

Sonora's Moment is Now



Sonora, leader in industrial activity

Largest growth in industrial activity in the last decade. Sonora topped northern border states in Mexico during 2022.

Rate of Growth of the Industrial Activity Index of 2023 in relation to 2022
SOURCE: Industrial Indicator by Federal Entity, INEGI, 2023.

Sonora

7.0 %

Baja
California

4.6 %

Nuevo Leon

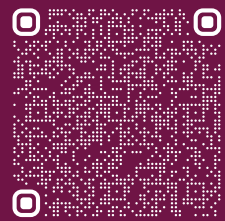
2.8 %

Chihuahua

2.4%



0110° 57' 21.3084"
N29° 4' 22.6812"



Sonora, Strategically Connected

Strategically located in the north-western region of Mexico, Sonora has the **longest coastline** in the country. It shares 373 miles of border with the states of **California, Arizona, and New Mexico**, in addition to the four-lane I-15 international highway. An extensive ecosystem of services and infrastructure provides Sonora with access to global markets: **8 border land Ports of Entry to the USA, 15,534 miles of highways, 1,250 miles of railways, and a deepwater port, which is currently undergoing expansion**, and is serviced by an international railroad system.

From north to south, desert or sea, Sonora has it all.

Sonora Connectivity

International Airports



Airlines	6
Airports with Cargo Capacity	2
International Airports	5
International Destinations	1
Domestic Destinations	11

- **Sonora**
- **Domestic destination**
 - Cancun (CUN)
 - Chihuahua (CUU)
 - Ciudad de Mexico (MEX)
 - Ciudad de Mexico (NLU)
 - Ciudad Juarez (CJS)
 - Culiacan (CUL)
 - Guadalajara (GDL)
 - Guerrero Negro (GUB)
 - La Paz (LAP)
 - Leon/ El Bajio (BJX)
 - Mazatlan (MZT)
 - Mexicali (MXL)
 - Monterrey (MTY)
 - Queretaro (QRO)
 - San Jose del Cabo (SJD)
 - Tijuana (TIJ)
- **International destination**
 - Phoenix (PHX)
(FH 1:15 hrs)



Distance from Hermosillo to:

City	Tucson	Phoenix	Los Angeles
Miles	233	339	724

Indicators

Our Greatness in Numbers.

Origin of Foreign Direct Investment

Netherlands | United States | Chile | Italy | Switzerland |
 China | Sweden | Japan | France | Ireland | Spain |
 Canada | Finland | Germany | England

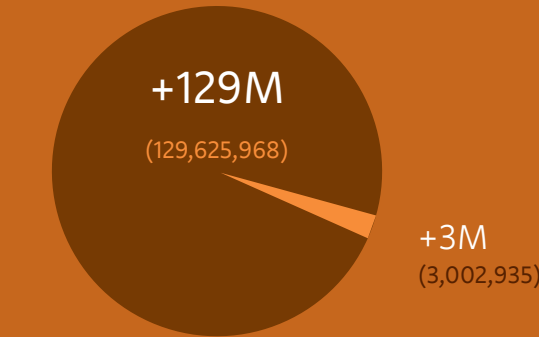
+ than \$897M USD¹

Sources: ¹Data Mexico 2021, ²Information of the fourth quarter of 2023 (National Occupation and Employment Survey, ENOE, INEGI)
³INEGI National Accounts System, ⁴Bank of Economic Indicators from the INEGI

In Sonora, GDP per capita is higher than the national average.

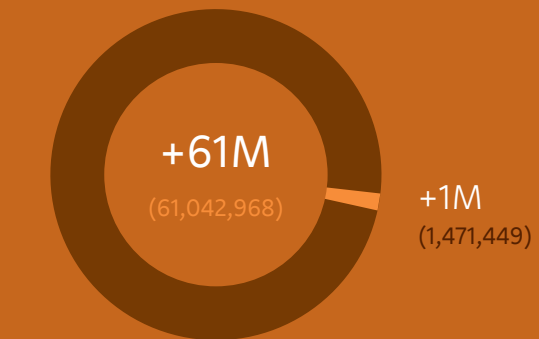
Population²

48.18 % of the population is of working age.

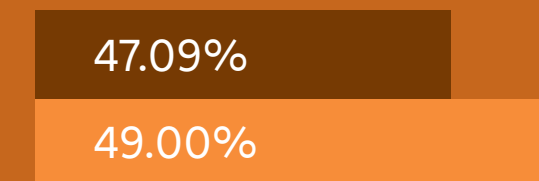


Workforce²

Economically Active Workforce



Percentage of the EAP in total population

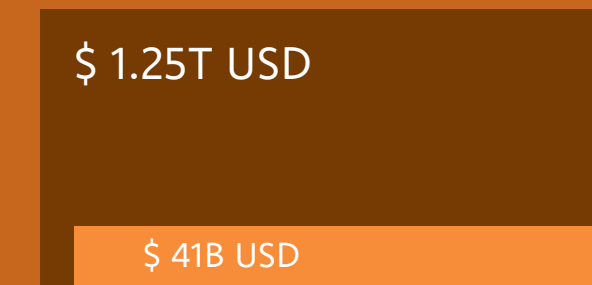


GDP³

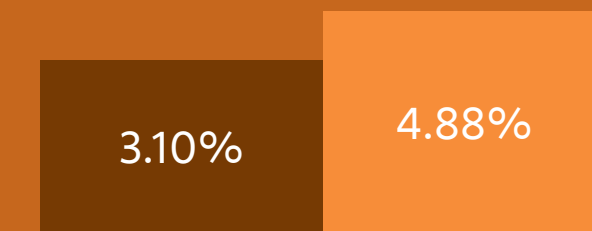
Gross Domestic Product 2023.



Gross Domestic Product 2020.



Annual Growth of GDP 2023



GDP per capita⁴

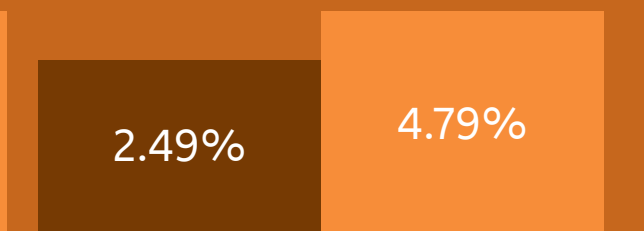
2023 \$ 10,009.33 USD



2022 \$ 9,766.55 USD



Annual Growth of GDP per capita 2023

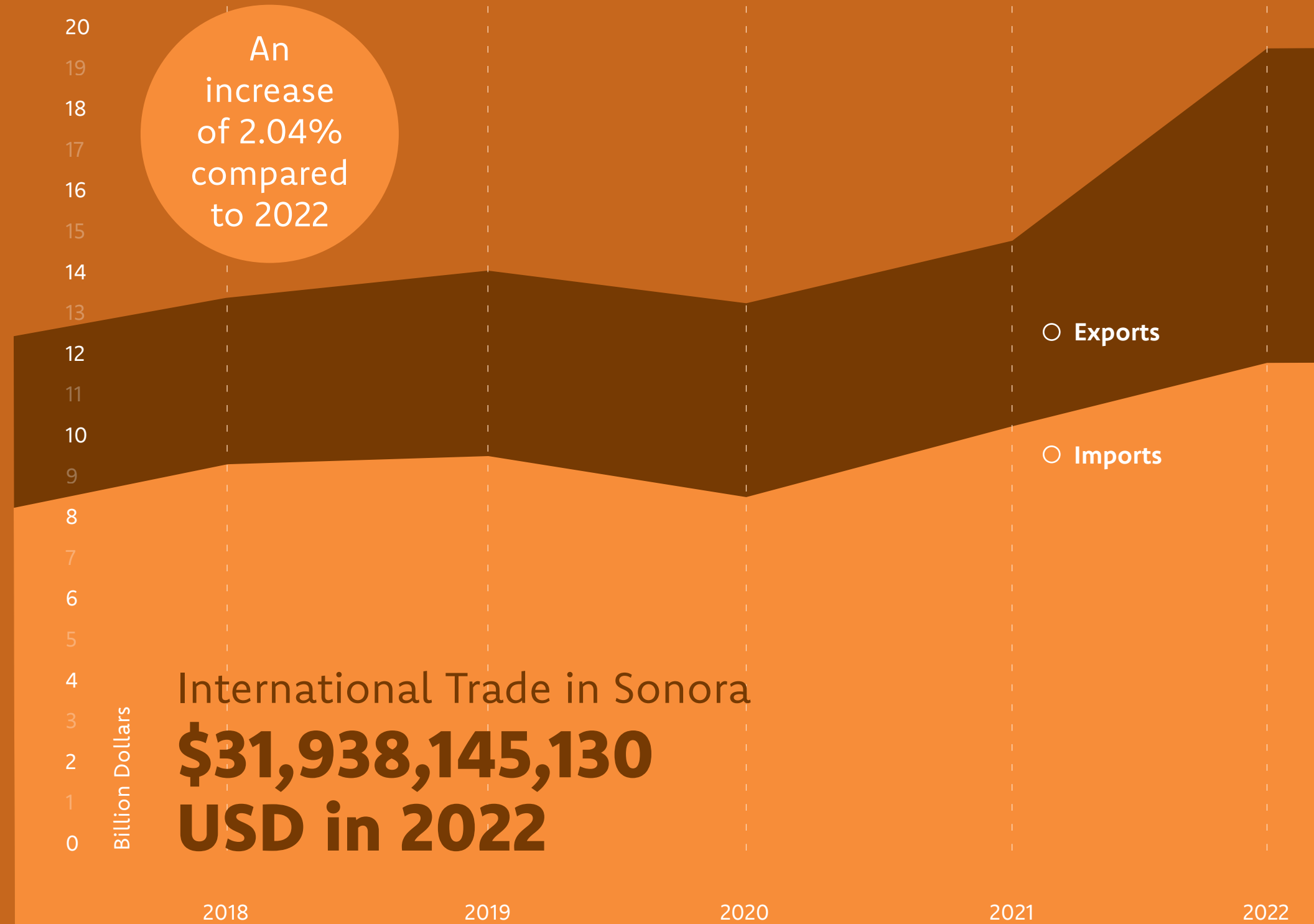
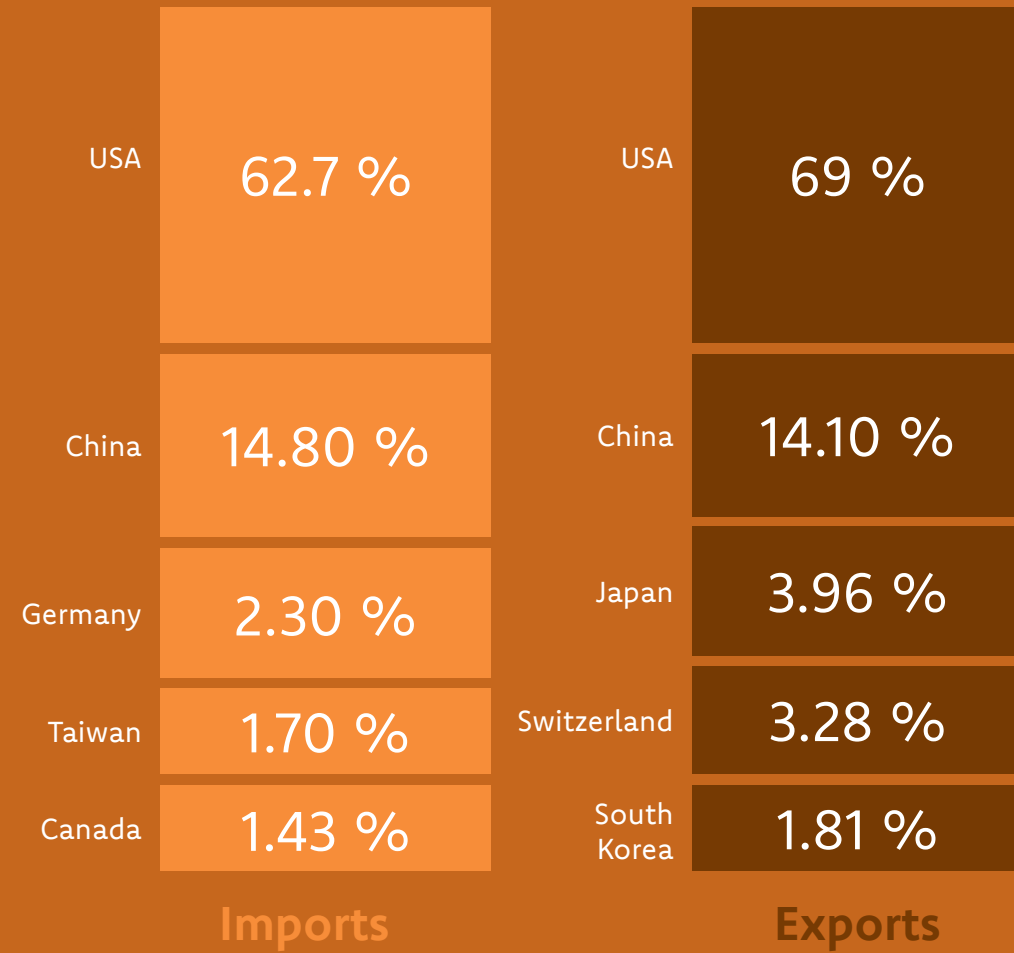


● Mexico ● Sonora

Indicators

Imports & Exports.

Main Trading Partner:
USA¹



Source: Mexico's Trade Balance of Merchandise, of the Ministry of Economy, Data Mexico, 2023

Northwest Logistic Gate

This historic investment will position Sonora at the forefront of economic development, sustainability, social inclusion, and connectivity with markets in the United States and Asia.

Modernization of Land Ports of Entry

- San Luis Rio Colorado (2)
- Sonoyta
- Sasabe
- Nogales (2)
- Naco
- Agua Prieta

Highways & Roads

- Caborca - San Luis Rio Colorado
- Puerto Peñasco - Sonoyta
- Hermosillo - Bahía de Kino
- Tecoripa - Guaymas
- Guaymas - Chihuahua
- Huachinera - El Willy
- Saric - El Sasabe
- Bavispe - Agua Prieta

Logistical Bypasses at:

- Navojoa
- Caborca
- Sonoyta
- Nogales
- San Luis Rio Colorado
- Imuris - Aribabi

Expansion of Ciudad Obregon Airport

Modernization of Port of Guaymas

Trade Corridor

Expansion of Military Checkpoints



- MODERNIZATION
- EXPANSION
- RAILWAY OUTSIDE NOGALES
- MODERNIZATION / EXPANSION OF HIGHWAYS AND ROADS
- FUTURE PROJECTION

Economic Diversity

Wealth in Every Region.

Economic Establishments

Manufacturing

12,546

Service

61,219

Retail

42,387



National Ranking¹

Agriculture

Product	Place
Wheat	1°
Potato	1°
Asparagus	1°
Safflower	1°
Table grape	1°
Watermelon	1°
Olives	1°
Date	1°
Pumpkin	1°

Fishing and Aquaculture

Product	Place
Sardine	1°
Mackerel	1°
Surf Croaker	1°
Anchovy	1°
Cannonball Jellyfish	1°
Gulf Coney	2°
Sole	2°
Ray and Similar	2°
Shrimp	2°

Sonora ranks first in farm shrimp harvest.

Livestock

Product	Place
Pork meat	2°
Eggs	3°

Thanks to a consolidated legacy in agriculture, livestock farming, and fishing activity, Sonora has the best harvests and productions in the country.

Source: ¹SIAP and CONAPESCA

Mining

#1 Producer in Mexico.

Copper 81 % Gold 18.95 %

Sonora is the national leader in mining production with 33% and has the largest lithium reserve in Mexico.

 Industry Jobs
+22,800

Active Mines
+45

Production value of metallic minerals (2023)
\$3.9B USD

Sole Producer

- Molybdenum
- Wollastonite
- Anthracite
- Graphite



LITIO MX

Mexican public company being developed with the specific aim of serving as a guide for the exploration, operation, and exploitation of lithium in Mexican territory, as well as the administration and control of value chains derived from that mineral.

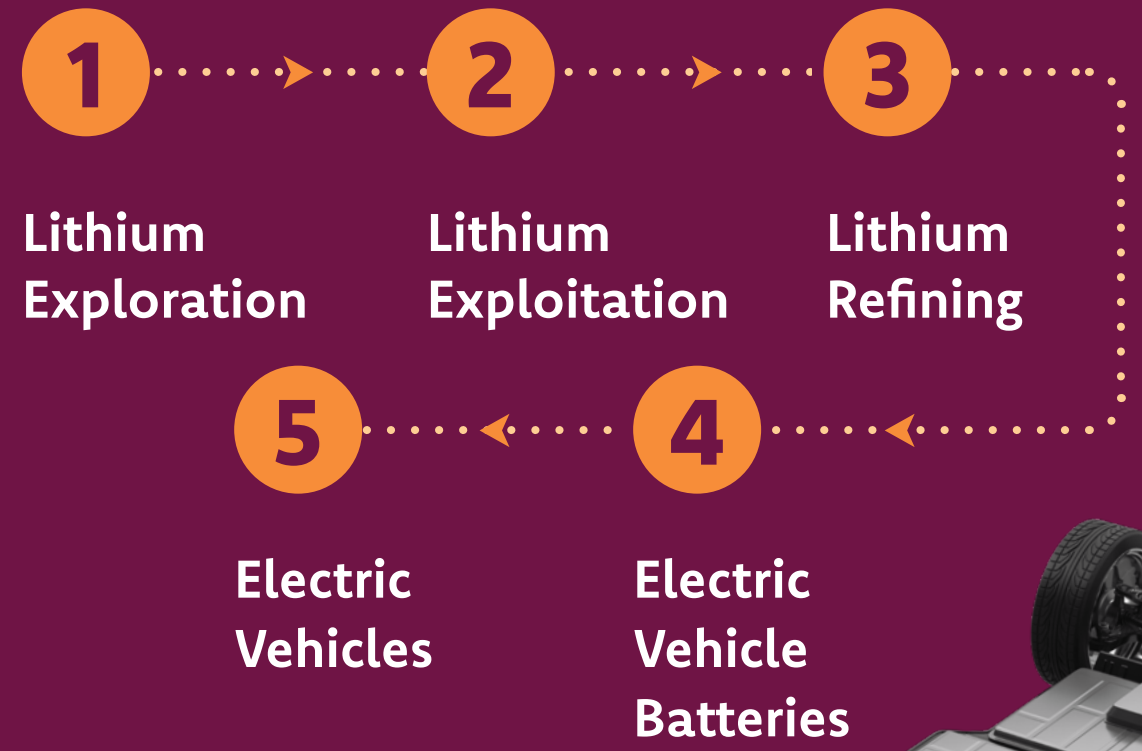
Proven Expertise

Extensive supply network for the mining and automotive industries. Automotive companies established in Sonora and OEMs suppliers such as:

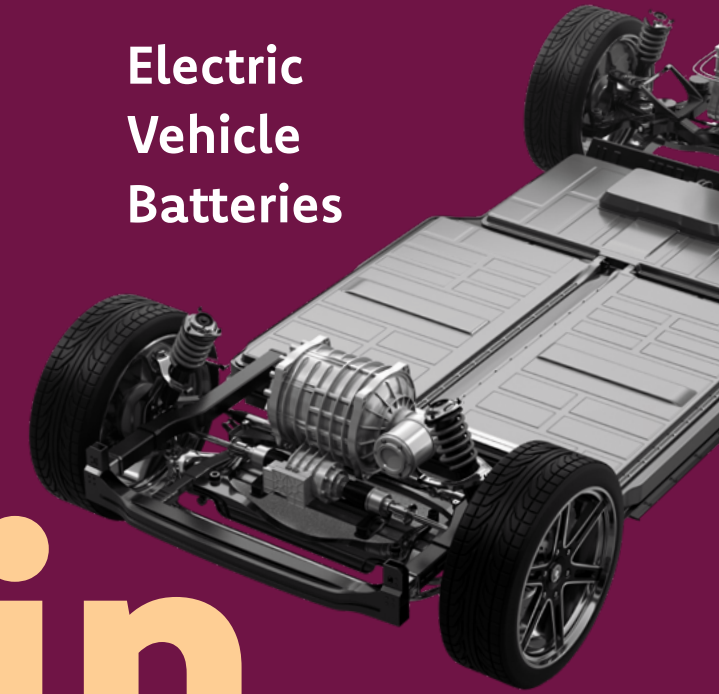
Ford, Tesla, Lucid, Mercedes-Benz, Toyota, Stellantis, Volvo, Polaris, Nissan, VW, BMW, Audi, Honda, GM, among others.

Strategic Projects

Lithium Value Chain for the development of public – private projects:



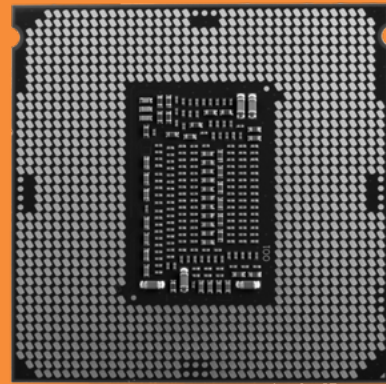
Lithium Value Chain



Semiconductor

Design and innovation define the operation and activity in Sonora.

Building an Ecosystem for the Semiconductor Industry.



The large front-end investment projects in the US require a complement in the back-end process.

Services and Sustainable Infrastructure under Development

6

Science Parks in Sonora.

5 GW

Capacity of Clean Energy Generation.

One-Stop Shop

The only government one-stop shop for the establishment of companies in the semiconductor industry value chain.

Talent Development

Alliance with national and international universities in the USA, Taiwan, among others.

New educational programs according to industry requirements.

Sonora, Mexico, is the perfect place to invest in the different processes of semiconductor manufacturing, such as packaging, sealing, and testing.

Sectors

Automotive

Telecommunications

Aerospace

Home Appliances and Devices

Medical Devices

Products

Harnesses

Wires

Connectors

Electronic Boards

Antennas

Accessories

Processes

Design

Stamping

Machining

Injection Molding (Plastic and Aluminum)

Casting

Assembly

Other Secondary Processes

Companies



Industry Jobs

+70

+58,700

Electric — Electronic

Aerospace

Share of national aerospace manufacturing

18.4 %

Companies

+65



Industry Jobs

+20,700

Sonora is one of the fastest-growing aerospace clusters in Mexico:

- HIGHLY INTEGRATED CASTING, MACHINING, SURFACE TREATMENTS (HOT AND COLD COATING).
- ASSEMBLY OF PARTS AND COMPOSITES FOR AEROSTRUCTURES.
- MRO (MAINTENANCE, REPAIR, AND OVERHAUL OF AIRCRAFTS).



Ford Plant of Stamping and Assembly in Hermosillo

- Bronco Sport and Maverick Pick-Up truck, assembled in the same place.
- Worldwide recognition in quality and productivity standards.
- With an extensive pool of suppliers, Ford's automotive project is the largest in the region.

Companies (OEM, Tier 1&2 and SMEs)

+91



Industry Jobs

+55,000



Sonora manufactures 75% of the components of an export vehicle in Mexico.

Automotive

Human Capital

Mexican initiative for Development, Attraction and Retention of Human Talent for strategic industries

+850,000

2,000,000

Workers will join the labor market annually in the next 5 years

Highest

Enrollment in STEM graduates in the continent

50

R&D centers focused on frontier research to drive innovation

1st

Country among the OECD in terms of the highest number of technical graduates

People in Mexico with engineer skills at year, for potential specialization in the semiconductors and electromobility industry.

Educational Infrastructure

Mexico

Universities

2,814

Campuses

4,699

Sonora

Universities

63

Campuses

139

Engineering Students

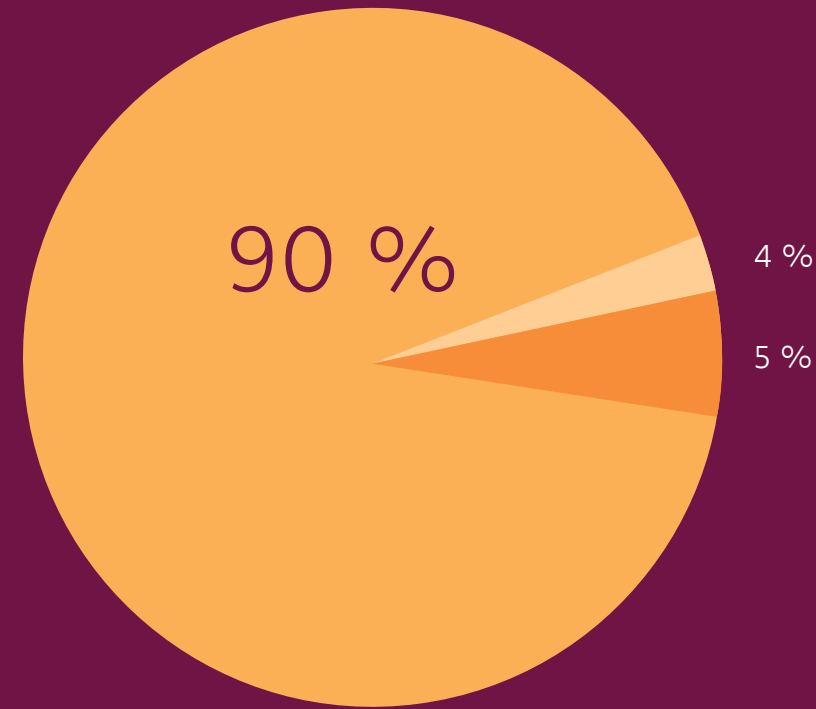
+36,400

Graduates in Engineering per year

+5,500



Enrolled Engineers



■ Technician degree ■ Bachelor degree ■ Master degree

Source: Ministry of Public Education, Course 2020 – 2021

Technician (Technical and Vocational Colleges)

6,807

Enrolled

1,713

Graduated

Undergraduate

107,746

Enrolled

11,878

Graduated

Postgraduate

2,959

Enrolled

1,103

Graduated

Sonora's potential
workforce available for
the Science Parks



AUTOMOTIVE & ELECTROMOBILITY



ELECTRIC — ELECTRONIC



MINING



+250 multinational companies have trusted and established their operations in Sonora.

AGRIBUSINESS



AEROSPACE



MEDICAL DEVICES



RENEWABLE ENERGIES



Europe

1. Ireland
2. UK
3. Spain
4. France
5. Netherlands
6. Switzerland
7. Germany
8. Italy
9. Finland

America

10. Canada
11. USA
12. Mexico
13. Chile

Asia

14. China
15. Japan

Origin of current investments in Sonora

Global Presence

The **Sonora Plan for Sustainable Energies** is a presidential initiative aimed at **achieving energy security through an integral plan**, in collaboration with strategic industries such as semiconductors, automotive, and electromobility. Presented as a binational strategy, **it is a model driven by a replicable ecosystem.**

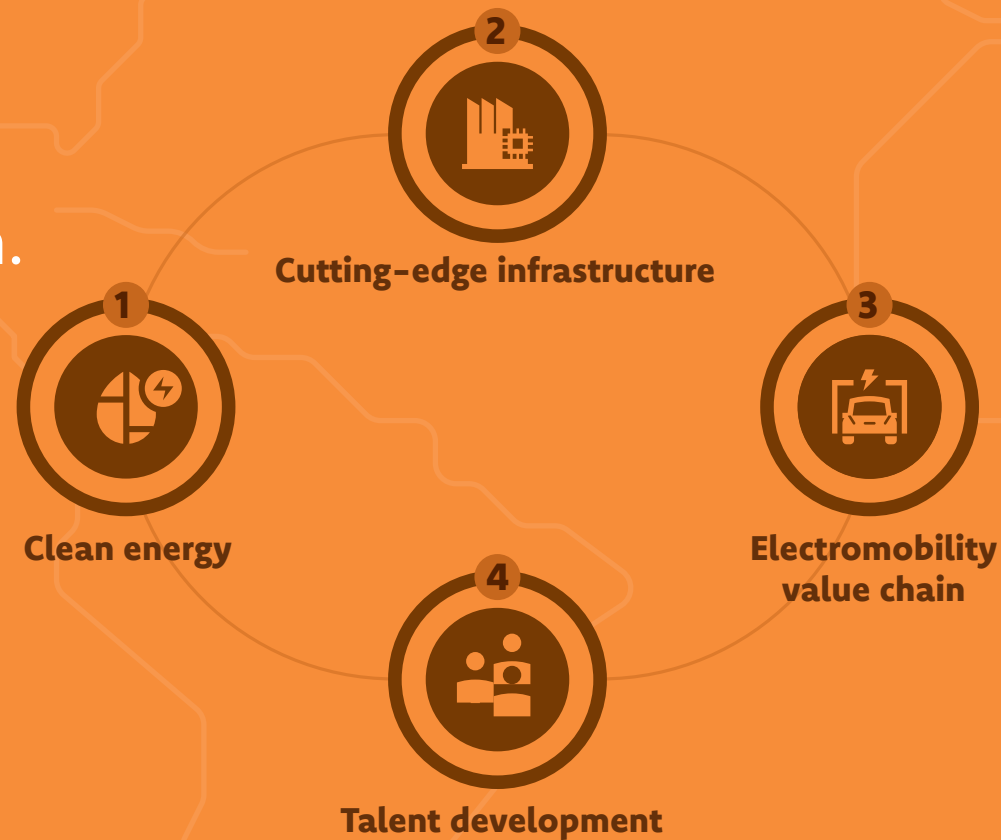
Sonora builds, with effort and commitment, the development vocations that the **XXI century** demands to achieve **sustainability** and **prosperity for the next generations.**



Sonora Plan for Sustainable Energies

Transforming a new **sustainable development ecosystem**.

This includes the generation of clean energy, the development of cutting-edge infrastructure, the growth of electromobility and semiconductor industries, and the development of their supply chains. Additionally, it involves the development of the human talent required by these industries.



Sustainable Ecosystem

1

Clean energy generation

- A 1GW solar plant is currently under construction in Puerto Peñasco, Sonora, which will be the largest in Latin America upon completion.
- Furthermore, additional plants will be built to produce up to 5GW. These solar plants will be strategically located to supply clean energy to the binational electromobility ecosystem.

2

Cutting-edge infrastructure

- With the development of Science Parks, the provided infrastructure will meet the industry's requirements.
- Creating an ideal environment for innovation through a combination of services, academic support, industry collaboration, and Research and Development Centers with a global vision.
- This will ensure sustainable resource management, including clean energy, water, and waste, while taking care of the environment at the site.

3

Electromobility value chain

- Development of the value chain in the electromobility industry, from the mining phase to battery and electric vehicle manufacturing, is a priority in Sonora. The state possesses Mexico's largest lithium reserve, a critical mineral for the industry.
- The semiconductor industry is also a priority in Sonora, with a project underway to create the necessary environment with the infrastructure and talent for highly specialized Back-End processes.
- Availability of critical minerals in Sonora.

4

Talent development

- With a high level of coordination, the National Council of Science and Technology, the Ministry of Education in Mexico, and the Government of the state of Sonora have developed specialized programs to promote human talent in high schools, bachelor's degrees, and postgraduate studies, always striving for educational innovation.
- A binational Research and Development center for semiconductors is being established, which will serve as a collaborative point between semiconductor companies and academia to prepare the scientists and engineers that Mexico requires for this historic opportunity.
- Sonora has formed strong alliances with national and international universities, particularly with Arizona State University, a renowned institution with specialized programs that provide to the demands of the semiconductor industry.

Sonora, an ideal destination for your investment

Mexico and Sonora represent a key proposal for the nearshoring strategy, with the potential to be in front of the global reconfiguration of the value chains, with competitive advantages such as:

- 1 USA—Mexico—Canada Agreement
- 2 14 free trade agreements with 50 countries
- 3 Highest level automotive cluster
- 4 Competitive logistics costs
- 5 Human Capital
- 6 Integration to global value chains
- 7 Time zone with the US market
- 8 Industrial infrastructure

Incentives

Sonora Plan's tax incentives scheme

Federal Tax Incentives
Nearshoring Package

86%

Percentage of exemption for the income tax for 2024 and 2025.

Sonora's Tax Incentives:
Payroll Tax

Up to 6 years

of exemption for the payroll tax.

Municipal Incentives:
Real Estate Tax

From 5 to 10 years

of exemption for the tax.

Non-tax incentive scheme of the Sonora Plan

- **DIVERSE AUTOMOTIVE AND ELECTROMOBILITY ECOSYSTEM**
Sonora possess a complete ecosystem for the development of the automotive and electromobility industries in Mexico, being one of the most important mobility hubs in the country.
- **UNIQUE SCIENCE PARK**
Sonora's Science Parks embody the pinnacle of industrial development, boasting the world's highest standards available. Distinguished as a unique entity within Mexico.
- **OPTIMIZACIÓN LOGÍSTICA**
The highway infrastructure and the capacity increase of the Port of Guaymas reduces logistics costs. Besides, the 8 land border ports on the Mexico border with the USA and the deep connectivity with 8 states of the United States.
- **GREEN ENERGY**
Only place in Mexico with green energy availability for an entire science park.
- **HUMAN TALENT**
Link the +850,000 engineering graduates per year in Mexico with the companies.





**SUSTAINABLE
DEVELOPMENT GOALS**

of the United Nations

In its 2021–2027 State Development Plan, Sonora assumes a firm commitment to conduct concrete actions that generate better economic conditions and a sustained and sustainable development of the state through the adoption of an equitable and democratic planning system with the vision and approach of the UN’s 2030 Agenda.

Scan this QR code
to know more
about Sonora's
2021-2027 State
Development Plan.



www.sonora.gob.mx