

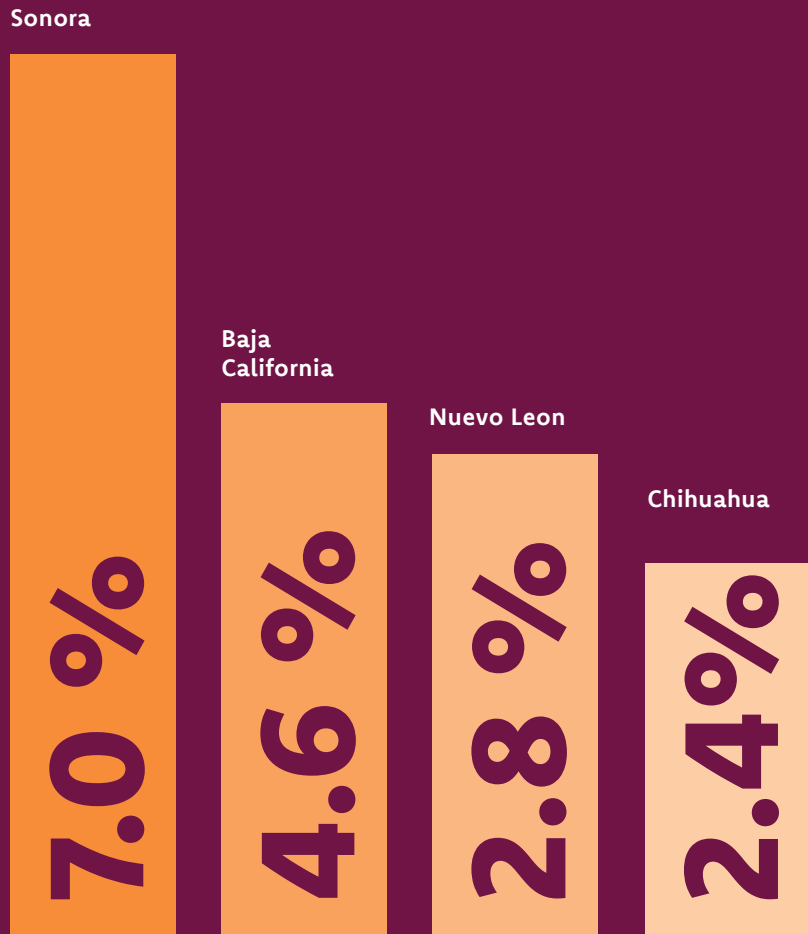
Sonora's Moment is Now

Sonora, leader in industrial activity

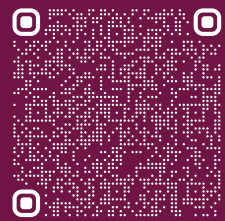
Largest growth in industrial activity in the last decade. Sonora topped northern border states in Mexico during 2022.



Growth of the Industrial Activity Index in 2023 compared to 2022
SOURCE: Industrial Indicator by Federal Entity from INEGI.



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	16



- Sonora**
- Domestic destination**
 - Cancun (CUN)
 - Chihuahua (CUU)
 - Ciudad de Mexico (AICM)
 - Ciudad de Mexico (NLU)
 - Ciudad Juarez (CJS)
 - Guadalajara (GDL)
 - Guerrero Negro (GUB)
 - La Paz (LAP)
 - Leon/ El Bajio (BJX)
 - Loreto (LTO)
 - Mazatlan (MZT)
 - Mexicali (MXL)
 - Monterrey (MTY)
 - Queretaro (QRO)
 - San Jose del Cabo (SJD)
 - Tijuana (TIJ)
 - Torreon (TRC)
- 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

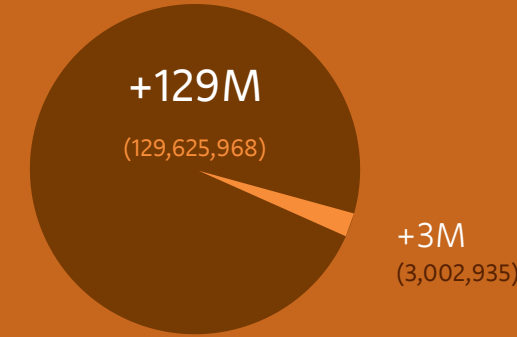
+ than \$2.712M USD¹

Sources: ¹Data Mexico 2023, ²Information as of the 2th Quarter of 2024 SOURCE: National Survey of Occupation and Employment (ENOE), INEGI
³National Accounts System INEGI, ⁴Population: ENOE 4Q of 2023

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

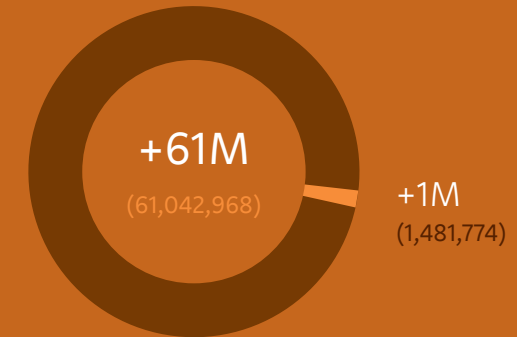
Total Population²

48.18 % of the population is of working age.

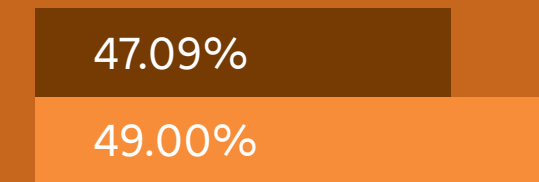


Workforce²

Economically Active Population (EAP)



Percentage of EAP in Total Population

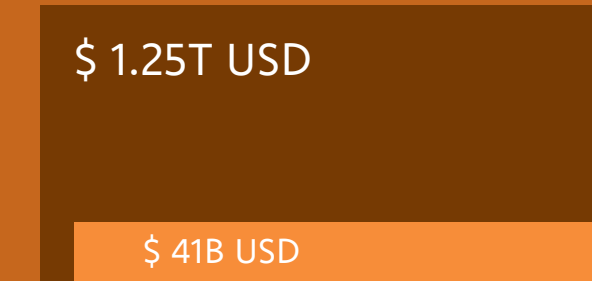


GDP³

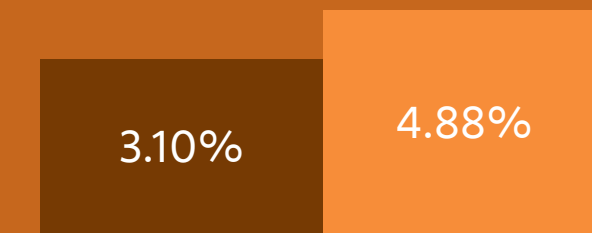
Gross Domestic Product 2023.



Gross Domestic Product 2020.

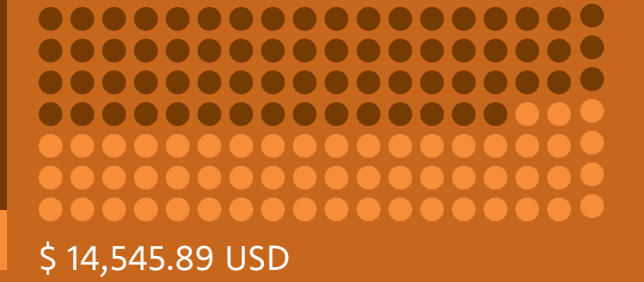


Annual Growth of GDP 2023



GDP per capita⁴

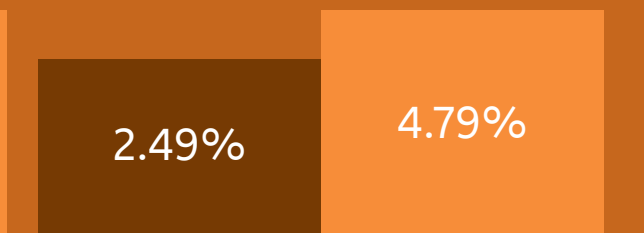
2023 \$ 10,009.33 USD



2022 \$ 9,766.55 USD



Annual Growth of GDP per capita 2023

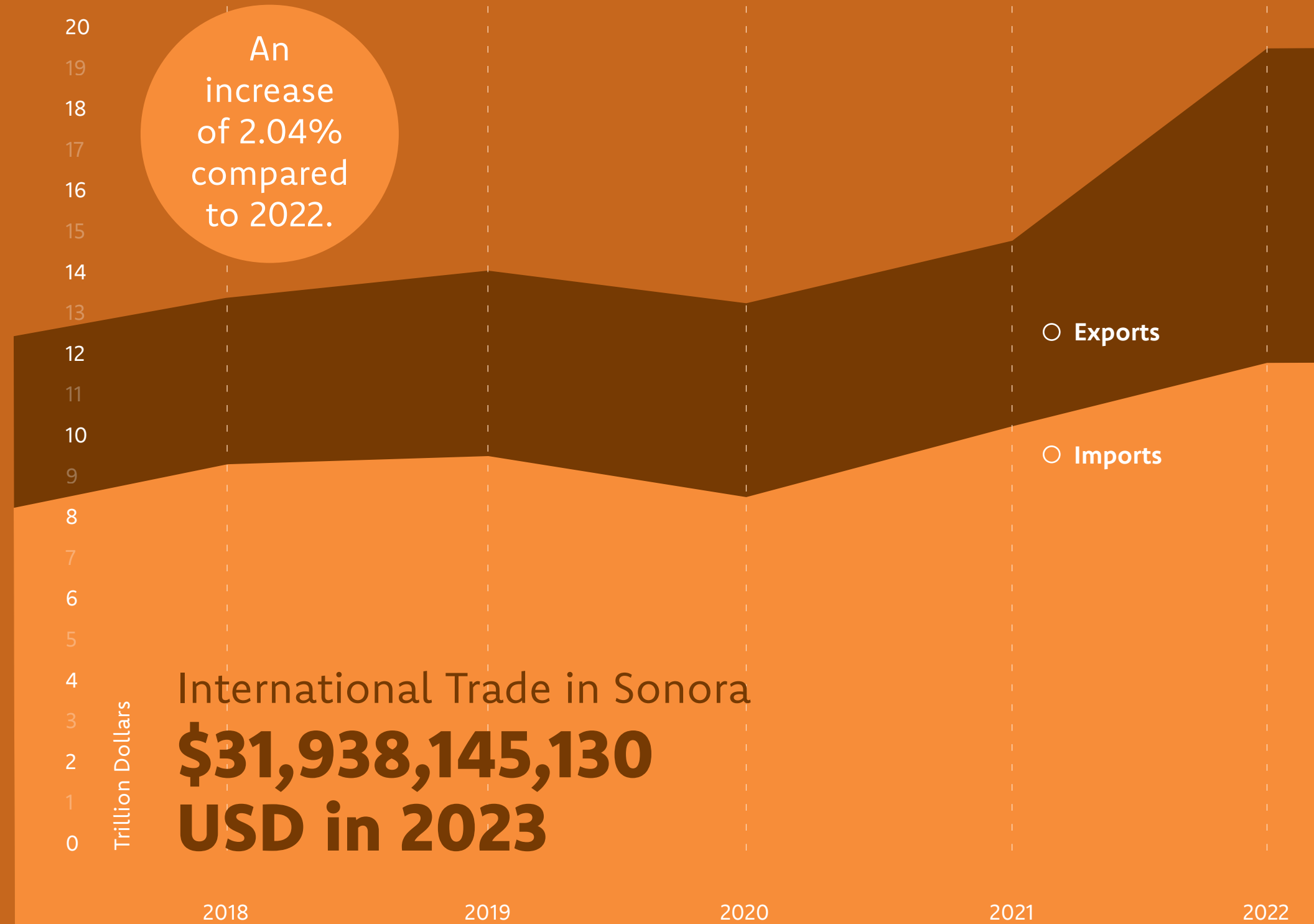
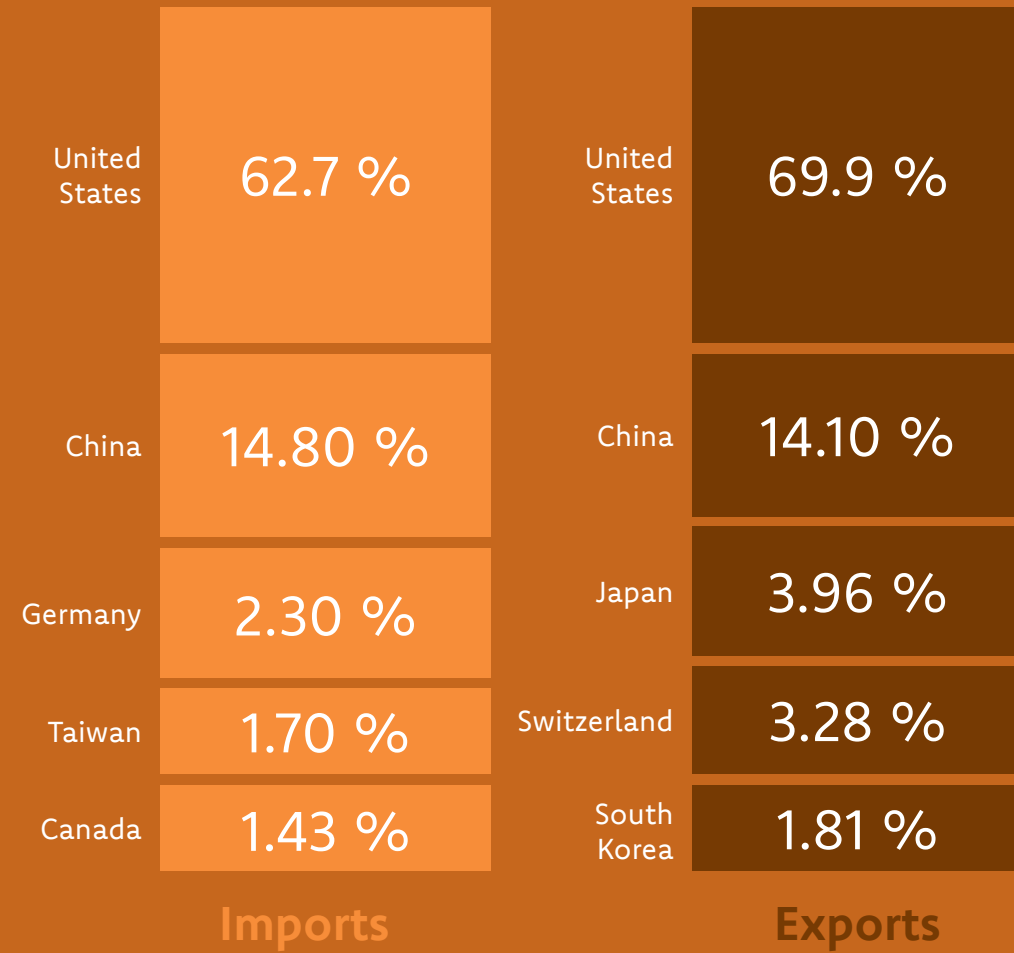


● Mexico ● Sonora

Indicators

Imports & Exports.

Main Trading Partner:
USA¹



SOURCE: Source: Mexico's Merchandise Trade Balance, 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



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.

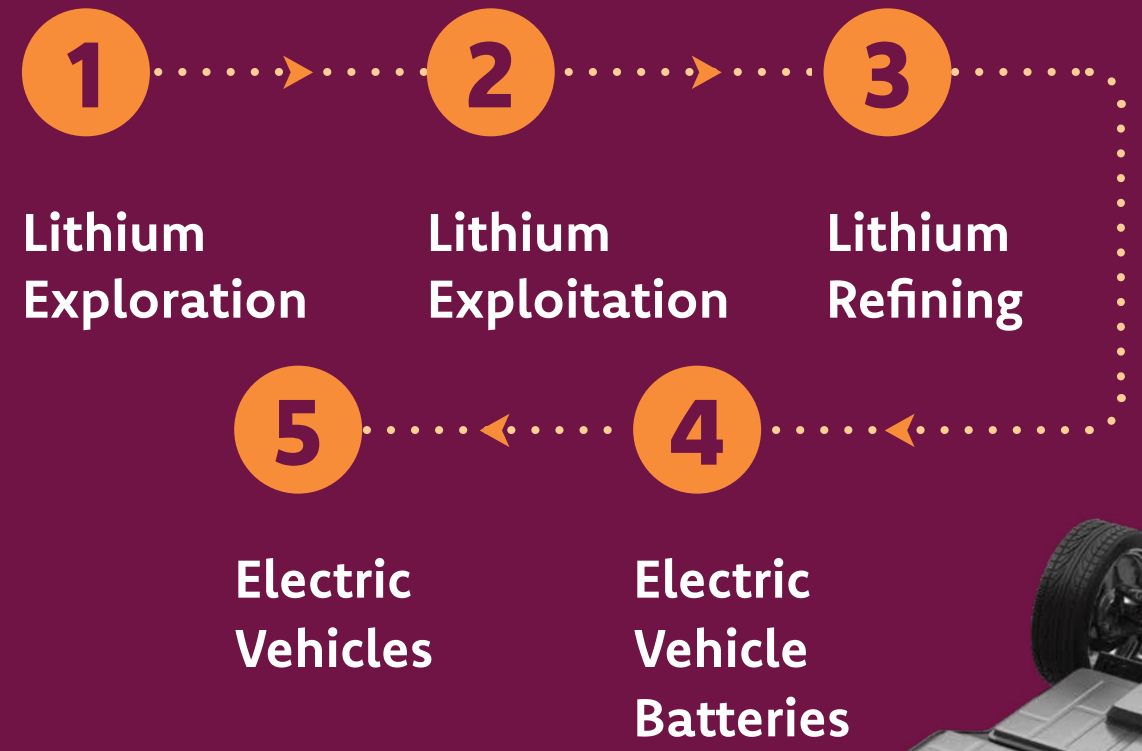
Proven Expertise

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

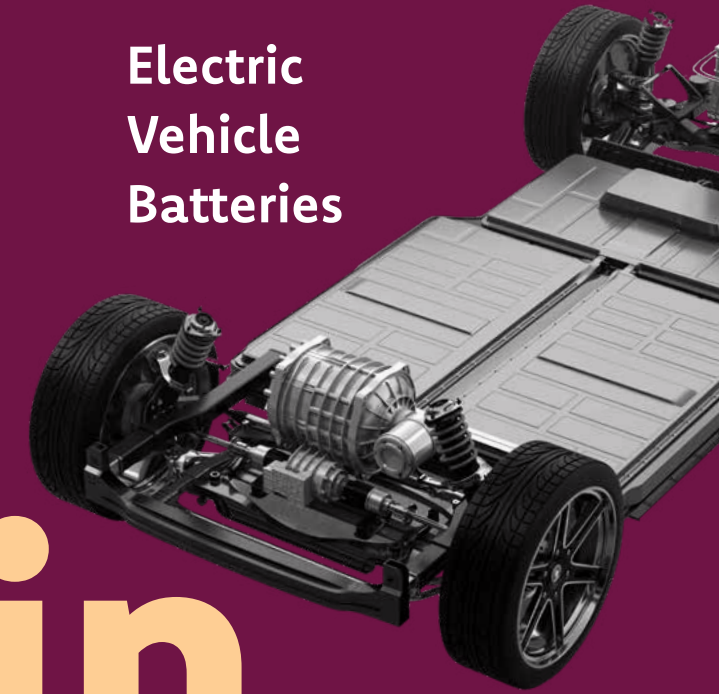
Ford, Tesla, Lucid, Mercedes-Benz, Toyota, Stellantis, Volvo, Polaris, Nissan, VW, BMW, Audi, Honda, GM, among others.

Strategic Projects

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



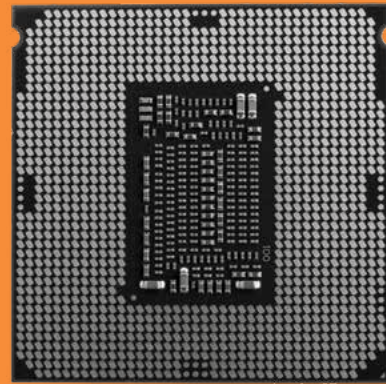
Lithium Value Chain



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

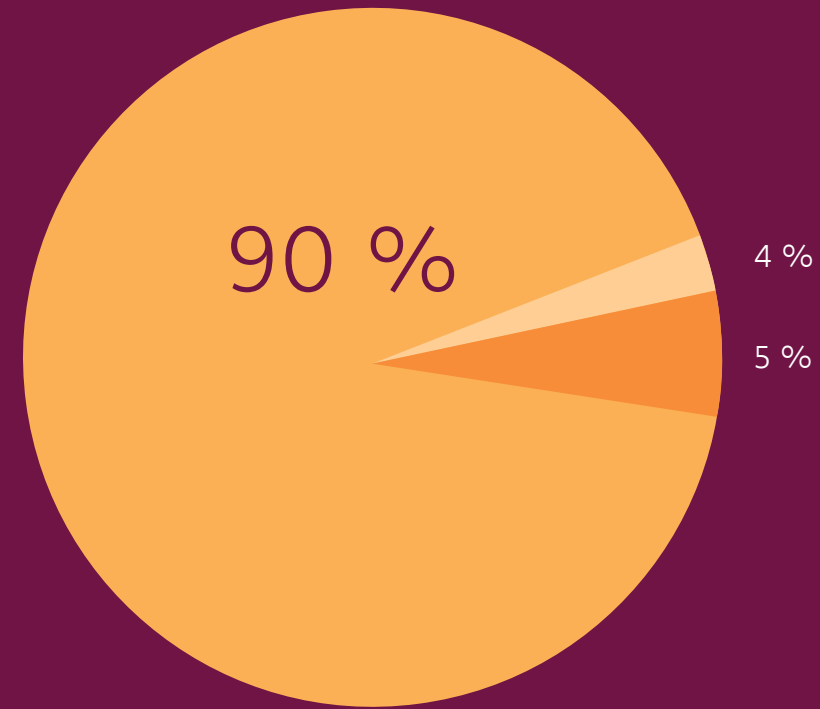
+36,400

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



Global Presence

The **Sonora Sustainable Energy Plan** 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 Sustainable Energy Plan

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 lead the global reconfiguration of value chains, offering 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 into 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 State Tax Incentives: **Payroll Tax**

Up to 6 years

payroll tax exemption.

Municipal Incentives: **Property Tax**

From 5 to 10 years

of exemption.

Non-tax incentive scheme of the Sonora Plan

- **DIVERSE AUTOMOTIVE AND ELECTROMOBILITY ECOSYSTEM**
Sonora boasts a comprehensive 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**
The Science Parks of Sonora embody the pinnacle of industrial development, holding the highest standards available globally. They are distinguished as a unique entity within Mexico.
- **LOGISTICS OPTIMIZATION**
The road infrastructure, along with the increased capacity of the Port of Guaymas, reduces logistical costs. Additionally, there are 8 land border ports on the Mexico–U.S. border and extensive connectivity with 8 U.S. states.
- **GREEN ENERGY**
The only place in Mexico with green energy availability for the entire Science Park.
- **HUMAN TALENT**
Link more than 850,000 engineering graduates per year in Mexico with companies.



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.

Check the magazine about the **Sonora Sustainable Energy Plan** by scanning the following QR:



Learn more on the **official website of CODESO**, go to codeso.mx or scan the following QR:

