



# Jalisco in your pocket





# Introduction

We invite you to discover why Jalisco is the best place to invest in Mexico.

Our state is well known worldwide as having high quality infrastructure, an innovative economy, an excellent business environment and exceptionally qualified human capital - people who will soon form part of your team.

Jalisco is the birth place of tequila and mariachi. Guadalajara, its capital city, is home to Mexico's thriving high tech industry, placing it as the leader in Latin America. More than 2,600 foreign companies of different industrial sectors have invested in the state.

Jalisco has benefitted directly and indirectly by the bilateral investment treaties and free trade agreements signed by Mexico with over 80 different countries.

Jalisco has been a key place for the development of productive sectors such as agriculture, food processing, furniture manufacturing, footwear, textiles, and jewelry. The same can be said of the information and communications technology industry, one of the state's most important industries.

Jalisco is home to manufacturers of highly-complex electronic devices and automotive parts. We also specialize in added value services (BPO, ITO, KPO), aerospace engineering, aeronautics, pharmaceuticals, biotechnology, multimedia, and software companies.



## Excellent Location

The perfect geography for all kinds of entrepreneurial projects



## Jalisco is a great place

With an area of 78,588 km<sup>2</sup>, Jalisco accounts for 4% of the total area of Mexico. Jalisco is divided into 125 municipalities of diverse geography, making it the perfect place for all kinds of entrepreneurial projects.

Guadalajara, the capital city, and five other bordering municipalities make up the second largest metropolitan area in the country.

The Metropolitan Area of Guadalajara is strategically close to two of the country's most important commercial seaports: Manzanillo and Lázaro Cárdenas.

## Jalisco is close to the United States

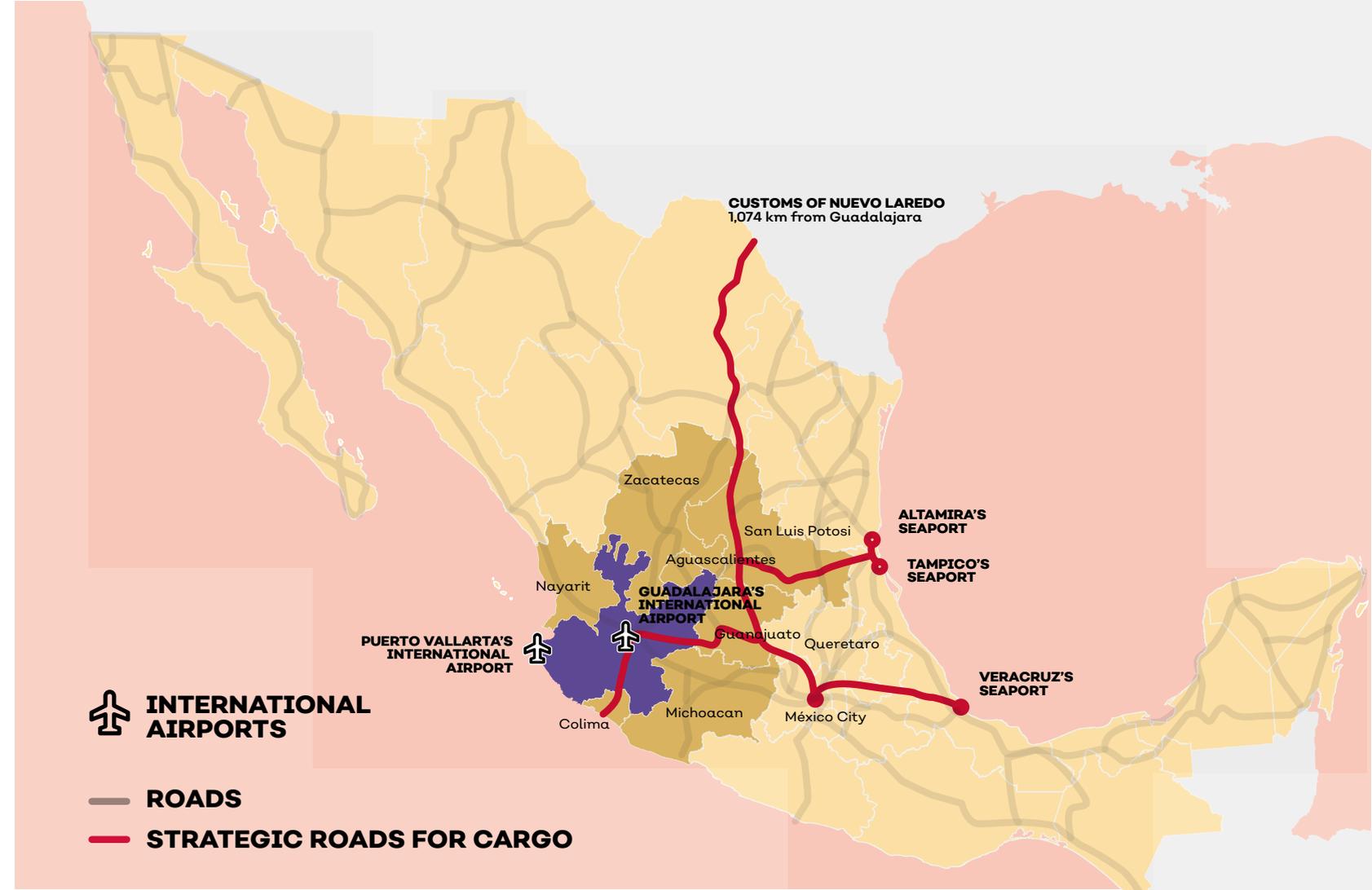
There are 1,074 km of state-of-the-art highway infrastructure leading towards Nuevo Laredo. Los Angeles, California is only 2,104 km away; that is less than 3.5 hours on a direct flight from Guadalajara.

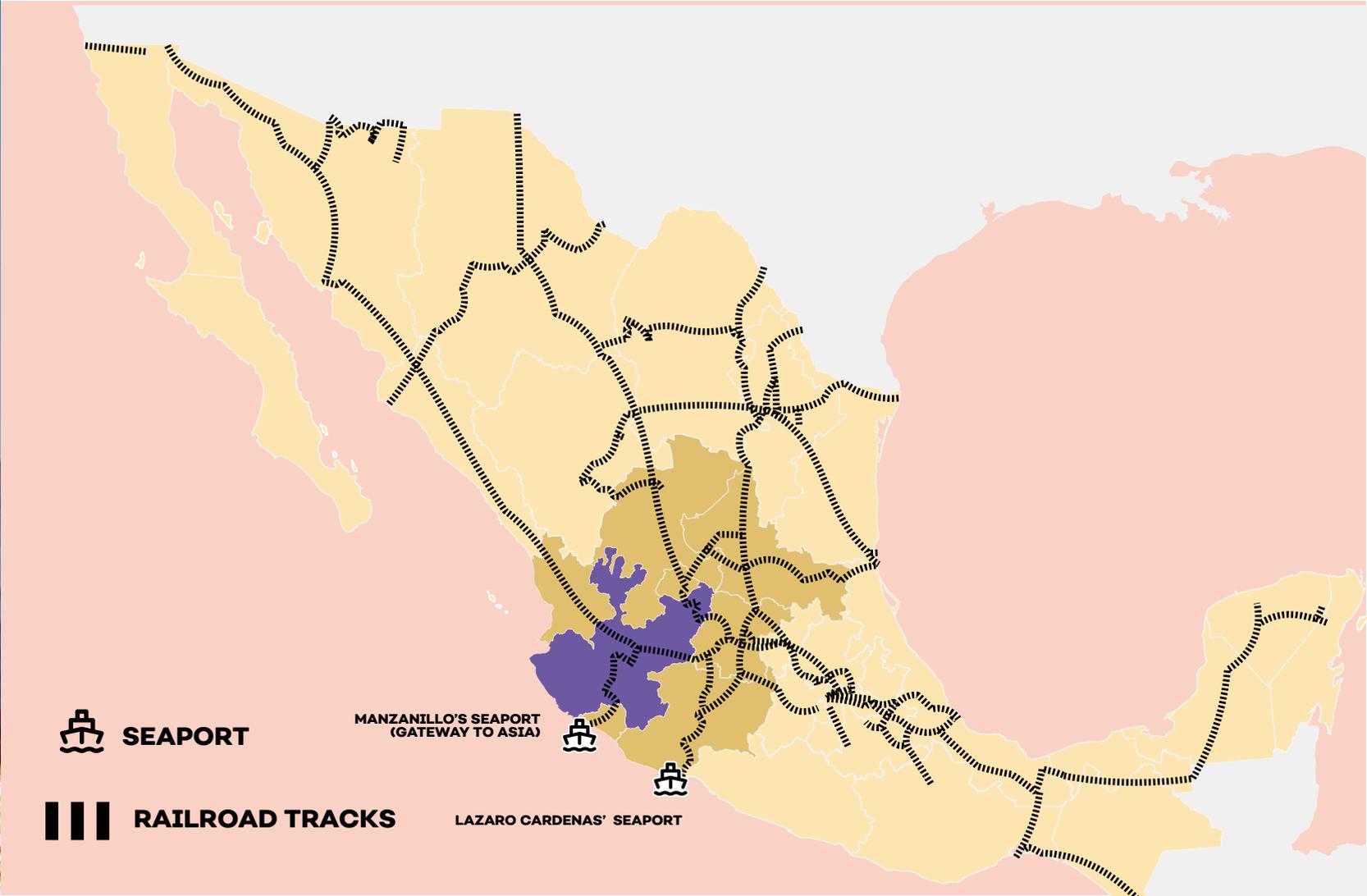
On average, there is one flight per hour to the United

States from Guadalajara.

## Jalisco is a safe place to live

"If Jalisco were a country, it would have Switzerland's population size"





 **SEAPORT**

MANZANILLO'S SEAPORT  
(GATEWAY TO ASIA)



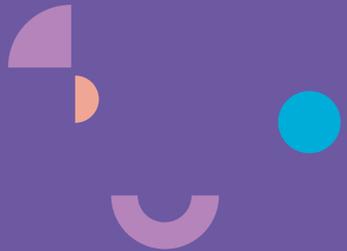
 **RAILROAD TRACKS**

LAZARO CARDENAS' SEAPORT





# Infraestructure



## Jalisco is the best connected

Jalisco is one of the best connected regions in the country with the most efficient network of roads and railroads in Mexico.

Guadalajara has modern interconnection services between cities with adequate routes for transporting goods.

The distance by railroad to Mexico's other main cities is also very short, only 600 km to Mexico City and 1,400 km to Monterrey.

Jalisco has some important projects that will improve our already privileged location:

- Expansion of the highway Manzanillo-Guadalajara.
- Expansion of the highway Guadalajara-Puerto Vallarta.

Jalisco has a railroad network that offers safe and fast connections to main national and international destinations.

Jalisco connects you by sea to any destination. It is

located between two of the most important ports of the country: Manzanillo and Lázaro Cárdenas.

Jalisco's capital is 300 km from the Port of Manzanillo, which:

- Is three hours away by highway.
- Has 35 sea transportation lines and it maintains commercial relationships with 57 ports in exports and 67 in imports focus on containerized cargo.

The exit to the Pacific through Lázaro Cárdenas Port is around 500 km away and approximately 1000 km from the Atlantic through the Port of Veracruz..

## Jalisco is your flight to success

Jalisco has 2 international airports that offer direct or connecting flights to any destination:

- The first airport is located in Guadalajara; it is the second largest cargo airport in Mexico and fifth in Latin America because of its export and import infrastructure.

- The second airport is in Puerto Vallarta, the most important beach tourist center in the state.

The total number of international flights between both airports in 2015 surpassed 40,000. This represents more than 5 million passengers flying to and from international destinations.

Guadalajara's airport has 23 direct flights to main destinations in the USA with flights that are an average of four hours long. It offers connecting flights to the most important airports in the United States (Los Angeles, Houston, Dallas, San Antonio, Louisville, Lovington, Memphis, Chicago and Huntsville, among others).

More than 240 international cargo flights per month depart to various destinations.

## Jalisco has the best logistics platform, infrastructure and services

Jalisco has the best logistics platform, infrastructure and services at the Guadalajara airport; it is the most modern in Mexico and the second most

important in Latin America. This platform offers solutions for all different types of companies. It has a range of storage facilities, crossed-platform services, domestic distribution, intermodal and air transportation, two cold storage chambers, etc.

Jalisco has a logistics center with strategic infrastructure and an intermodal loading terminal, customs and all necessary services.

There are 58 industrial areas including industrial zones, parks and condominiums, such as Guadalajara's Software Center.

Among these, Jalisco has "Colinas de Lagos" a park that will promote industrial activity in the city of Lagos de Moreno, located right in the middle of the Bajío Zone, which is the Mexican Automotive Corridor.

The roads link Jalisco to Mexico City and to other important industrial centers such as Monterrey, Saltillo, Torreón, Querétaro, León, Salamanca, San Luis Potosí, as well as to other destinations in the northwest, center and south of the country.



# Economy and innovation



## Jalisco is innovation

### Jalisco is leader in innovation and design.

The Center for Innovation and Design of Mexico (MIND) is located in Jalisco. There, the different productive sectors meet and create ecosystems with the goal of adding value to industry. These are:

1. **Fashion:** Jewelry, textile, garments and footwear.
2. **Gourmet:** Food, beverages, agro-industry, restaurants and tequila.
3. **Logistics:** Brokers, exports and transports, etc.
4. **Furniture:** Furniture manufacturers and distributors, interior designers, etc.
5. **Design:** Formed by associations, agencies and design schools.
6. **Habitat:** Housing industry.
7. **High Technology:** IT, telecommunications and electronic industry.
8. **Transversal:** Support industries to main sectors (printing and packaging companies, etc.).

Guadalajara was selected by the Massachusetts Institute of Technology (MIT) from out of more than 12 cities in Mexico as the place to establish the Digital Creative City. This initiative seeks to create a

center for digital industry in areas such as television, cinema, video, digital animation, interactive media, etc. Continental has an automotive industry Innovation, Research and Development Center, considered one of the three best in the world.

## Jalisco has a stable economic growth

Investment in Jalisco is backed by a solid economy and legal security that will enable your plans to become reality. In terms of its economic potential, our state is home to the second largest city in the country and is one of the 4 largest economies in Mexico, representing 7.1% of the country's total GDP in 2016.

## Jalisco is trade

Jalisco is an area that offers investment opportunities in all types of productive activities.

In Jalisco 65% of investment growth takes place in the services industry, focusing on trade, hotels and

restaurants.

The transformation industry grew almost 30%, with manufacturing and construction being two of the most important activities.

Jalisco is number one in farming and ranching in Mexico. Jalisco is the leading producer in Mexico of berries, agave (tequila), lime, dairy products, eggs and pork meat.

Expo Guadalajara is one of the most important exhibition centers in the country and the third largest in Latin America with more than 70,000 visitors per year to private events that offer world-class exhibitions.

## Jalisco is the best destination for investment

For the past 10 years, the Foreign Direct Investment in Jalisco has been growing successful with around 1.3 billion US in 2017. The principal investor in Jalisco are USA, Germany, Belgium, Spain, Canada and Japan. The principal destination are in the next

sectors: IT, electronic, energy, automotive and agroindustry.

In 2017 Jalisco exported more than 48 billion US Dollars in products, with the main goods being electrical apparatuses and their spare parts (e.g., servers and telecommunications equipment), transportation equipment and food products.

On the other hand, imports in 2017 surpassed 54 billions US Dollars. The main imports are in the areas of electronic equipment and components, chemical products, and common metals and their manufacturing or chemicals.



**Business  
environment**



## Jalisco is support

Jalisco offers support at the both the state and local level. The incentives available adapt to the needs and characteristics of each particular investment prospect.

- Training
- Infrastructure
- Competitive Prices at Industrial Parks.
- Territorial Reserves.

## Jalisco is fast and safe

It is fast and safe to do business in Jalisco:  
Our single-window facilities speed up the processes of starting a new business in a matter of days.  
Investors' rights are supported by solid laws and institutions. This is the case of intellectual property rights, tax, social and labor laws.

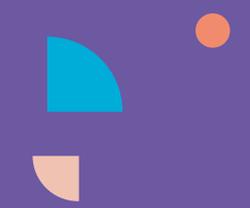
## Jalisco is trust

Jalisco has earned the trust of more than 2,900 international companies throughout different sectors. Some examples are:

- Honda (Japan)
- Yakult (Japan)
- Intel (USA)
- Flex (USA)
- Sanmina (USA)
- HP (USA)
- Continental (Germany)
- Nestle (Switzerland)
- Technicolors (France)
- Virbac (France)
- Tata Consulting (India)
- HCL (India)



**Knowledge**



## **Jalisco is leader in educational centers**

Some of the most prestigious public and private higher education institutions in the country are located in Jalisco.

Universidad de Guadalajara is the second largest public university in Mexico with 12 campuses and 320 schools distributed throughout Jalisco and Los Angeles, California.

Jalisco's main private universities are:

- Universidad Autónoma de Guadalajara (UAG)
- Instituto Tecnológico de Estudios Superiores de Monterrey - Guadalajara Campus (ITESM)
- Instituto Tecnológico de Estudios Superiores de Occidente (ITESO)
- Universidad Panamericana (UP).
- Universidad del Valle de Atemajac (UNIVA)

16 technical institutes and universities depending on the Ministry of Innovation, Science and Technology of the State of Jalisco with the capability of designing tailor-made training programs.

In 2016-2017 the number of university graduates was more than 48,500 in different areas. Around 20% in the high tech sector.

## **Jalisco is a place with qualified human capital**

- Specialized labor.
- Average age is 25 years old.
- Jalisco has more than 40 years of experience in high technology, electronics, telecommunications and automotive industries.
- The personnel turnover rate is lower than US-bordering states.

In other words, Jalisco is a state that has competitive labor costs, the availability of qualified labor and the lowest turnover rate in Mexico's 3 largest cities and the border area with the United States.

## **Jalisco has bi-cultural education opportunities for your family and business**

Guadalajara has a variety of international schools for your children's education.

We have schools that teach primarily in English, such as the American School Foundation of Guadalajara and the Canadian School.

The Instituto Franco-Mexicano follows the French education system, and the same goes for the Colegio Aleman, and the Colegio Japonés, both of which follow their respective country's education systems.

Likewise, in Jalisco there are institutions that specialize in teaching other languages like Mandarin Chinese, Italian, Portuguese and more.

There are three Japan-Jalisco Research Centers at the Universidad de Guadalajara, Instituto Tecnológico de Estudios Superiores de Monterrey Campus Guadalajara (ITESM) and Universidad Autónoma de Guadalajara (UAG).



**Quality of life**



## Jalisco has amazing weather

Jalisco has one of the best climates in the country. The weather in Jalisco is mild, with pleasant temperatures, mild humidity and rain in the summer. Guadalajara's temperature ranges between 11 and 26°C.

Jalisco's beaches are among the most visited by tourists worldwide. Puerto Vallarta is Mexico's most visited beach, with approximately 3 million tourists arriving each year.

Jalisco also has many other beautiful beaches like Melaque, Barra de Navidad, Mismaloya, El Tamarindo, Tenacatita, Careyes and Chamela, just to name a few. In these places you will find a wide variety of marine life, traditional dishes from the area, a great selection of hotels and an active night-life.

## Jalisco is culture

In Jalisco you can enjoy important events in different cities throughout the state.

Expo Guadalajara hosts international events with more than 2.5 million visitors per year, such as the International Book Fair, which is the second largest of its kind in the world. In addition, 257 events are held annually including 74 exhibitions, 158 corporate events and 25 conferences.

The Auditorio Telmex and the Teatro Diana have the capacity to seat 8,000 and 3,000 people respectively.

The Hospicio Cabañas is home to the works of the acclaimed muralist José Clemente Orozco. This is one of Guadalajara's most representative buildings and is considered a World Heritage Site since 1997 by UNESCO.

In addition, the Teatro Degollado, built in the mid-19th century is another one of the state's most important buildings and is the home to Jalisco's Philharmonic Orchestra. It also hosts theater performances, concerts, dance shows and much more.

## Jalisco is convenience

Jalisco has more than 65,000 hotel rooms. Two thirds of them are located in the Guadalajara Metropolitan Area and in Puerto Vallarta.

Guadalajara has more than 10,000 hotel rooms with a four-star or higher ranking, and Puerto Vallarta has 9,000.

In Jalisco you will find the most important jewelry centers in Mexico and will have the opportunity to discover their unique and high quality designs.

In Jalisco there are several shopping centers where you can take advantage of the unique shopping experiences available here.

## Jalisco is magic

**Enjoy Jalisco's magic.**

Chapala Lake, the largest fresh water body in México, is less than a 1 hour drive from Guadalajara.

Tequila, the town where one of the most famous beverages of the world is produced, giving the beverage its celebrated name, is less than a 1 hour drive from, Guadalajara. Its beautiful blue agave landscape declared World Heritage Site by UNESCO in 2006.

Tapalpa, Mazamitla, Tequila, San Sebastián del Oeste, Lagos de Moreno, Mascota and Talpa de Allende were designed "Pueblos Mágicos" by the Federal Government because of their symbolic characteristics, legends and stories, as well as their cultural wealth and history.

## Jalisco is the best location for medical attention

Invest in Jalisco, where your health is protected by a modern infrastructure of medical and hospital services.

Jalisco has more than 30 private hospitals with a wide variety of medical specialties. Sixteen of them offer their services in English.

Jalisco also has public hospitals with modern equipment and specialized medical institutions such as the Hospital Civil, Mexico's Social Security Institute, and hospitals for workers and state employees, Red Cross, Green Cross and a digital hospital in Lagos de Moreno.





**Jalisco is  
the place  
to:**

- **Invest**
- **Do business**
- **Study**
- **Work**
- **Live...**



# Jalisco automotive



## General information

**Companies:** 271

**Foreign Direct Investment:** 166  
MDD (2018 3Q)

**Jobs:** 27,943

## Main products/services

- Seats
- Harnesses
- Bearings
- Plastic Parts
- Door Handles
- Headlamps and illumination systems
- Breaks and Suspensions
- Axles and Transmission
- Steering Pieces

## Main companies

- Honda
- Sumida
- Hella
- ZF Sachs
- Continental
- Daido Metal

- Alpha
- Lite-On
- Nissin Kakou
- Matsuo
- Sanwa Screen
- Miyazaki Seiko
- Advics
- Efi Automotive
- Matsuo
- Sanwa Screen
- Miyazaki Seiko
- Advics
- Efi Automotive

## Human talent

12 World-class Universities, 67 Postgraduate Programs, 2 Major Business Schools, 3 Technological Universities, 12 Technological Institutes, 598 Job Training Centers, 58 Technical Schools.

Chambers and Associations in the State (CADELEC and CANIETI)

## Export

**Amount:** 7,402 Million US Dollars  
2017

**Products:** Engines, parts and accessories (bodies and cabins), automobiles for transportation of goods, breaks and servo breaks, etc.

**Countries:** USA, Colombia, Peru, Ecuador, Chile, Panama, Argentina, Uruguay and Bolivia.

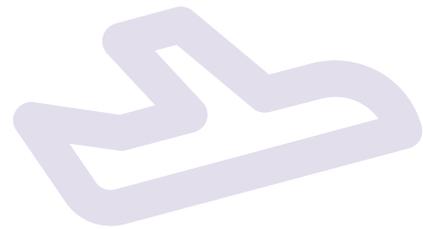
## Import

**Amount:** 2,400 Million US Dollars  
2017

**Products:** Breaks and servo breaks and their parts, automatic gear boxes, axles with differentials, parts and accessories for radiators, suspension shock absorbers, body stamped parts, etc.

**Countries:** USA, Brazil, Japan, China, Italy, Taiwan, Finland, Germany, Sweden and South Africa

# Jalisco aerospace



## General information

**Companies:** 46

**Jobs:** 995 + 1000 MRO

## Main products/services

- Avionics- PCB, PCBA  
Mfg, Enclosures, Coating,  
Assemblies and others
- Metal Mechanical Parts -  
Precision Machining, tooling,  
forge, Engineering design &  
Stamping.
- Engineering Services-  
Software development,  
Mechanical Design, Analysis  
Design, testing, Virtual Mfg.  
Instrumentation , among  
others
- Unmanned Aircraft -  
Technological Tools for  
monitoring Public Safety and  
Civil Protection
- Software & Embedded Sw.
- Composites - Carbon Fiber
- MRO & FBO

## Main companies

- Hydra Technologies
- ST Soluciones Tecnológicas
- Sanmina
- Flextronics
- JABIL
- Zoltek
- BenchMark
- MyC Aerospace
- QuickSilver
- AeroSoluciones  
Internacionales
- AviaCraft
- Interlatin
- Tata Technologies
- X-Qna

## Human talent

### Certification Program

- Hardware and Software  
Design for Aerospace
- Mechanical Design
- MD&T Nov

## Master's Degrees

- Aerospace Engineering Master  
Degree

## Specialized Training

- Small Satellites Training
- CATIA Training (Basic,  
Intermediate, Advanced)

## B.S.

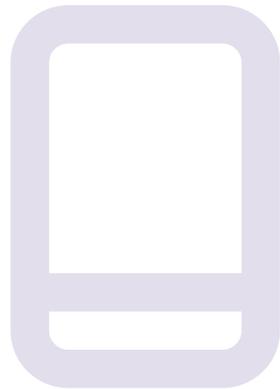
- 3 Universities are starting  
the career of Aeronautic  
Engineering
- IMA – ITESM Guadalajara  
develops Mechanic Engineers  
and Administrators focusing  
on automotive and aerospace  
industry
- At the Universidad Marista de  
Guadalajara with Aeronautic  
Engineering focused on the  
MRO Operation

## Entrepreneurial integration

- Jalisco's aerospace council

- Canieti
- Cadelec
- 12 universities
- Mexican space agency

# High technology



## General information

**Companies:** +600

**Foreign Direct Investment:** 149 MDD (2018 3Q)

**Jobs:** 56,751

## Main products/services

- Electronic and telecommunications equipment
- Servers and IT equipment of high complexity
- Medical devices
- Measuring and telemetry equipment
- Automotive components
- Great capacity storage data equipment
- Aeronautical components and equipment
- Design services and test of semiconductors and electronic components
- High Added Value services (BPO and KPO)
- Design services and test of software and embedded

- systems
- Development of videogames and multimedia applications

## Main companies

### Manufacturing:

- Flextronics
- Sanmina
- Jabil
- Foxconn
- IBM
- Continental

### IT:

- HP
- Intel
- Dell Services
- HCL
- Tata Consulting Services
- Bank of America
- Oracle

## Human talent

Jalisco graduates an average of 6,000 Technicians and Engineers

each year, in different specialties through:

- 14 Universities Acknowledged Internationally
- 15 Technological Institutes
- 58 Technical Schools and
- 598 Labor Training Centers

## Export

**Amount:** 16,719 MDD (2017)

**Products:** Electronic equipment and telecommunications. Servers and IT equipment of high complexity. Medical apparatuses. Measuring and telemetry equipment. Automotive components.

**Countries:** US, Canada, Germany, Switzerland and Hungary.

## Import

**Amount:** 17,816 MDD (2017)

**Products:** Telephone electric apparatuses. Integrated circuits

and electronic microstructures. Automated machines for data processing. Parts and accessories. Machines and apparatuses to print, clichés, plants, cylinders and other printing elements. Apparatuses to cut, sectioning, protection, derivation, joint or connection of electric circuits.

**Countries:** US, Luxembourg, China, Singapore, Malaysia, Taiwan, Germany, Hong Kong and Canada

## Entrepreneurial integration

- CANIETI Occidente
- CADELEC
- CINVESTAV
- U de G
- ITESM

## Specialized infrastructure

- 36 Design Centers
- 4 Research and Development Centers
- 2 Software Centers

- 1 Multimedia Park
- 2 High Technology Incubators

# Agribusiness Food Industry Gourmet



## General information

**Companies:** 12,529

**Foreign Direct Investment:** 28.7 MDD (2018 3Q)

**Jobs:** 178,733

## Main products/services

### First place in the production

**of:** Confectionery, egg, edible oil, sauces, advanced foods, pork meat, dairy products, raspberries, cranberries, corn for animal feed, tequila agave, chickpeas for animal feed, sweet lime, fowl and beverages.

### Second place in the production

**of:** Beef, sugarcane, watermelon, green tomato, grain maize.

### Third place in the production of:

Honey and avocado

## Main companies

- Alceda
- Alimentos Extruidos
- Almidones Mexicanos

- Alpezzi Chocolate
- Béticos
- Bimbo
- Cervecería Cuauhtémoc Moctezuma
- Cervecería Modelo de Guadalajara
- Chocolatera de Jalisco
- Comercializadora de Lácteos y Derivados
- Confitera Mexicana
- Cremeria Americana
- Embotelladora Aga
- Embotelladora de Occidente
- Embutidos Corona

## Human talent

4,110 graduates from careers related to the sector in 2012.

Educational Institutions with an educational program related to the industry: Conalep, Univa, Universidad de Guadalajara, UVM, Universidad Autónoma de Guadalajara, ITESM, ITESO, in

addition to diverse Technological Institutes.

## Export

**Amount:** 2,912 MDD (2017)

**Products:** Tequila, raspberry, blackberry, mulberries, industrial bakery, tomato growing, cut and packing of cattle meat and fowl.

**Countries:** US, Switzerland, Australia, Japan and Guatemala.

## Import

**Amount:** 2,309 MDD (2017)

**Products:** Starches and their derivatives, chocolate and chocolate products as of cacao, powder milk or in tablets, solubles and dried grains from corn distillation, crude oil, animal fats of the species bovine, ovine and caprine.

**Countries:** US, Luxembourg, New Zealand, Canada, Costa Rica.

## Specialized infrastructure

Food analysis laboratory, accredited before the EMA (Entidad Mexicana de Acreditación A.C.) demonstrating technical competence pursuant to international standard ISO 17025.

## Entrepreneurial integration

Food Industry Chamber (925 affiliated enterprises), sole specialized chamber in the realm Nationwide.

- CAJ
- CIAJ
- CANIRAC
- CRT
- Tequila Chamber

SOURCE: INEGI, SHCP, IMSS, SEIJAL, SEJ & Entrepreneurial Chambers

# Biotechnology Pharma medical



## General information

**Companies:** 165

**Foreing Direct Investment:** 4.6  
MDD (2018 3Q)

**Jobs:** 22, 684

## Main products/services

- General medicines
- OTC products
- Animal drugs
- Medical devices

## Main companies

- Boehringer Ingelheim
- Virbac
- Novartis
- Fresenius Kabi
- Grifols
- Opko
- Hipra
- Elanco
- Shopia
- Pisa
- Omnilife

- Rimsa
- Silanes

## Human talent

8,655 Medical Graduates.  
More than 950 with graduated  
specialization studies.

- 2, 694 Nurses
- 1,844 Medical Surgeons
- 1,894 Psychologists
- 1,236 Nutrition
- 537 Dentists
- 450 Physical Therapists

**Universities with relevant studies:** 11

**Research Centers:** 11 Medical

## Research Centers

- 8 Public
- 3 Private

**Hospitals:** 37 Hospitals (17 provide  
services in English)

- 32 Private
- 5 Public

## Export

**Amount:** 238.52 Million US Dollars

**Products:** Penicilin, syringes,  
catheters, chemicals, tubing,  
burette equipment, urine bags,  
equipment for PD, bags of  
parenteral and enteral nutrition,  
generics.

**Country:** USA, France, New Zeland,  
Costa Rica, Middle East, Europe,  
Caribbean, Europe.

## Import

**Amount:** 706.80 Million US Dollars.



**Jalisco** in your pocket

