An overview of the Mexican industrial parks
In Mexico, the Mexican Classification Norm for Industrial Parks (NMX-R-046-CSFI-2005) states that an industrial park must have a minimum extension of 10 hectares of urbanized land, with the recommendation of 10 additional hectares for future expansions.

Therefore, a “Certified Industrial Park” is obligated to have internal regulations, green areas, water treatment plants, fire protection systems, internal sidewalks and roadways, signals, parking lots and public lighting, among others.

Besides, an industrial park must be an important element for the urban planning for the cities, in order to have more rational use of the space, the water and the electric power, contributing to the strategies for the region’s sustainable industrial development.
Advantages of Industrial Parks in Mexico

- Certainty on the property of the land.
- Certainty on the availability of public infrastructure.
- Certainty on the permits for industrial operations.
- Location close to the country’s main transport facilities.
- Location close to human resources and educational centers.
- Central administration that guarantees the internal protection of tenants and the infrastructure permanent maintenance.

An industrial park is a **READY TO USE** industrial land because it offers all the infrastructure, permits and other services required for the **IMMEDIATE** operation of any plant or distribution center.
Advantages of AMPIP’s Parks in Mexico

AMPIP members are large corporations in Mexico which offer important value added services that facilitate the installation of a new facility, such as:

- Availability of industrial buildings according to the needs of the client: if a current building is too large, it can be subdivided; if it needs a new design, it can be reconstructed; if it is too small, it can be expanded.

- Built-to-suit services at client’s specifications.

- Shelter programs to facilitate the administration of new operations, with services including recruiting, accounting, finance, transportation, custom brokerage and all inclusive offices.

- First contact and procedures with local authorities for permits and incentives.

- General assistance, from the planning phase to the operation of the plant or distribution center.

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The Mexican Association of Industrial Parks (AMPIP) was created in 1986 to represent the interests of the most prominent industrial developers of Mexico.

At present, AMPIP comprises more than 50 corporations which own approximately 140 industrial parks, with a total amount of 16,000 hectares of land, half of which are already developed, with more than 2,000 multinational companies established there.
• Mexico’s strategy is no longer cost-based but logistics and cluster development based.
  ✓ Just-in-time shipping to North America.
  ✓ Vicinity with intermodal transportation and suppliers.
  ✓ Attraction for more added-value industries, such as automotive, electric-electronic, metal mechanic and aerospace.
2006 Members

1. American Industries, Chih.
2. Amistad Desarrolladores Ind., Coah.
3. API Altamira, Tamaulipas
5. Brasa Desarrollos, Texas
6. Cedros Business Park, D.F.
7. Ciesa, Nuevo León
8. Cofin Hidalgo, Hidalgo
9. CPA, Nuevo León
10. Davisa, Coahuila
11. Dynatech Industrial Parks, Sonora
12. El Florido, Baja California
13. Fideicomiso Zacatecas, Zacatecas
14. Fideicomiso Michoacán, Michoacán
15. Fideicomiso Tabasco, Villahermosa
16. Fideicomiso Chiapas, Chiapas
17. Fideicomiso Xicotencatl, Tlaxcala
18. Fidepar, Estado de México
19. G Acción, D.F.
20. Gicsa, D.F.
21. Grupo Alas, Puebla
22. Grupo Domos, Nuevo León
23. Grupo Garza Ponce, Nuevo León
24. Grupo La Mesa, Baja California
25. Grupo O’Donnell, D.F.
26. Grupo Río San Juan, Tamaulipas
27. Hines, D.F.
28. Iamsa, Baja California
29. Intermex, Chih.
30. Intramerica REG, Nuevo León
31. LaSalle Investment Management, D.F.
32. Maran, Baja California
33. Offshore Group, Sonora
34. Oradel, D.F.
35. P.I. Antonio J. Bermudez, Chih.
36. P.I. Calafia, Baja California
37. P.I.de Atitalaquia, Hidalgo
38. P.I.Los Fuentes, Chih.
39. P.I.Millennium, SLP
40. P.I.Querétaro, Querétaro
41. P.I.San Jorge, Jalisco
42. P.I.Valle de Tehuacan, Puebla
43. P.I.Yucatán, Yucatán
44. Parque Logístico de Tizayuca, D.F.
45. Parques Industriales Amistad, Coahuila
46. Las Américas de Torreón, Coahuila
47. Pimsa, Baja California
48. Prologis, Nuevo León
49. Prom. Industria Chihuahuense, Chih.
50. Prudential Real Estate Investors, D.F.
51. Vesta, D.F.
52. Zona de Conectividad Durango, Dgo.
Socios AMPIP – Reynosa
You should come to Reynosa, “0” miles from the US!!

Source: City of Reynosa
Reynosa is at one of the ends of future corridor I-69, the shortest route between the US’s industrial northeast and the largest markets in central Mexico.

The area should also be considered as a good place to locate national distribution centers. These centers could source from Asia, Europe, Mexico, South America and US.

The commercial flow on the NAFTA route has grown 117% in the last 10 years.

Source: City of Reynosa
There are 4 main highways which connect us with the rest of Mexico and US.

These highways have become wider and shorter with the time, making them safer and more efficient to travel.

Well connected!!

DISTANCES

- **97** Reynosa-México City: 1080 km / 671 miles
  10-12 hrs

- **81** Reynosa-Monterrey: 220 km / 136 miles
  2:30 hrs

- **281** Reynosa-San Antonio: 360 km / 224 miles
  3 hrs.

- **281** Reynosa-Houston: 483 km / 300 miles
  5 hrs

- **2** Reynosa-Matamoros: 98 km / 61 miles
  1 hr

- **2** Reynosa-Nuevo Laredo: 259 km / 161 miles
  3 hr

Source: City of Reynosa
Cargo Terminals

MEXICO
Reynosa (Later 2006)
Monterrey

USA
McAllen
Harlingen

Daily Passenger Flights

- Reynosa-México City:
- McAllen-Houston:
- McAllen-Dallas
- McAllen-Las Vegas
- McAllen-Orlando
- McAllen-Atlanta

Source: City of Reynosa

Well connected!!
INDUSTRIAL PARKS

- 10 Industrial Parks throughout the city with 90% of the Maquila Industry.

- All together make up 1,105 hectares (2,730 ac.)

Source: City of Reynosa
One of the best recognized workers in the world!

- There are three main maquiladora Unions.
- One is certificated by ISO 9000, and Social Responsibility a UN program.
- There are 10 Universities with Master Degree Programs, and 12 Votech schools.
- Every year around 4,600 students enter the labor market.

WORK FORCE

TOTAL POPULATION
1 Million Aprox.
33% Tamaulipas's Total

ECONOMICALLY ACTIVE POPULATION
- 42% is economically active.
- 17 to 24 years is the average age.

WORKING POPULATION PER SECTOR

- Maquila: 46.52%
- Commerce: 14.88%
- General industry: 6.05%
- Construction: 6.04%
- Cargo & communications: 3.69%
- House keeping services: 3.69%
- Social Services: 3.30%
- Oil industry: 1.57%
- Electric industry: 0.97%
- Agriculture: 0.51%
- Others groups: 7.31%

POPULATION BY AGE AND SEX

- MALE: (49.3%)
- FEMALE: (50.7%)

Source: City of Reynosa
POPULATION
1,000,000 aprox.
33% Tamaulipa's total

EDUCATION
10 Universities
12 Technical school
4,600 students, every year, enter the labor market

LABORAL CULTURE
Maquiladora Union
Certificated by ISO 9000 & Social Responsibility (UN program)

EXPERTISE
48.9% of workers belong to maquila sector
Over 200 maquilas

WORKERS + EXPERTISE + LABORAL CULTURE = PRODUCTIVITY

<table>
<thead>
<tr>
<th>Year</th>
<th>Work Force</th>
</tr>
</thead>
<tbody>
<tr>
<td>1996</td>
<td>42,437</td>
</tr>
<tr>
<td>1997</td>
<td>48,882</td>
</tr>
<tr>
<td>1998</td>
<td>52,741</td>
</tr>
<tr>
<td>1999</td>
<td>63,593</td>
</tr>
<tr>
<td>2000</td>
<td>64,877</td>
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<tr>
<td>2001</td>
<td>65,468</td>
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<tr>
<td>2002</td>
<td>69,593</td>
</tr>
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<td>2003</td>
<td>72,492</td>
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<tr>
<td>2004</td>
<td>81,561</td>
</tr>
<tr>
<td>2005</td>
<td>90,616</td>
</tr>
<tr>
<td>2006*</td>
<td>96,791</td>
</tr>
</tbody>
</table>

Source: INEGI,*June 2006
Companies are preferring to grow in Reynosa even post 9-11!

**MAQUILA EMPLOYMENT**

**REASONS TRANSLATED INTO NUMBERS**

• Companies are deciding to relocate and grow in Reynosa more than in any other city in Mexico.

• The chart to our right shows how Reynosa's maquiladoras have increase their operations along the years while in other Mexican Cities they have done the opposite.

![Graph showing employment trends in different Mexican cities](link-to-graph)

Source: City of Reynosa
Global Companies

INFRAESTRUCTURE
10 Industrial Parks
2,730 acres of land
4 main highways
2 International bridge
1 more in project
1 airport and 5 more
around 30 minutes-2 hours of distances
30,000 new housings between 2005-2006

INTERNATIONAL RELATIONSHIPS
Reynosa-Rio Grande Valley International Metropolitan Area is an excellent region for investment and living.

Support and business assistant by MEDC.

In Reynosa, we help you create business!

We invite you to become part of this new business culture.

• Personalized assistance to establish your company
• Job fairs and recruitment assistance
• Rapid start up systems of support
• Supply chain development

Electronics

Automobile Parts

Power Tools

Appliances & Housewares

In Reynosa, we help you create business!

*Secretary of Economic Development and Employment
Morelos 645, Centro.
(899) 932 32 70
Leonel.cantu@reynosa.gob.mx

*Direction of Industrial Development
(899) 932 32 70
nancy.chavez@reynosa.gob.mx

Source: City of Reynosa
### Building Costs

<table>
<thead>
<tr>
<th>Type</th>
<th>Lease Dlls/ft²/year</th>
<th>Purchase Dlls/ft²</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equipped</td>
<td>0.41 - 45</td>
<td>39 + land</td>
</tr>
<tr>
<td>Shell</td>
<td>0.32 - 38</td>
<td>27 + land</td>
</tr>
</tbody>
</table>

### Land Costs

$80,000-130,000 USD/Acre

### Construction

$27-60 USD/ft²

Source: City of Reynosa
Real Estate Design & Construction

- Industrial
- Residential
- Comercial
Almost five decades ago, Grupo Río San Juan pioneered industrial development ventures in the State of Tamaulipas.

DEL NORTE INDUSTRIAL PARK (890 acres) and VILLA FLORIDA INDUSTRIAL PARK (660 acres), both located in Reynosa, have received international recognition for excellence and have played a leading role in the growth along the US/Mexico border.

Both Industrial Parks are home to 65 multinational companies, such as TRW, Symbol, Black & Decker, BSN Medical, Nokia, Corning Cable Systems, and Delphi, that have contributed to the creation of approximately 44,000 jobs.

Grupo Río San Juan’s Industrial parks are strategically located for the manufacture and distribution of products anywhere in the world.
“Del Norte” Industrial Park
890 Acres (360.18 Has.)
Percentage per Industry

- Electronic 42.92%
- Automotive 21.43%
- Other 14.29%
- Metal 7.14%
- Paper 7.14%
- Medical 4.70%
- Plastic 2.38%

“Del Norte” Industrial Park
42 Established Companies
4,769,505.07 Ft² Built
Companies Established in “Del Norte” Industrial Park
“Villa Florida” Industrial Park
660 Acres (267.00 Has)
“Villa Florida” Industrial Park
23 Established Companies
3,361,823.25 Ft² Built

Percentage per Industry

- Electronic 30.43%
- Other 21.74%
- Specs for Lease 13.00%
- Automotive 8.77%
- Medical 8.70%
- Metal 4.34%
- Distribution Centers 4.34%
- Paper 4.34%
- Plastic 4.34%
Companies Established in “Villa Florida” Industrial Park
<table>
<thead>
<tr>
<th>Company</th>
<th>Building Size (Ft²)</th>
<th>Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emerson Climate Control (Copeland)</td>
<td>227,610</td>
<td>Build-To-Suit (In Process)</td>
</tr>
<tr>
<td>Emerson Stack-A-Shelf</td>
<td>114,924</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>Finsa</td>
<td>241,476</td>
<td>Build-To-Suit (In Process)</td>
</tr>
<tr>
<td>Corporate Properties of the Americas</td>
<td>134,187</td>
<td>Build-To-Suit (In Process)</td>
</tr>
<tr>
<td>Nokia</td>
<td>242,500</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>Plaza Real Diamante</td>
<td>140,000</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>TI Group</td>
<td>60,000</td>
<td>Expansion</td>
</tr>
<tr>
<td>BSN Medical</td>
<td>57,765</td>
<td>Expansion</td>
</tr>
<tr>
<td>Hydro Aluminum Reynosa</td>
<td>147,000</td>
<td>Build-To-Suit (In Process)</td>
</tr>
<tr>
<td>Visteon</td>
<td>20,000</td>
<td>Expansion</td>
</tr>
<tr>
<td>Fisher Hamilton</td>
<td>186,500</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>FEMSA</td>
<td>32,292</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>TI Group</td>
<td>60,000</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>BSN Medical</td>
<td>57,765</td>
<td>Expansion</td>
</tr>
<tr>
<td>Alcan Packaging</td>
<td>72,200</td>
<td>Build-To-Suit</td>
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<tr>
<td>Universidad Tecnologica de Tamaulipas</td>
<td>39,400</td>
<td>Expansion (Phase III)</td>
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<tr>
<td>BSN Medical</td>
<td>18,000</td>
<td>Expansion</td>
</tr>
<tr>
<td>Universidad Tecnológica de Tamaulipas</td>
<td>39,400</td>
<td>Expansion (Phase II)</td>
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<tr>
<td>Corning Cable System</td>
<td>17,250</td>
<td>Expansion</td>
</tr>
<tr>
<td>Symbol Technologies</td>
<td>158,240</td>
<td>Expansion</td>
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<tr>
<td>Universidad Tecnológica de Tamaulipas</td>
<td>41,600</td>
<td>Build-To-Suit (Phase I)</td>
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<td>Trostel</td>
<td>21,949</td>
<td>Build-To-Suit</td>
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<tr>
<td>Symbol Technologies</td>
<td>166,000</td>
<td>Build-To-Suit</td>
</tr>
<tr>
<td>Reynosa Logistics Center</td>
<td>140,000</td>
<td>Build-To-Suit</td>
</tr>
</tbody>
</table>
Contact Information

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