

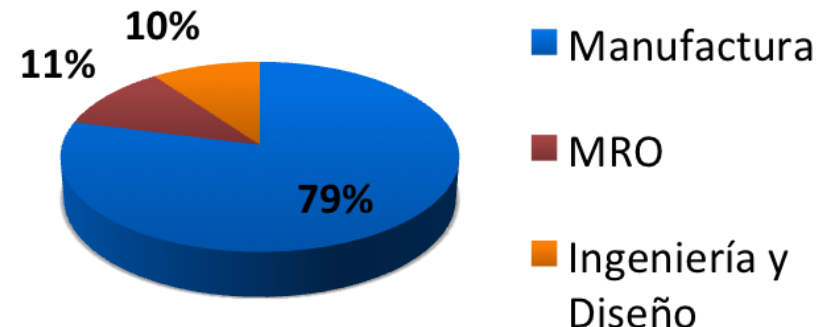
Clusters en Nuevo León



The Aerospace Industry in Mexico

- A new industry with an outstanding growth since 2004 (20%+ annually)
- 270 companies ; employment over 35,000 en 18 States
- 14th aerospace global supplier (6th for USA)
- Expecting 450 empresas, 110,000 employment, **14% annual growth** and 10th global supplier in 2020
- Exports: 5.4 MMD in 2012
Expecting: 6.1 MMD (2013) & 12.26 MMD (2020)
- Strategic Program of the Aerospace Industry in Mexico (2012-2020)
- **Mexico: 1st FDI preceptor for Aerospace Industry**

FEMIA
FEDERACION MEXICANA DE LA INDUSTRIA AEROSPAZIAL, A.C.



The Aerospace Industry in Mexico

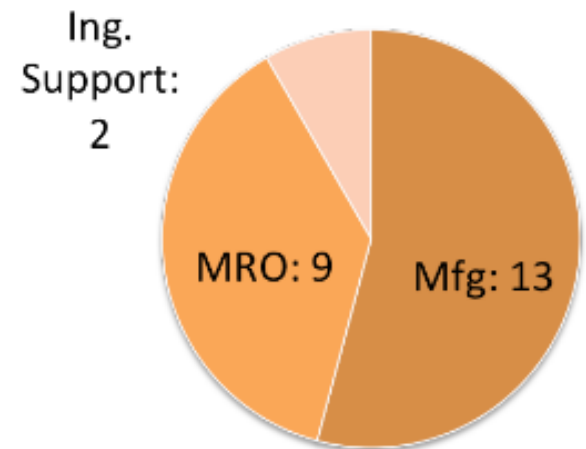
Opportunities

- Emerging cluster of an emerging industry (Aerospace) in an emerging country (Mexico)
- Mexican Aerospace Industry growth > 20% annually (4.5 bill USD exports in 2012)
- Regional comparative and competitive advantages:
 - Geographical Location: 250 km to the border to the USA
 - Infrastructure and connectivity
 - Network of free commerce treaties, belongs to NAFTA market
 - North America time & Dollar Zone
 - Great capability to react to immediate adaptation of product.

Monterrey Aerocluster in numbers

- **24 companies** (22 SMEs, 2 large companies)
- **5 universities, 1 Research & Innovation Center for Aerospace Engineering: CIIIA**
- **2 government entities**
- More than **3,000 direct jobs**
- **Sales > \$800 MUSD in 2013 99% are exports**
- **The 22 MRO shop in the state** generate about 2,000 direct jobs and attend 12% of the Mexican fleet
- **5th Mexican Aerospace State**
- **3er position in Mexico for aerospace R&D spending**

Monterrey Aerocluster's Companies



Collaboration with CARE

(Clean Aerospace Regions)

What we have done

- Exchange of information about cluster profile
- Exchange of information about R&D priorities
- Joint promotion (website, logos, etc)
- Exchange of best practices regarding cluster management
- Joint participation in aerospace events (Torino, Berlin)
- Invitations and visits (Berlin, Monterrey)
- Cluster Mentoring (Bronze label)
- Cluster Mentoring visit (Hamburg Aviation)

Collaboration with CARE

(Clean Aerospace Regions)

What we got and learnt

- A better cluster internal structure and organisation
- How to better collaborate
- Best practices in Aerospace cluster management
- Aerospace contacts in Europe: companies, academia, institutions, etc
- Internationalization

Next steps

- European Aerospace visit in Monterrey
- Joint participation in co-funding projects: European fundings, bilateral fundings, etc
- B2B visits



Monterrey Aerospace México

Monterrey Aerospace México (MAM)

Who we are?

We are a company specialized on the Aerospace sector. We started operations on the year 2006, being one of the first in Mexico to manufacture and assemble fuselages for helicopter.

We manufacture commercial helicopter fuselages for MD Helicopters Inc, and military helicopters for The Boeing Company (AH6i model).

The amount of participation MAM has in the manufacture of a complete product corresponds to 62% on commercial rotorcraft, and 90% on the military AH6i.

Certifications



- Quality certification in the aerospace AS-9100
- Aerospace Manufacturer by Dirección General de Aeronáutica Civil (DGAC)



- NEEC accreditation for supply chain security with Mexican IRS
- Manufacturing license given by the U.S.A State Department for manufacture ITAR components and fuselages



Processes in the manufacture of our products

Special Process

- > Chemical film conversion coating
- > Composites based parts
- > Metal to metal structural bonding
- > Resistance spot welding

Sheet metal

- > Parts forming and machining
- > Parts digitalization
- > CNC program development

Tooling

- > Tool aids for part manufacturing and assembly
- > Tool Calibration
- > Reverse engineering

Production

- > Assembly and components for Helicopter fuselage

Our customers

AD HELICOPTERS



BOEING



U.S. Police Departments



U.S. Army Training Units



Medical and Rescue Units

