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FERIA AEROSPAZIAL MÉXICO
AEROSPACE FAIR MEXICO 2019

SEDENA
 SECRETARÍA DE
 LA DEFENSA NACIONAL



MÉXICO

Santa Lucía, Edo. Mex. / Air Force Base No. 1



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Organized by



Partner Country





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 500 exhibitors from 35 countries participated in 2017

The event is organized by the Ministry of National Defense (SEDENA), through the Mexican Air Force, Government, private sector and Mexican Space Agency; Mexican Aviation sector is currently the 14th largest in the world. In 2016, Mexican Aeronautical Industry grew 18% and exported more than 7.2 billion USD. The Ministry of Economy forecasts that by 2020, Mexico will be in 10th place in world aviation industry

This fair has an important Educational 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

Canada - Partner Country at FAMEX-2019



Canadian Pavilion during FAMEX-2017 was represented by 42 exhibitors

According with Canadian Aerospace Industry Report 2017, the industry contributed close to \$28 billion in GDP and 208,000 jobs. Manufacturing supply chain exports have grown maintained its global leadership in airplanes, helicopters, engines and flight simulators

Canadian aerospace has demonstrated innovation and leadership in:

- Being the number one manufacturing R&D player
- Collaborating significantly more with industry, academia and government than the Canadian manufacturing industry average
- Increasing its employment of skilled workers significantly more than the manufacturing average to introduce innovation

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, UTC, Airbus Group, and others have found in Mexico the best conditions to develop design and engineering centers. As well as, laboratories and production 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 specialized human capital



Catalogue of Products

CONCEPT		COST IN USD		
		ECONOMIC	STANDAR	PREMIUM
Shell scheme booth of 3 x 3 mts indoor		\$ 3.000	\$ 3.250	\$ 3.300
Raw space m ²	Indoor +36 m ²	\$ 250	\$ 300	\$ 350
	Outdoor +36 m ²	\$ 250		

Aircraft Display Park	Price per unit USD
Operational Maximum Takeoff Weight (metric tons)	
0.001- 3 tons	\$ 1.350
+ 3 - 25 tons	\$ 2.500
+25 - 40 tons	\$ 3.000
+ 40 tons	\$ 4.000

Sponsor Advertising, highest 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 the Exhibitor. The payment shall do in American Dollars (USD) in a 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.



Why FAMEX 2019 ?

Between 2010 and 2016, the number of aerospace firms in Mexico grew from roughly 220 to 330, increased number of OEMs 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 costs 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 processes
- Metal treatments, Aerospace molding, Special tooling, and
- Especialized aerospace services

Mexico has improved its aerospace manufacturing capabilities from components, small parts, and harnesses, manufacturing large sections, such as engines, cockpits parts, wings, etc.

Mexico is the ideal scenario for: trade between suppliers, meet existing & new customers, and increase sales revenue & show new products



107 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 Systems
- Security in Aviation
- Biofuels, Green Transportation
- Challenges and Opportunities in Air transportation
- Dangerous goods regulations
- Airport competitiveness around the world

35 EXHIBITING COUNTRIES



Achieved objectives in FAMEX 2017

- 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 4.600 interviews during the Air Fair



STANDS EXHIBITORS

- INDUSTRY
- PRIVATE & COMMERCIAL AVIATION
- DEFENSE
- MRO's
- ACADEMY
- SPACE TECHNOLOGY

TRADE VISITORS

EXHIBITORS	505
DELEGATIONS	210
PAVILIONS	5
CHALETs	23
NATIONAL AND INTERNATIONAL JOURNALIST	242
B2B MEETINGS	4.600
ACADEMIES	48
GENERAL PUBLIC	220.000





Our visitors

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



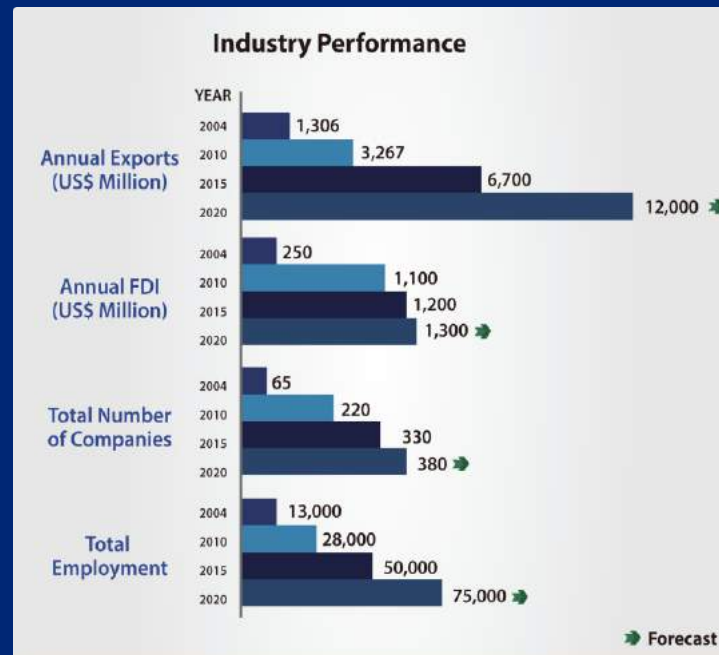
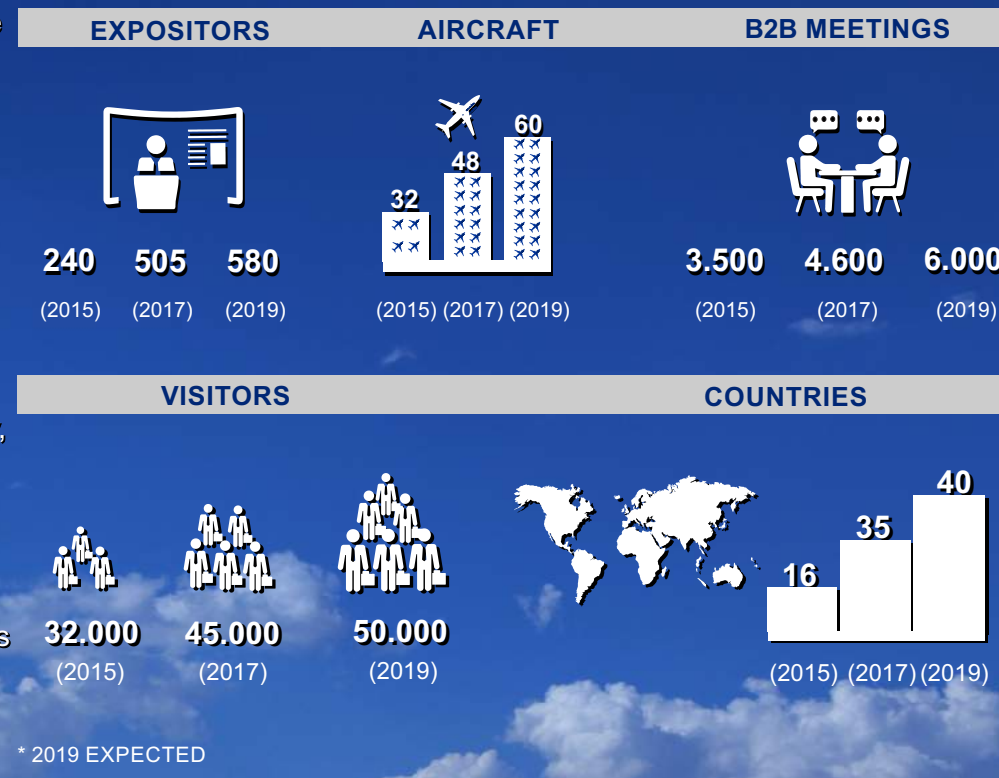
Why Mexico?

Mexico 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 its A&D industry, Mexican Government improve the talent management through research centers established to serve the industry

ProAéreo 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

Evolution Air Fair Mexico



Mexican Aerospace exports 7.2 billion USD in 2016

Mexico is the most important talent pool in America, with more than 100.000 graduates per year from engineering and technology courses, wich is a great oppportunity for aerospace sector