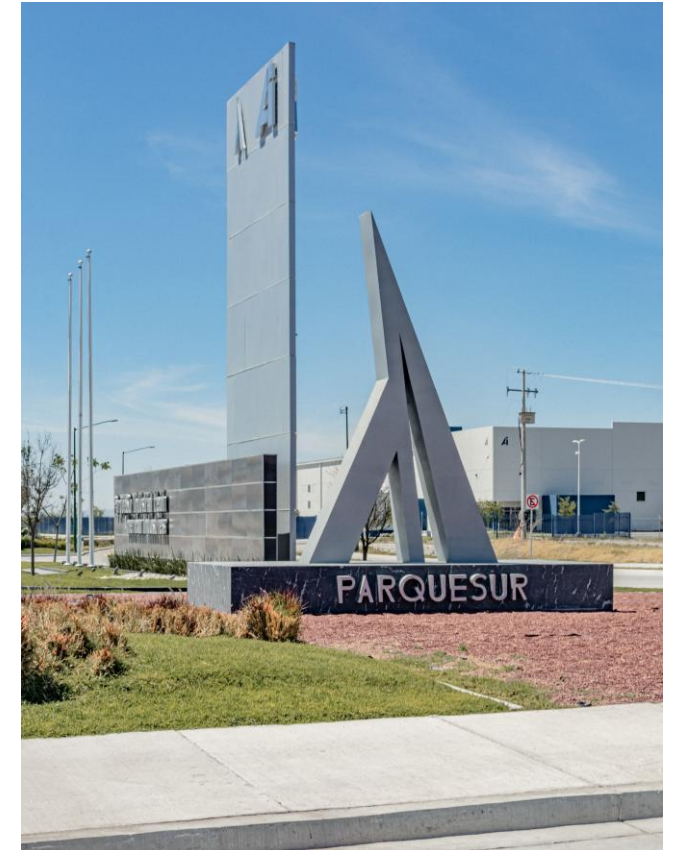
PARQUESUR

INDUSTRIAL PARK

- ◆ 46 industrial parks across 17 municipalities covering 6,800 hectares.

INFRASTRUCTURE

- ◆ Class A facilities with built-to-suit (BTS) options.
- ◆ Built-to-suit (BTS) developments
- ◆ LEED-certified parks adhering to environmental standards.
- ◆ Access to redundant power and water
Reliable utilities: Electrical substations, potable water, drainage systems, and fiber-optic telecommunications.



Source: Gobierno de Guanajuato, 2024

WORKFORCE & EDUCATION



LABOR FORCE

- ◆ 2.9 million economically active population, 32.9% working in the industrial sector.
- ◆ Qualified workforce

SPECIALIZED TALENT

- ◆ 3,000 engineering and tech graduates per year.
- ◆ Institutions: UGTO, UPG, UVG and others.

Source: ENOE, 4th trimestre 2024

INDUSTRY & SUPPLY ECOSYSTEM

KEY SECTORS IN GUANAJUATO

- ◆ Automotive & E-mobility
- ◆ Aerospace
- ◆ Metalworking & Plastics
- ◆ IT & Software Development
- ◆ Food Processing & Packaging



Source: Gobierno de Guanajuato

INDUSTRY & SUPPLY ECOSYSTEM

SUPPLIERS AND SUPPLY CHAIN

- ◆ High integration of local value chain components, especially in aerospace.
- ◆ Supplier development programs supported by BJX Aerospace and FEMIA.

CLUSTERS & ASSOCIATIONS

- ◆ 11 Industrial Clusters: Guanajuato has 11 industrial clusters spanning various sectors.
- ◆ Government Support: The state facilitates business development through initiatives like supplier development, technological innovation, marketing, and access to financing.

Source: Gobierno de Guanajuato



SUSTAINABILITY, INCENTIVES & CTA

SUSTAINABILITY & ENERGY

- ◆ Solar-integrated parks with water reuse systems.
- ◆ Public-private energy efficiency initiatives to promote sustainable practices.
- ◆ Access to renewable energy (solar/wind)
- ◆ LEED, EDGE, and ISO 14001 certifications for industrial facilities.

INCENTIVES & SUPPORT

- ◆ State-level fast-track permits for industrial projects.
- ◆ Training subsidies for new operations and workforce development.
- ◆ Soft-landing support by local agencies for foreign investors.



READY TO LAUNCH YOUR MANUFACTURING OPERATION IN GUANAJUATO?

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www.americanindustriesgroup.com
contact@americanindustriesgroup.com