AUTOMOTIVE 2023 INVESTMENTS IN MX

DIRECTORIO AUTOMOTRIZ

AUTOMOTIVE INVESTMENT DURING Q4 of 2023

Complete report of the investments registered in the October-November 2023 quarter in the automotive sector and summary of all the investments in the sector in Mexico during 2023.

WHAT CAN I FIND IN THIS REPORT?



In this special document, you will find out about the investments related to the automotive sector that arrived in Mexico between October and December of 2023 as well as a summary of the total results of the year 2023 thanks to the continuous coverage of Cluster Industrial and the work of the Business Intelligence Area of Directorio Automotriz.

These investments were the result not only of the phenomenon of relocation of companies from other continents to Mexico (Nearshoring) but also numerous expansions of plants and national and transnational companies already established around the country, industrial parks that host them, infrastructure related to mobility, raw material companies used in the sector, design and engineering development centers and more. In this report, you will also find a comparison of investments between states during the year 2023 as well as more valuable statistics for your decision-making.

Do not forget to visit the profiles of the companies that made investments; to do so, just click on the hyperlinks of those that are marked for having a profile within the Directorio Automotriz platform. To see all the information and contacts of these companies do not forget to register and acquire your annual membership so you can communicate with valuable contacts and view updated requirements exclusively for you.

NOTE:

Investments with N/D (no data) fields indicate investments that were confirmed but whose details such as amounts, jobs or surface were not reported or are subject to confidentiality clauses.



ELECTROMOBILITY DOMINATED AUTOMOTIVE INVESTMENTS IN 2023

96 INVESTMENT PROJECTS DIRECTLY RELATED TO ELECTROMOBILITY PLATFORMS

birth that 67% of the investment projects registered throughout 2023 correspond to tier 1 or 2 autoparts companies of the automotive value chain, while 7% correspond to OEMs or original equipment manufacturers. Another 10% of the investments have been from companies providing services and products for the automotive sector and 8% correspond to investments in Industrial Parks. Projects related to raw materials represent 6% of the investments and Design, Engineering and Development (R&D) projects only 1%.

Regarding the type of investment, 60.6% of the investments between January and December of 2023 were new developments while 36.5% correspond to expansions or modernization of existing plants. On the other hand, 1.0% of the investments are mixed investments that include both expansion of existing facilities and construction of new plants; another 1.0% are retooling investments and the rest are acquisitions. Of the total autoparts projects registered in the January-December period (191), it was found that 93 are directly related to electromobility platforms and 3 more with electric mobility infrastructure.

In total, electromobility was present in 96 projects, representing these in 33.4% of all investment projects related to the automotive sector during 2023.

Specifically in the field of autoparts, electromobility represented 48.6% of all projects, a percentage that we estimate will increase in 2024 with the start of new electromobility projects from OEM vehicle manufacturers. The hybrid and electric vehicle sector had total investments of US \$5594.87 million in 2023 according to Directorio Automotriz.

Regarding the specific results of the fourth guarter of the year (October-December), Mexico accumulated US \$3065,56 million in investments in the automotive sector, indicating a fall of -33.2% against the same period of 2022; it is worth remembering that Q4 2022 represented a record for that quarter in automotive investment this added to a small deceleration of the sector towards the end of the year explains the result that is not bad in itself since although the total amount is lower the number of projects increased by 12.9% with a total of 70 in the fourth quarter of 2023. Specifically speaking of investments from autoparts suppliers (Tier 1 and Tier 2), the investments of the fourth quarter reached US \$2442.7 million.

Investments from China reached US \$1918.5 million in the fourth quarter of 2023 mainly thanks to the announcements made by the state of Nuevo León whose government had a commercial mission in that Asian country. Electromobility investments reached an amount of \$572.95 million during the fourth quarter.



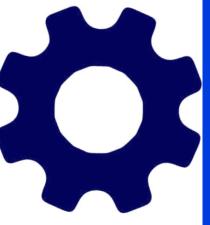
JOBS GROW AND CONSTRUCTION DID NOT STOP IN 2023

Regarding the jobs generated when considering the whole set of investments including those of products and services as well as industrial parks, OEMs, and autoparts, Directorio Automotriz found that more than **111 thousand jobs** were created in all of 2023, a 22.6% increase from the previous year.

In terms of built area in construction or remodeling, the projects registered during the year reached more than 2937 hectares of industrial real estate in the country, a exponential growth of 227.9% against 2022, which continues to demonstrate the speed at which the industrial real estate market is maintaining in anticipation of the arrival of hundreds of companies attracted by Nearshoring. In particular, this indicator is influenced by the development of the Hofusan Industrial Park in Yucatan, which expects to attract companies from the electronics and automotive sector to the peninsula with its 1000 hectares of development, which would place it as one of the largest in the country. The other industrial parks that began works in the fourth quarter reach a surface area of 219 hectares. In the fourth quarter, industrial parks represented investments of 64 million dollars.

Regarding the country of origin of these investments, the main foreign investors between January and December 2023 were the **United States (19%), China (14%), and Japan (13%)**. National investments ranked second, tied with the Chinese, while German investments represented 12% of all projects. Korean capital investments reach fifth place with 7% of the total, while Canadian investment represents 4% in all of 2023.

Directorio Automotriz found that the states of the country that accumulated the highest amounts of investment between January and December of 2023 were Nuevo León with 43% of the total national (US\$ 8024.10 million), followed by Coahuila with 18% (US\$ 3418.25 million) and San Luis Potosí with 9% (US\$ 1658.3 million). Guanajuato was fourth in this category with 7% (US\$ 1295.82 million) and Querétaro reached 5% (US\$ 878.65 million). During the fourth quarter, Guanajuato added \$416.1 million in 15 new projects while Nuevo León had 16 new projects for \$1862.5 million.





RESULTS OF AUTOMOTIVE INVESTMENTS IN 4Q 2023

70 INVESTMENTS FROM 16 COUNTRIES

(12.9% more projects than in Q4 2022)

Type of investment:

- 45 NEW INVESTMENTS
- 24 EXPANSIONS
- 1 ACQUISITION

Sector of investment:

- 50 in AUTOPARTS (Tier 1 and 2)
- 6 in OEMs
- 4 in PRODUCTS and SERVICES
- 4 in RAW MATERIALS
- 2 in INDUSTRIAL PARKS
- 2 in INFRASTRUCTURE
- 1 in AFTERMARKETT
- 1 in R&D

3,065.56 MDD

IN INVESTMENTS DURING 4Q 2023 (-33.2% VS 4Q 2022)

2,442.7 MDD

1,918.5 MDD

IN INVESTMENTS FROM CHINA

572.95 MDD

IN ELECTROMOBILITY INVESTMENTS IN 4Q 2023

64.0 MDD

IN INDUSTRIAL PARK INVESTMENTS IN 4Q 2023

219.48

HECTARES OF CONSTRUCTION IN 4Q 2023 (-13.2% VS 4Q 2022)

30,508

JOBS GENERATED IN 4Q 2023 (+52.2% VS 4Q 2022)

32.0% OF THESE INVESTMENTS HAVE PROFILES IN DIRECTORIO AUTOMOTRIZ FOR BUSINESS NETWORKING. This percentage will increase thanks to the efforts of our Business Intelligence team, which will soon add new companies to the platform!

Source: Directorio Automotriz with information from Cluster Industrial, January 2024.







Accumulated Investments during Q4 2023

CITY/ MUNICI- PALITY	State	COMPANY	INVEST- MENT TYPE	SECTOR	COUNTRY	Investment (US\$ Mi- Ilions)	DESCRIPTION/PRODUCT	GENERATED JOBS	SURFACE AREA (square meters)
Aguascalientes	Aguascalientes	Huazhong Automotive Technology	New	Auto parts	China	n/d	Automotive interior & exterior decorative plastic parts	n/d	n/d
Aguascalientes	Aguascalientes	Parker Corporation	New	Auto parts	Japan	8	Components for air conditioners for domestic and industrial use	200	n/d
San Francisco de los Romo	Aguascalientes	Xinquan Automotive Trim	Expansion	Auto parts	China	100	Plastic moldings and leather covers for automotive interiors	700	10,750
Aguascalientes	Aguascalientes	Rane Madras (Rane Group)	New	Auto parts	India	31	Steering and suspension systems	328	n/d
Mexicali	Baja California	Sierra Aluminum (Samuel, Son & Co.)	New	Auto parts	Canada	90	Aluminum extrusion, anodizing and painting	300	27,870
Mexicali	Baja California	Vitro	Expansion	Auto parts	México	60	Architectural and Automotive Grade Glass Coating Oven for Electrified Vehicles	n/d	n/d
Chihuahua	Chihuahua	Jabil	New	Auto parts	USA	19.5	PCBA Assemblies	2,000	23,225
Frontera	Coahuila	Maxion	New	Auto parts	Brazil	n/d	Steel Structural Components	n/d	n/d
Monclova	Coahuila	Esmark Steel	New	Raw Material	USA	n/d	Flat rolled steel products for rail cars, truck frames and trailers	n/d	n/d
Monclova	Coahuila	INFAC Automotive	Expansion	Auto parts	Korea	20	Battery boxes for electric vehicles	150	n/d
Ramos Arizpe	Coahuila	Qingdao Injelic Auto Parts	New	Auto parts	China	n/d	Automotive plastic trim components	n/d	18,673
Saltillo	Coahuila	Leoch Battery	New	Auto parts	Singapur	n/d	Automotive start-stop power supplies	n/d	10,721
Torreón	Coahuila	Grupo SIP Mieleras	New	Industrial Park	México	44	Surman Industrial Park	n/d	1,200,000
Torreón	Coahuila	Periférico Business Park	New	Industrial Park	México	20	Periférico Business Park	n/d	n/d
Mapimí	Durango	Yura Corporation	New	Auto parts	Korea	3.7	Wiring harnesses for electric vehicles (EVs)	600	n/d
Toluca	Estado de México	<u>Koprimo</u>	New	Raw Material	México	0.86	CEDIS of raw materials for the manufacture of auto parts, lubricants, brake pads, anti-noise pastes and antifreeze	n/d	40,000
Toluca	Estado de México	MOPAR (Stellantis)	Expansion	Aftermarket	USA	11	Parts Distribution Center (PDC) expansion	n/d	n/d
Abasolo	Guanajuato	Seiren Viscotec	Expansion	Raw Material	Japan	n/d	Quole seat material production	n/d	n/d
Apaseo El Grande	Guanajuato	<u>Azpiaran</u>	Expansion	Auto parts	Spain	n/d	Metal stamping	n/d	n/d
Apaseo El	Guanajuato	GKN Sinter Metals	Expansion	Auto parts	UK	n/d	High precision sintered components	n/d	n/d

Fields in blue: Companies with profile and high value contacts within the Directorio Automotriz platform.

CITY/ MUNICI- PALITY	State	COMPANY	INVEST- MENT TYPE	SECTOR	COUNTRY	Investment (US\$ Mi- Ilions)	DESCRIPTION/PRODUCT	GENERATED JOBS	SURFACE AREA (square meters)
Apaseo El Grande	Guanajuato	<u>Mitsui High-tec</u>	Expansion	Auto parts	Japan	24.4	Stamping of engine cores for electric and hybrid vehicles	n/d	n/d
Apaseo El Grande	Guanajuato	Mubea	Expansion	Auto parts	Germany	n/d	Metal tubes and stabilizer bars	n/d	n/d
Irapuato	Guanajuato	IECA	New	Services	México	n/d	Advanced Manufacturing Center for training in the food, agricultural, automotive, educational, business, industrial and aeronautical sectors	n/d	n/d
Irapuato	Guanajuato	Minglida Precision Technology	New	Auto parts	China	100	Aluminum profiles, die-cast aluminum elements and plastic structural parts	n/d	n/d
Irapuato	Guanajuato	NHK Spring	New	Auto parts	Japan	50.5	Drive motor cores for EV and HEV	n/d	n/d
León	Guanajuato	Sailun Group / Tire Direct (TD International Holding)	New	Auto parts	China/México	240	Semi-steel radial passenger car tires.	n/d	n/d
San Miguel de Allende	Guanajuato	AUO Corporation	Adquisition	Auto parts	Taiwan	n/d	Adquisition of BHTC.	n/d	n/d
Silao	Guanajuato	<u>Akebono Brake</u>	Expansion	Auto parts	Japan	n/d	Automotive brake systems.	n/d	n/d
Silao	Guanajuato	JFE Shoji Steel Service Center Bajio (JSSB)	Expansion	Auto parts	USA/Japan	n/d	New laser cutting line for steel sheets for automobiles	n/d	n/d
Silao	Guanajuato	SJMFlex	Expansion	Auto parts	Korea	1.2	Flexible steel couplings and tubes for engine exhaust EGR systems	n/d	2,500
Silao	Guanajuato	ZKW	Expansion	Auto parts	Austria	n/d	Production of headlights for electric cars, covers and optical lenses	2,000	15,000
Valle de Santiago	Guanajuato	Nissen Chemitec	Expansion	Auto parts	Japan	n/d	Interior plastic molded parts, door trim	n/d	n/d
Tepeapulco	Hidalgo	JAC/Giant Motors	Expansion	OEM	China	n/d	Two additional production lines for the manufacture of heavy vehicles	n/d	n/d
El Salto	Jalisco	Aptiv	New	Auto parts	Ireland	40	Low voltage harnesses for electric cars.	2,200	27,436
Lázaro Cárdenas	Michoacán	Amports	Expansion	Services	USA	5	New 12-hectare yard for the export of automotive vehicles	n/d	120,000
Jiutepec	Morelos	<u>Nissan</u>	Expansion	OEM	Japan	n/d	Production of Nissan V-Drive and Nissan Versa sedans	1,000	n/d
Xochitepec	Morelos	Bimex/Grupo Oriental	New	OEM	México	5.85	Production of electric bikes.	800	n/d
Apodaca	Nuevo León	Hesai Technology	New	Auto parts	China	260	LiDAR sensors for autonomous vehicles, driver assistance systems	500	n/d
Apodaca	Nuevo León	Korea Electric Terminal (KET)	New	Auto parts	Korea	n/d	Fuses, power connectors and high-speed connectors	n/d	20,169
Apodaca	Nuevo León	Jinrong Mexico Precision Machinery	New	Auto parts	China	n/d	Shock absorption parts, safety parts, air conditioning and seat parts		n/d
Apodaca	Nuevo León	Optimas Solutions	Expansion	Auto parts	USA	n/d	Cold forming of fasteners	n/d	n/d

CITY/ MUNICI- PALITY	State	COMPANY	INVEST- MENT TYPE	SECTOR	COUNTRY	Investment (US\$ Mi- Ilions)	DESCRIPTION/PRODUCT	GENERATED JOBS	SURFACE AREA (square meters)
Apodaca	Nuevo León	SL America	New	Auto parts	USA	n/d	Auto lamp assemblies, chassis, mirror, and Front End Modules	n/d	n/d
Apodaca	Nuevo León	Xiamen Intretech Inc.	New	Auto parts	China	210	Camera vision systems for precision assembly, flexible PCB automation, HMI design and manufacturing, application development and connectivity	n/d	n/d
Ciénega de Flores	Nuevo León	DHL Supply Chain	New	Services	Germany	n/d	Logistic Center Gaia II	1,000	50,000
Ciénega de Flores	Nuevo León	Terex Genie	New	OEM	USA	140	Platform and construction vehicle manufacturing	1,500	n/d
Guadalupe	Nuevo León	SKF	New	Auto parts	Sweden	70	Deep groove ball and tapered roller bearings for agricultural, commercial and electric vehicles	1,200	46,000
Marín	Nuevo León	Lingong Machinery Group (LGMG)	New	Auto parts	China	140	Construction machinery manufacturing	7,000	100,000
Monterrey	Nuevo León	Ningbo Huazhong Plastic Products	New	Auto parts	China	8.5	Injected plastic components for battery, electric machinery and electric control systems	n/d	n/d
Salinas Victoria	Nuevo León	JL Mag	New	Auto parts	China	100	Magnets for electric vehicles.	n/d	n/d
Salinas Victoria	Nuevo León	Kawasaki	New	OEM	Japan	200	Manufacturing of motorcycles, heavy machinery, aviation equipment and power systems	1,100	n/d
Salinas Victoria	Nuevo León	Maruichi Steel Tube	New	Auto parts	Japan	24	Manufacturing of automobile steel pipe, structural steel pipe	n/d	10,000
Salinas Victoria	Nuevo León	Ningbo Tuopu Group	New	Auto parts	China	710	Shock absorption systems	10,000	400,000
Salinas Victoria	Nuevo León	<u>Tokai Rika</u>	Expansion	Auto parts	Japan	n/d	Seat belts and electronic parts.	n/d	n/d
El Marqués	Querétaro	<u>S-Riko (Sumitomo</u> <u>Riko)</u>	Expansion	Auto parts	Japan	17.8	Anti-vibration products	200	n/d
Pedro Escobedo	Querétaro	Protonics	New	Auto parts	Korea	4	Electronic components for the automotive sector	150	n/d
Querétaro	Querétaro	Cleveland Die	Expansion	Auto parts	USA	n/d	Die cutting, stamping, plastic injection.	n/d	1,000
Querétaro	Querétaro	Shacman	New	OEM	China	10	Diesel and gas truck assembly	n/d	15,000
Querétaro	Querétaro	Shanghai Automobile Air-Conditioner Accessories	New	Auto parts	China	n/d	Air-conditioner hose assembly, engine oil suction pipe, power steering tubes	n/d	15,850
Querétaro	Querétaro	Valeo	Expansion	R&D	France	163.3	Centro de Desarrollo Técnico (MTeC) for new automotive technologies	150	n/d

CITY/ MUNICI- PALITY	State	COMPANY	INVEST- MENT TYPE	SECTOR	COUNTRY	Investment (US\$ Mi- Ilions)	DESCRIPTION/PRODUCT	GENERATED JOBS	SURFACE AREA (square meters)
Santa Rosa Jáuregui	Querétaro	RPTech (Royal Power Solutions/Eaton)	New	Auto parts	UK/USA	n/d	Automotive electrical systems connection components	n/d	19,952
Santa Rosa Jáuregui	Querétaro	<u>Senoplast</u>	Expansion	Raw Material	Austria	10	High Grade Plastic Sheets and Films	n/d	n/d
San Juan del Río	Querétaro	Clarion (Forvia)	Expansion	Auto parts	France	17	Electronic components for automobiles.	n/d	n/d
San Juan del Río	Querétaro	GG Cables (Gebauer & Griller)	New	Auto parts	Austria	n/d	Cables for light vehicles and high-voltage cable harnesses for electric cars	300	n/d
San Juan del Río	Querétaro	Grupo Ferbel / ST Engineering	New	Services	México/ Singapur	5.85	Amphibious vehicle assembly.	180	n/d
Reynosa	Tamaulipas	Mega Techway	New	Auto parts	USA	n/d	Electrical wire harnesses and cable assembly, interconnect assemblies	n/d	10,684
Altamira	Tamaulipas	GT+Logistics (GT Global)	New	Infraestructure	México	7	Intermodal terminal for indoor and open-air handling and storage of goods, loading and unloading, transfer and cross-dock	50	10,000
Reynosa	Tamaulipas	Time Interconnect Technology	New	Auto parts	Hong Kong	40	Copper and fiber optic cables for the automotive sector	500	n/d
Zacatecas	Zacatecas	Daedong Door	New	Auto parts	Korea	35.1	Door modules, door latches	300	n/d
Zacatecas	Zacatecas	TRIS Tubes	New	Auto parts	Korea	18	Seamless Bright Annealed (BA) tube products	100	n/d
Diversas ubicaciones	Diversas ubicaciones	VEMO/Siemens	New	Infraestructure	México/ Germany	n/d	Enabling 6 charging points with a power of 160kw each on sections of the most important roads in the center of the country	n/d	n/d

SUMMARY OF ALL AUTOMOTIVE INVESTMENTS IN THE WHOLE YEAR 2023

1287 INVESTMENTS FROM 18 COUNTRIES

(+46.4 % MORE THAN IN 2022)



- 174 NEW INVESTMENTS
- 105 EXPANSIONS
- 3 MIXED (EXPANSION + NEW PLANT)
- 3 RETOOLING
- 2 ADQUISITIONS
- 142 in AUTO PARTS (Tier 1, 2, and 3)
- **96** INVESTMENT PROJECTS RELATED TO ELECTROMOBILITY
- 28 in PRODUCTS AND SERVICES
- 23 in INDUSTRIAL PARK
- **19** in OEMs
- 18 in RAW MATERIALS
- 4 in RESEARCH CENTER
- 3 in INFRASTRUCTURE
- 1 in AFTERMARKET



\$18,788.44

MILLONES DE DÓLARES IN INVESTMENTS IN 2023

(+54.1% vs 2022)

9,153.3 MDD

5,594.87 MDD

3,778.98 MDD

1,441.5 MDD
IN INDUSTRIAL PARK INVESTMENTS IN 2023

111,780

HECTARES OF CONSTRUCTION IN 2023 (+227.9% vs 2022)

2,938.48

JOBS GENERATED IN 2023 (+22.6% vs 2022)

Source: Directorio Automotriz with information from Cluster Industrial, January 2024.





COMPARATIVE:

ESTADOS Y SUS INVERSIONES AUTOMOTRICES DE ENERO A DICIEMBRE 2023:

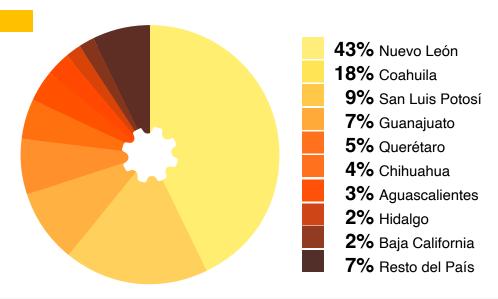
STATE	# of investement proyects	E-Mobility Investments	Accumulated amount (US million)	New Jobs	Construction area (square meters)	
COAHUILA	56	19	3,418.25	18,881	6,338,472	
NUEVO LEÓN	54	23	8,024.1	42,370	1,937,915	
GUANAJUATO	49	13	1,295.82	5,854	325,619	
QUERÉTARO	28	4	878.65	5,470	1,049,321	
ESTADO DE MÉXICO	13	6	383.16	5,485	81,500	
AGUASCALIENTES	12	4	536.85	3,888	112,913	
SAN LUIS POTOSÍ	10	7	1,658.3	7,980	2,959,695	
CHIHUAHUA	10	2	682.7	7,980	2,376,725	
TAMAULIPAS	7	1	128.0	8,267	60,409	
JALISCO	7	4	43.98	4,472	54,178	
BAJA CALIFORNIA	6	2	445.0	300	2,816,708	
DURANGO	6	3	188.7	4,000	4,126	
ZACATECAS	5	1	157.1	1,300	N/D	
PUEBLA	5	1	36.0	N/D	15,000	
HIDALGO	4	1	488.8	2,590	60,000	
SONORA	3	1	93.7	600	635,000	
CDMX	2	2	200.58	80	620	
MORELOS	2	1	5.85	1,800	N/D	
TLAXCALA	2	0	28.6	48	N/D	
MICHOACÁN	2	0	14.3	N/D	520,000	
TABASCO	1	0	10.0	700	37,000	
YUCATÁN	1	0	N/D	N/D	10,000,000	

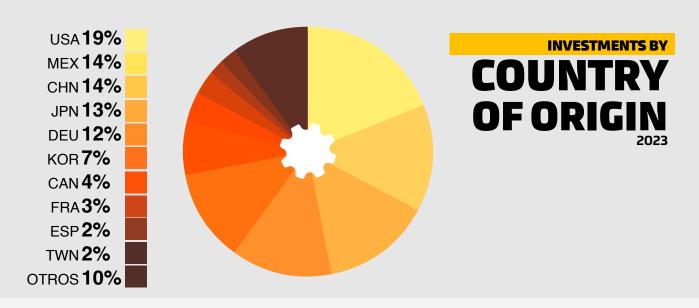
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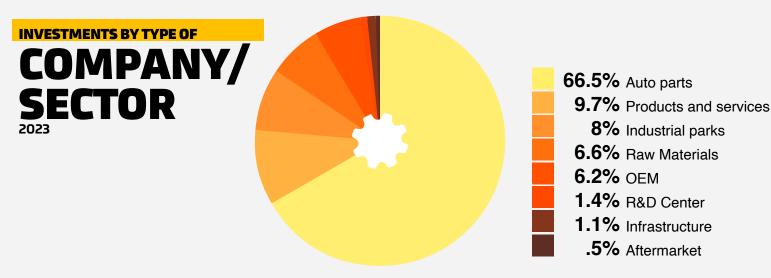












 ${\bf Source: Directorio\ Automotriz\ with\ information\ from\ Cluster\ Industrial,\ January\ 2024.}$





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