



A NEW ALLIANCE TO PROMOTE THE MEXICAN AEROSPACE INDUSTRY'S DEVELOPMENT

- **The main goal is to integrate more national companies to the supply chain of the global aerospace, space and defense industries.**
- **The event Aerospace Meetings Guadalajara 2010 is the first result of the collaboration agreement signed with the French firm BCI Aerospace.**
- **The Mexican aerospace industry exported an estimated of 3.4 billion dollars in 2008, and it is expected to reach 4 billion in 2009.**

Guadalajara, Jalisco, October 9th, 2009. The Mexican Chamber for the Electronics, Telecommunications and Information Technologies Industries (CANIETI), with the support of the Jalisco State Government, announced today it has signed a strategic collaboration agreement with the French firm BCI Aerospace, in order to create new business opportunities for national companies in the global aerospace, space and defense industries.

As a first result of this alliance, the Aerospace Meetings Guadalajara 2010 was officially announced. To be held on October 5th-7th, 2010 in Expo Guadalajara, the event will provide new opportunities for the national supply chain to be part of the global aerospace industry.

Operating in Europe, China, India, North America and the Middle East, BCI Aerospace is a leading company in the coordination of business meetings for the aerospace, space and defense industries.

During the event, Mexican companies will showcase their technological capabilities to international manufacturers of this growing sector, promoting new investment projects and employment for the country.

“We believe Jalisco could become an important aerospace area, not only in Mexico but in North and South America. With the presence of international companies, high tech activities, qualified human resources, outstanding transport connections, and strong dedication, Jalisco has the assets to achieve this goal”, said Stephane Castet, Managing Director of BCI Aerospace.

The Mexican aerospace industry has experienced an accelerated development. In the last five years it has registered a two-digit growth and the number of companies established in the country has tripled.

According to the Mexican Aerospace Industry Federation (FEMIA), this sector exported a total of 3.4 billion dollars in 2008 and imported 2.4 billion. Despite the difficult global economic crisis, these figures are expected to grow in 2009 to 4 billion and 2.8 billion, respectively.

“Thanks to the great work performed by the electronics industry, national suppliers have managed to successfully enter other value-added sectors, such as the automotive. The idea is to take advantage of this knowledge and technical capabilities to enter the aerospace sector, which also offers great development opportunities”, said Luis Valtierra, Vice President of Manufacturing in CANIETI.

“Our goal is to strengthen and increase the capabilities of our design and manufacturing centers focused on this sector in Jalisco, as well as strengthening our national supply chain with this B2B event. It is the first one coordinated for this sector in Mexico, having a powerful ally such as BCI, a clear leader in this area”, said Federico Lepe Montoya, Coordinator of Foreign Investment for the Jalisco State Ministry of Economic Promotion.

According to the Federal Ministry of Economy, there are 194 companies in the aerospace industry (most of them foreign), distributed in 15 States throughout the country, which together employ 27,000 people.

79% of these companies focus on manufacturing and assembly, 10% offer engineering and R&D services, and 11% are dedicated to aircraft maintenance and repair, although several perform more than one of these activities.

Among the many components manufactured in Mexico are engine parts, engineering systems, landing gear components, plastic injection, precision tooling, audio and video solutions, electronic components and fuselage infusion.

“Clearly there is a great business opportunity for raw material and component suppliers, but what we want is to also integrate more high tech service companies, such as R&D, electronic design and software. They all need more promotion and support, which is exactly what we are providing with this event”, said Valtierra.

“After France, Italy, China, India and Canada, Mexico is a natural continuation for our Aerospace events. With 250 companies expected, 60% from overseas, we hope Aerospace Meetings Guadalajara 2010 will be a new international venue for the aerospace industry”, said BCI Aerospace’s Stephane Castet.