



**SEDENA**  
SECRETARÍA DE LA DEFENSA NACIONAL

**MÉXICO**

f-airmexico.com.mx



**FERIA AEROSPACIAL MÉXICO**  
**AEROSPACE FAIR MEXICO 2021**  
**22 - 25 SEPTEMBER 2021**  
**QUERETARO'S INTERNATIONAL AIRPORT**



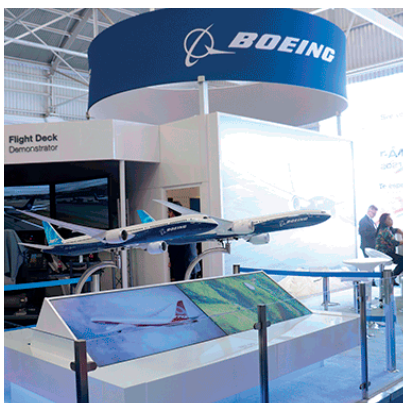
**UNITED STATES OF AMERICA**

**PARTNER  
COUNTRY**

**FAMEX-2021**







# FAMEX Aerospace Fair Mexico

The Mexico's Aerospace Fair is a commercial trade show for defense, civil and military aeronautics, as well as space branch; the fair's area is over 169,000 sqm, large aircraft could be exhibited, flight demonstrations can be held, and articles and services of exhibitors are shown.

More than 635 exhibitors from 39 countries participated in 2019.

The event is organized by the ministry of National Defense (SEDENA), through the Mexican

Air Force, Government and private sector; Mexican Aviation sector is currently the 14<sup>th</sup> largest in the world.

In 2016, Mexican Aeronautical Industry grew 18% and exported more than 7.2 billion USD. The Ministry of Economy forecast that by 2020 Mexico will be in 10<sup>th</sup> place in the world aviation industry.

This fair has an important Education Forum that allows Mexican youth to interact and learn about the opportunities

offered by companies in the industry for the development of their careers.

Bilateral Aviation Safety Agreement (BASA) between the U.S. and Mexico has achieved the mutual recognition of aerospace standards, such as NADCAP and AS9100, Facilitating manufacturers operations in the North American region. In Addition, the Wassenaar Agreement streamlines regulations effectively control sensitive dual-use aerospace products exports.

## USA, Partner Country at FAMEX 2021

### FAMEX-2021 USA PARTNER COUNTRY



- **The United States** covers 49% of the Global Aerospace Industry, which represents \$408.4 Billion Dollars.

- **PwC** ranked U.S.A. as the most attractive aerospace manufacturing market with \$240 billion in sales, due to the size of the companies, labor force and low economic risk.
- **It is the** first economic world power with a Macroeconomic stability.
- **It is the** first recipient of Direct Foreign Investment.
- **It has** participated in FAMEX 2017 and 2019 editions, with the U.S. Pavilion with more than 40 leading companies in aeronautics.
- **The USAF** had presence in FAMEX-2019 with the Aircrafts A-10C of the "Thunderbolt II Demonstration Team".
- **FAMEX** is considered an event recognized by the US Department of Defense. (DoD) due to the synergy of Mexico and U.S.A. in the Aeronautical Sector.

**M**exico is one of the most competitive country in the hemisphere in aerospace manufacturing costs.

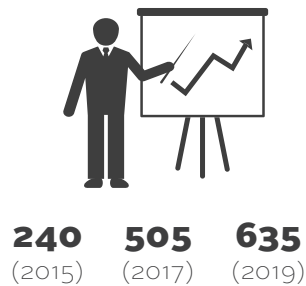
The Aerospace and Defense (A&D) industry in Mexico, it is one of the most important industries. In recent 5 years, the GDP of the A&D industry grew more than 20% each year. With the help the geographic location, Mexico is home to most of the global main players in the A&D industry. In order to fully develop it's a&D industry, Mexican Government improve the talent management through research centers established to serve the industry.

ProAereo 2012-2020, also known as the Strategic program of the aerospace industry place Mexico among the top 10 countries in the world in aerospace production.

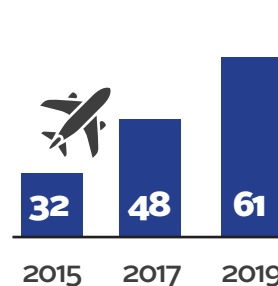
# Why Mexico?

## Evolution Aerospace Fair Mexico

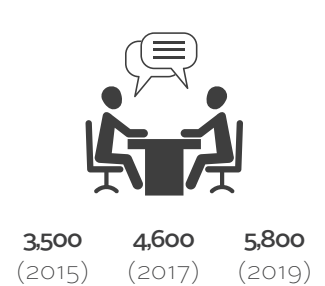
### EXPOSITORS



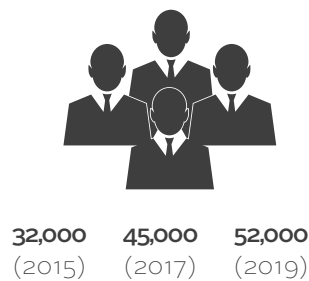
### AIRCRAFT



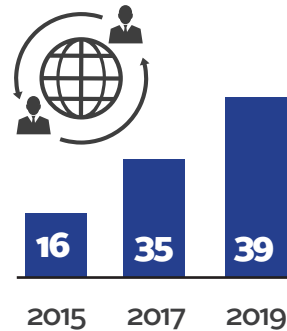
### B2B MEETINGS



### VISITORS

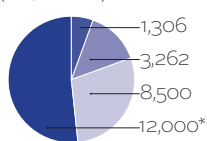


### COUNTRIES

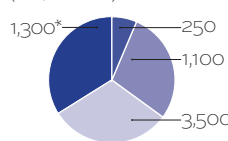


## Industry Performance

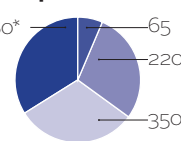
### Annual Exports (US\$ Millions)



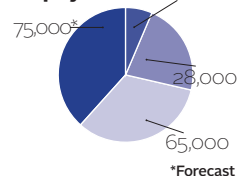
### Annual FDI (US\$ Millions)



### Total Number of Companies



### Total Employment



Years ● 2004 ● 2010 ● 2018 ● 2020

\*Forecast







# Why FAMEX 2021?

Between 2010 and 2016, the number of aerospace firms in Mexico grew from roughly 220 to 330, increased number of OEM'S and Tier 1 suppliers, Tier 2 and Tier 3 have been growing.

Aerospace Hubs continue to attract new aerospace players interested in Mexico's competitive labor cost and incentives offered by local, state, and federal authorities.

## Opportunities for products and services in the aerospace industry include:

- MRO services, Testing machinery, Special composites and proceses.
- Metal treatments, Aerospace molding, Special tooling and
- Especialized aerospace services.
- Mexico has improved its aerospace manufacturing capabilities from components small parts, and harness,



## Achieved objectives in FAMEX 2019

- 100% of Exhibitors satisfied their expectations.
- 99% made new contacts.
- 95% were pleased with quality and visitors.
- For the development business (B2B) we provide two pavilions that, allowed more than 5,800 interviews during the Air Fair.

manufacturing large sections, such as engines, cockpits part, wings, etc.

- Mexico is the ideal scenario

for: trade between suppliers, meet existing & new customers, and increase sales revenue & show new products.



## 127 Conferences

- Aircraft Interiors
- Aircraft Parts
- Airport Systems / Equipment / Infrastructure / Services
- Business & General Aviation
- Business Services / Consultancy / Insurance / Finance
- Medical / Safety / Emergency
- Training & Simulation / Flight Schools
- Unmanned Air Aviation
- Biofuels, Green Transportation
- Challenges and Opportunities in Air transportation
- Dangerous goods regulations
- Airport competitiveness around the world

## 39 Exhibiting countries



## Stands exhibitors

- Industry
- Private & Commercial Aviation
- Defense
- MRO's
- Academy
- Space Technology

## Trade visitors

635 EXHIBITORS	5 PAVILIONS	288 NATIONAL AND INTERNATIONAL JOURNALIST	50 ACADEMIES
210 DELEGATIONS	21 CHALETS	5,800 B2B MEETINGS	233,000 GENERAL PUBLIC







# Our Visitors

- Aerospace and Aviation Industry
- Ministers of Defense & Air Force
- Business in Engines, Avionics & Airframe
- Unmanned Air Systems (DRONES)
- Civil Aviation Operators
- Commercial Airlines
- MRO's
- Training Academy



Mexico has one of the most important talent pools in Latin America, with more than 100,000 graduates per year from engineering and technology careers, providing great opportunities for aerospace industry.



## Welcome to FAMEX 2021!

Dr. José M. Hernández Former NASA Astronaut, President and CEO of Tierra Luna Engineering LLC.

I'm honored to be part of this FAM initiative, which presents an opportunity to learn more about Mexico's aerospace contribution to the international industrial community.

I have entered a working alliance with PIMSA Developers, a pioneer industrial park with more than a 60-year experience in providing build to suits and soft landing services in Mexico.

[www.pimsa.com.mx](http://www.pimsa.com.mx)

[www.tierralunaengineering.com](http://www.tierralunaengineering.com)



Mexico is the sixth largest supplier to the USA aerospace industry. In addition the Industry, Academy and Government have established and implemented a National Strategy to enable the creation of highly competitive poles that presenting Mexico as an attractive destination.

Major international companies like Bombardier, Beechcraft, Bell Helicopter, MD Helicopter, Safran Group, GE, Honeywell, Collins Aerospace, Airbus Group, and others have found in Mexico the best conditions to develop design and engineering centers. As well as, laboratories and productions lines capable of involving quickly to handle more complex assignments in next generation engines and airframe components, this has been possible due to the wealth and availability of

## CANADA PARTNER COUNTRY AT 2021



## Catalogue of products

CONCEPT		COST IN USD		
SHELL SCHEME BOOTH OF 3 X 3 MTS INDOOR		ECONOMIC \$3,000	STANDAR \$3,250	PREMIUM \$3,300
RAW SPACE M <sup>2</sup>	INDOOR +36M <sup>2</sup>	\$250	\$300	\$350
	OUTDOOR +36M <sup>2</sup>		\$250	

AIRCRAFT DISPLAY PARK OPERATIONAL MAXIMUM TAKEOFF WEIGHT (METRIC)	PRICE PER UNIT USD
0.001-3 tons	\$ 1.350
+ 3 – 25 tons	\$ 2.500
+ 25 – 40 tons	\$ 3.000
+ 40 tons	\$ 4.000

SPONSOR ADVERTISING, HIHEST CATEGORY	PRICE PER UNIT USD
Naming	\$40.000
Platinum	\$30.000
Gold	\$15.000
Silver	\$10.000
Bronze	\$5.000

## Payment Information

All bank charges and transfer charges must be paid by Exhibitor. The payment shall do in American Dollars (USD) in Santander Bank account, property of the Federal Treasury, through next modalities: Foreign Companies must make an international transfer through "SWIFT" System. Companies, who had a Dollar bank account in Mexico, will make the transfer through the "SPID" System. Likewise, the user shall send the payment/deposit ticket.



Brigadier General  
**César Tapia Jiménez**  
 Committe President  
 Mobile +52 (55) 40 32 18 52  
[presidente@f-airmexico.com.mx](mailto:presidente@f-airmexico.com.mx)

Colonel  
**Antonio Bravo Álvarez**  
 Director  
 Tel. +52 (55) 71 60 31 63  
 Mobile +52 (55) 37 78 68 54  
[bravo-alvarez@hotmail.com.mx](mailto:bravo-alvarez@hotmail.com.mx)  
[dir.ejecutivo@f-airmexico.com.mx](mailto:dir.ejecutivo@f-airmexico.com.mx)

Colonel  
**José de Jesús Onche Vilchis**  
 Operations Manager  
 Tel. +52 (55) 71 60 31 63  
 +52 (55) 71 60 31 65  
 Mobile +52 (55) 54 03 32 05  
[operaciones@f-airmexico.com.mx](mailto:operaciones@f-airmexico.com.mx)

Lt. Colonel  
**José Manuel Herrera Molina**  
 Commercial Manager  
 Tel. + 52 (55) 70 98 52 99  
 Mobile +52 (33) 10 85 33 55  
[gercom@f-airmexico.com.mx](mailto:gercom@f-airmexico.com.mx)

Major  
**Alejandro Cesar Díz Mendoza**  
 Public Relations Manager  
 Tel. + 52 (55) 70 98 43 23  
 Mobile + 52 (33) 10 98 85 34  
[rels.publicas@f-airmexico.com.mx](mailto:rels.publicas@f-airmexico.com.mx)

Colonel  
**Arturo Meza Hernández**  
 Logistic Manager  
 Tel. + 52 (55) 31 81 03 32  
 + 52 (55) 31 81 03 32  
 Mobile +52 (55) 40 44 38 08  
[logistica@f-airmexico.com.mx](mailto:logistica@f-airmexico.com.mx)

Colonel  
**Darío Raúl Hernández Ramírez**  
 Advertising Manager  
 Tel. +52 (55) 70 98 11 39  
 Mobile + 52 (33) 12 32 67 05  
[publicidad@f-airmexico.com.mx](mailto:publicidad@f-airmexico.com.mx)



Office  
 AIR FORCE BASE No. 19  
 Av Santos Dumont S/N  
 Colonia Aviación Civil.  
 Delegación Venustiano Carranza  
 Cd. México. CP 15740  
 Tel. +52 (55) 57 58 26 27  
 +52 (55) 55 58 85 69

Captain  
**Alejandro Pérez Marín**  
 Commercial  
 Tel. +52 (55) 70 98 52 99  
 Mobile +52 (99) 93 90 91 49  
[gercom@f-airmexico.com.mx](mailto:gercom@f-airmexico.com.mx)

Captain  
**Hugo Iván Campana Torres**  
 Public Relations  
 Tel. + 52 (55) 70 98 43 23  
 Mobile + 52 (55) 43 41 70 07  
[rels.publicas@f-airmexico.com.mx](mailto:rels.publicas@f-airmexico.com.mx)

Captain  
**Abul Sai Cansino Martínez**  
 Logistic  
 Tel. + 52 (55) 31 81 03 32  
 + 52 (55) 31 81 03 32  
 Mobile +52 (55) 10 12 92 12  
[logistica@f-airmexico.com.mx](mailto:logistica@f-airmexico.com.mx)

Captain  
**Edgar Israel Ramirez Soriano**  
 Press Officer  
 Tel. +52 (55) 70 98 11 39  
 Mobile +52 (55) 33 47 36 15  
[prensa@f-airmexico.com.mx](mailto:prensa@f-airmexico.com.mx)



Sponsor



Collaborators



Organized by