



- Capital: La Paz
- Municipalities: 5
- Population: 637,026
- % of national population: 0.6
- Territorial surface: 73,922 km²
- % of surface of the country: 3.8
- % share in national GDP: 0.6
- Sector with the highest contribution to state GDP: Manufacturing (20.6%)



¿Why invest in Baja California?

While Baja California Sur boasts an abundance of natural wonders and a variety of protected natural areas, which are categorized as legacies for humanity, it supports urbanization. Through continued development, Baja California Sur is growing rapidly by creating modern, world-class infrastructure.

With natural beauties and first-class infrastructure, Baja California Sur is known as one of the world's favorite tourist destinations. The state's environment and absence of chemicals enable organic agriculture, and its health certified water creates the opportunity to add value to fisheries and aquaculture products. Furthermore, the state has enormous potential for metallic and non-metallic product mining, which makes it Mexico's leading sea salt and plaster producing state.

Population

Baja California Sur population accounted for 0.6% of Mexico's total population in 2010.

POPULATION (2010)

| Concept | Baja California Sur | National | % over National A/B |
|--|---------------------|-------------|---------------------|
| | Total (A) | Total (B) | |
| Total Population (TP) | 637,026 | 112,336,538 | 0.6% |
| Population under 14 years of age | 187,809 | 33,913,202 | 0.6% |
| Working Age Population (WAP) | 449,217 | 78,423,336 | 0.6% |
| Economically Inactive Population (EIP) | 160,702 | 33,452,310 | 0.5% |
| Economically Active Population (EAP) | 286,705 | 44,425,601 | 0.6% |
| Active population | 273,100 | 42,421,721 | 0.6% |
| Inactive population | 13,605 | 2,003,880 | 0.7% |

Source: INEGI, 2010 People and Housing Census

EMPLOYEES BY BRANCH OF ECONOMY ACTIVITY (2010)

| Concept | Baja California Sur | National | % over National A/B |
|--|---------------------|------------|---------------------|
| | Total (A) | Total (B) | |
| Total Active Population | 287,285 | 42,699,571 | 0.7% |
| Agriculture | 26,361 | 5,705,703 | 0.5% |
| Mining, Manufacturing, Electricity and Water | 22,555 | 6,861,492 | 0.3% |
| Construction | 27,655 | 3,576,193 | 0.8% |
| Commerce | 54,657 | 8,201,891 | 0.7% |
| Other Services | 153,251 | 17,791,507 | 0.9% |
| Non Specified | 2,806 | 562,785 | 0.5% |

Source: INEGI, 2010 People and Housing Census

Employment

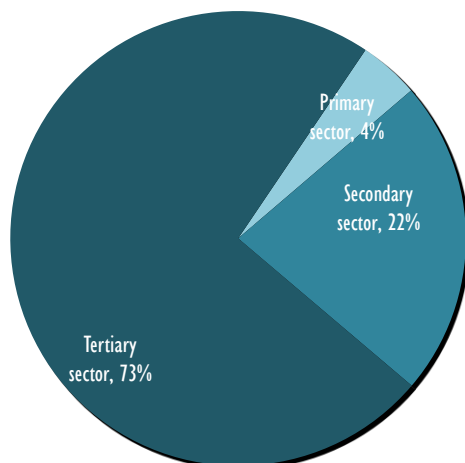
Baja California Sur recorded 287 thousands workers during 2010, mainly in commerce and in the manufacturing industry. In respect to the national level, the state represented 0.7% of the workers in the commerce industry and 0.3% in the manufacturing industry.

Economy

The Gross Domestic Product (GDP) of Baja California Sur exceeded 75 billion pesos in 2010, and contributed 0.6% to Mexico's national GDP.

Tertiary sector, which includes trade and real estate services, contributed 73% of the state's GDP in 2010.

GDP STRUCTURE OF BAJA CALIFORNIA SUR, 2010



Source: INEGI
Facts: Millions of pesos
*Indirectly Measured

| PIB 2010 | Baja California Sur | National | Share (%) A/B |
|--|---------------------|-------------------|---------------|
| | Total (A) | Total (B) | |
| Total | 75,360 | 12,504,744 | 0.6% |
| Primary sector | 3,228 | 439,244 | 0.7% |
| Agriculture, forestry, fishing and hunting | 3,228 | 439,244 | 0.7% |
| Secondary sector | 16,944 | 4,320,102 | 0.4% |
| Mining, quarrying, and oil and gas extraction | 1,918 | 1,079,586 | 0.2% |
| Utilities | 1,371 | 156,217 | 0.9% |
| Construction | 11,447 | 840,202 | 1.4% |
| Manufacturing | 2,208 | 2,244,097 | 0.1% |
| Tertiary sector | 55,188 | 7,745,399 | 0.7% |
| Wholesale and retail trade | 14,015 | 2,049,929 | 0.7% |
| Transportation and warehousing | 6,641 | 889,037 | 0.7% |
| Information | 1,823 | 395,546 | 0.5% |
| Finance and insurance | 2,130 | 460,592 | 0.5% |
| Real estate and rental and leasing | 6,789 | 1,269,831 | 0.5% |
| Professional, scientific, and technical services | 1,432 | 387,089 | 0.4% |
| Management of companies and enterprises | 0 | 51,485 | 0.0% |
| Admin. & support and waste mgmt. & remediat. svcs. | 1,712 | 300,991 | 0.6% |
| Educational services | 3,263 | 625,205 | 0.5% |
| Health care and social assistance | 2,213 | 372,319 | 0.6% |
| Arts, entertainment, and recreation | 525 | 47,496 | 1.1% |
| Accommodation and food services | 9,214 | 283,425 | 3.3% |
| Other services (except Public Administration) | 1,794 | 303,753 | 0.6% |
| Public Administration | 4,729 | 554,930 | 0.9% |
| Financial intermediation services* | -1,091 | -246,228 | 0.4% |

Million of pesos

*Indirectly Measured



Foreign Direct Investment

- Baja California Sur received 5 million dollars in Foreign Direct Investment (FDI) in 2010, which was 0.0% of FDI received in Mexico.
- Of all the FDI received by the state, most was directed toward the mining sector.

Salaries

Baja California recorded an average salary for IMSS contribution of \$220.1 in 2010, which was below the country's average salary of \$236.6.

| Average Salary quote to IMSS * | |
|--------------------------------|-------|
| Baja California Sur | 220.1 |
| National | 236.6 |

*Payments per day in 2010 annual average
Source: National Minimum Wages Commission (CONASAMI in Spanish)

| Average Salary quote to IMSS by National Activity Sector* | |
|---|-------|
| Agriculture, forestry, fishing and hunting | 130.5 |
| Extractive industry | 369.2 |
| Processing industries | 247.1 |
| Construction | 179.9 |
| Electrical and water supply | 539.3 |
| Commerce | 208.4 |
| Transport and communications | 302.0 |
| Services to companies and individuals | 236.8 |
| Social services | 260.2 |

*Payments per day in 2010 annual average
Source: National Minimum Wages Commission (CONASAMI in Spanish)

Infrastructure

Baja California Sur has 15 sea ports, 11 height and cabotage ports and 4 cabotage ports. It has 3 international airports.

| Infrastructure in the state of Baja California Sur | |
|--|----|
| Railways (Km) | 0 |
| Trunk and branches | 0 |
| Secondary | 0 |
| Special | 0 |
| Sea ports | 15 |
| Height and cabotage | 11 |
| Cabotage | 4 |
| Airports | 3 |
| National | 0 |
| International | 3 |

Source: SCT 2010, and AEFEP 2010 from INEGI.

| Infrastructure in the state of Baja California Sur | |
|--|--------|
| Medical unit | 151 |
| Public | 137 |
| Private | 14 |
| Sites for hosting | 315 |
| Rooms | 18,168 |

Source: Source: SCT 2010, and AEFEP 2010 from INEGI.



Education

EDUCATIONAL INFRASTRUCTURE 2008-2009

| Baja California Sur Schools | Senior High Schools | Higher Education |
|-----------------------------|---------------------|------------------|
| | 75 | 49 |
| Students | 22,422 | 15,726 |
| Teachers | 1,560 | 1,948 |

Source: SEP

Out of 89,298 students who graduated from engineering and technology in Mexico, 341 graduated in the state of Baja California Sur, during the 2008-2009 cycle.

HIGHER TECHNICAL SCHOOL POPULATION 2008-2009

| Baja California Sur | Undergraduates | Graduates |
|------------------------------------|----------------|-----------|
| Total | 0 | 0 |
| Health Sciences | 0 | 0 |
| Social and Administrative Sciences | 0 | 0 |
| Engineering and Technology | 0 | 0 |

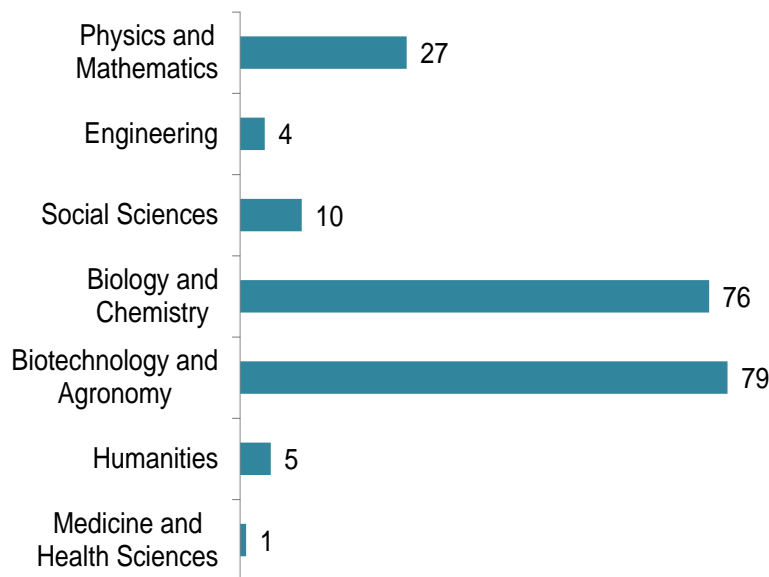
Source: National Association of Universities and Higher Education Institutions (ANUIES in Spanish)

BACHELOR'S POPULATION 2008-2009

| Baja California Sur | Undergraduates | Graduates |
|------------------------------------|----------------|-----------|
| Total | 1,672 | 849 |
| Agricultural sciences | 29 | 17 |
| Health Sciences | 13 | 26 |
| Natural and Exact Sciences | 41 | 43 |
| Social and Administrative Sciences | 1,183 | 532 |
| Education and Humanities | 65 | 33 |
| Engineering and Technology | 341 | 198 |

Source: National Association of Universities and Higher Education Institutions (ANUIES in Spanish)

NUMBER OF RESEARCHERS BY AREA OF SCIENCE



Researchers living force at January 2011
Source: National Research System, CONACYT

Mexico recorded more than 16,000 researchers in January 2011; 1.2% of them were in Baja California.

Most of the researchers in the state focused on the areas of biotechnology and agronomy, as well as biology and chemistry.

