ECONOMIC AND DEMOGRAPHIC DATA
Demographic data

Coahuila is the 3rd largest State in México and it’s located in the northeast side of the Country.

Territory: 58,531 sq mi (7.7% of the country)

Coahuila shares 318 miles of border line with the state of Texas.

Source: INEGI 2012 / SEDEC
Coahuila has a population of:

- It has 38 municipalities
- It is divided in 5 regions

2.8 million people

The capital of The State is Saltillo

Represents 2.4% of the total national population

Source: INEGI 2010
Coahuila’s geographic location allows access to the global markets

Coahuila borders with the State of Texas, USA

Source: INEGI 2012 / SEDEC
Located in the crossing of the two most important federal highways of Mexico: highways 57 and 40

Highway 57 connects Mexico City with Piedras Negras, which is part of the economic corridor Ports-to-Plains that connects with northern economic corridor, the United States and Canada.

More than 5,200 miles of highways

Source: SCT/SEDEC
2 new highway expansions
To 4 lanes
Torreon – Cuatrociénegas
San Buena – Est Hermanas

COAHUILA is located at:
340 miles to Mazatlan Port
240 miles to Matamoros Port

Source: SCT/SEDEC
5 new loops around Zaragoza, Morelos, San Buena, Nadadores and Cuatro Cienegas.

COAHUILA is located at:
340 miles to Mazatlan Port
240 miles to Matamoros Port

Source: SCT/SEDEC
Coahuila is one of the few states were both of the railroad companies of Mexico merge

More than 1,377 miles of railway

Source: SCT/SEDEC
Coahuila has 5 International Airports located in the cities of: Torreón, Saltillo, Piedras Negras, Monclova and Acuña
Border Cities

Acuña
- Has now a new free trade zone (FTZ) that was built with government funds. In addition, we are working on the approval of a new border bridge between Del Rio Tx and Acuña.

Piedras Negras
- Railroad exports through Piedras Negras accounted for $9,988 million dollars in 2011.
- 40% of all Mexico-US exports by train go through Piedras Negras. An estimated 2,500 containers cross this border on a daily basis according to the Mexican customs agents association and FERROMEX.

Source: Asociación de Agentes Aduanales y FERROMEX
Industrial Parks

Laguna Region 12
Central Region 7
Carboniferous Region 3
Southeast Region 18
Northern Region 13

TOTAL OF 53
INDUSTRIAL PARKS
COAHUILA ranks in the first places of competitiveness in the country.
Coahuila is the third state with the highest average in education level of the labor force (10.4 years)

- Distrito Federal: 11.3 years
- Baja California: 10.5 years
- Coahuila de Zaragoza: 10.4 years
- Nuevo León: 10.3 years

Source: Fuente INEGI 2012
2nd Place
National in productivity of the manufacturing industry
(USD per worker)

$52,254
Nuevo León

$48,421
Coahuila de Zaragoza

$44,557
Distrito Federal

Source: INEGI 2012 T.C. 12.42
Labor stability

Labor environment in coahuila is well known for its stability and commitment

<table>
<thead>
<tr>
<th>LEVEL</th>
<th>ARHCOS 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>LABOR FORCE</td>
<td>TURNOVER 5.2%</td>
</tr>
<tr>
<td></td>
<td>ABSENTEEISM 3.8%</td>
</tr>
<tr>
<td>EMPLOYEES IN GENERAL</td>
<td>TURNOVER 1.3%</td>
</tr>
<tr>
<td></td>
<td>ABSENTEEISM 0.3%</td>
</tr>
</tbody>
</table>

US RATES (2012)

<table>
<thead>
<tr>
<th>TURNOVER</th>
<th>ABSENTEEISM</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.6%</td>
<td>3%</td>
</tr>
</tbody>
</table>

0 STRIKES IN THE REGION
In the last 22 years

Source: ARHCOS 2012 / Bureau of labor statistics 2012
Graduates in technical and higher education 2012

163 Higher Education Institutes
Total Graduates in Higher Education: 13,661 = 100%
Graduates in Engineering and Manufacturing: 4,955 = 36%

159 Technical Education Institutes
Total Graduates in Technical Education: 14,389 = 100%
Technical Education Graduates in Industrial Services: 13,230 = 92%

Source: Education Ministry
Our qualified people, academic institutions and research centers support the innovation process in the State.

Coahuila has one of the lowest cost among the industrial states.

5 Research Centers

<table>
<thead>
<tr>
<th>Research Center</th>
<th>Specialization</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMIMSA</td>
<td>Materials</td>
</tr>
<tr>
<td>CIQA</td>
<td>Polymers</td>
</tr>
<tr>
<td>CINVESTAV</td>
<td>Metal, Ceramic</td>
</tr>
<tr>
<td>CIFAP</td>
<td>Agriculture, Forest</td>
</tr>
<tr>
<td>CENID-RASPA</td>
<td>Irrigation, Water Usage</td>
</tr>
</tbody>
</table>

Source: INEGI 2012 / SEDEC
PRODUCTIVITY STRUCTURE
Coahuila’s contribution to the country

High Productivity Ratio Compared to our Population Ratio

Source: INEGI 2011
- Automotive Industry
- Maquila Industry
- Has one of the most important beer clusters nation wide

The Plant in NAVA is one of the biggest producer of beer in Latin America
Mining industry

1st producer of:

- Coal
- Cock
- Celestite
- Dolomite
- Sodium
- Sulfate

Main Companies

Source: INEGI 2012 /SEDEC
2nd producer of:

Barite
Bentonite
Iron
Fluorite
Marble
Silice

We have
95% of the national coal reserves

Source: INEGI 2012 /SEDEC
Steel Industry

More than **3.7 million tons**
annual production of liquid steel

Main Companies

DEACERO

AHMSA

AHMSA Is the BIGGEST steel producer in Mexico

Source: INEGI 2012 /SEDEC
Metal - Metalmechanic

Coahuila is the number 1 manufacturer of railroad cars in the world

More than 13,000 railroad cars in 2012

Main Companies

TRINITY INDUSTRIES, INC.
GIMSA
Teksid

Source: INEGI 2012 /SEDEC
Industries:
- Food industry
- Metal-mechanic
- Mining
- Automotive

1st place worldwide in sterling silver produce

1st place national in goat dairy and meat produce

2nd place national in cattle dairy and meat produce

1st place national in cantaloupe produce
Main Companies

- LALA
- Henniges Automotive
- Borden
- Superior Essex
- Johnson Controls
- John Deere
- Caterpillar
- Peñoles
- Sumitomo
- Takata
- Soriana
South-East Region

Saltillo
Automotive Industry

Coahuila has one of Mexico’s most important automotive clusters

Coahuila is one of Mexico’s most important manufacture of vehicles

More than 542,000 Vehicles and 40,000 Trucks in 2012

Source: SEDEC/AMIA
Main Companies

OEM

DAIMLER

CHRYSLER

Tier 1

DELPHI

LINAMAR

MARTINREA

STABILUS

LEAR CORPORATION

MAGNA

Johnson Controls

Source: SEDEC
Plastic Industry

The highest productivity on the Plastic Industry among northern states

36% of total production is directed to the auto parts industry

Main Companies

Collins & Aikman
PLASTIC OMNINUM
ALCOA
OKI
SPARTECH
Leon

Source: SEDEC
Aerospace Industry

Coahuila has companies in the aerospace areas such as:

- Machining
- Security systems
- Thermal treatment
- Engineering services
- Harnesses and connectors

Source: SEDEC
Electric and electronic
This industry employs more than
12,000 workers in
the state

Main Companies

Source: SEDEC
HIGH QUALITY OF LIFE
Coahuila’s 4 main cities are among the 25 most competitive cities in Mexico according to the CIDE’s Competitiveness Ranking.
## Quality of life

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Churches</td>
<td>139</td>
</tr>
<tr>
<td>Recreation Centers</td>
<td>272</td>
</tr>
<tr>
<td>Golf Courses</td>
<td>10</td>
</tr>
<tr>
<td>Museums</td>
<td>64</td>
</tr>
<tr>
<td>Theaters</td>
<td>23</td>
</tr>
<tr>
<td>Cinema</td>
<td>92</td>
</tr>
<tr>
<td>Library</td>
<td>90</td>
</tr>
<tr>
<td>Hotels</td>
<td>231</td>
</tr>
<tr>
<td>Restaurants</td>
<td>638</td>
</tr>
<tr>
<td>Banks</td>
<td>260</td>
</tr>
</tbody>
</table>
LOW COST OF LIVING
The average monthly rent among the northern cities

Average housing rent 2012

Tijuana 700 USD
Hermosillo 698 USD
Cd. Juárez 607 USD
Monclova 493 USD
Torreón 493 USD
Saltillo 588 USD
Reynosa 690 USD
Monterrey 850 USD

Source: www.metroscubicos.com / CNN expansion
INVESTOR’S Assistance office

A team of Economic Development Specialists will assist you throughout the different steps and procedures to make sure that your investment is treated with the utmost quality and support from the beginning.

Among the services offered are:

- Pre-Investment
- Business Set-Up
- After Care

COMMITMENT GUARANTEED
¿Who's doing business in Coahuila?
Success stories in Coahuila

- LAIA
- GM
- DAIMLER
- CHRYSLER
- MAGNA
- FIAT
- Constellation Brands
- Kimberly-Clark
- John Deere
- Golden Dragon Precise Copper
- TUPY
- AHMSA
We are here to help

Perif. Luis Echeverría # 1560 4th Floor
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Saltillo, Coahuila; Mexico

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www.sedec-coahuila.gob.mx
promocion@sedec-coahuila.gob.mx

Our aim is to help your company for the benefit of your goals
Gobierno de Coahuila

Una nueva forma de gobernar