

EFFECTO NEARSHORING

CAPITALIZA SU DEMANDA Y
OPORTUNIDADES

the
LOGISTICS
WORLD

SUMMIT | 20
& EXPO | 24

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EFECTO

NEARSHORING

**QUÉ ES Y
PORQUÉ
SURGE**


**DÓNDE
ESTAMOS Y
QUÉ NOS
DICEN LOS
DATOS**

**ESTRATEGIAS Y
OPORTUNIDADES**



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On-Shore

-  **Communication**
Working with developers who speak English as their native language enables more efficient conversations.
-  **Time Zone**
Working with developers in the same timezone can improve real-time collaboration.
-  **Cultural Norms**
Teams with the same cultural background have similar work norms and expectations.

Near-Shore

-  **Time Zone**
Nearshore development mirrors US time zones, making communication and collaboration in real-time easier.
-  **Better Rates**
Near-shore developers are available at lower rates than in the US.
-  **Travel**
Visiting the home country of your nearshore development team is less complicated than traveling to Asia or Eastern Europe.

Off-Shore

-  **Rates**
Favorable rates remain the biggest reason U.S. companies turn to offshore development.
-  **Talent Pool**
Tapping into the global talent pool allows you to shop for the best experience for your project.
-  **Long-term Maintenance**
Outsourcing regular app maintenance offshore means your software stays up-to-date without overpaying.



The Hybrid-Model

-  **Ensures Top Quality**
Global tech experts vet each to ensure the highest level of quality. Cuts Communication Barriers.
-  **Cuts Communication Barriers**
On-shore team members are expert liaisons between the client and the development team.
-  **Offers Flexibility**
Hybrid outsourcing gives you flexibility in team composition and size to fit your needs.
-  **Builds Relationships**
Local project management means a local point of contact for in-person meetings or site visits.

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FRIENDSHORING

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THE HILL News Policy Opinion Events Jobs Newsletters THE HILL TV Changing America

Just In...

Uvalde shooting injures two juveniles: police
BLOG BRIEFING ROOM - 1H 56M AGO

NFL honors Queen Elizabeth II with moment of silence during season opener
BLOG BRIEFING ROOM - 3H 24M AGO

Biden says women in the U.S. were 'awakened' when Roe v. Wade was overturned
ADMINISTRATION - 4H 16M AGO

US recovers more than \$30M in cryptocurrency from North Korean hackers
CYBERSECURITY - 4H 23M AGO


AMA warns 'patient health is at risk' post-

OPINION > INTERNATIONAL

Workforce 'ally-shoring' brings benefits across borders

BY JOHN AUSTIN AND ELAINE DEZENSKI, OPINION CONTRIBUTORS - 08/03/22 3:00 PM ET
THE VIEWS EXPRESSED BY CONTRIBUTORS ARE THEIR OWN AND NOT THE VIEW OF THE HILL

SHARE TWEET



FILE - President Joe Biden meets with Mexican President Andrés Manuel López Obrador in the Oval

GLADIS ARAUJO

4 ways to outsmart your demand planning competition
GET IT NOW



Get your demand planning eBook
Kinaxis

As previously written, ally-shoring describes how countries can rework critical supply chains and source essential materials, goods and services among and between trusted democratic partners and allies. Addressing workforce dynamics and needs as part of an ally-shoring strategy enables mutual economic and employment benefits, supporting the

availability of labor and skills to meet critical supply chains' manufacturing and production requirements.

Ally-shoring makes sense with democratic neighbors like Mexico, with which we don't so much "trade" as operate a tightly integrated co-production system. Fifty percent of "trade" between the U.S., Canada and Mexico is in intermediate goods, components of finished products like parts of an electric car, or the processing and packaging of agricultural goods that may cross a border several times.

When reshoring is not viable, relocating critical U.S. supply chains in Mexico (versus China, for example) keeps technology and innovation closer to home. It also requires a readily available and skilled workforce.

- Reduce la dependencia de materiales críticos fuera de la Región.
- Fortalece la cadena de suministro.
- Acelera la recuperación económica.

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WUCA
VOLATILITY
UNCERTAINTY
COMPLEXITY
AMBIGUITY

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Disruptors VUCA



Health
Global
COVID
Monkey Pot



Shortage
Electricity
Water Gas
Labor
(Hi Costs)



Shortage
Logistics
(Hi Costs)



Inflation
Interest Rate
Hi Costs
Tariffs



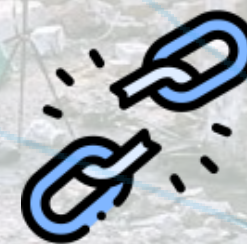
GEOPOLITICAL
Brexit
Political War
Ukrainian War
Israel War
Red Sea



Shortage of
Raw Material
High Costs



Hi Demands of
Customers



Supply Change
Disruptions



Sustainability



¿CÓMO SOBREVIVIR

CON TANTOS DISRUPTORES?

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CADENA DE SUMINISTRO AGIL Y RESILIENTE



EVITAR

DISRUPCIONES
IMPACTANDO LA
OPERACION



RESISTIR

IMPACTO DE LAS
DISRUPCIONES A TRAVÉS
DE ALTERNATIVAS



RECUPERAR

RAPIDAMENTE DE LAS
DISRUPCIONES CUANDO
IMPACTAN A LA
ORGANIZACION

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ESTRATEGIAS DE RESILIENCIA Y AGILIDAD

CADENA DE SUMINISTRO



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SEGMENTACION

Source: Gartner

VISIBILIDAD tier 1 2 3, Monitoreo Riesgos, PLANEACION DE ESCENARIOS

Reducir el AREA de la Cadena de Suministro

ECOSISTEMA COLABORACION CADENA DE SUMINISTRO

COMPETENCIA

NGOs
GOBIERNO

PROVEEDORES
TIER 1
TIER 2
TIER 3

MANUFACTURA

DC

CLIENTES

INDUSTRIA
CLUSTERS

LOGISTICA
4PL

SERVICIOS

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“

**Whatever comes out,
we've got a better
chance of survival if we
WORK TOGETHER.**

Maximus

GLADIS

ARAUJO

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ESTRATEGIAS DE RESILIENCIA Y AGILIDAD

CADENA DE SUMINISTRO



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SEGMENTACION

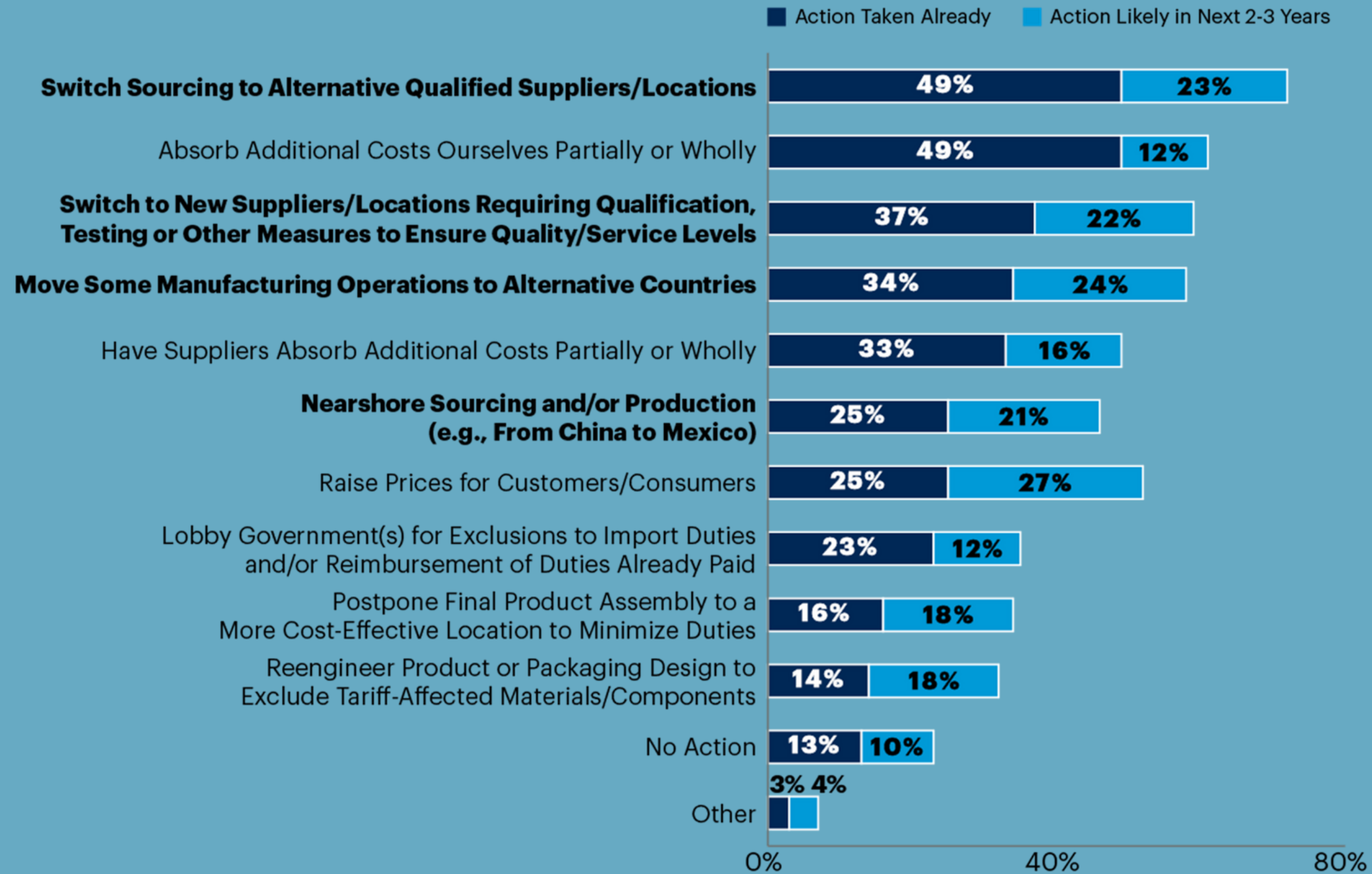
Source: Gartner

VISIBILIDAD tier 1 2 3, Monitoreo Riesgos, PLANEACION DE ESCENARIOS

Reducir el AREA de la Cadena de Suministro

Mitigation Actions Taken to Improve Supply Chain Resilience

Multiple Responses Allowed



n = 230

Q: In the case of the U.S.-China trade war, what mitigating actions have you taken or are like to take?

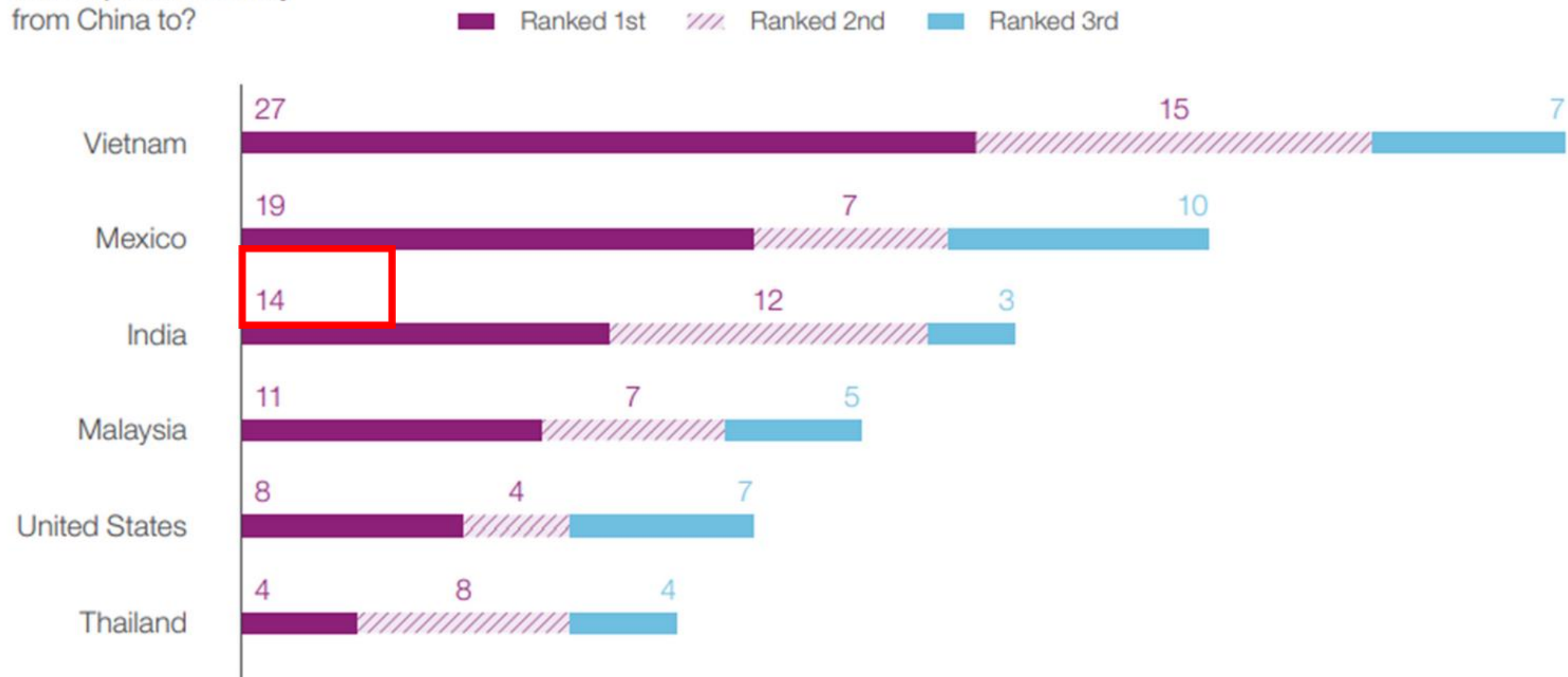
Source: 2020 Gartner Weathering the Supply Chain Storm Survey

736656_C

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Alternatives to China-Based Supply Chain Operations

Q. What are the top three countries/regions where you have moved or plan to move supply chain operations away from China to?



Source: Gartner's Weathering the Supply Chain Storm Survey, 2020

% of respondents | n = 73

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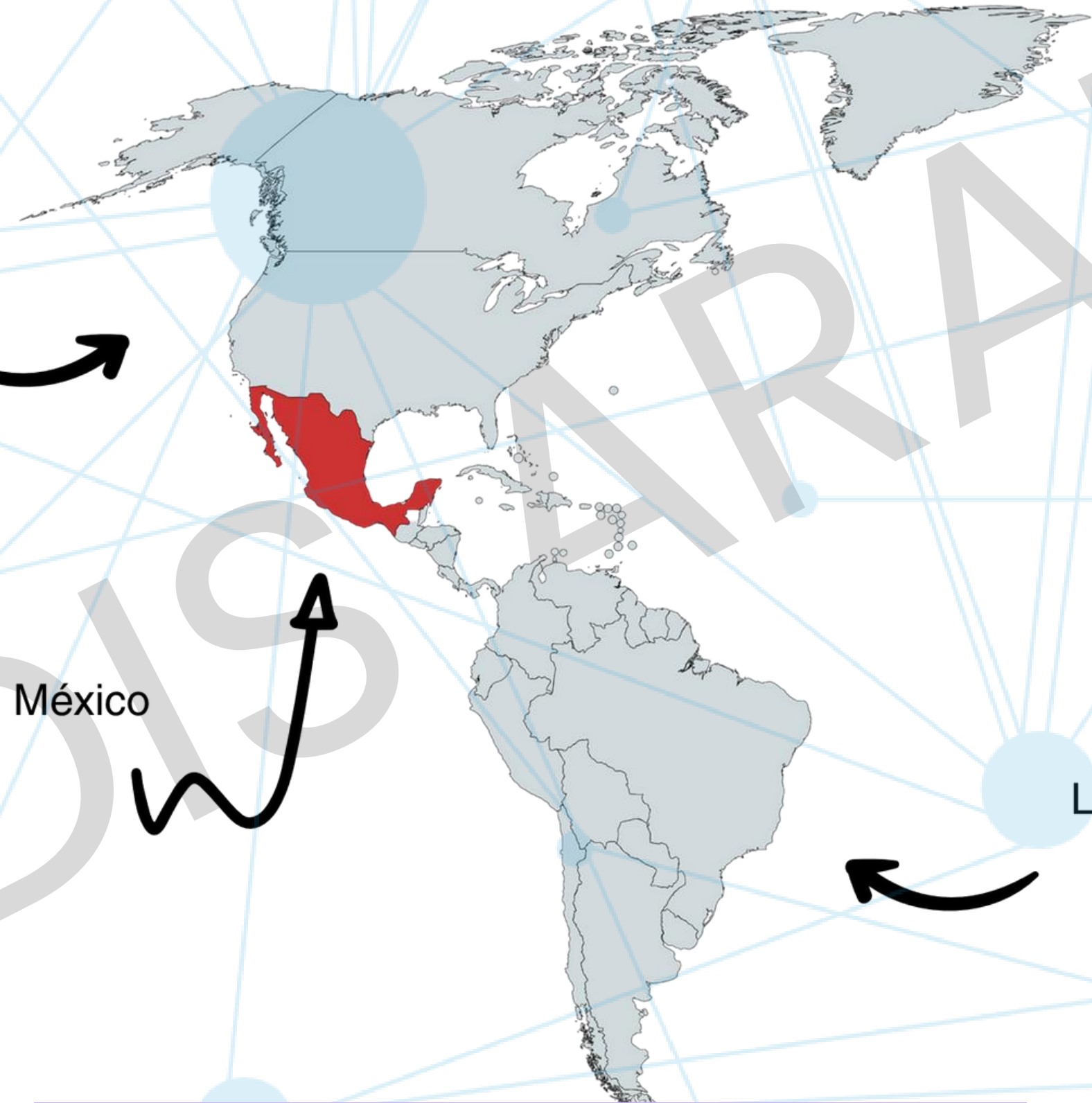
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An aerial view of a city skyline, likely Mexico City, featuring numerous skyscrapers and modern buildings. The background shows a range of mountains under a cloudy sky. The foreground is filled with a dense residential area with smaller buildings and houses.

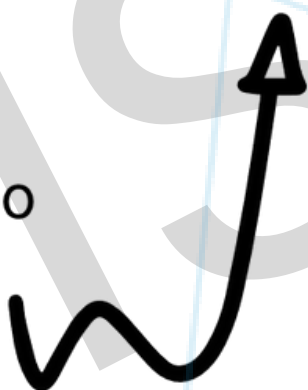
PORQUE MÉXICO?

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North America



México

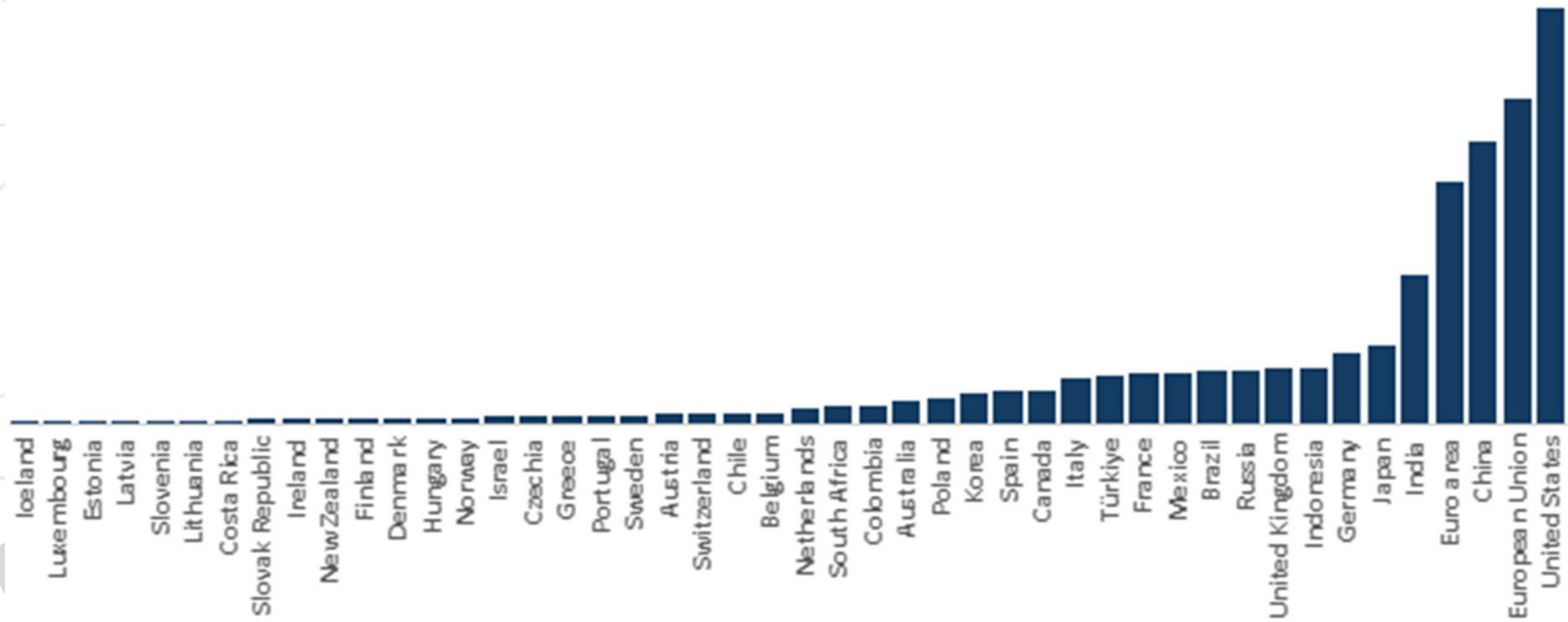


LATAM



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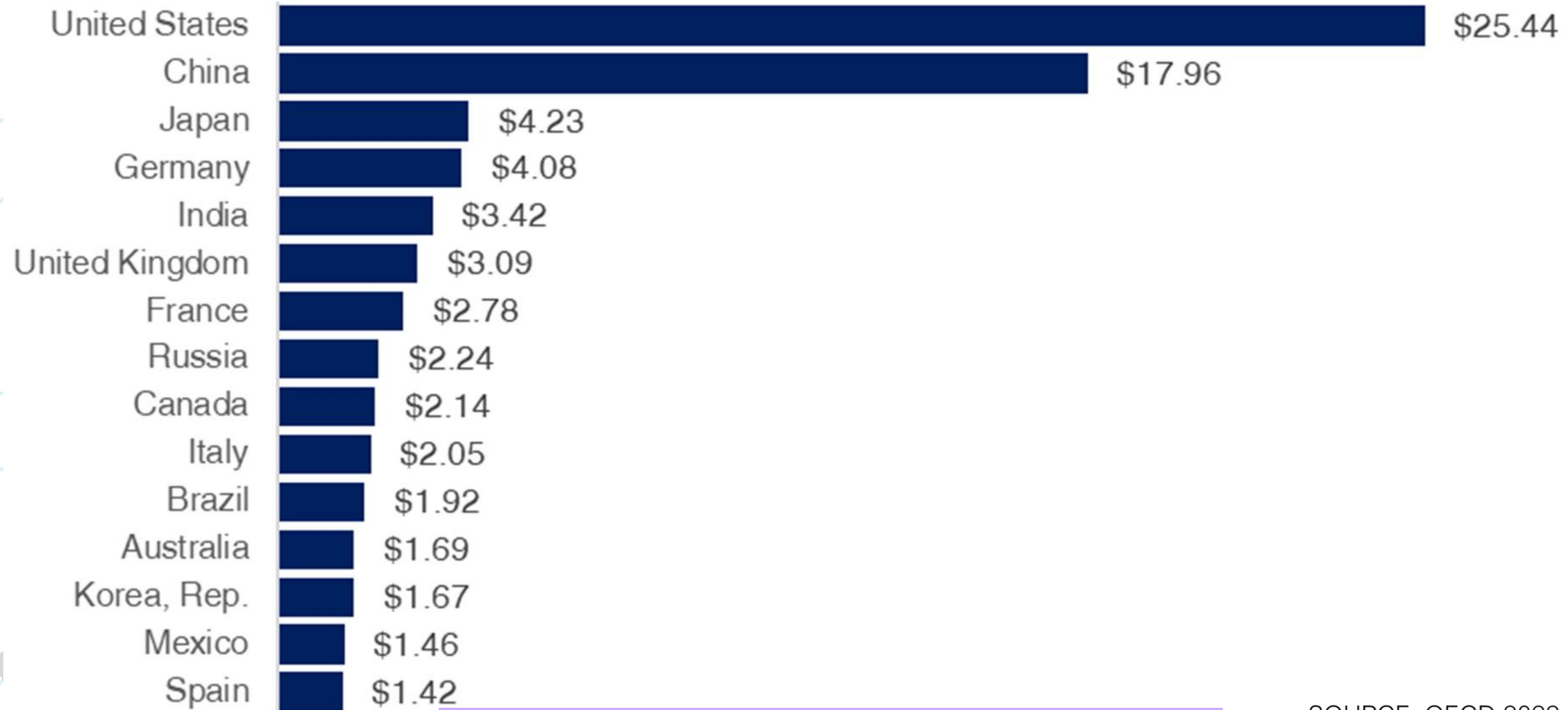
HOUSEHOLD SPENDING



SOURCE: OECD 2022
Total: Millions USD

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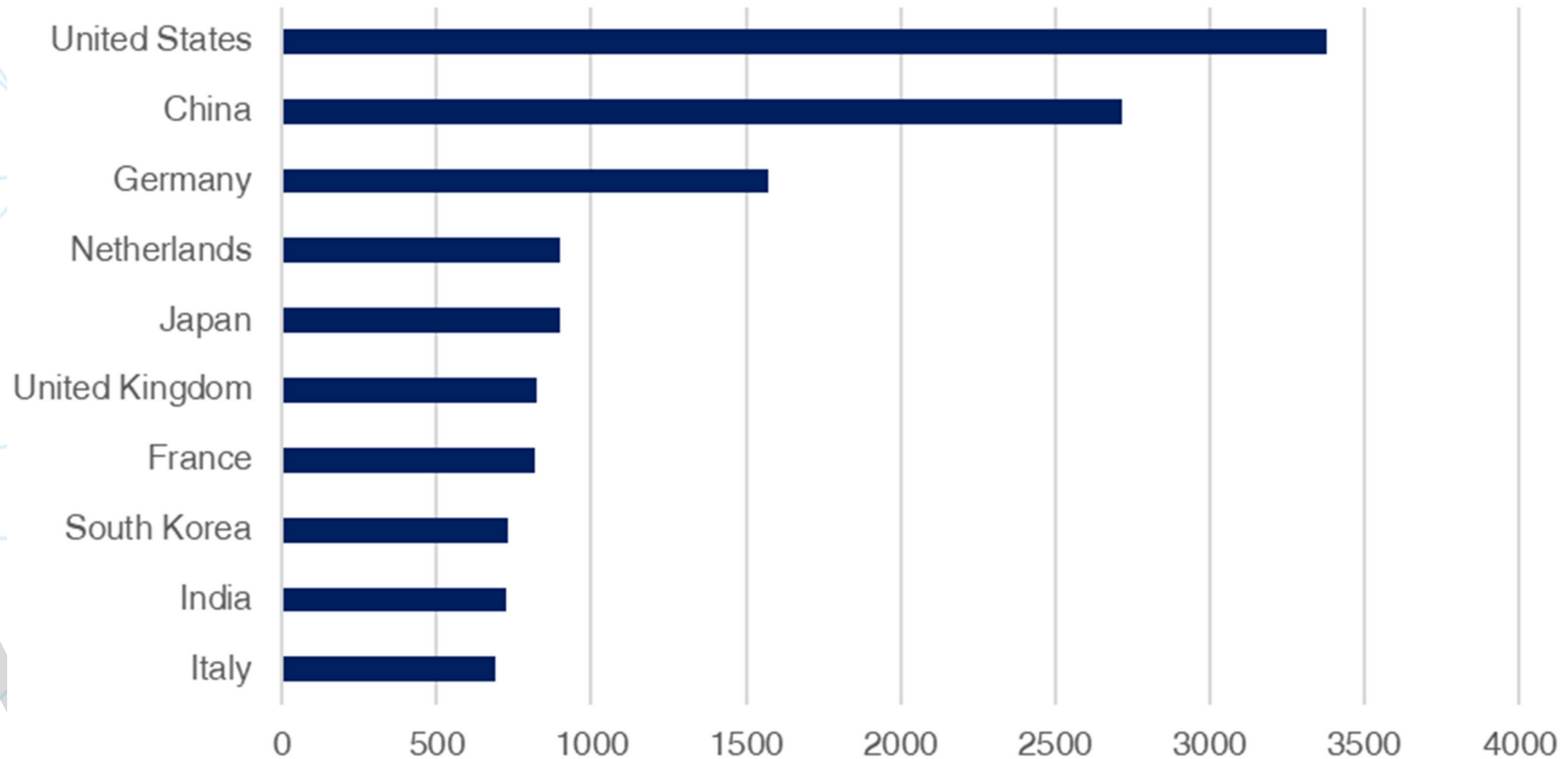
PIB



PROPERTY OF GLADIS ARAUJO

SOURCE: OECD 2022
Total: Billion USD

LEADING IMPORTERS IN WORLD MERCHANDISE TRADE



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United States Mexico Canada Agreement

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North America

\$27.6
#1 GDP

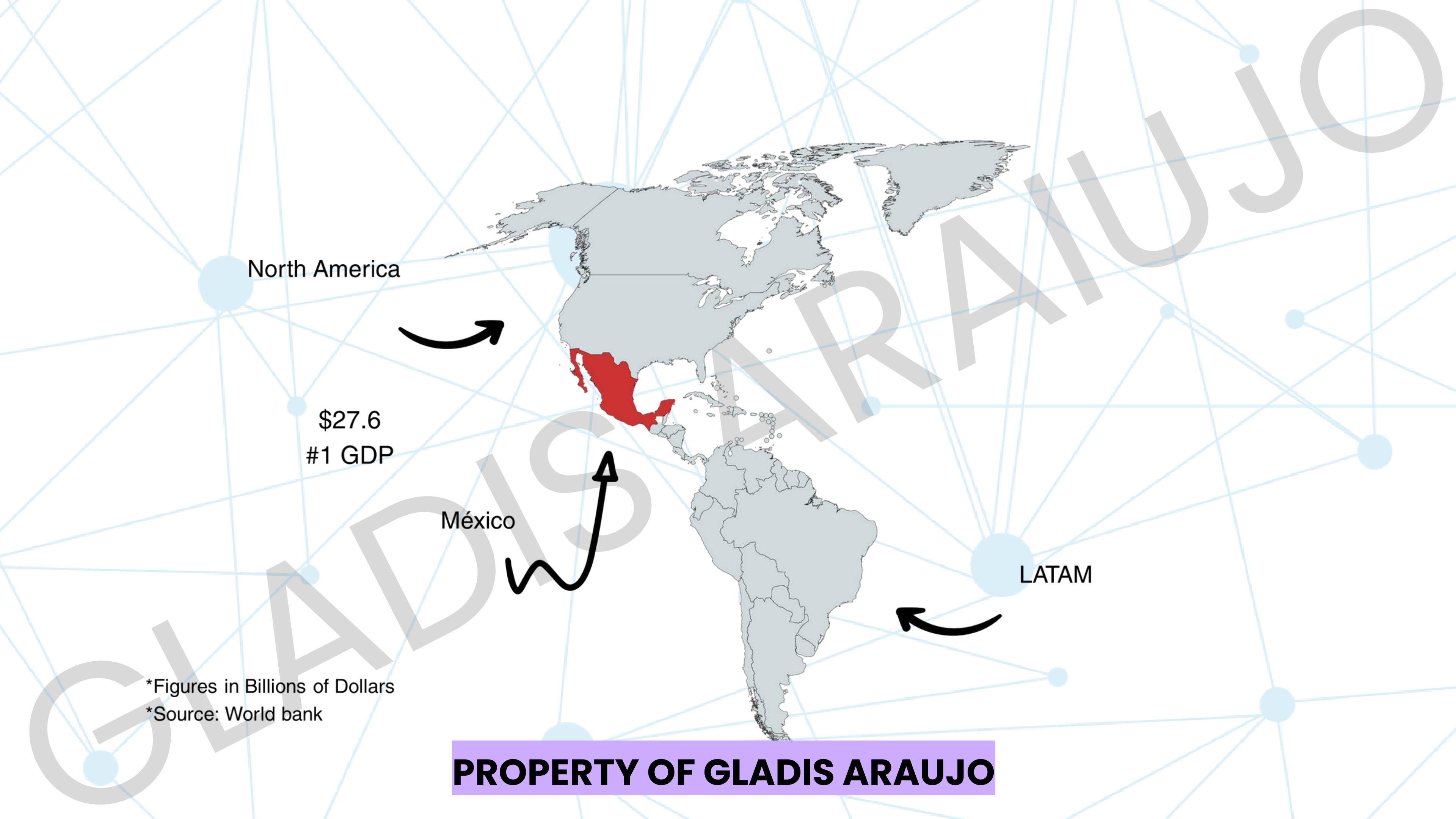
México

LATAM

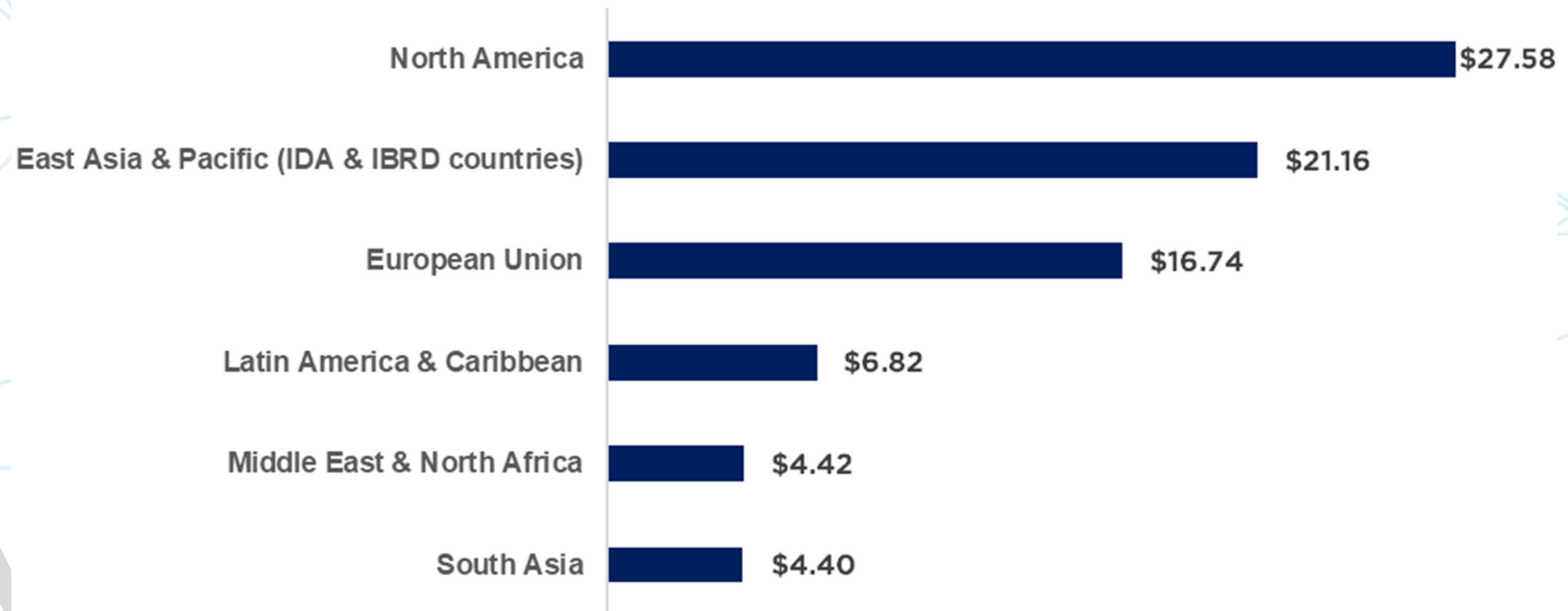
*Figures in Billions of Dollars

*Source: World bank

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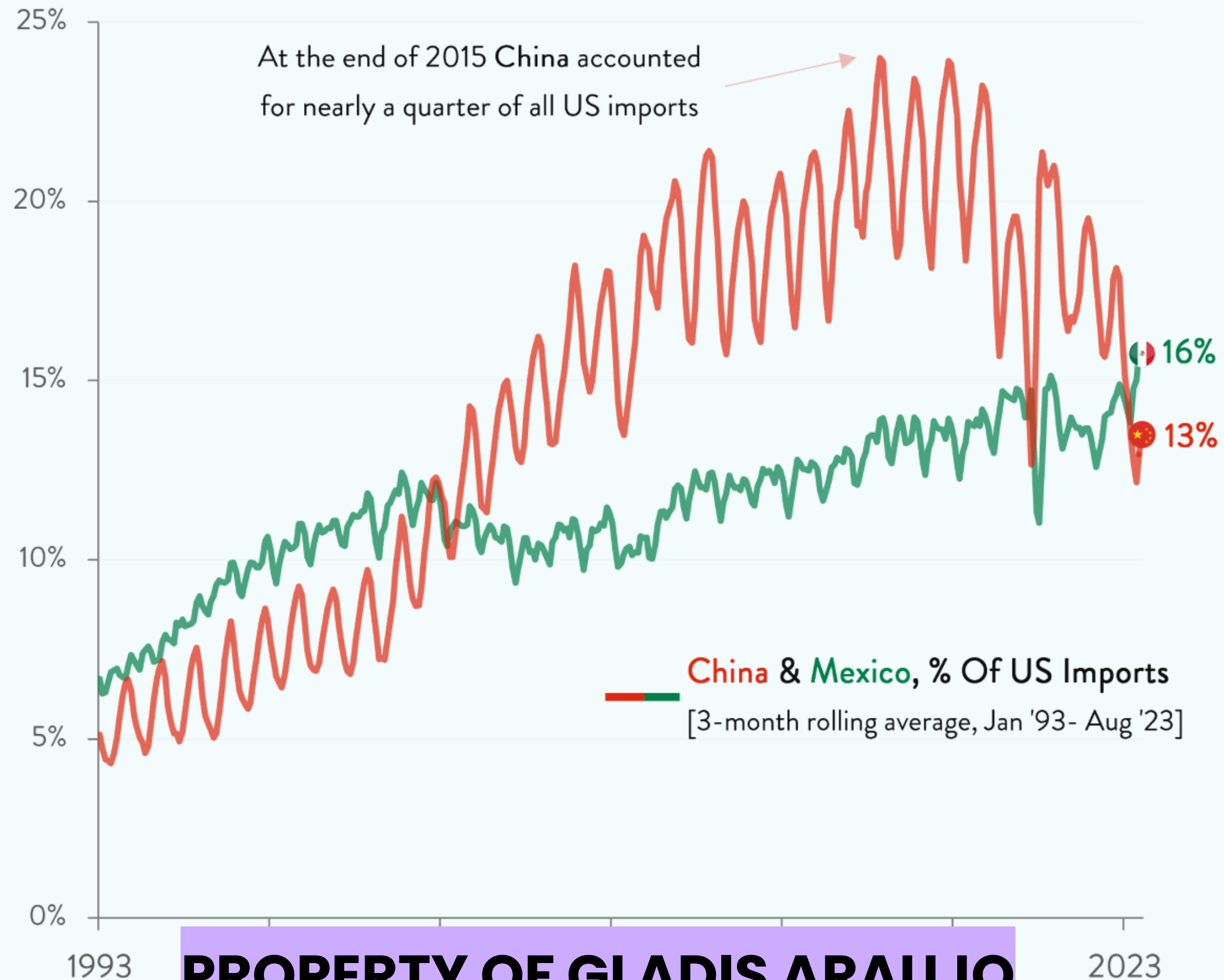
COMPARATIVA DEL PIB POR REGIÓN



SOURCE: World Bank 2022
Total: Billion USD

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Mexico, Unseating China, Is Once Again America's Largest Source Of Imports

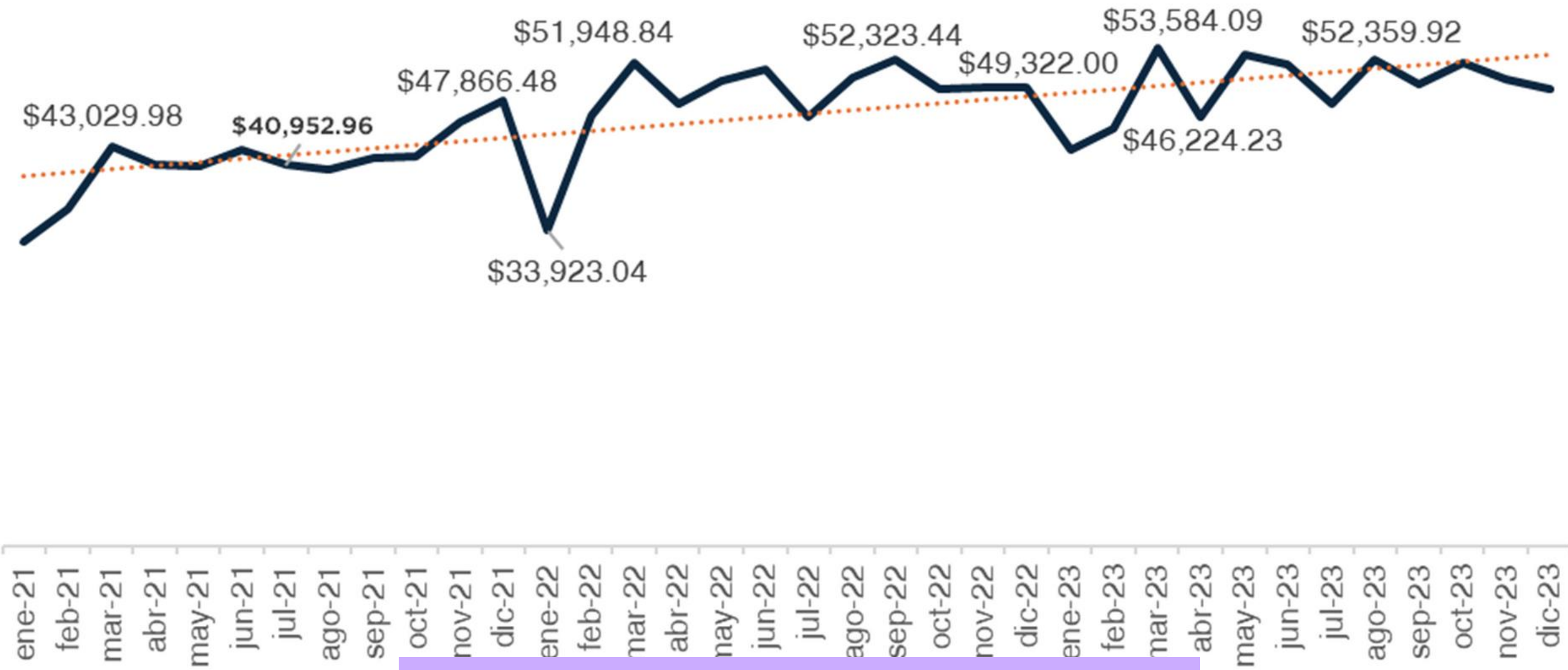


Source: US Census Bureau via St. Louis Fed

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CHICHI

EXPORTACIONES DE MÉXICO

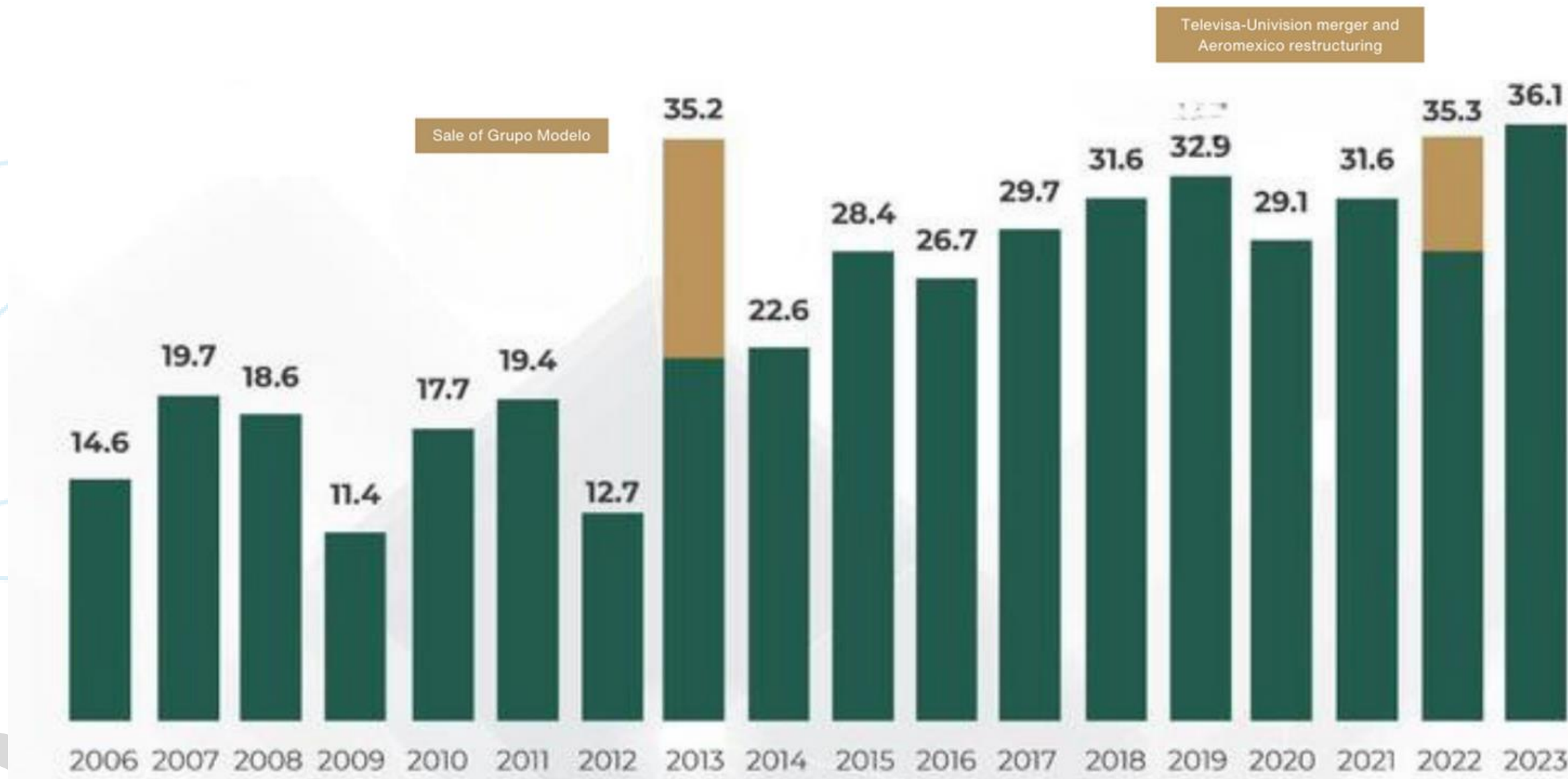


22% ↑

Total: Billion USD

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IED MÉXICO



Mexico received

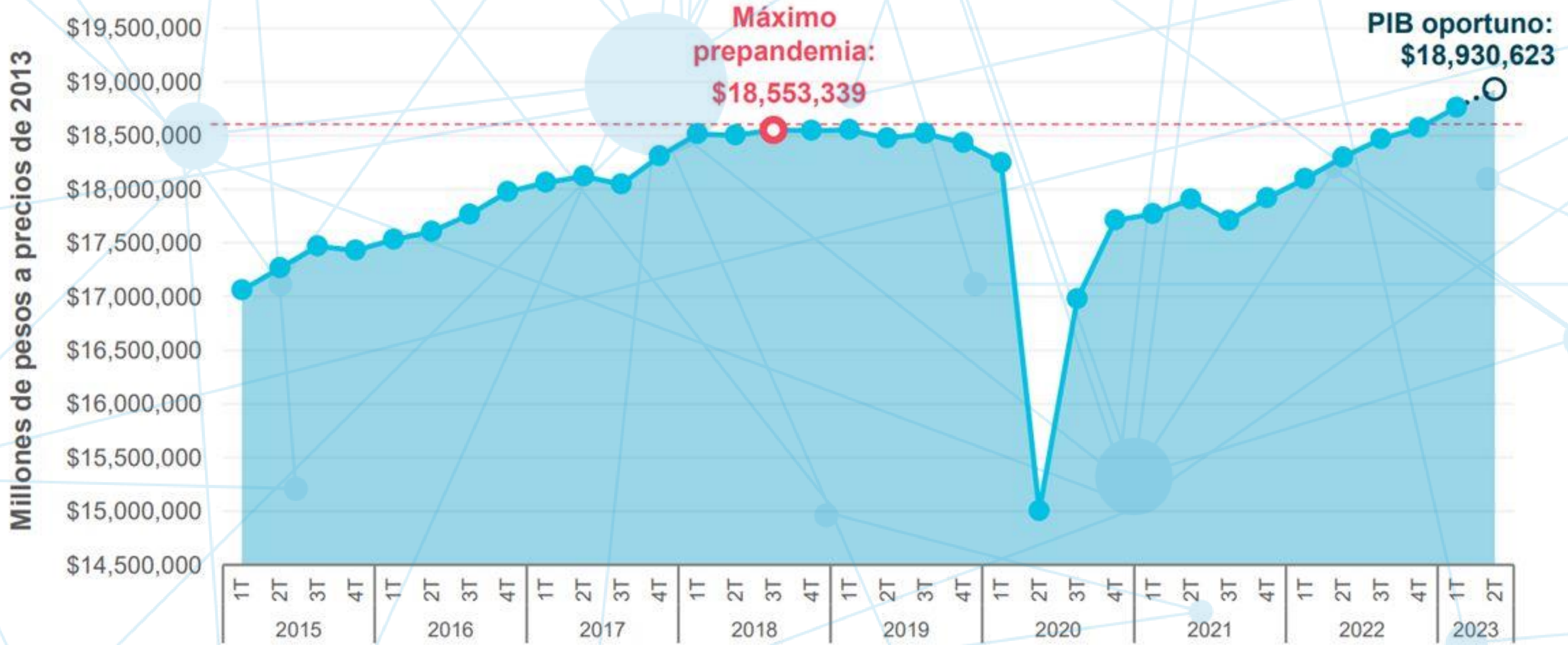
36,058 million dollars in FDI

25%

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PIB de la Economía Mexicana (2015-2023)

2.6 vs. 3.7% ↑
2030

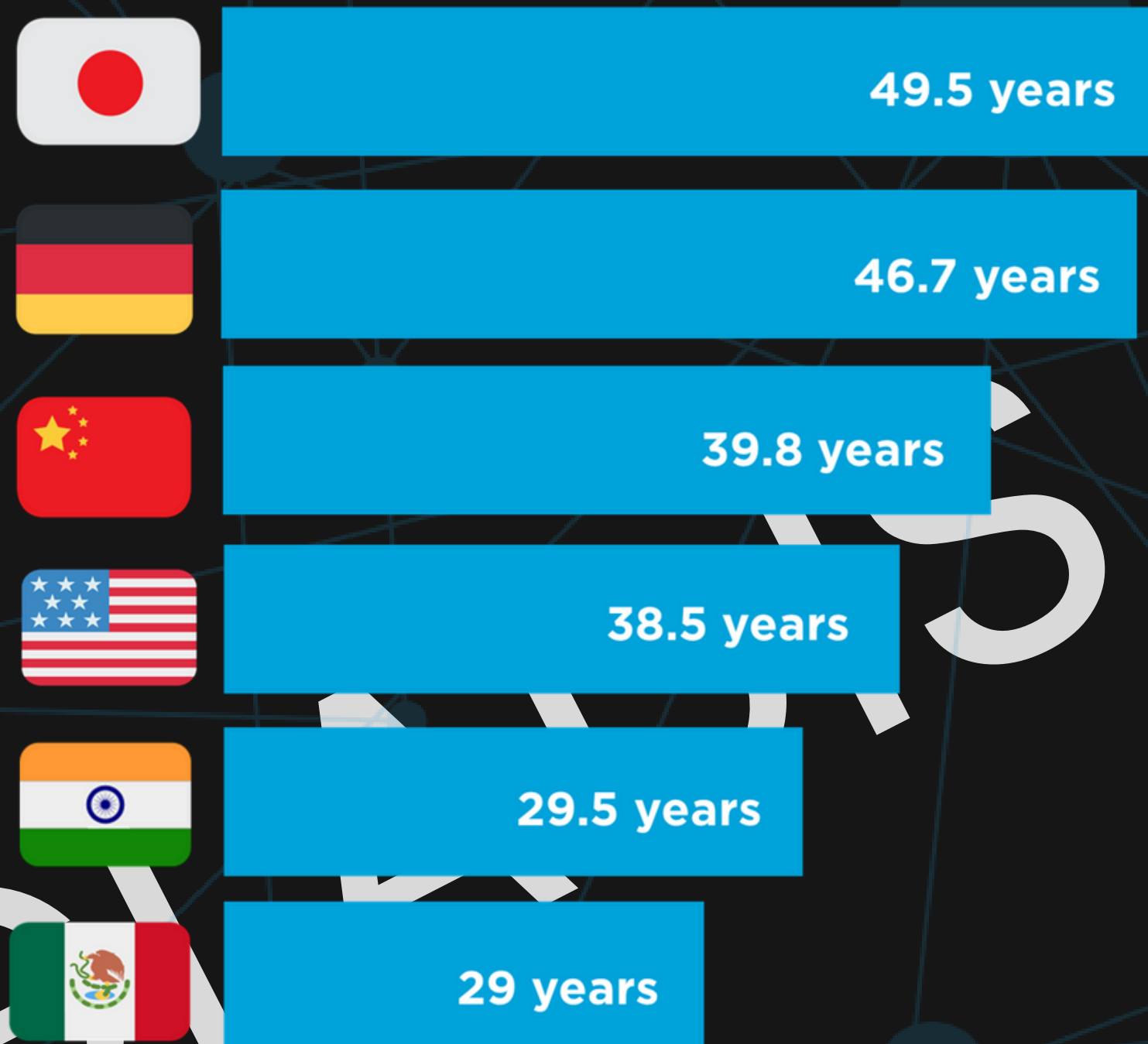


Fuente: elaborado por el IMCO con información del INEGI.

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MEXICO VS THE WORLD

MEDIAN AGE COMPARISON



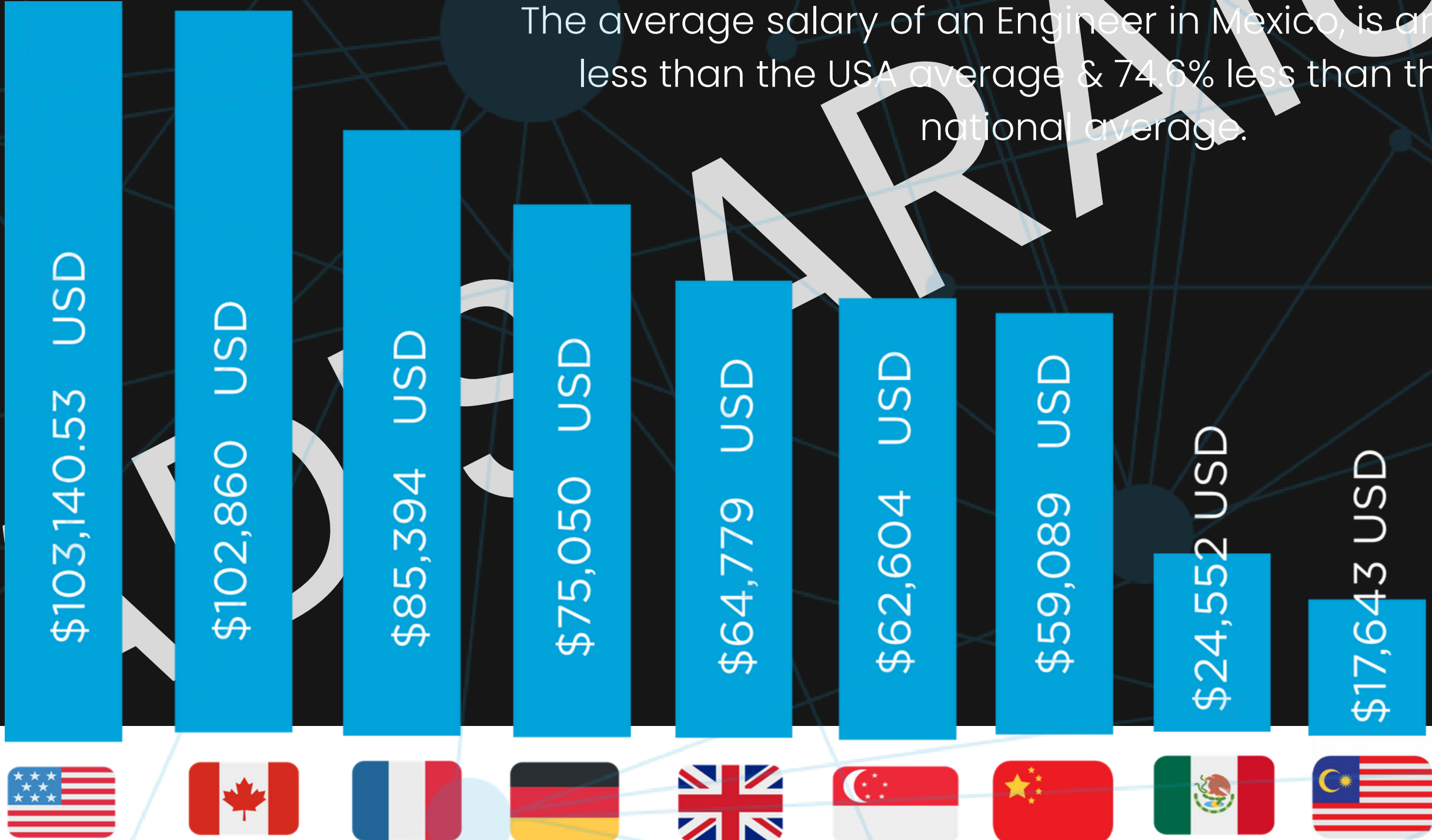
Source: CIA World Factbook & INEGI

The median age in Mexico is around **20.5 years less than Japan's** & **10.8 years less than China's** median age.

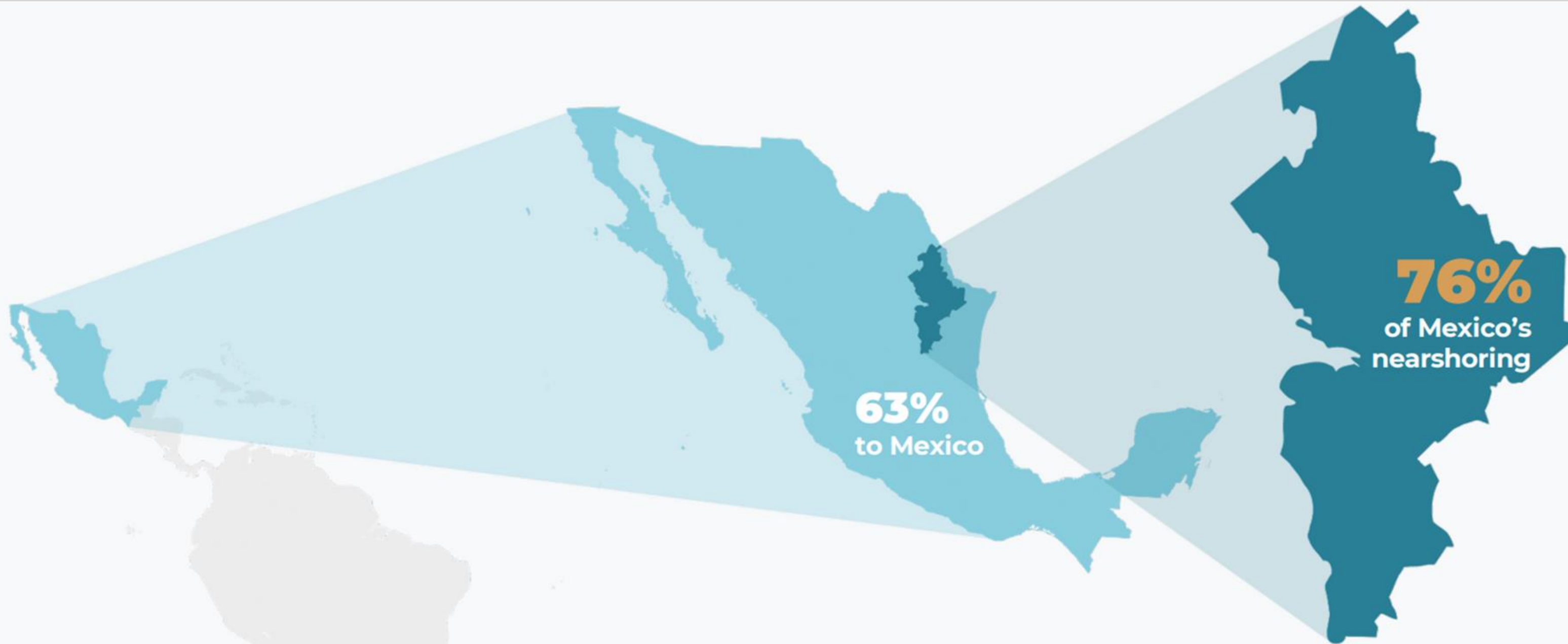
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MEXICO VS THE WORLD

YEARLY SALARY COMPARISON (EURO)



The average salary of an Engineer in Mexico, is around 86.5% less than the USA average & 74.6% less than the CHINA national average.



**Nuevo León will receive
48% of Latin America's
nearshoring**

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New Companies in Nuevo León

- *Every week: 2-3 companies in Nuevo León.*
- *1# in FDI & Exports in MEXICO*



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FDI NUEVO LEON

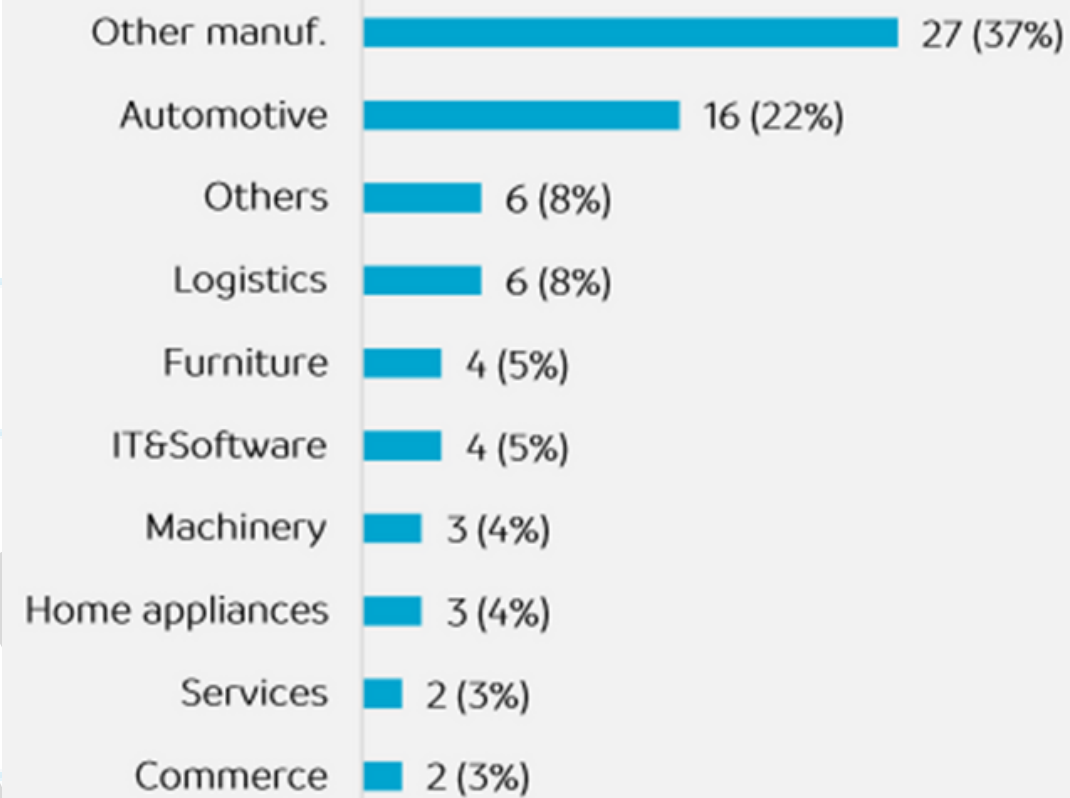
73 FDI projects

39,000+ new jobs

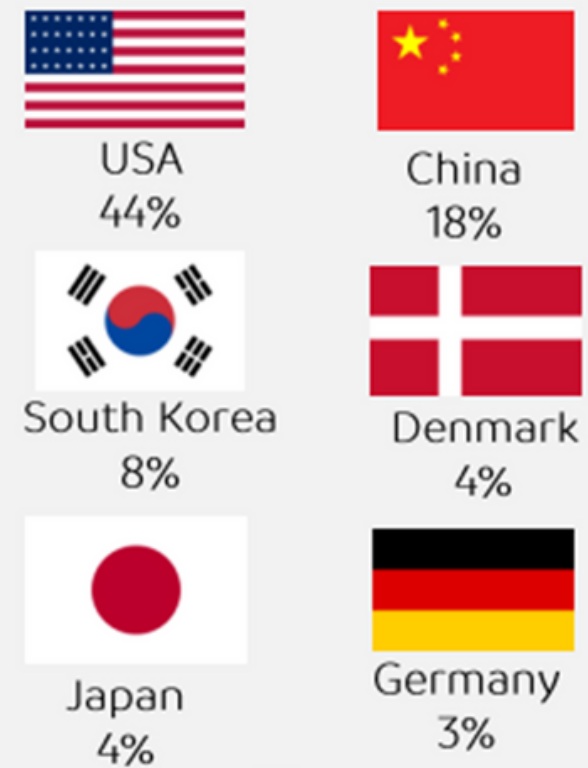
\$3.7 billion USD

**38 new
35 expansions**

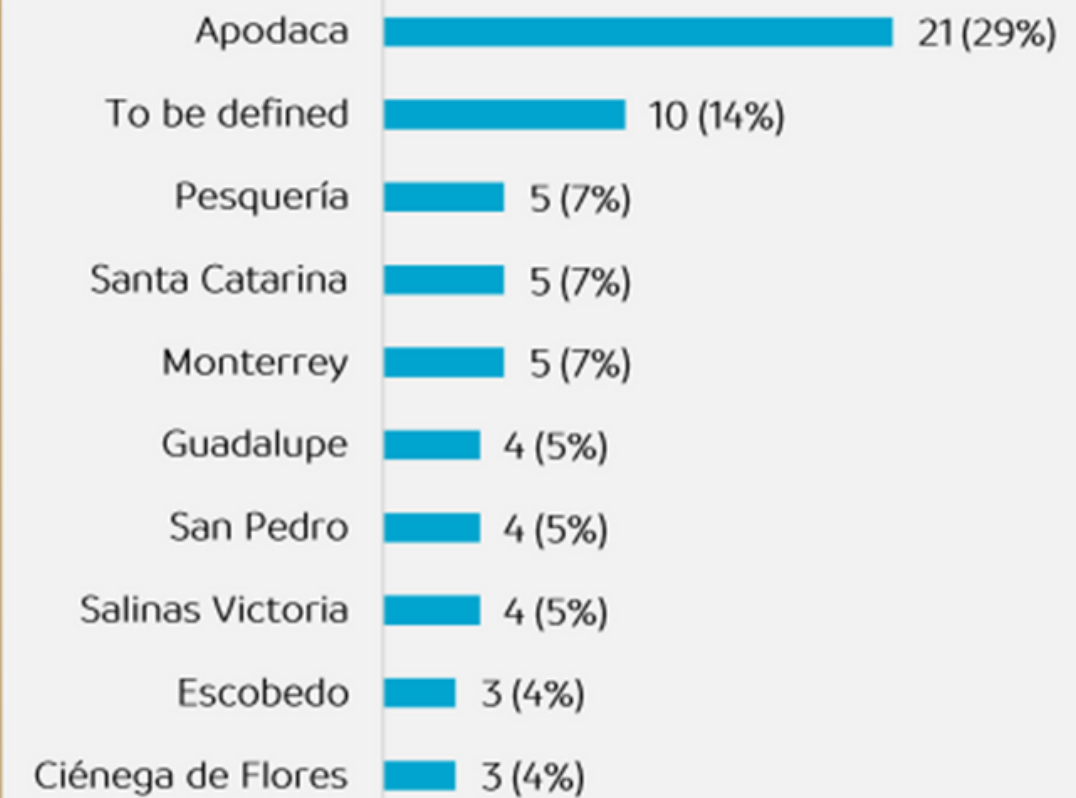
by sector



by origin



by municipality



Source: Ministry of Economy of Nuevo León.

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APERTURAS



SUMITOMO
JAPANESE
12 MM USD
GEAR BOXES GEAR MOTORS



XUZHOU
CHINA
20 MM USD
CONSTRUCTION MACHINERY



MAN WAH HOLDINGS
CHINA
300 MM USD
FURNITURE MFTG
8000 JOBS

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APERTURAS



**QINGDAO BELLINTURF
CHINA
50 MM USD
CONSTRUCTION
1500 JOBS**



**CHINESE INVESTMENT
SUPPORT MEETINGS**



**QUANTA COMPUTER
CHINA
HI TECH COMPONENTS
FOR ELECTR VEH
1000 JOBS**

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APERTURAS



**HISENSE
CHINA
1500 MM USD
8000 JOBS**

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APERTURAS



**ZF
GERMANY
MOTORS
1000 JOBS**



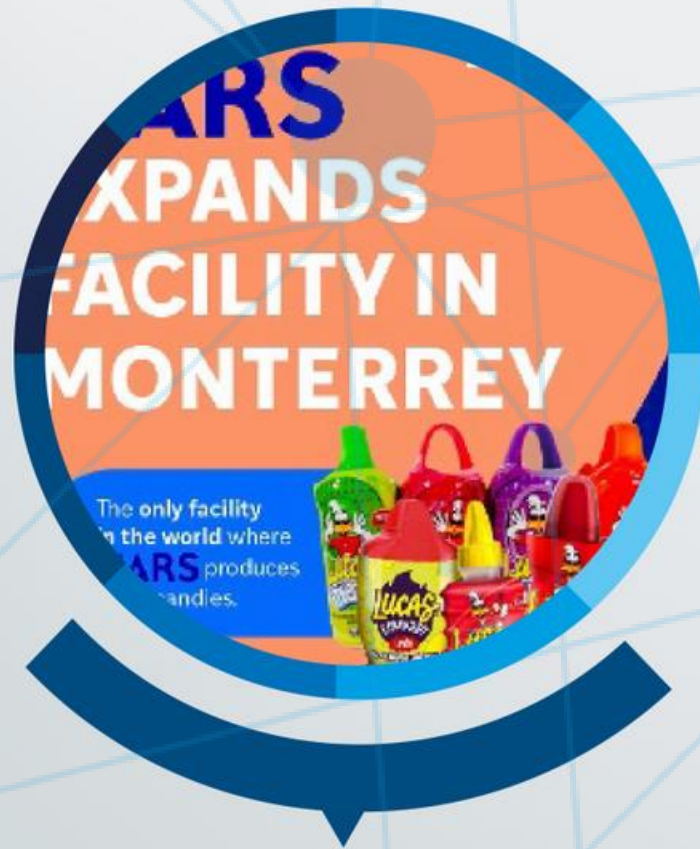
**BOSCH
GERMANY
260 MM USD
HOME APPLIANCES**



**VERTIV
USA
THERMAL PLANTS
1500 JOBS**

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APERTURAS



MARS
USA
172 MM USD
CANDIES
2.5K JOBS=> 4.2K JOBS



LEGO
DENMARK
500 MM USD
TOYS
1000 JOBS=> 6K JOBS



HOME DEPOT
USA
9.5 MM USD
2500 JOBS



NAVISTAR
USA
460 MM USD
ELECTRICAL TRUCKS
750 JOBS=> 7K JOBS

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Tesla confirms its next Gigafactory will be in Mexico



Image: Loren Grush / The Verge

/ Tesla's sixth Gigafactory will be just south of the Texas border in the Mexican state of Nuevo León. Tesla CEO Elon Musk announced the new Monterrey Gigafactory at the company's Investor Day event in Austin, Texas.

By **UMAR SHAKIR**

Mar 1, 2023, 6:24 PM CST | [0 Comments](#) / [0 New](#)



Tesla CEO Elon Musk has announced that the company is building its next Gigafactory in Mexico, where it will build a next-generation vehicle. The news came during the live Q&A sessions after Tesla's Investor Day event, where it announced its Master Plan part three.

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Gigafactory Mexico

MANUFACTURING NEXT GEN VEHICLE

Largest Tesla Factory

Over 10 billion usd investment

Little city: houses, hospitals, schools, etc.

2500 tier 1-2

Electrical Cars for the world at reasonable prices

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OPORTUNIDADES



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Es el momento
de ver más allá...

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THE BIG *OPPORTUNITIES*



Partnerships

Supply Chain Integration

Logistics Hubs

Contract Manufacturing

Shelters

Raw Materials Localization

Services

New Sites

4PL Logistics

Reverse Logistics

Green Energy

Global Talent Mobility

Comercial

Last Mile Deliveries

Traceability/Tracking

PROPERTY OF GLADIS ARAUJO

THE BIG *OPPORTUNITIES*



**Contract
Manufacturing**

Partnerships

Supply Chain
Integration

Logistics
Hubs

Shelters

Services

New Sites

Raw Materials
Localization

4PL
Logistics

Reverse
Logistics

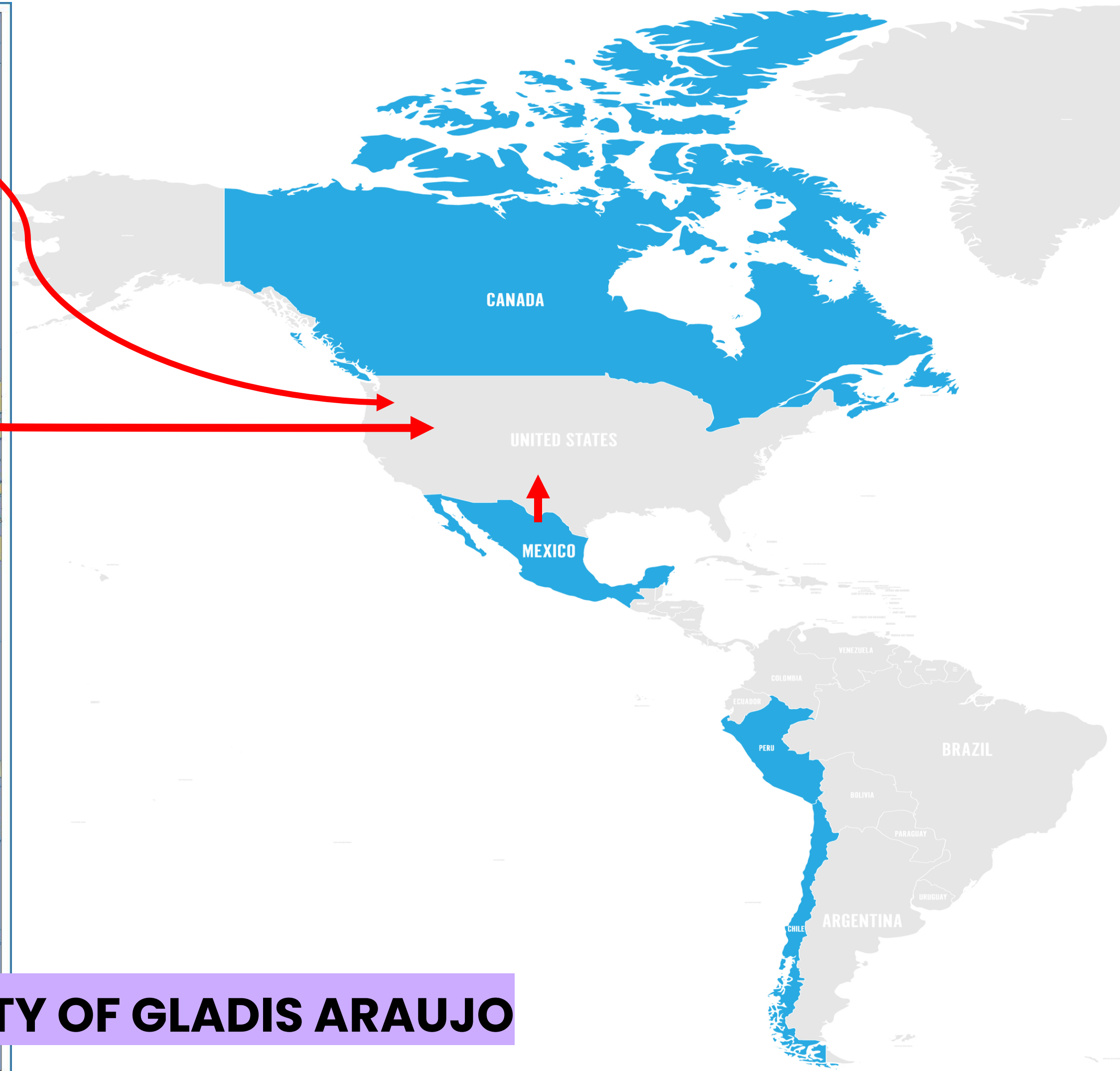
Green Energy

Global Talent
Mobility

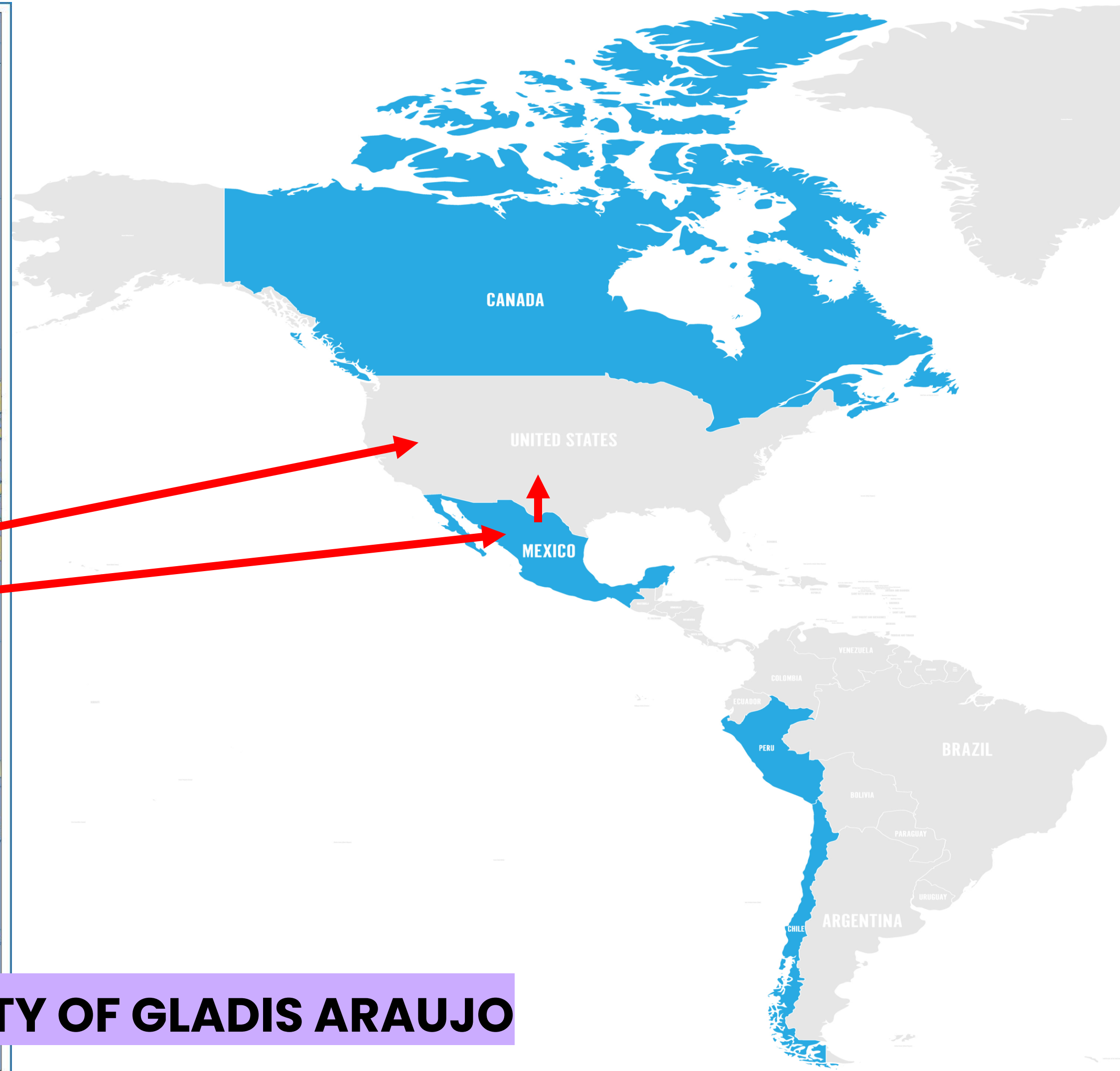
Comercial

Last Mile
Deliveries

Traceability/Tracking



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Producto
Terminado

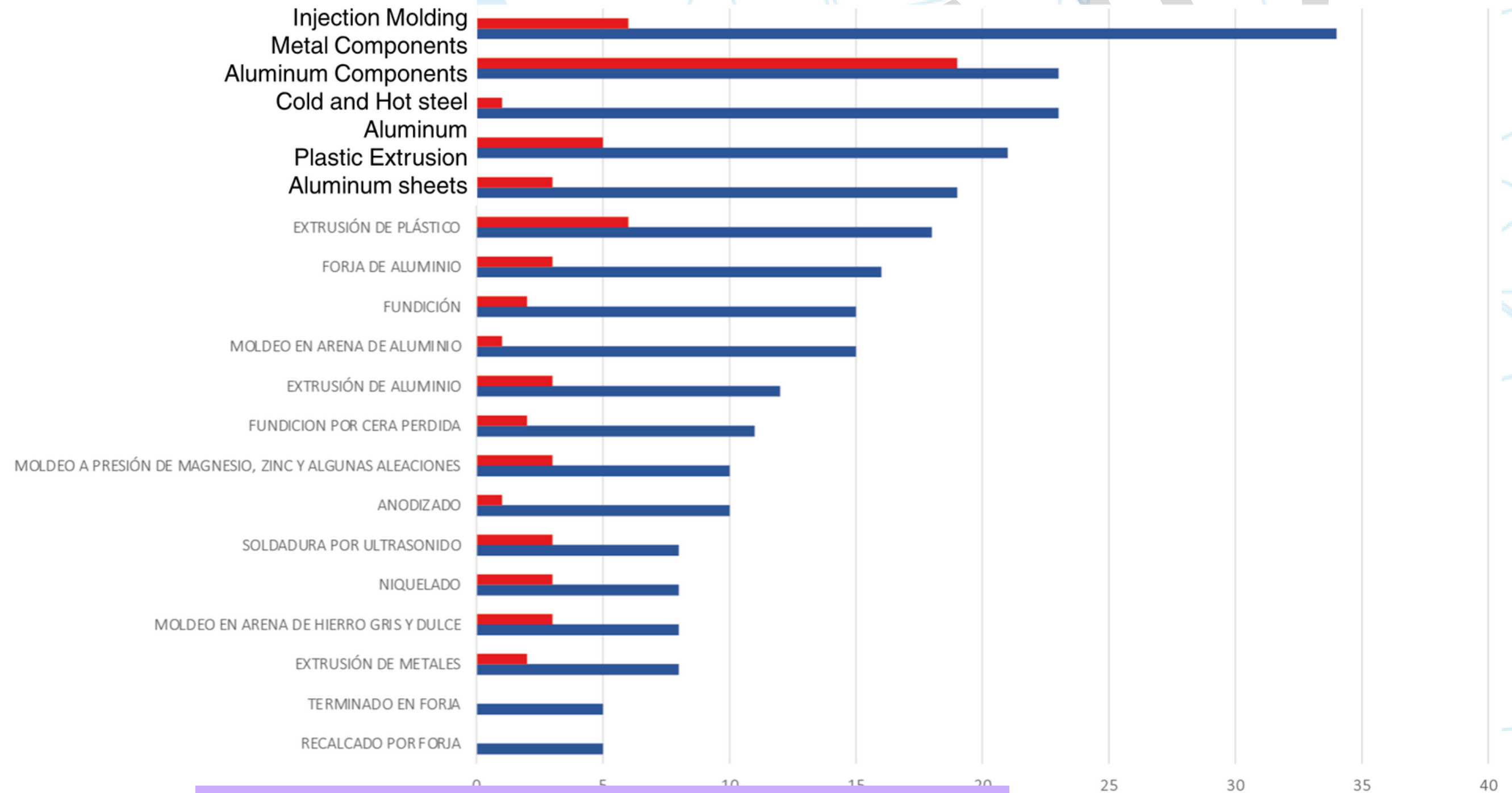


Materias Primas
Cadena Total

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Partnership

MÁS OPORTUNIDADES...



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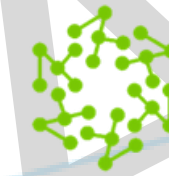
CLUSTERS



AUTOMOTIVE



AGRO FOOD



BIOCLUSTER
NUEVO LEÓN

BIOTECHNOLOGY



HOUSING

CLUSTER DE
HERRAMENTALES

TOOLING

MIMEC

CREATIVE MEDIA



NANO TECHNOLOGY

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CLUSTERS



Monterrey
Aerocluster

HOME APPLIANCES



HOME APPLIANCES



SOFTWARE



Clúster
Energético
de Nuevo León

SOFTWARE



Clúster Monterrey
Ciudad de la
Salud

HEALTH



CLÚSTER
DE TURISMO
MONTERREY

TOURISM

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CAMARAS



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**THE SKY'S
THE LIMIT.**

**BUILD YOUR
COLLABORATION
ECOSYSTEM**

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ESTRATEGIAS DE RESILIENCIA Y AGILIDAD

CADENA DE SUMINISTRO



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SEGMENTACION

Source: Gartner

VISIBILIDAD tier 1 2 3, Monitoreo Riesgos, PLANEACION DE ESCENARIOS

Reducir el AREA de la Cadena de Suministro

THE BIG OPPORTUNITIES

PROPERTY OF GLADIS ARAUJO

Partnerships

Supply Chain
Integration

Logistics
Hubs

Contract
Manufacturing

Shelters

Services

New Sites

Raw Materials
Localization

4PL
Logistics

Reverse
Logistics

Green Energy

Global Talent
Mobility

**Last Mile
Deliveries**

Traceability/Tracking

Comercial



There has never been a time of greater demand for last-mile transport



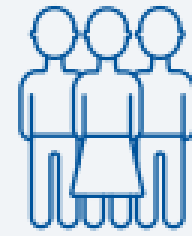
Urbanization

60%

people living in cities in 2030

20–35%

congestion increase since 2010



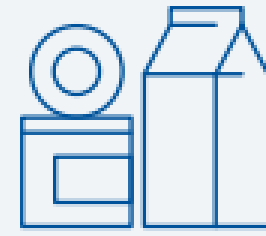
Customers

2.1bn

people expected to buy goods online by 2021

20%

online retail share by 2023



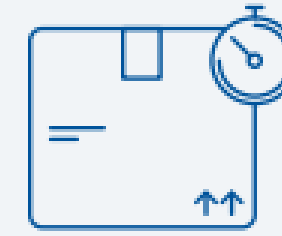
Products

10%

per annum e-grocery growth worldwide

32%

of furniture sold online by 2023 in the US



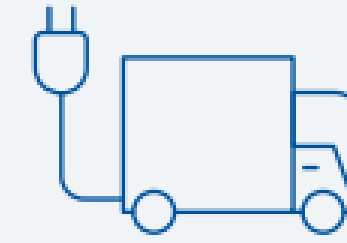
Delivery

20%–40%

growth in same-day

10%

per annum growth in instant delivery



Technology

14–35%

xEV share of new car sales across regions by 2030

2024

year in which most OEMs will release L4/5 autonomous vehicles

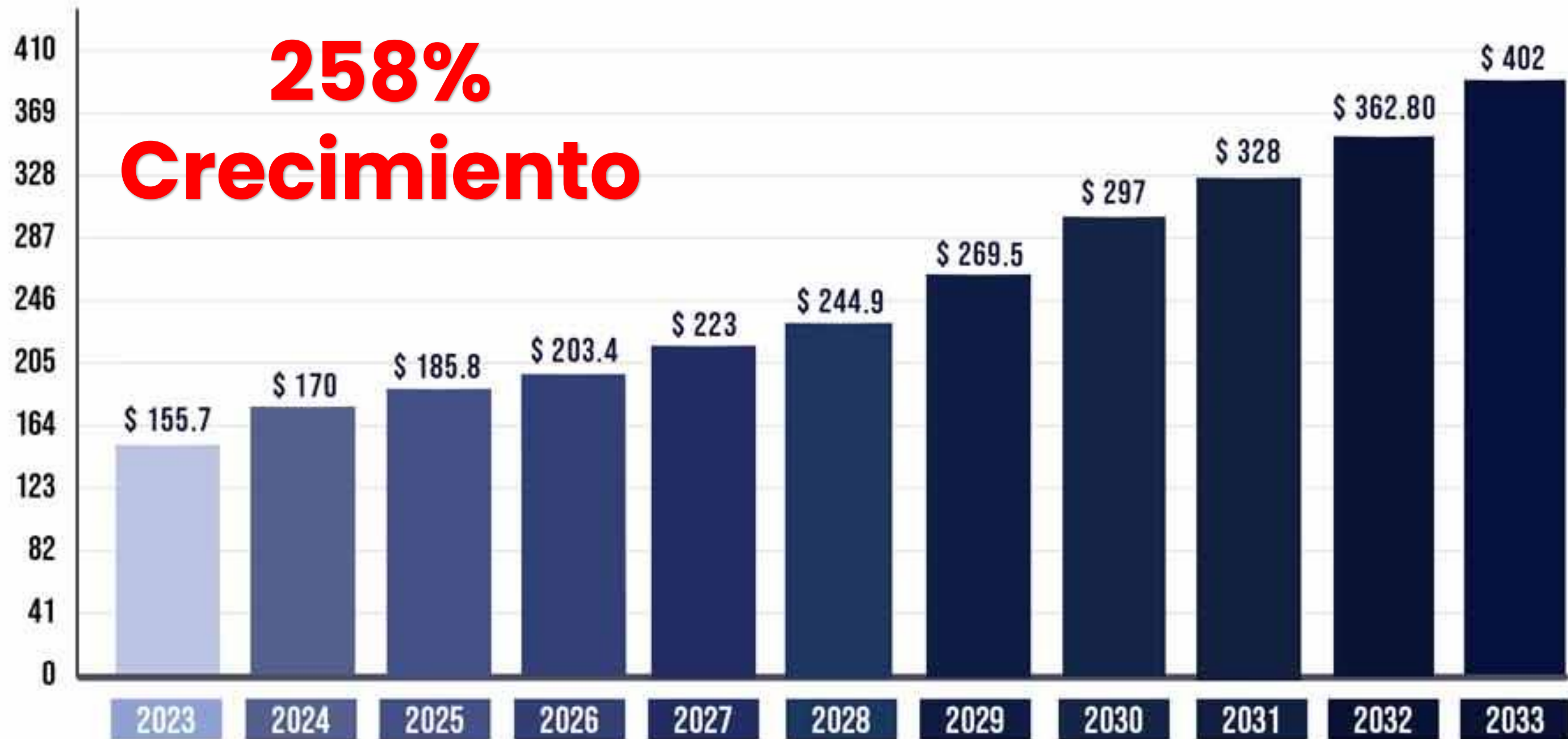
78%

growth through 2030 in urban last-mile deliveries

WEF

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LAST MILE DELIVERY TRANSPORTATION MARKET SIZE 2023 TO 2033 (USD BILLION)



Source: <https://www.precedenceresearch.com/last-mile-delivery-transportation-market>

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THE BIG OPPORTUNITIES

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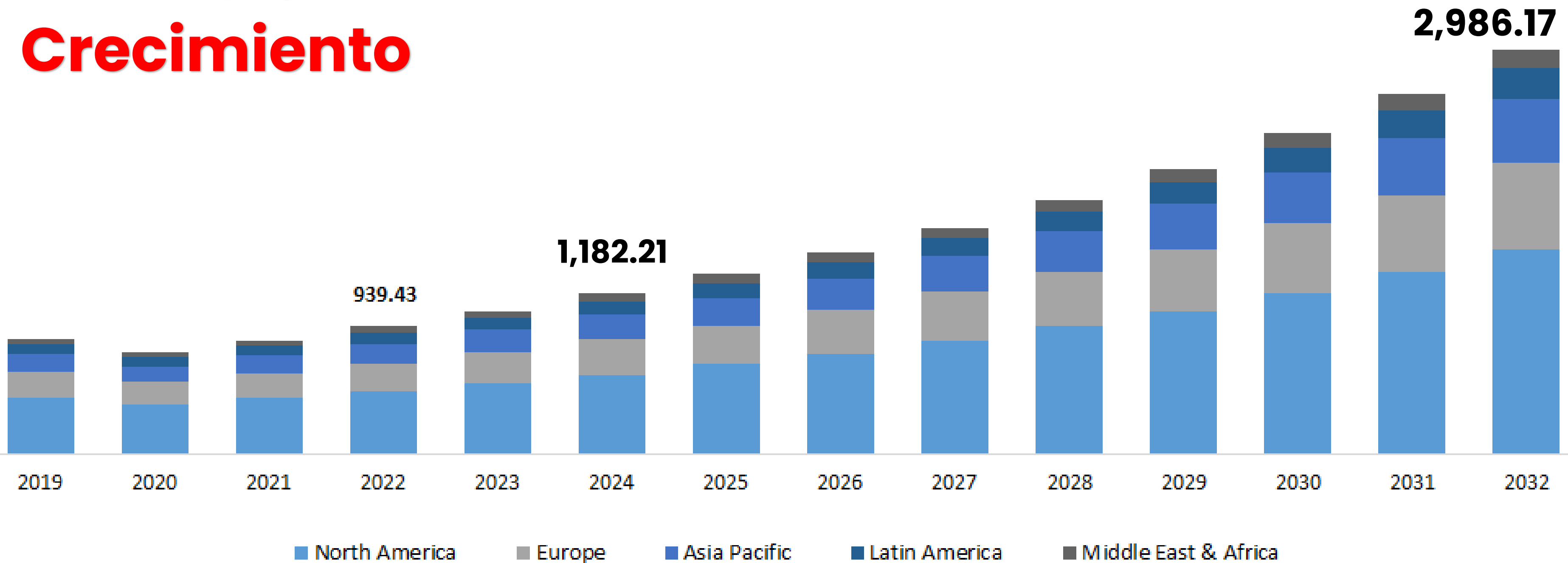




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253%
Crecimiento

Reverse Logistics Market Size, By Region, 2019 - 2032
(USD Billion)



Source: Polaris Market Research Analysis

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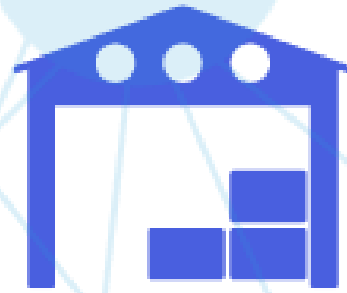
Reverse logistics process



End consumer



Return initiated



Sorting centre

INSPECTION



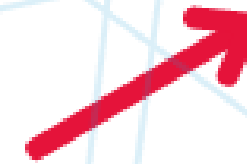
Transport to secondary destination



Dispose / recycle / repair



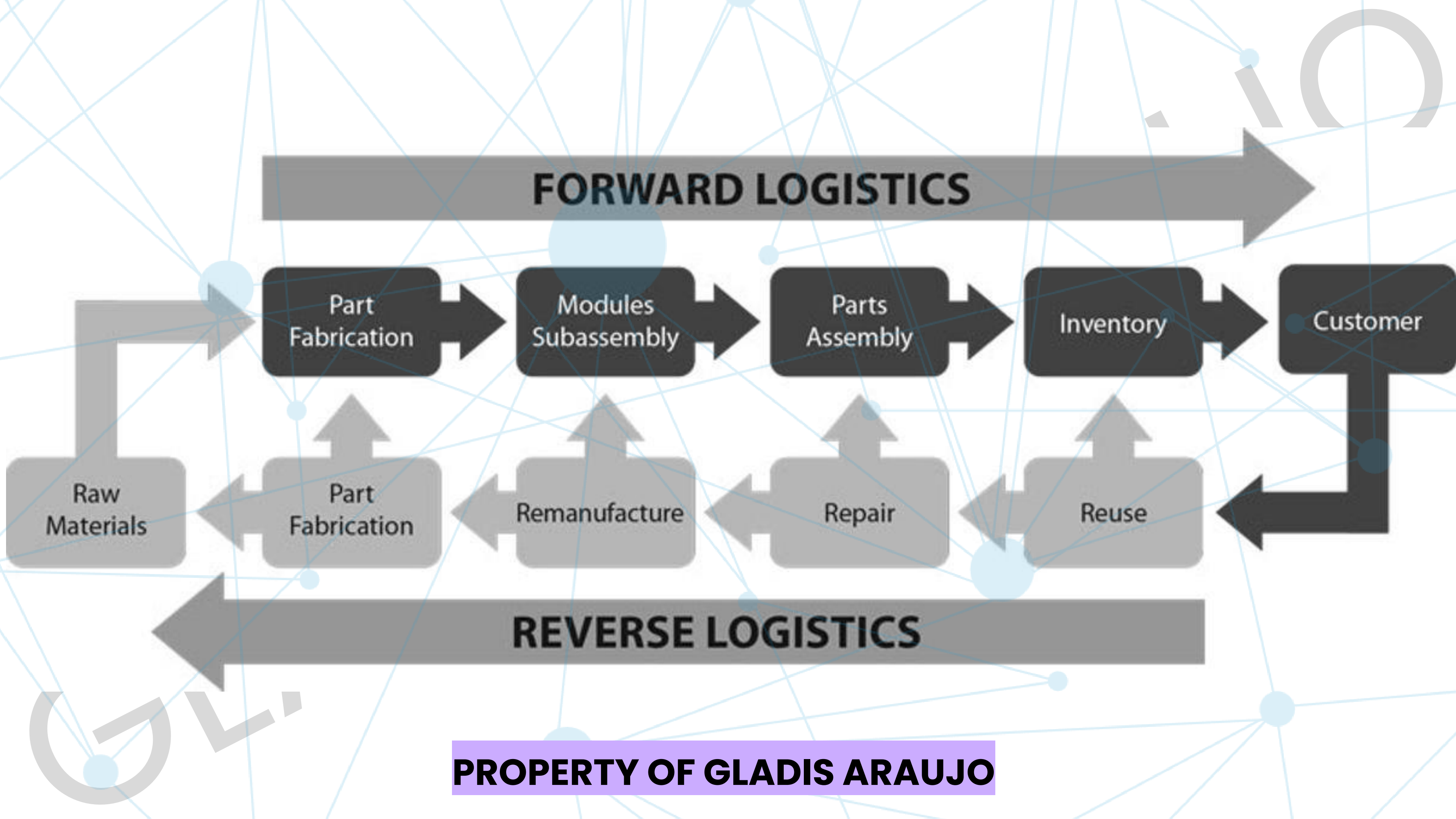
Resell



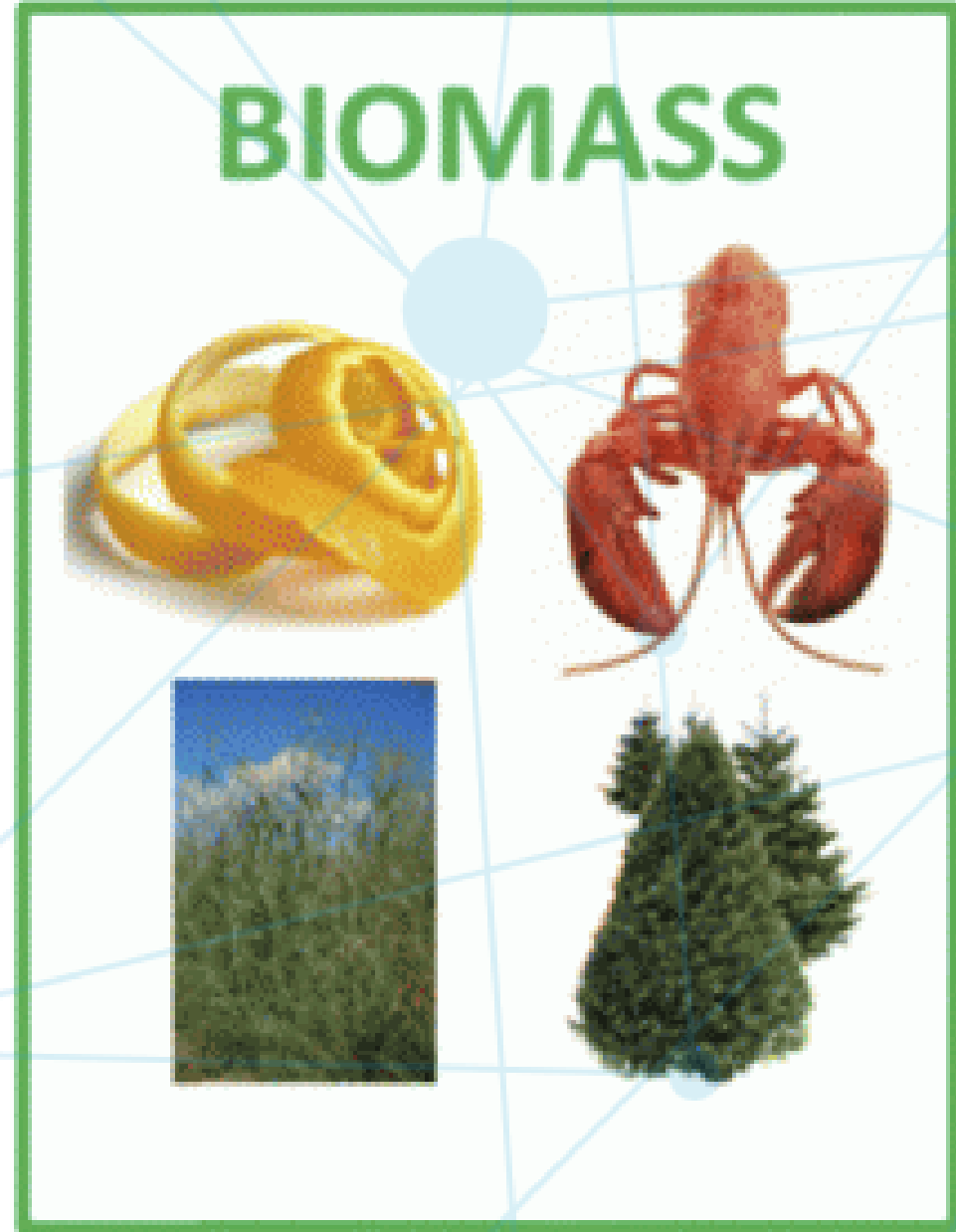
Return to supplier

GLADIS

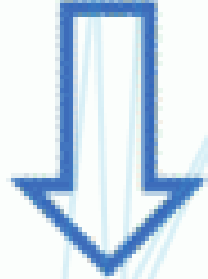
PROPERTY OF GLADIS ARAUJO



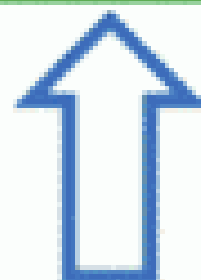
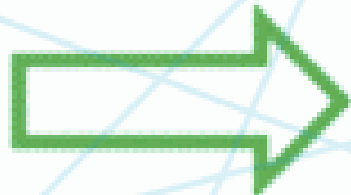
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Separation
Technology



Biorefinery



(Bio) Catalytic

FUELS

SOLVENTS

**BULK
CHEMICALS**

PLASTICS

FIBERS

**FINE
CHEMICALS**

OILS

Examples

Ethanol, Biodiesel

*Acetone, Butanol,
Tetrahydrofuran*

*Succinic Acid,
Sucrose*

*Thermoplastic
Starch*

Cellulosic fibers

*Isosorbides,
Lactic acid esters*

*Corn oil or
triglycerides*

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REFINERIA CAFE



Other applications

Non-food applications



SPENT COFFEE GROUNDS

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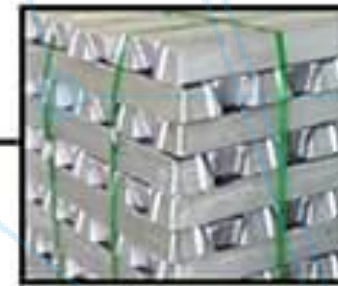
Innovative recycling process includes 2 desulpherisation stages



Polypropylene
(from plastic battery parts)



Sodium sulfate
Na₂SO₄
(produced through electrolyte neutralisation)



Lead
(from lead paste, plate grids & battery poles)

RECICLAJE DE BATERIAS

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THE BIG OPPORTUNITIES

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Partnerships

Supply Chain Integration

Logistics Hubs

Contract Manufacturing

Shelters

Raw Materials Localization

Services

New Sites

4PL Logistics

Reverse Logistics

Green Energy

Global Talent Mobility

Commercial

Last Mile Deliveries

Traceability/Tracking

QUÉ REQUERIMOS PARA COMPETIR?

GLADIS

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RESPONSABILIDAD SOCIAL



ESTANDARES
INDUSTRIALES
ESPECIFICOS

SEGURIDAD

CERTIFICACIONES

CALIDAD

MEDIO AMBIENTE

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COSTO VS. INVERSION

CERTIFICACIONES



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Customer Service



Customer Support

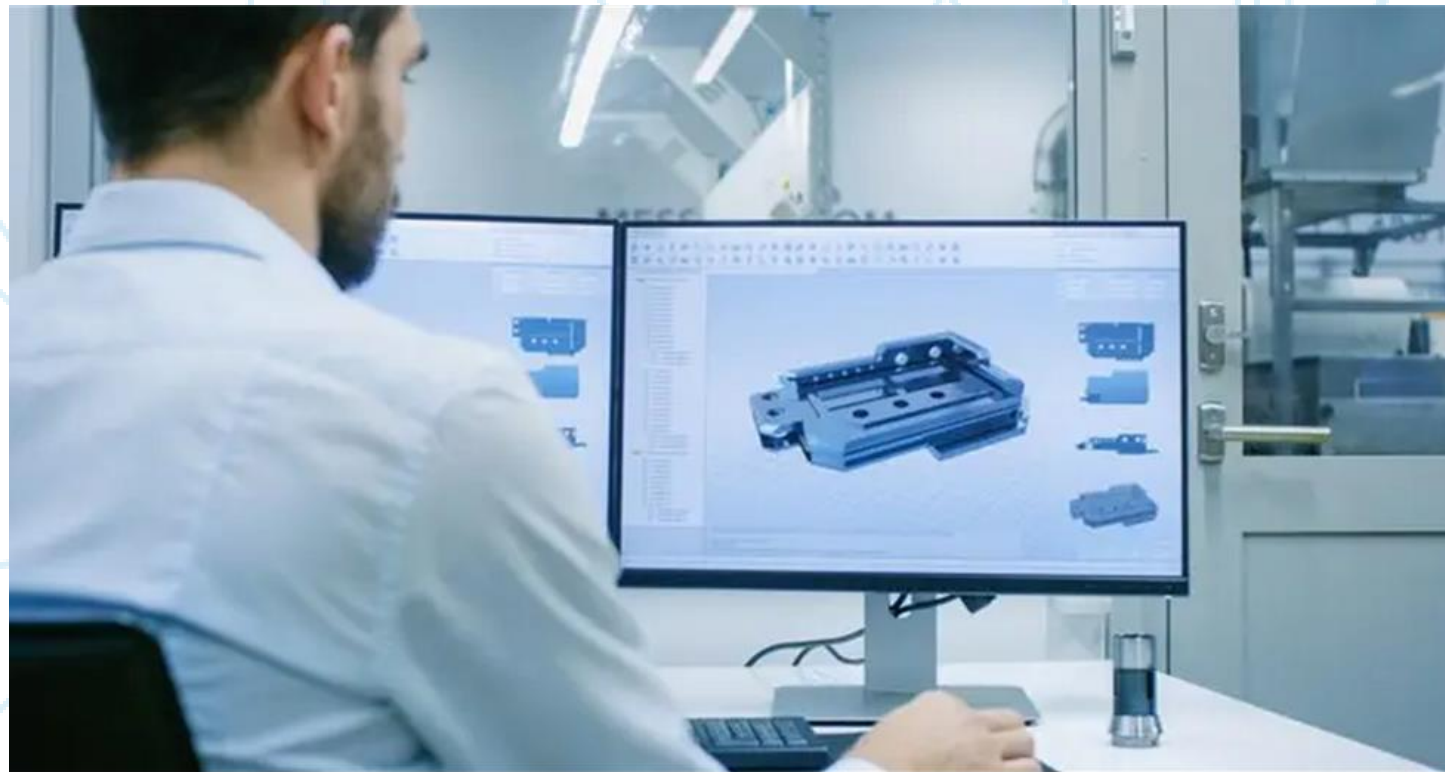


Customer Success



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**INGENIERIA Y
DESARROLLO**

**TIEMPO DE RESPUESTA
COTIZACIONES**

Electric Delivery Vehicles Industry Growth Analysis

**328%
Crecimiento**



13.5 B USD

2023



44.3 B USD

2030

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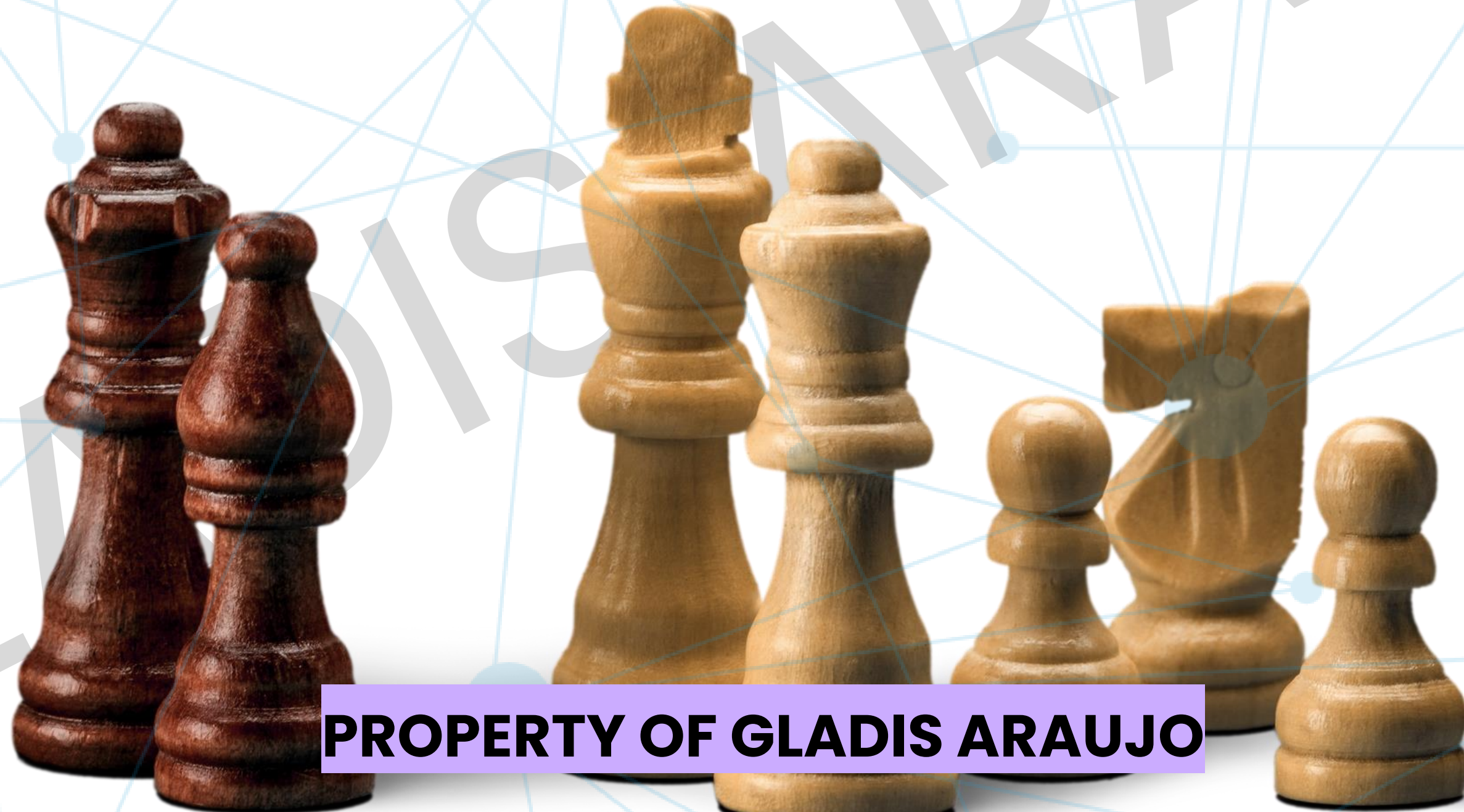


México: PAÍS CON EL MÁS GRANDE POTENCIAL

Nearshoring AMERICAS

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If you do not take advantage of these opportunities now... someone else will do it



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IMPOS ~~SIBLE~~ IS
NOT ~~HING~~

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SOMOS MEXICANOS



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A black and white photograph of a person running on a track. The person is wearing black leggings and white sneakers with black accents. The track has white lane markings. The background is slightly blurred, emphasizing the runner's motion.

OPTIMISMO es una **ESTRATEGIA** para lograr un **FUTURO** mejor.

Sino **CREEMOS** que el **FUTURO** puede ser mejorado, simplemente no daremos **PASOS** adelante, ni tomaremos **RESPONSABILIDAD** para lograrlo.

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LET'S CONNECT!

Gladis Araujo
garaujo@prodensa.com

