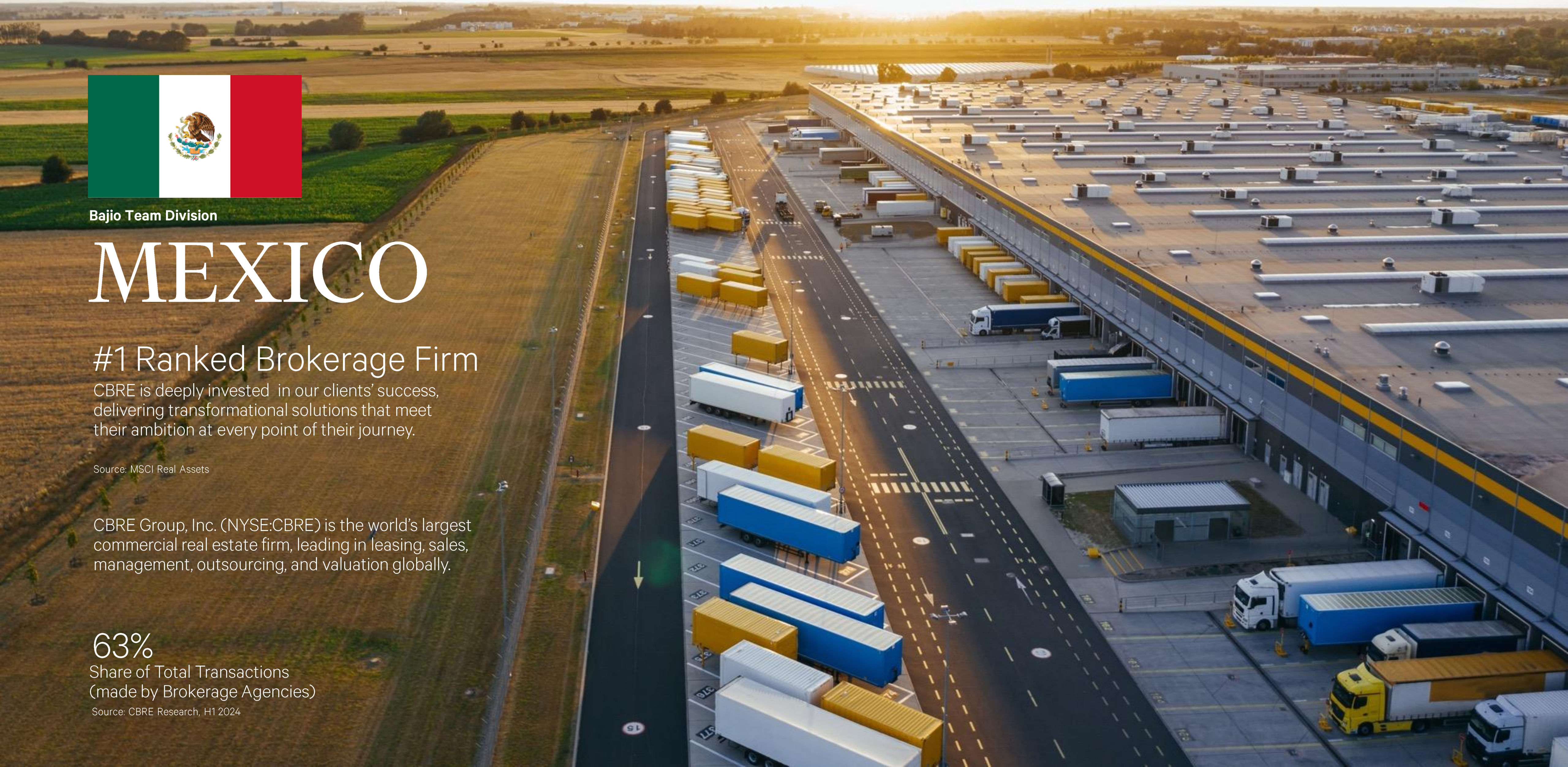


Bajio Team Division

MEXICO

#1 Ranked Brokerage Firm

CBRE is deeply invested in our clients' success, delivering transformational solutions that meet their ambition at every point of their journey.

Source: MSCI Real Assets

CBRE Group, Inc. (NYSE:CBRE) is the world's largest commercial real estate firm, leading in leasing, sales, management, outsourcing, and valuation globally.

63%

Share of Total Transactions
(made by Brokerage Agencies)

Source: CBRE Research, H1 2024

Key Economic Data of Mexico

129.5M
Population in 2023

Net Zero
Committed to achieving carbon neutrality by 2060

15th
Largest economy in the world by nominal GDP

425
Industrial parks in Mexico distributed in 27 states

$32,000
USD Rising per capita income expected to be reached by 2040 from USD $13,900 (2024)

128
Projection of new industrial parks in Mexico between 2024 and 2030

Labor Force
Young and well-trained, especially in sectors such as manufacturing, technology, and services

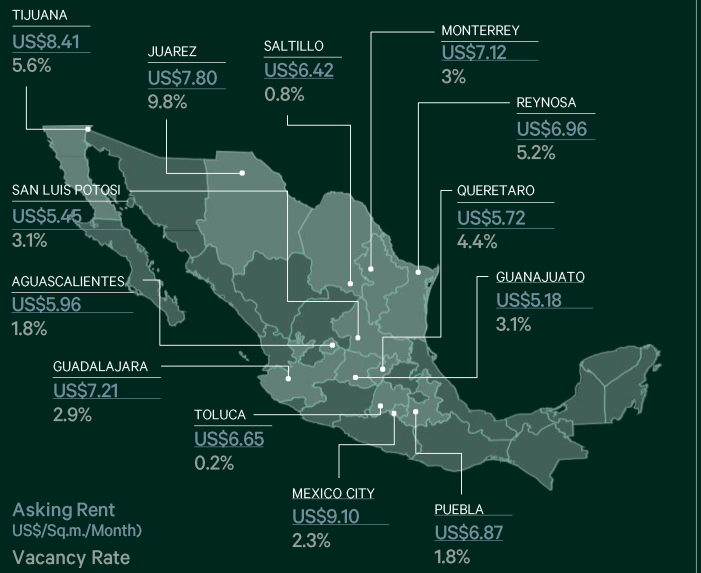
Infrastructure
Regions like Bajio, the north of the country, and the central industrial corridor offer developed infrastructure

60M
People workforce (median age of 29 years)

Ecosystem
of suppliers that facilitates the integration and operation of companies in several sectors

120,000
Engineers graduate annually in Mexico

LEASE PRICES IN MEXICO Q3 2024



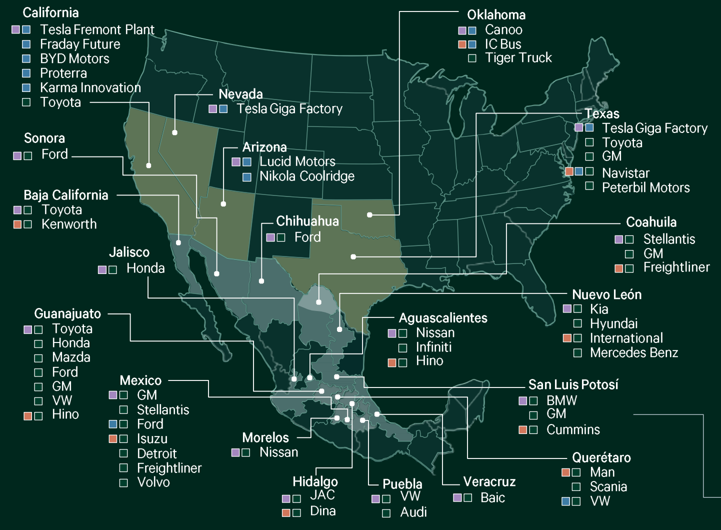
Asking Rent
US$/Sq.m./Month)
Vacancy Rate

Source: CBRE Research 2024

NEARSHORING SHARE BY INDUSTRY IN MAIN MARKETS, UP TO Q3 2024*

*Preliminary figures from January to September 2024
1 La Laguna industrial market includes the following municipalities: Torreon and Matamoros in Coahuila, Gomez Palacio and Lerdo in Durango.
Source: CBRE Research 2024

AUTOMOTIVE ASSEMBLY PLANTS IN MEXICO AND SOUTHERN USA



Source: CBRE Research with data from AMIA, ANPACT and Marklines, 2022.

COUNTRY OF ORIGIN OEM COMPANY

USA	Tesla, Faraday Future, Proterra, Karma Innovation, Lucid Motors, Nikola Coolidge, Navistar, Peterbilt Motors, General Motors, Canoo, IC Bus, Kenworth Freightliner, Detroit, Cummins, Ford, General Motors (GM), International
Germany	BMW, Man VW, Audi, Mercedes Benz
Japan	Toyota, Nissan, Honda, Mazda, Hino, Isuzu, Infiniti
China	BAIC, JAC
Mexico	Dina
South Korea	KIA, Hyundai
Netherlands	Stellantis
Sweden	Volvo, Scania

Country
Mexico
USA

Product type
Electric cars
Internal combustion cars

Vehicle type
Light vehicles
Heavy vehicles

MOST IMPORTANT FACTORS OF THE AUTOMOTIVE SECTOR IN MEXICO

7th
Largest vehicle producer globally

3M
Vehicles produced in 2024 (Jan-Sep)

112.7B
USD Projected value by the end of 2023

Intelligent Site Selection: How we do it

Project Initiation & Resource Alignment

Best team assembled based on scope and critical factors to see the project through to completion

Preliminary Location Analysis

Preliminary analysis, design and cost assessments across supply chain, labor and incentives

Shortlist Analytics: Markets & Sites

Deeper analysis into local markets, labor and building analysis, project planning and budgeting

Market Tours & Data-Driven Site Analysis

Site visits and qualitative + quantitative scorecard of local labor, market and incentives

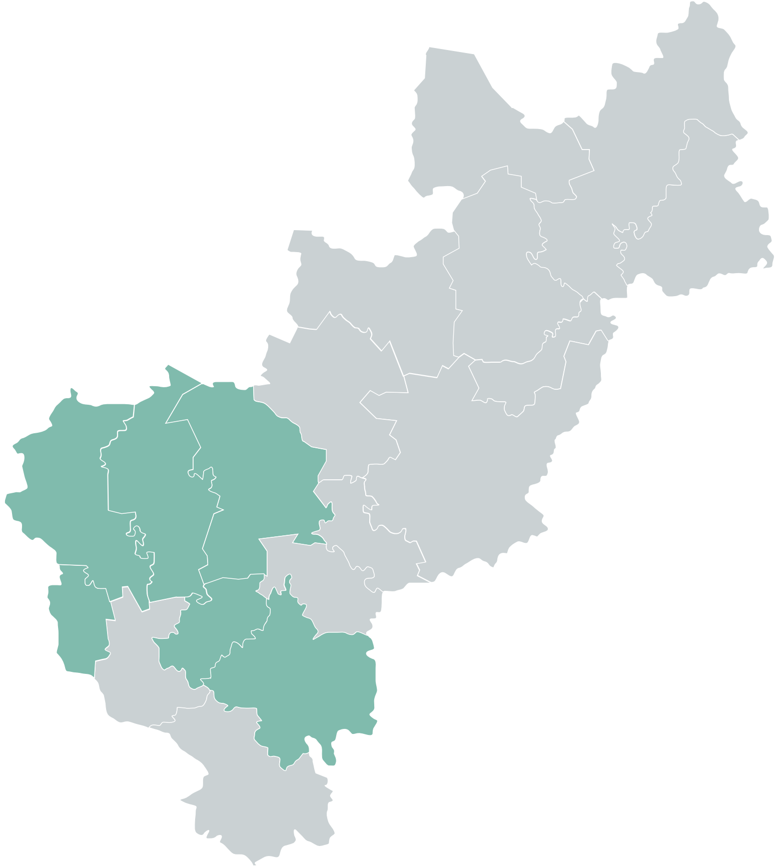
Finalized Execution/ Acquisition

Analyze real estate solution and negotiate deal terms through lease execution

Site/Building Improvements, Move-In and Start-Up

Construction, operational and move-in facilitation

Queretaro



Main Indicators, Q4 2024

54.5M SF
Industrial Stock Class A

4.5%
Vacancy Rate

4.5M SF
Under construction

2.8M SF
Net Absorption

$6.37
Avg. asking lease price (US$/SF/Year)

4.0M SF
Gross Absorption

2.9M SF
Completions

Main Industrial Parks in Queretaro

- Parque Industrial Queretaro
- Aerotech Industrial Park
- Parque Industrial FINSA Queretaro I. II & III
- Vesta Park Queretaro
- Parque Industrial Puerta Querétaro
- Parque Industrial Aeropuerto
- Parque Industrial El Marques
- Queretaro Park I, II, III, IV, V
- Parque Tecnológico Innovación Querétaro

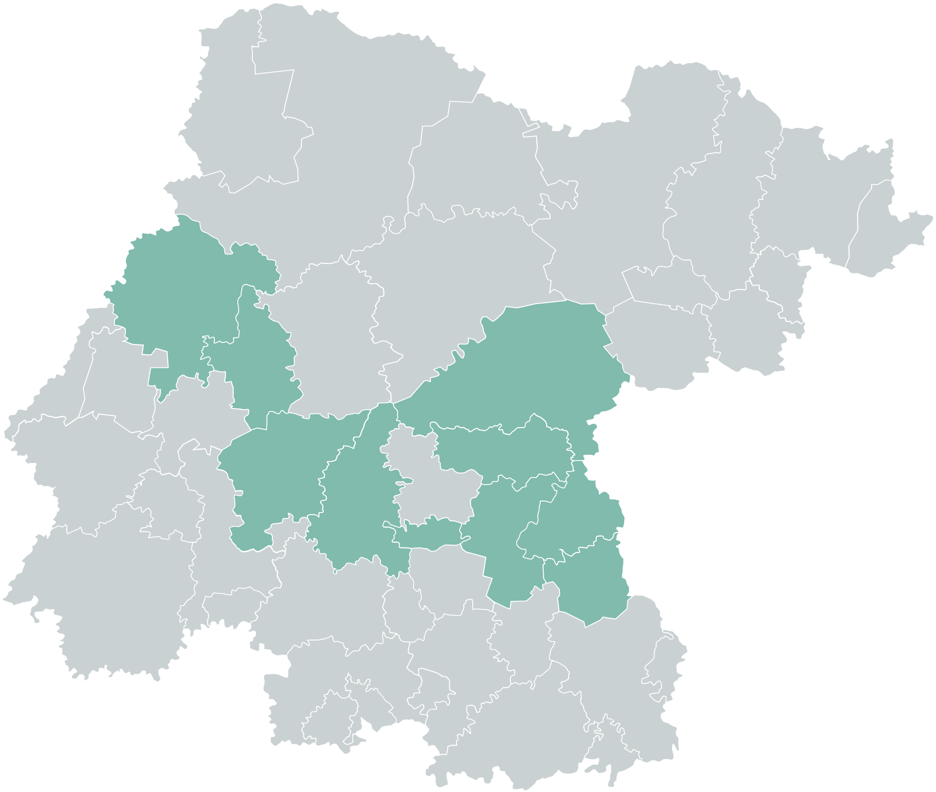
Main companies in Queretaro

Valeo	Bombardier
Eaton	Kelloggs's
Daewoo	Siemens
TE	Samsung
Hitachi	Kostal

CBRE Research 2024

CBRE

Guanajuato



Main Indicators, Q4 2024

57.4M SF Industrial Stock Class A	3.0% Vacancy Rate	804K SF Under construction	3.1M SF Net Absorption
$5.78 Avg. asking lease price (US$/SF/Year)	2.3M SF Gross Absorption	2.4M SF Completions	

Main Industrial Parks in Guanajuato

- Puerto Interior
- SkyPlus Industrial Park
- Vesta Park Guanajuato
- Pilba Industrial Park
- Parque Central Guanajuato
- Parque Industrial Chuy María
- Parque Industrial Las Colinas
- Polígono Empresarial San Miguel de Allende
- Marabis Castro del Rio Industrial Park
- Stiva Leon Industrial Park

Main companies in Guanajuato

Honda	Mazda
Toyota	Getrag
Flexi	GM
Pirelli	Bridgestone
American Axle	VW

CBRE Research 2024

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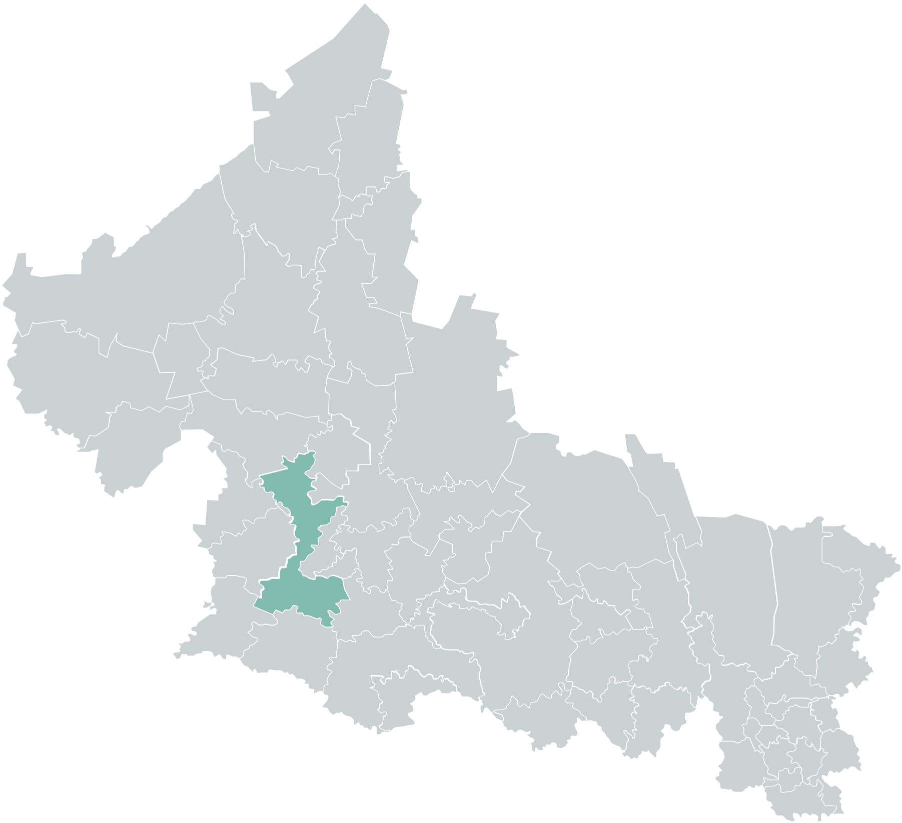
San Luis Potosí



Main Indicators, Q4 2024

28.7M SF
Industrial Stock Class A

4.4%
Vacancy Rate

569K SF
Under construction

666K SF
Net Absorption

$5.80
Avg. asking lease price (US$/SF/Year)

2.7M SF
Gross Absorption

935K SF
Completions

Main Industrial Parks in San Luis Potosi

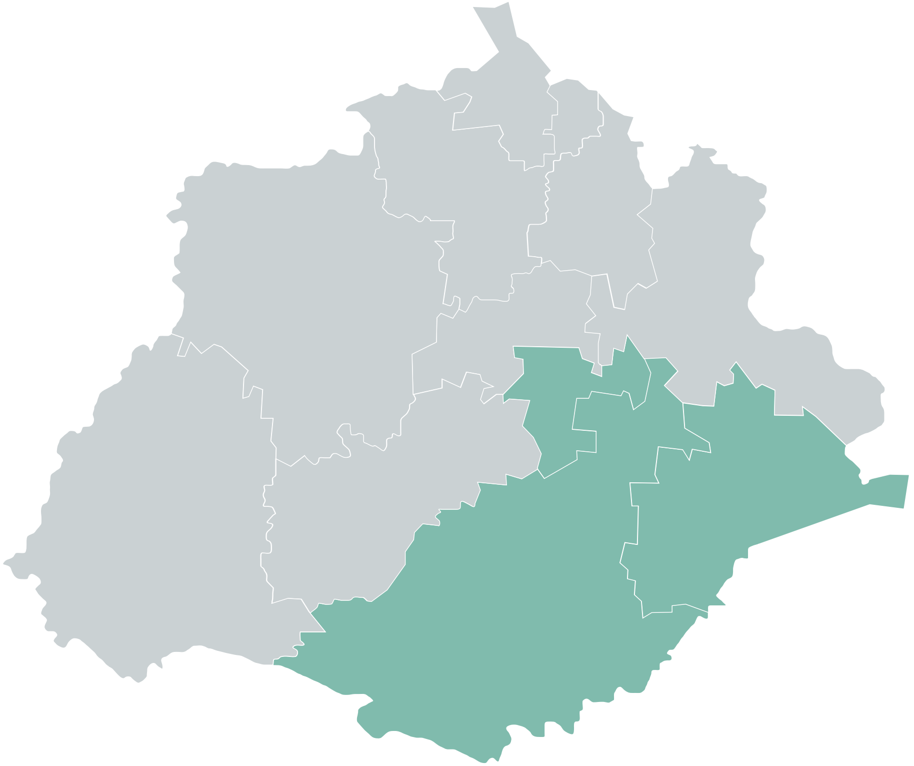
- WTC Industrial I & II
- Colinas de San Luis
- Parque Industrial Millenium
- Vesta Park SLP
- Parque Industrial Tres Naciones
- Logistik Industrial Park I & II
- Vynmsa Logistik II

Main companies in San Luis Potosi

Cummins	Lear Corporation
Eaton Truck	Valeo
Daikin	Continental
Faurecia	ABB
BMW	

CBRE Research 2024

Aguascalientes



Main Indicators, Q3 2024

14.0M SF Industrial Stock Class A	0.6% Vacancy Rate	269K SF Under construction	1.1M SF Net Absorption
$6.47 Avg. asking lease price (US$/SF/Year)	1.2M SF Gross Absorption	1.2M SF Completions	

Main Industrial Parks in Aguascalientes

- Parque Industrial FINSA Aguascalientes
- Vesta Park Aguascalientes
- Parque Industrial San Francisco I, II, III and IV
- Parque Industrial de Logistica Automotriz
- Parque Industrial Siglo XXI
- PIVA Aguascalientes
- Douki Seisan Park
- Agroparque de Aguascalientes
- ALEA Industrial Park

Main companies in Aguascalientes

Nissan	Unipres
Jatco	Bosch
Edgewell	Sumitomo
Kitagawa	Calsonic Kansei
Gestamp	Edgewell

CBRE Research 2024

Meet the team: +70 years of experience

Octavio Bravo

First Vice President
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octavio.bravo@cbre.com

Octavio Bravo has been an esteemed member of CBRE since 1997, focusing primarily on the Queretaro market and demonstrating a deep understanding of the Bajio markets. With a specialization as an industrial broker, he has successfully facilitated numerous transactions for transnational companies

Karina Contreras

Vice President
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karina.contreras@cbre.com

Since 2018, Karina has been a valuable asset to CBRE Bajio, where she serves as Director of the Guanajuato Office, focusing on Location Incentives and Advisory Transaction Services. Her extensive expertise and achievements in the industrial sector make her an excellent choice for clients seeking comprehensive real estate solutions.

Eduardo Contreras

Director
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eduardo.contreras@cbre.com

Eduardo Contreras brings extensive experience in the field of industrial real estate, with a career spanning from 2015 to the present. He initially began his journey as a developer, focusing on construction, bidding, and project management processes. Leveraging his technical expertise gained from working closely with developers, Eduardo seamlessly transitioned into the realm of commercial real estate.

Alfredo Velázquez

Director
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Alfredo.velazquez@cbre.com

Alfredo Velazquez brings a wealth of experience and expertise to the real estate industry, with a remarkable career spanning over two decades since 1995. His primary focus has been on land acquisition and leasing industrial buildings, specifically catering to the needs of logistics companies.

Manuel Pérez

Associate
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Manuel.perez@cbre.com

Manuel Pérez has been collaborating as a broker at CBRE Querétaro since 2013. Previously, he worked in the mapping services area and supported the capital markets area in Mexico City. His expertise focuses on seeking investment opportunities and assisting companies that want to start operations in the Bajío region.

Realizing potential in every dimension

Our Main Clients

Avery Dennison
Crane Worldwide Logistics
Eaton
Valeo
Ball
Edgewell Personal Care
Hitachi
mercado libre
metso
KOSTAL
SONA COMSTAR
STREIT
RSB Where Dreams are Responsibilities