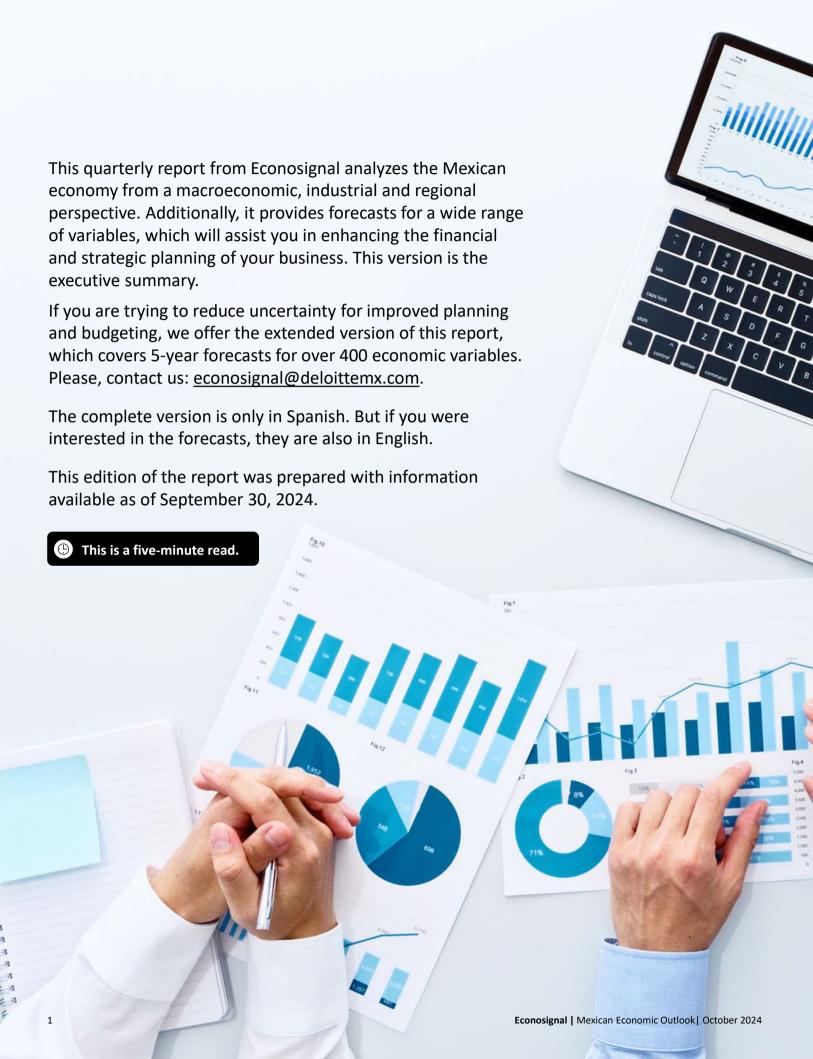
Deloitte.



Mexican Economic Outlook Executive summary





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Adverse Winds for the Mexican Economy

In recent months, Mexico's economic situation has been influenced by uncertainty related to constitutional changes being processed by Congress, as well as by the slowdown in public spending and changes in international monetary policy.

As a result, we are revising our 2024 economic growth forecast downward from 2.2% to 1.6%. Additionally, we believe that the exchange rate will remain volatile this year due to the political environment in both Mexico and the United States.

Within the country, manufacturing states have slowed down, so they are expected to end the year with moderate growth. However, the southeastern region of Mexico will continue to advance well, thanks to the construction of public projects.

Macro overview



Mexico's GDP is projected to grow by 1.6% in 2024 and 1.0% in 2025.



Headline inflation would end 2024 at **4.7%**, while the **core** would be at **4.0%**.

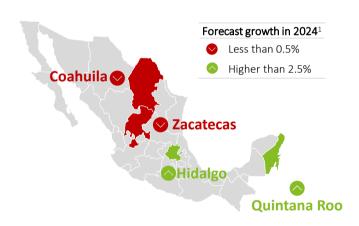


The exchange rate is expected to reach \$18.6 towards the end of the year.



The Bank of Mexico would cut the **interest** rate towards 10.0% by December.

States¹



Industries

Forecasts for 2024¹

Fastest growth



Construction

+6.0%





Telecom +3.6%



Finance serv. +2.5%



Slowest growth

Energy +0.6%



Mining +0.5%



Food ind. -0.1%

^{1.} The states and the industries with the best and worst expected performance for 2024 are shown. | Sources: National Institute of Statistics and Geography (INEGI) and the Central Bank of Mexico.



Global outlook

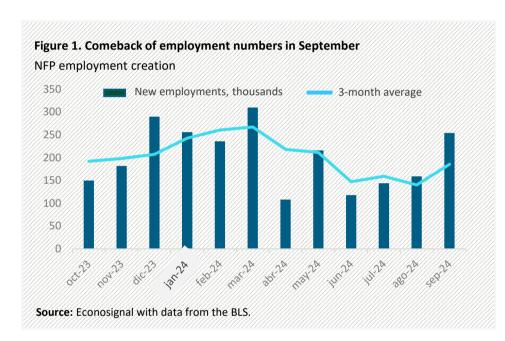


Figure 2. Inflation has behaved in a good manner Annual CPI inflation in the US, % 9.0 8.0 7.0 6.0 5.0 4.0 3.0 Total inflation 2.0 Core inflation 12-month total inflation average 1.0 0.0 nov-20 feb-23 ago-21 may-22 nov-23 ago-24 Source: Econosignal with data from the BLS.

In the third quarter of 2024, different indicators showed that the World's leading economies remain overall healthy and with moderate growth.

The global economy is poised to deliver positive results in the third quarter, leaving behind fears of an impending economic downturn. The most emblematic case is that of the United States, where, after several months of sluggish job creation, September recorded the second-highest figure of the year (+254,000 jobs, Figure 1), adding to the astonishing performance of composite PMI's (3.4-point increase in September) and retail sales (+2.1% year-on-year in August). All in all, the world's largest economy could grow 2.7% in 2024, which would be one of its strongest results in the last 10 years, leaving aside the disruptions caused by the pandemic. At the same time, there have been advances on the inflationary front, as prices increased by 2.6% yearon-year until August (Figure 2), well below the 3.6% of 12 months ago and with the prospect of a continuing decline. With this in mind, the Federal Reserve was encouraged to make a turnaround in its monetary policy strategy and in its September 18 decision announced a 50 basis point cut, marking a solid start to the process of reversing the high interest rates regime that has prevailed worldwide since the end of 2022. Markets expect additional cuts of 50 basis points this year and 100 points in 2025.

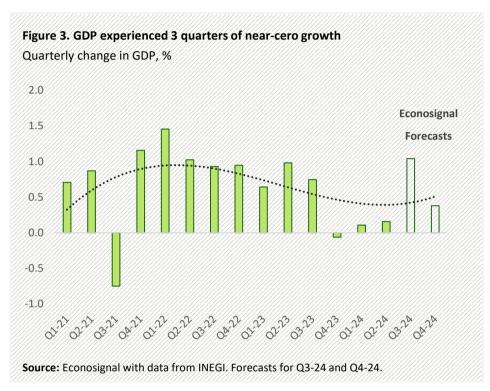


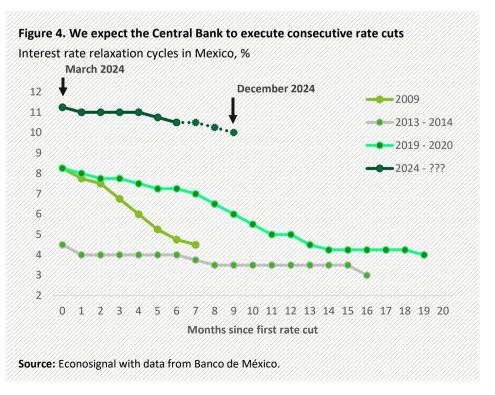
Mexican economy

In Mexico, the economic dynamics have decoupled from international events, especially regarding activity. Between the last quarter of 2023 and the second quarter of 2024, GDP accumulated three very weak results (Figure 3). If it were not for the fact that we anticipate a quarterly advance of around 1.0% for the third quarter, the economy would have spent 12 months of stagnation. Even so, the horizon appears challenging due to the decline that public investment will experience in response to budgetary constraints and the uncertainty that the constitutional changes, such as the Judicial Reform, will impose on private investment. Given this new context, we are revising our growth forecasts from 2.2% to 1.6% in 2024 and from 1.4% to 1.0% in 2025.

The economy is subject to a high grade of uncertainty related to the constitutional changes and the reduced public spending.

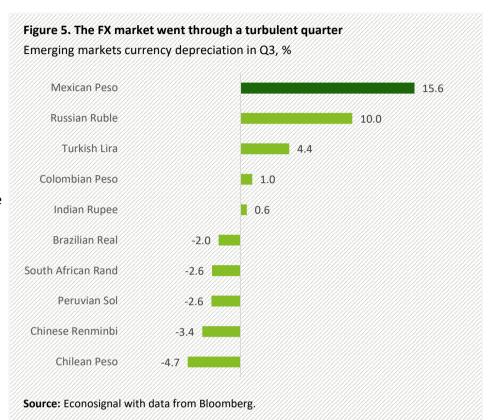
For the Central Bank, these events will exert pressure in favor of a constant relaxation of the monetary policy (Figure 4). Therefore, we expect 25 basis points cuts in November and December so that the rate gets to a level of 10.00% by the end of the year. The above should also be enabled by the inflation behavior, which has overcome the shocks to agricultural products that raised from the droughts in the first halve of the year and after reaching a peak of 5.6% during July could end at 4.7%.







Finally, we believe that the FX conditions remain prone to volatility. During the third quarter, the peso depreciated by 15.6% coming from \$17.01 to \$19.66 (Figure 5). The Mexican currency tends to overreact upon risk events, and because of that part of the upward movement of previous months has dissipated, but we cannot rule out that the issues related to the **US elections**, the release of the Mexican Public Finance Budget, and the changes that the local Congress is considering for the Constitution will bring back times of exchange rate turbulence. If the aforementioned processes are resolved with little tension, we would expect the exchange against the dollar to get to \$18.60 at the end of the year and \$19.40 at the end of 2025.







Key macroeconomic forecasts

Table 1. Macroeconomic forecasts

		2024	2025
Real GDP (ann. var. %)		1.6%	1.0%
Inflation (CPI, ann. var. %, ed	pp)	4.7%	3.8%
Exchange rate (MXN per US	O, eop)	\$18.6	\$19.4
Target rate (%, eop)		10.00%	7.50%

We produce many other macroeconomic forecasts that are essential for a complete financial planning.

Would you like to know more?



The Mexican economy slowed down in the first half of 2024. However, within the country, the states exhibited very heterogeneous behavior.

In the first quarter, states with a high industrial component showed low growth or declines, such as **Coahuila** (-3.1% YoY), **Chihuahua** (-0.2% YoY), and **Baja California** (0.0% YoY). This situation arises in an environment where exports, especially

manufacturing exports, are cooling down. Therefore, we expect several states to end the year with growth below 0.5%.

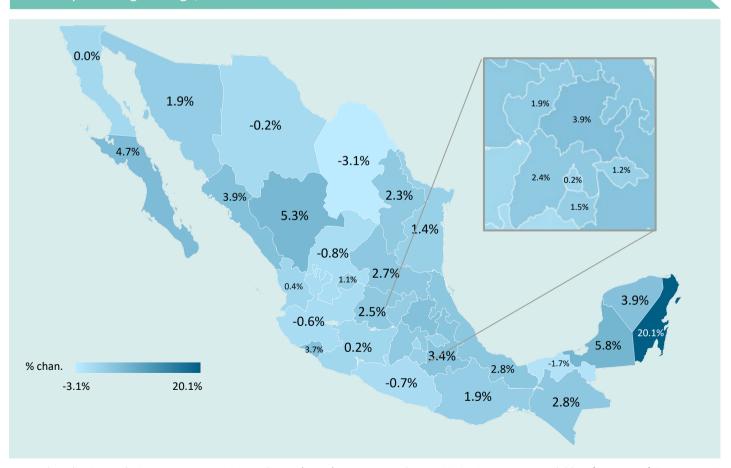
Other states that showed negative performance include **Tabasco** (-1.7% YoY) due to the completion of the Dos Bocas refinery construction; **Zacatecas** (-0.8% (YoY), which experienced a contraction in its primary and industrial activities associated with

the effects of droughts; and **Guerrero** (-0.7% YoY), which still has setbacks from Hurricane Otis.

On the other hand, in the southeastern region of Mexico, **Quintana Roo** (+20.1% YoY) and **Campeche** (+5.8% YoY) had the highest growth rates, thanks to the Maya Train, which is still under construction. We foresee that these states will continue to have strong dynamics until this project is completed.

Map 1. Evolution of states' economic activity

Annual percentage change, Q1 2024¹



1. Based on the Quarterly State Economic Activity Indicator (ITAEE) in constant values at 2018 prices . Latest available information. | Source: INEGI.



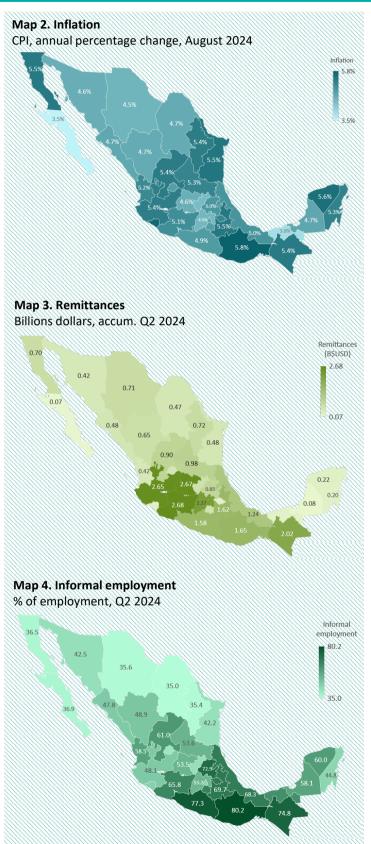


Figure 6. Exports, accum. Q2 2024

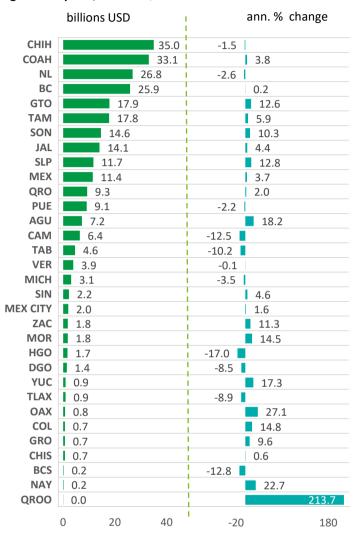
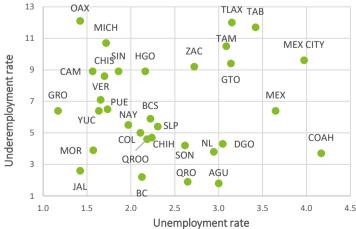


Figure 7. Unemployment rate and underemployment rate % of economically active population and % of employment, Q2 2024



Sources: INEGI, Economy Ministry of Mexico and The Central Bank of Mexico.



Figure 8. Foreign Direct Investment¹
Annual percentage change and percentage share of FDI, accum. Q2 2024*

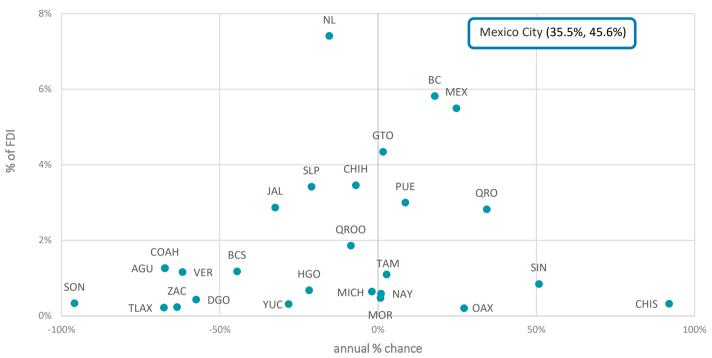


Table 2. Industries with the highest FDI in each state, accum. Q2 2024 Millions dollars M\$USD **Industries / states M\$USD Industries / states** Motor Vehicle Wholesalers 970 Transportation equipment manufacturing 7,959 978 1,361 Nuevo Leon Guanajuato Computer Manufacturing 864 Baja California 1,210 **Tamaulipas** 68 San Luis Potosi 624 Sonora 20 Chihuahua 569 Credit intermediation and related activities Puebla 3.811 489 Mexico City 3,500 Mexico 370 Colima 32 Coahuila 309 Tabasco 3 Queretaro 301 Campeche 2 Tlaxcala 54 **Chemical manufacturing** 1,350 Morelos 43 11 Mining, except Oil and Gas 2,199 Chiapas Zacatecas Wood Product Manufacturing 45 32 20 Accommodation Durango 1,231 Primary metal manufacturing 768 Quintana Roo 472 Veracruz 78 Baja California Sur 314 Hidalgo 37 Nayarit 151 Sinaloa Beverage and tobacco product manufacturing 4,141 65 Aguascalientes 266 Yucatan 41 233 Oaxaca 9 Jalisco **Support Activities for Transportation** 319 Guerrero 6 Michoacan 104

Source: Economy Ministry of Mexico. | * For visualization purposes the following states were omitted from the graph: Campeche (-956.9%, 0.4%), Colima (571.6%, 0.8%), MX City (35.5%, 45.6%), Guerrero (-122.1%, 0.1%), Tabasco (-5,745.1%, 1.3%).



Forecasts and assumptions

Map 5. Growth forecast of gross state product in 2024

Annual percent change



National GDP growth in 2024



Forecast range

Less tan 0.5%

From 0.5% to 1.5%

From 1.5% to 2.5%

Higher than 2.5%



The **nearshoring** phenomenon is not having the expected effect, which could result in a lesser impact than anticipated on the border states and the Bajio region.



Exporting states, especially those with industrial bases, have not experienced as robust progress as in previous periods. The better-than-expected growth in the U.S. may benefit them by the end of the year.



Climatic factors are affecting states with significant agricultural production and food industry.



The **southeastern region** of Mexico will continue to experience good growth due to the construction projects of the Maya Train and the Interoceanic Corridor; however, it will present a slowdown.





Within economic activities, the construction industry continued with significant growth (+10.1% YoY) in the first half of 2024, largely due to the ongoing large public works projects. Therefore, the outlook for this sector at the end of the year is positive, albeit at a slower pace (+6.0%).

The **healthcare sector** followed the next highest increase (+3.9% YoY), driven by progress in outpatient medical services and hospitals, thanks

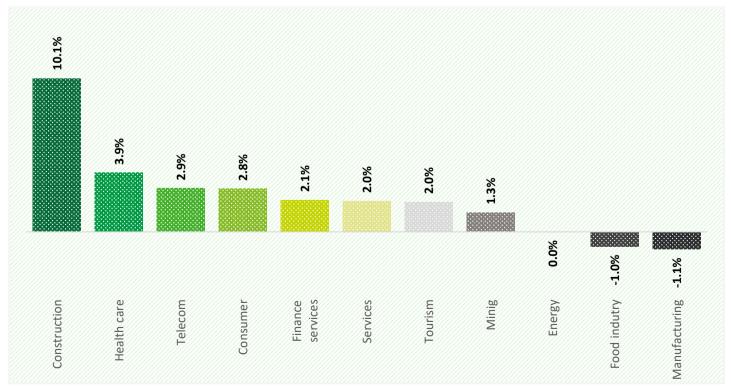
to gradual digitalization in patient care. In third place were the **telecommunications** (+2.9% YoY, which continued to see revenue growth among service operators.

On the side of industries with lower growth, the **energy sector** (-0.01% YoY) was negatively impacted by a reduction in hydrocarbon production. Similarly, the **food industry** (-1.0% YoY) was affected by international conflicts, droughts, and the country's

seasonal cycles, which consequently led to price increases.

At the most negative extreme, and surprisingly, the **manufacturing sector** (-1.1% YoY) was significantly affected since the end of last year by the weaker economic performance of Mexico's main trading partner, competition from Chinese product imports, and the limited impact of economic relocation.

Figure 9. GDP by industry, to Q2 2024¹ Annual percentage change



1. Due to the level of disaggregation employed in this report, non-seasonally adjusted series in constant values at 2018 prices should be used to measure the GDP variation of each industry. Please, refer to the appendix for the sector classification. | Source: INEGI.



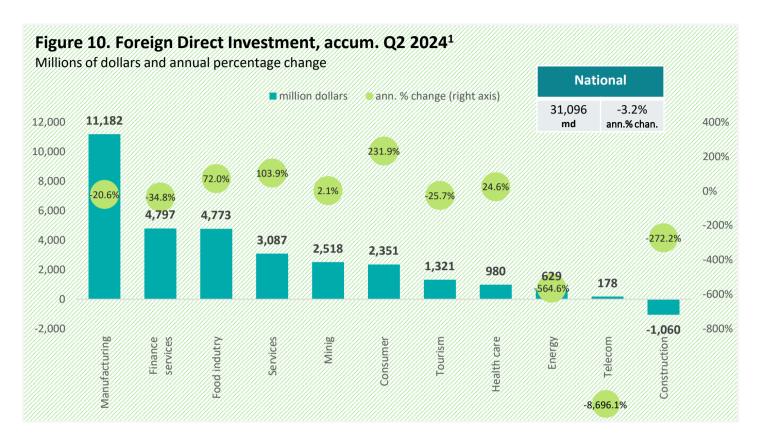
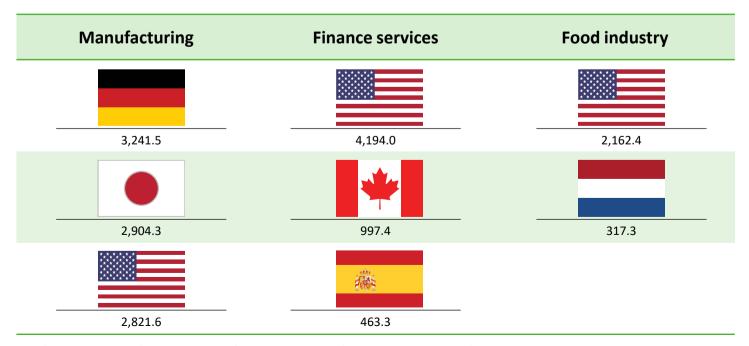


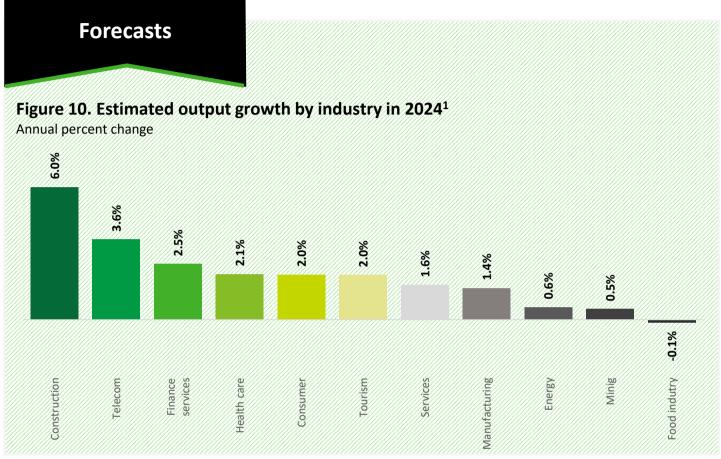
Figure 11. Foreign Direct Investment by country of origin in the industries with the highest levels of investment, accum. Q2 2024 ²

Millions of dollars



^{1.} Refer to the <u>appendix</u> for the sector classification. 2. Due to confidentiality, the Ministry of Economy reports statistical data corresponding to one or two companies with a "C"; therefore, at this detailed level, there may be inaccurate information. | Source: Ministry of Economy.





1. Refer to the <u>appendix</u> for the sector classification. | **Source:** Econosignal.

Opportunities and challenges for industries

Challenges	Opportunities
⊘ Mining	Health care
Regulatory and legal certainty.	Improving y expanding access to healthcare services.
Food industry	🔊 ் Energy
Environmental factors (drought) and y international conflicts.	Renewable energy sources and electrical distribution lines.
Manufacturing	Construction
Nearshoring opportunities and investment attraction	Conclusion of flagship projects and more industrial parks.

Would you like to know our five-year forecasts for all the industries in more disaggregated terms?

We can also forecast your industry growth rate and its

industry growth rate and its impact on your financial statements.





Food industry

"Inflation in agricultural food products has impacted consumers worldwide. Supply chain disruptions due to the pandemic have marked the context for this increase; a situation further exacerbated by the invasion of Ukraine by Russia, as well as attacks on cargo ships in certain maritime areas and climate change. In Mexico, organized crime adds a layer of complexity by increasing costs for producers. Despite this outlook, a moderation in USMCA disputes over genetically modified products is expected, along with a better utilization of trade with the United States."

Salvador Sanchez

Master Program, IMOS and
Agribusiness Industry Lead Partner

Financial services

"Financial institutions must strategically invest in innovation to ensure sustained growth, focusing on user experience to foster customer loyalty and retention. Artificial intelligence and data analytics are essential to understanding and meeting customer needs, which is vital for success in the financial market. In a country with 130 million Mexicans, where it is expected that by 2030 four out of ten banking users will be digital natives, it is necessary to leverage these new technologies to develop competitive capabilities."



Gustavo Mendez Financial Services Lead Partner

Energy

"The Energy Reform of 2013 allowed private investment in the exploration and extraction of hydrocarbons, boosting the Mexican economy through taxes and royalties. The halt in bidding rounds during the outgoing administration and the new administration's resistance to integrating the private sector could lead to underutilization and a productive decline of these resources. Moreover, the potential dissolution of regulatory institutions could result in a lack of transparency in energy policy execution. It remains to be seen what direction will be taken in the next six vears."

Valeria Vazquez Maulen Energy and Natural Resources Industry Lead Partner

Telecommunications

"The development of new technologies, often initially created as digital games, is being adapted by the business world as productive tools to create better solutions and reduce costs, as seen with the Metaverse. Entrepreneurs are investing in enhancing augmented and virtual reality to create simulations, tests, and prototypes without the risks associated with real-life campaigns. For these reasons, it can be anticipated that the use of the Metaverse in the industry will grow by approximately one hundred billion dollars by 2030."

Germán Ortiz

TMT Lead Partner (Technology, Media and Telecommunications)



Construction

"In the first half of this year, the construction sector's GDP recorded a cumulative annual growth of 10.1%, driven primarily by projects in the southeastern region of the country. However, the value of production in the transportation and urbanization sectors is starting to show negative figures, which may indicate the final phases of these major projects and their imminent conclusion, subsequently slowing down the entire sector. In this context, the priority should be on developing the necessary infrastructure for the newly announced investments and creating more productive spaces to attract new companies."

Manuel Nieblas

Industrial Products, Construction and Manufacturing Lead Partner



Consumer

"The Mexican economy has experienced a slowdown in growth since last year; despite this, domestic consumption had maintained a good performance. However, in recent months, it has started to show some deceleration due to high inflation levels, high interest rates, and now, a certain stagnation in remittance inflows. As a result, growth is expected to moderate this year."



Manuel OstosConsumption Industry
Lead Partner

Health care

"In Mexico, various health ecosystems are being developed to transform and improve healthcare by integrating traditional and non-traditional actors. This collaboration, centered on patient needs, enables continuous monitoring and the creation of effective preventive campaigns, thereby alleviating cost pressures on health systems. The proposals for interoperability in healthcare systems and other programs, such as home delivery of medicines to the elderly, which the new administration is proposing, will pave the way for enhancing these systems"



Alexandro Arias Life Sciences and Health care Lead Partner

Tourism

"Recent technological and digital innovations open new paths for the incorporation of productive improvements in diverse industries. The hospitality sector, a globalized industry par excellence, takes advantage of technological advances in several ways: to improve internal processes in terms of efficiency and sustainability; to enhance digital capabilities of contact staff, as well as innovating in both variety and quality of travel experiences. Businesses and tourism destinations contend in a global market to offer significant, personalized experiences to a more diverse profile of travelers, as well as to attract and retain talent in a highly competed environment.

Claribel Sanchez Hospitality Industry Lead Partner



Teresa SolisExpert in the Tourism sector

Manufacturing

"Mexico could become a major producer of semiconductors if it leverages its strategic location and skilled workforce, as well as its potential in design and assembly, key links in the production chain. To consolidate its position in this sector, it must strengthen specialized talent, invest in research and development, offer government incentives, enhance security and regulations, develop resilient supply chains, and increase strategic partnerships. The semiconductor industry presents significant potential for the Mexican economy."

Manuel Nieblas
Industrial Products, Construction and
Manufacturing Lead Partner

Mining

"The mining sector has faced an uncertain outlook due to regulatory changes and proposed reforms, as well as an inflationary economic environment and fluctuating exchange rates. Despite this, the industry's GDP showed a growth of 8.8% in the category of metallic and non-metallic minerals during the second quarter of this year, along with an accumulated foreign direct investment of 2.2 billion dollars. The most important tasks that need to be addressed are the execution of several projects halted by new regulations, and improving security within mining

> Valeria Vazquez Maulen Energy and Natural Resources Industry Lead Partner





Appendix

Industries	North American Industry Classification System (NAICS)
Food industry	11 Agriculture, Forestry, Fishing and Hunting, except 113 Forestry and Logging; 311 Food Manufacturing; 3121 Beverage Manufacturing.
Finance services	52 Finance and Insurance.
Energy	211 Oil and Gas Extraction; 221 Electric Power Generation, Transmission and Distribution, Natural Gas Distribution and Water, Sewage and Other Systems; 324 Petroleum and Coal Products Manufacturing.
Telecommunications	515 Radio and Television Broadcasting Stations; 517 Telecommunications; 518 Computing Infrastructure Providers, Data Processing, Web Hosting, and Related Services.
Consumer	43 Wholesale Trade; 44 Retail Trade.
Construction	23 Construction.
Mining	212 Mining (except Oil and Gas); 213 Support Activities for Mining.
Health care	3254 Pharmaceutical and Medicine Manufacturing; 62 Health Care and Social Assistance.
Tourism	481 Air Transportation; 482 Rail Transportation (10.7%); 483 Water Transportation (43.4%); 485 Transit and Ground Passenger Transportation (49.0%); 487 Scenic and Sightseeing Transportation; 488 Support Activities for Transportation (19.2%); 71 Arts, Entertainment, and Recreation (53.1%); 72 Accommodation and Food Services; 56 Administrative and Support and Waste Management and Remediation Services (4.7%).
Manufacturing	31-33 Manufacturing; except 311, 3121, 324, 3254.
Services	482 Rail Transportation (89.3%); 483 Water Transportation (56.6%); 484 Truck Transportation; 486 Pipeline Transportation; 488 Support Activities for Transportation (89.8%); 491 Postal Service; 492 Couriers and Messengers; 493 Warehousing and Storage; 53 Real Estate and Rental and Leasing; 54Professional, Scientific, and Technical Services; 55 Management of Companies and Enterprises; 56 Administrative and Support and Waste Management and Remediation Services (95.6%); 61 Educational Services, 71 Arts, Entertainment, and Recreation (46.9%); 81 Other Services (except Public Administration).

Fuente: North American Industry Classification System (NAICS).



Extended version of this report

In the extended version of this report, you will find more detailed information at the state level and by industries, as well as forecasts for more than 400 indicators for Mexico over a 5-year period, including:











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Nearshoring

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