



Blue Stone[®]
Real Estate Advisors



CANADIAN – MEXICO CONFERENCE



Blue Stone[®]
Real Estate Advisors

Blue Stone is the most complete softlanding in Mexico
for National & International Companies.

Be 50% faster in the internalization of your Company.



Why Mexico

- Ideal location for business
- Market with great potential and human capital
- Solid and open economy
- Commercial strenght, 12 free trade agreements with 46 countries
- Competitive business environment

Mexico

11^o
Country most populated
(126,014,024)



11^o
World most exporter
country



15^o
Biggest Economy in
the world



9^o
Most attractive country for
FDI and 1st in Latin America



12
Trade Agreements with 46
countries



48^o
Place in competitiveness
among 141 countries





Blue Stone
Real Estate Advisors

USMCA Railroad & Highway Corridor





Blue Stone[®]

Real Estate Advisors



77 Airports

13 national and 64 international



114 Sea ports

58 in the Pacific

59 in the Gulf Coast



Blue Stone
Real Estate Advisors

Mexico's OEM's





Industrial Real Estate

3Q 2022

Near Shoring Facts.

1.- USMCA

2.- Logistics Costs

3.- Commercial War USA – China



13 Principal Markets in México





Industrial Inventory & **Vacancy Rate**

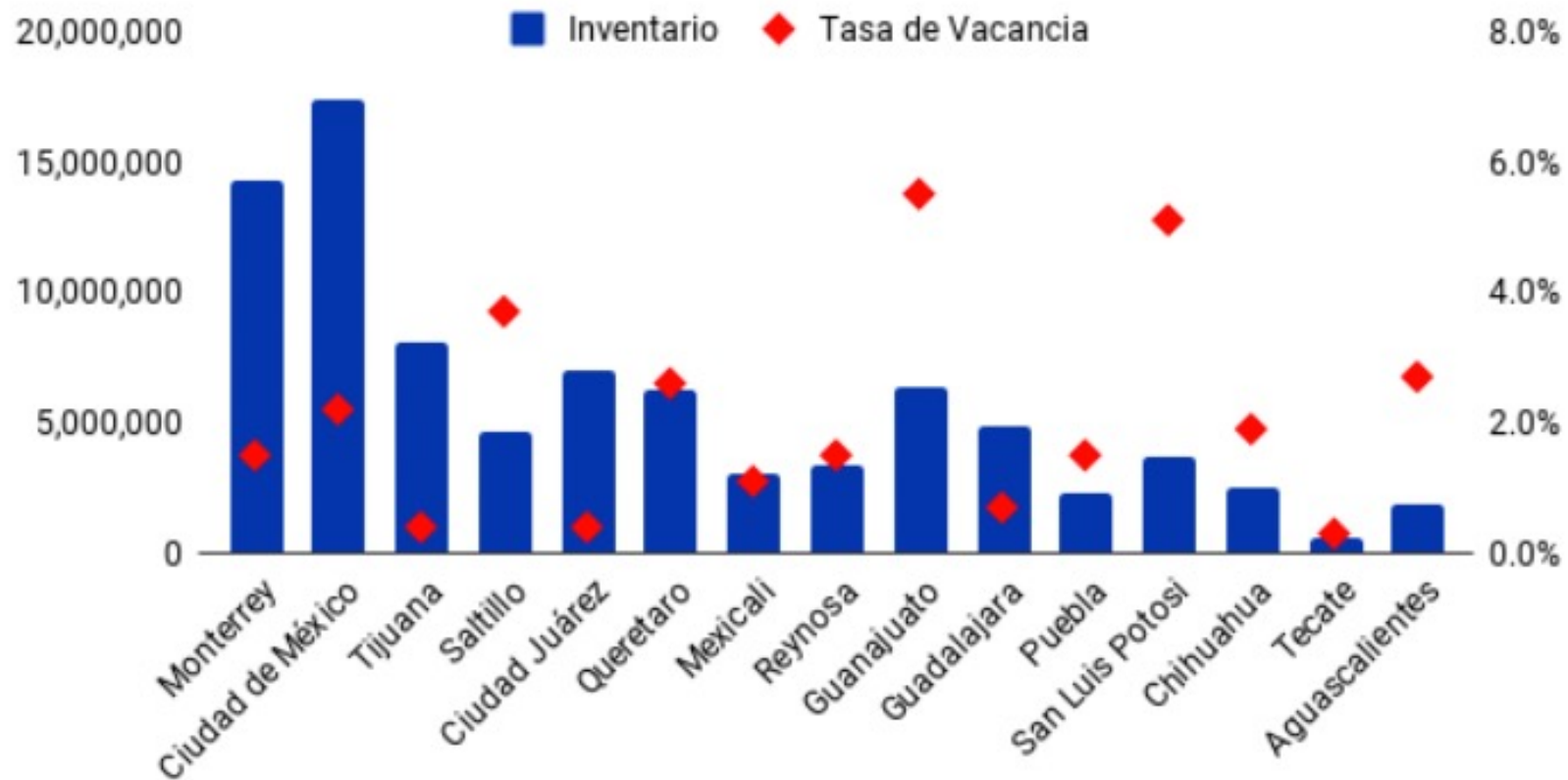
- **Vacancy Rate has reach historical lows.**
- **Demand over 2.1 million SQM 11% higher than 3Q 2021.**
- **The industrial inventory in the country grew up 1.2 million sqm reaching a growth of around 2% each quarter.**



Industrial Inventory & Vacancy Rate

Inventario Industrial (m²) y Tasa de Vacancia (%): 3T 2022

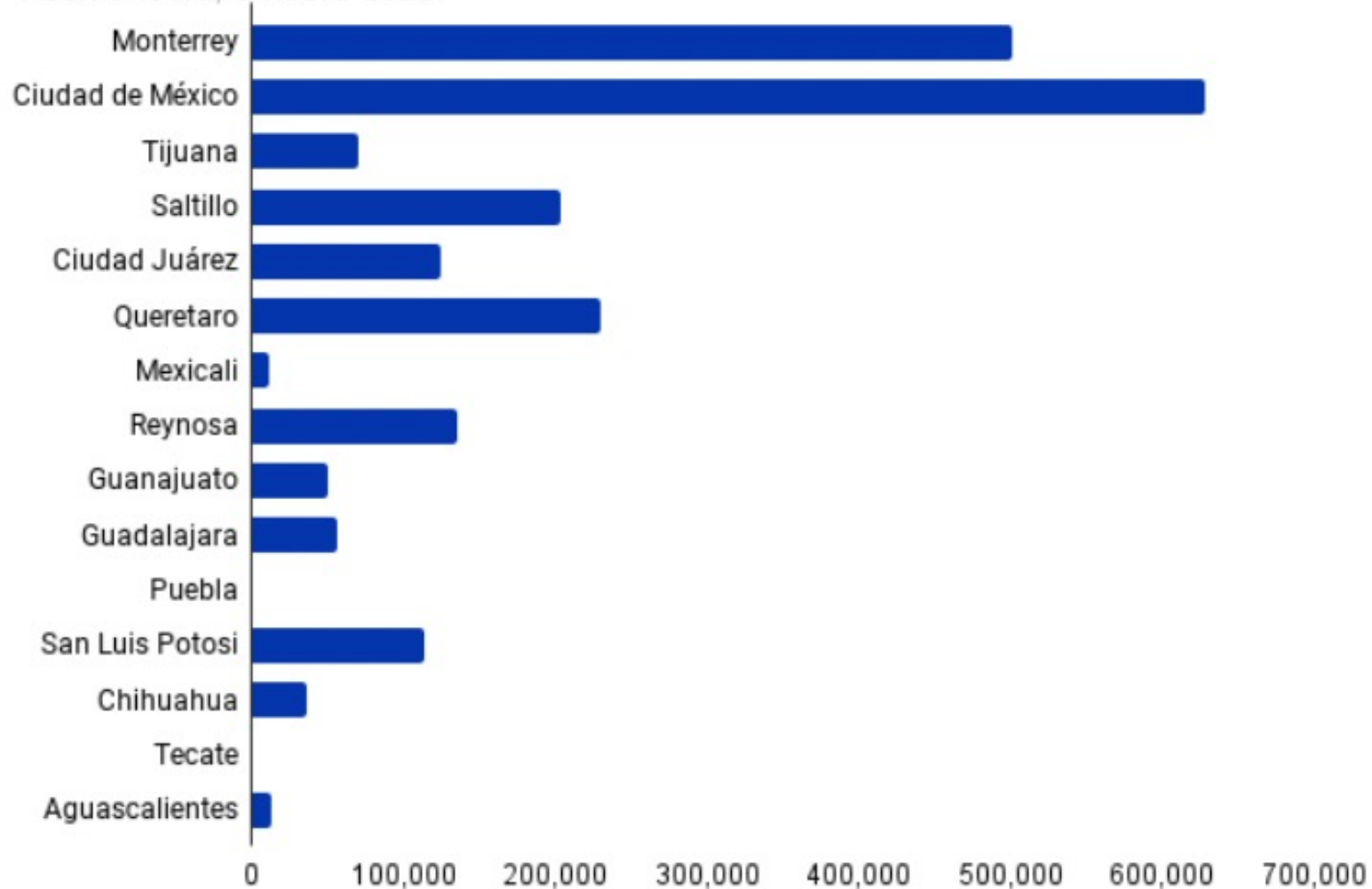
Fuente Solili, Octubre 2022.





Total Industrial Lease 3Q 2022

Fuente: Solili, Octubre 2022.





Lease Prices **3Q 2022**

- **The list Prices for lease grew 8%**
- **The markets that increase most.**
 - **Monterrey 30%**
 - **Juarez 29%**
 - **Tijuana 26%**
 - **Reynosa 23%**
- **This is regarding the vacancy historical lows.**



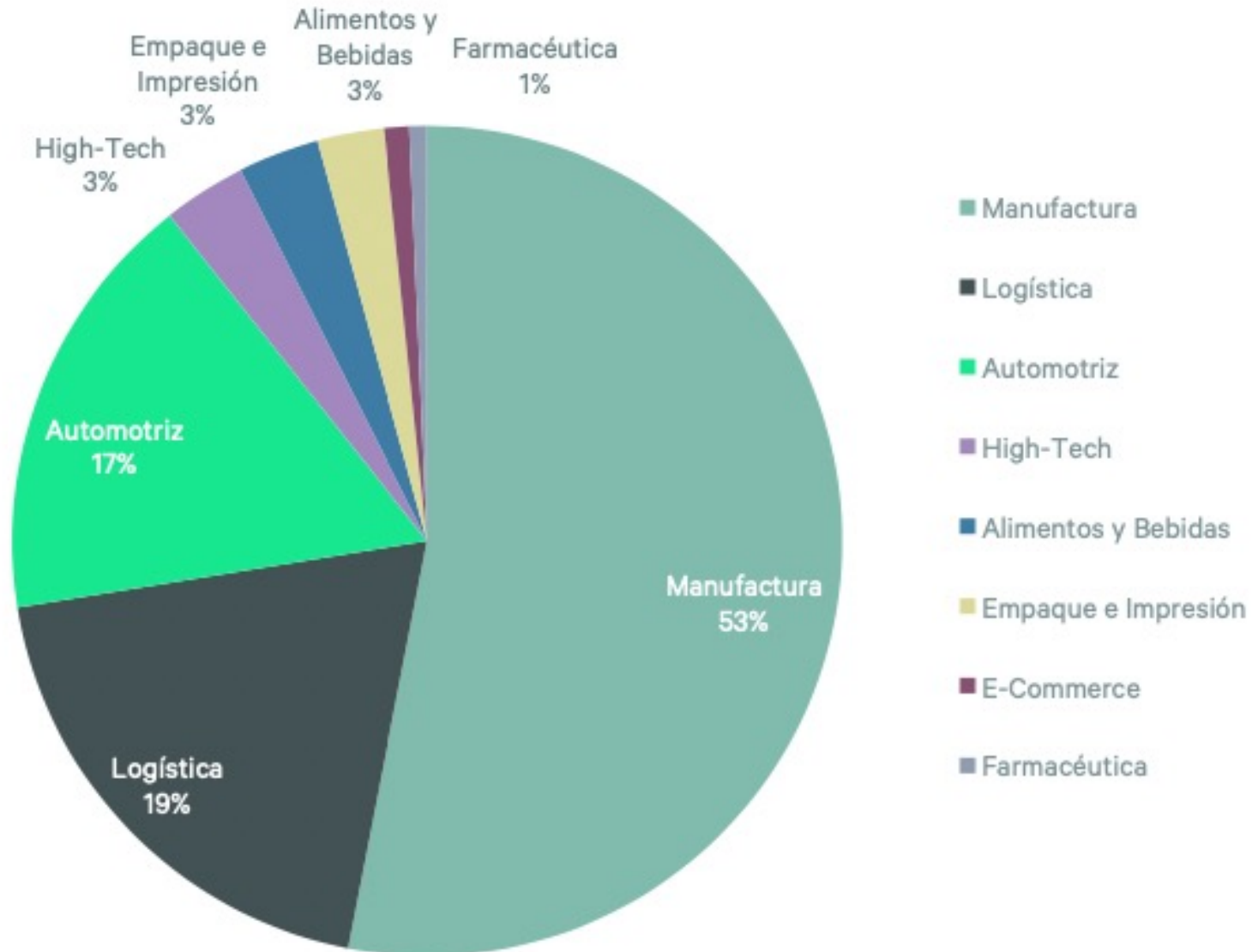
Lease Prices 3Q 2022





Sectors for the Industrial Demand

GRÁFICO 5: Demanda Industrial por Sectores, 3T 2022





THANKS !!!



OUR SERVICES

Site Selection

- We help you in finding the best location that fit your needs
- Land for sale in Industrial Parks
- Greenfields
- Clas A and B Buldings
- We Negotiate the Best Price and conditions for our Clients
- Local, State and Federal Incentives



Tenant Representation

- Advisory on your Site Selection
- Purchase and Lease Negotiations
- Renewals Negotiations with your actual landlord
- Built to Suit Projects for lease or Purchase
- Lease Analysis



OUR SERVICES



OUR SERVICES

Landlord Representation

- We help you Lease or Sale your Property
- We provide appraisal services for your property
- Sales Strategy
- Social Networks





OUR SERVICES



Construction

- We help having the best desing for your Company
- Bidding Process
- Construction supervision
- We choose the best contractors that fit your needs



OTHER SERVICES

Legal and Fiscal **Support**

A joint Venture with law firm with vast experience in all areas associated with Business Law, additionally to their lawyers comprehensive legal knowledge with respect to the business world. A fresh and pragmatic vision for addressing legal matters with an absolute commitment to our clients, which makes us stand out as an innovative and reliable option for modern corporations.

- Corporate Law
- Intellectual Property
- Labor Law
- Immigration
- Administrative Law
- Civil Law



OTHER SERVICES



Logistics

- Our Business Alliances gives us the opportunity to offer the best logistic solutions
- Rail or road Freight
- Ocean Freight
- Air Freight
- Customs Brokerage in Mexico
- Door to door Services
- Warehousing Domestic, IMMEX, Fiscal Deposit or Mexican FTZ
- Distribution



OTHER SERVICES



Shelter

We provide high-value, cost effective start-up and ongoing services with a flexible partnership that allows you to choose as many or as few services as needed to get up and running. Our objective is simple. We gear our efforts toward getting your operation highly functional at a much lower cost and successfully producing product within a shorter timeframe than you can achieve on your own - all while significantly reducing the risks associated with a start-up.

- Be operational 50% - 75% faster
- Save 40% during the initial phases
- Continue to save due to economies of scale
- Business Service
- Tax and Accounting



OTHER SERVICES

GROW YOUR BUSINESS IN MEXICO

Sales Representation

- Advanced knowledge of OEM'S based in Mexico
- Great relationship and contacts with OEM's & Tier 1's
- Active presence with customers
- Experience dealing with Global International Companies (Mexican, American, French, German, Spanish, British)
- Anticipate customer requirements / strategy
- Know as a partner and solution maker
- Currency & Local Content Strategy Management
- Support on Commercial, Program Management, Accounts Receivable, Logistics, Quality & Engineering
- Successful history for business awards
- Successful negotiation of price increases and LTC cancelation
- Providing strategic advisory for principal's management
- Great communication with Global companies
- Face to face meetings with customers on a weekly basis or as required
- Contacts at customer purchasing, quality, engineering, logistics and accounts payable departments
- Resources in USA and Europe

Contac Us

- **SAN LUIS POTOSI**
Av. Chapultepec 1610 Int 3
Privadas del Pedregal
C.P.78295 San Luis Potosí, SLP
Tel: +52 444 274 03 57
info@bs-rea.com

