



# BAJA CARE

-Incentives & Benefit Package -



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**BAJA CALIFORNIA**  
GOBIERNO DEL ESTADO

**ECONOMÍA**  
Secretaría de Economía e Innovación



**Pro Baja** | TRADE & INVESTMENT



# PROGRAMS

## 1. Tax Incentives

- 1.1 Competitiveness and Economic Development Law.
- 1.2 Temporary Import/Export Program (IMMEX).

## 2. Business Seminar

- 2.1 Business & Economic Seminar.

## 3. Government Affairs

- 3.1 Government Affairs.

## 4. Supply Chain

- 4.1 Supplier Outreach Program (Capabilities Portfolio).

## 5. Talent Development

- 5.1 University, Technical School and R&D Center Linkage.
- 5.2 R+D Center Linkage.

## Others

## 6. Business Certification and Training Programs

- 6.1 Diploma and Training Programs.
- 6.2 Certification Incentives.

## 7. Financing

- 7.1 Financing.

# 1. TAX INCENTIVES

## 1.1 Competitiveness and Economic Development Law

### Competitiveness and Economic Development Law

#### Who can apply:

- **New Investment Projects:** New companies incorporated in the State of Baja California.
- **Existing Companies investing in** a new process that generates a new product o service.
- **Technology and capital equipment** for an existing or new process which adds value.
- **Companies investing** in water treatment and/or reuse systems.

#### Incentives:

- **Exemption of up to 3-year State Payroll Tax** (4.25% over payroll) for new jobs created as a result of a new company, process or technology project.
- **Exemption percentages range from 100% to 50%** based on the salary levels of the newly hired employees.

#### Program Responsible:

- SEI: Secretaría de Economía e Innovación.

#### Availability:

- All year.

More Information: <https://www.bajacalifornia.gob.mx/sei/Servicios/Competitividad>



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# 1. TAX INCENTIVES

## 1.2 Temporal Import/Export Program (Federal)

### Temporal Import/Export Program (IMMEX)

#### Goal:

- **This Program allows foreign manufacturers to import raw materials and components into Mexico to be built, transformed and/or assembled.**

#### Target:

- Companies with a temporary import and export process.

#### Benefits:

- **The IMMEX Program offers the benefit of temporarily importing raw materials to be used in industrial or service processes without paying import duties or VAT.**
- **The company is allowed to sell products within Mexico.**

#### IMMEX Program:

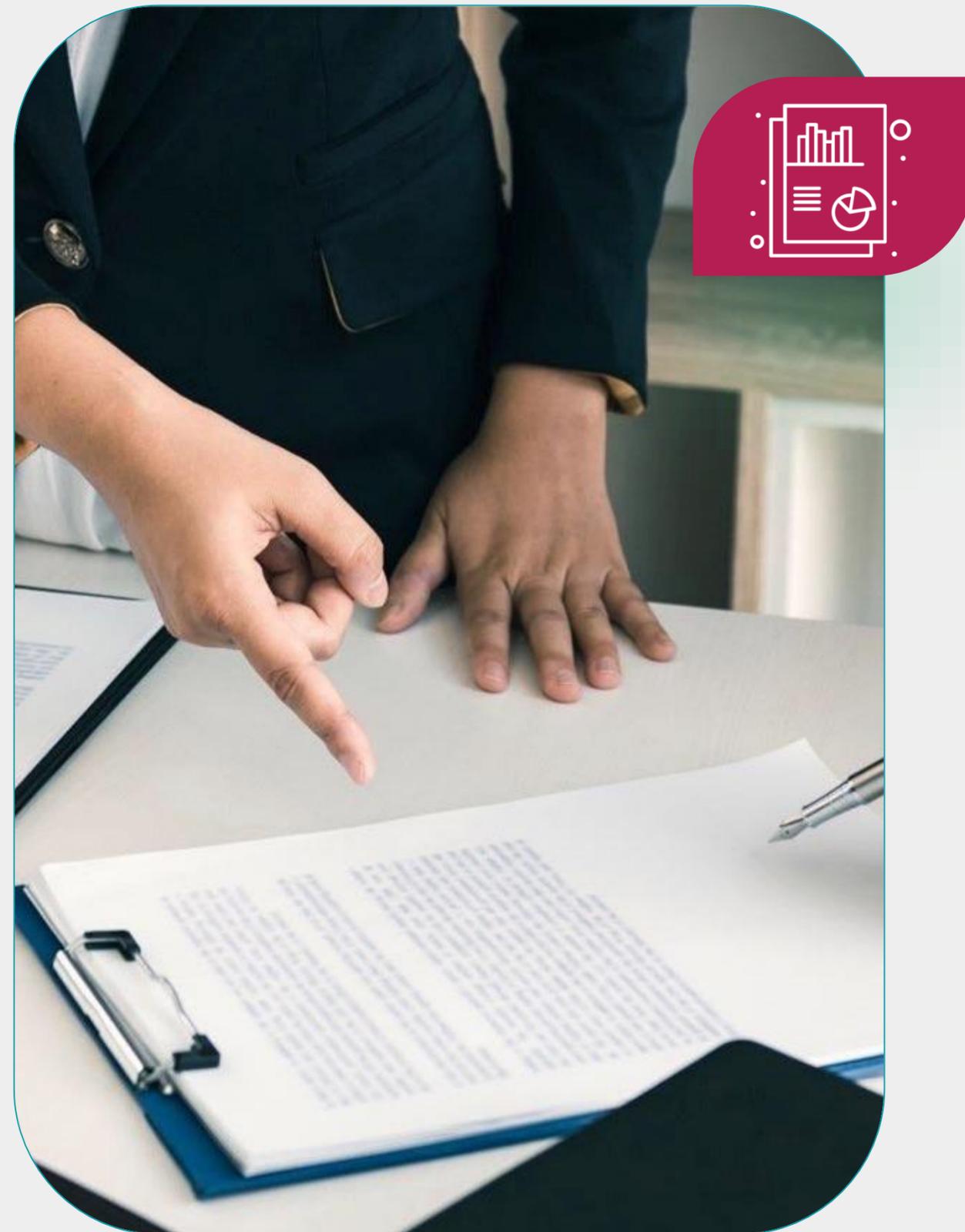
- **Industry Program.** • **Service Program.**

#### Program Responsible:

- Secretariat of Economy (SE, Federal Government).
- Application Reviewed by SEI (State Government Office).

#### Availability:

- All year.



# 2. BUSINESS SEMINAR

## 2.1 Business Seminar

### Benefits:

- Your company will receive a seminar covering all key topics related to your new investment.
- SEI and each Local EDC will provide expert assistance in the relevant areas to guide you through every required process.

### Business Seminar (content)

- Legal Aspects (Taxes, Incorporation).
- Land and Infrastructure Availability.
- Import/Export with Customs Agency.
- Human Resources and Talent (Scouting and Training).
- City Permits (Construction, Environmental, Others).
- Established Company Visit (According with desire sector).

### Program Responsible:

- SEI: Secretaría de Economía e Innovación.
- ProBaja Trade and Investment.

### Availability:

- All year.



# 3. GOVERNMENT AFFAIRS SUPPORT

## Goal:

- **SEI will support and assist companies with new investment or expansion projects** in Baja California by providing direct follow-up regarding permits, including:
  - **Environmental.**
  - **Water.**
  - **Energy.**
  - **Infrastructure.**
  - **Other relevant matters.**

## Benefits:

- Complete support by SEI.
- Follow up on specific requirements.

## Requirements:

- Direct Request at SEI offices.

## Program Responsible:

- SEI: Secretaría de Economía e Innovación.

## Availability:

- All year.



# 4. SUPPLY CHAIN

## 4.1 Supplier Outreach Program (Capabilities Portfolio)

### Goal:

- Establish a partnership between the government and each city's Economic Development Corporation (EDC) to identify new strategic suppliers for companies operating in Baja California.

### Target:

- Companies based in Baja California that are seeking high-quality.
- Contract Manufacturing Services and/or Suppliers in the area.

### Benefits:

- SEI will analyze and identify within our Capabilities Portfolio the most suitable option to meet your Contract Manufacturing Services and/or Supply requirements by:
  - Prospecting local, regional, and international suppliers.
  - B2B meetings.
  - Tailored presentations from new suppliers.

### Requirements:

- Visit: [www.probajasupplychain.com](http://www.probajasupplychain.com)
- Detailed current supply requirements of the company.

### Program Responsible:

- SEI: Secretaría de Economía e Innovación.
- Probaja Trade and Investment

### Availability:

- All year.



# 5. TALENT DEVELOPMENT

## 5.1 University, Technical School and R&D Center Linkage

### Training Linkage

#### Support:

- SEI will articulate the specialization needs of the productive sector with technological educational institutions and strategic partners, fostering the development of highly competitive local talent.

#### Target:

#### Companies with specific training requirements such as:

- Semiconductors.
- Advance Electronics.
- Aerospace.
- Software Development, IA and others.

#### Benefits:

- **Customized Training Programs.**

#### Program Responsible:

- SEI: Secretaría de Economía e Innovación.

#### Availability:

- All year.



# 5. TALENT DEVELOPMENT

## 5.1 University, Technical School and R&D Center Linkage



Baja California connects innovation, advanced manufacturing, and specialized talent for high-value global industries through a strong School–Industry collaboration ecosystem.

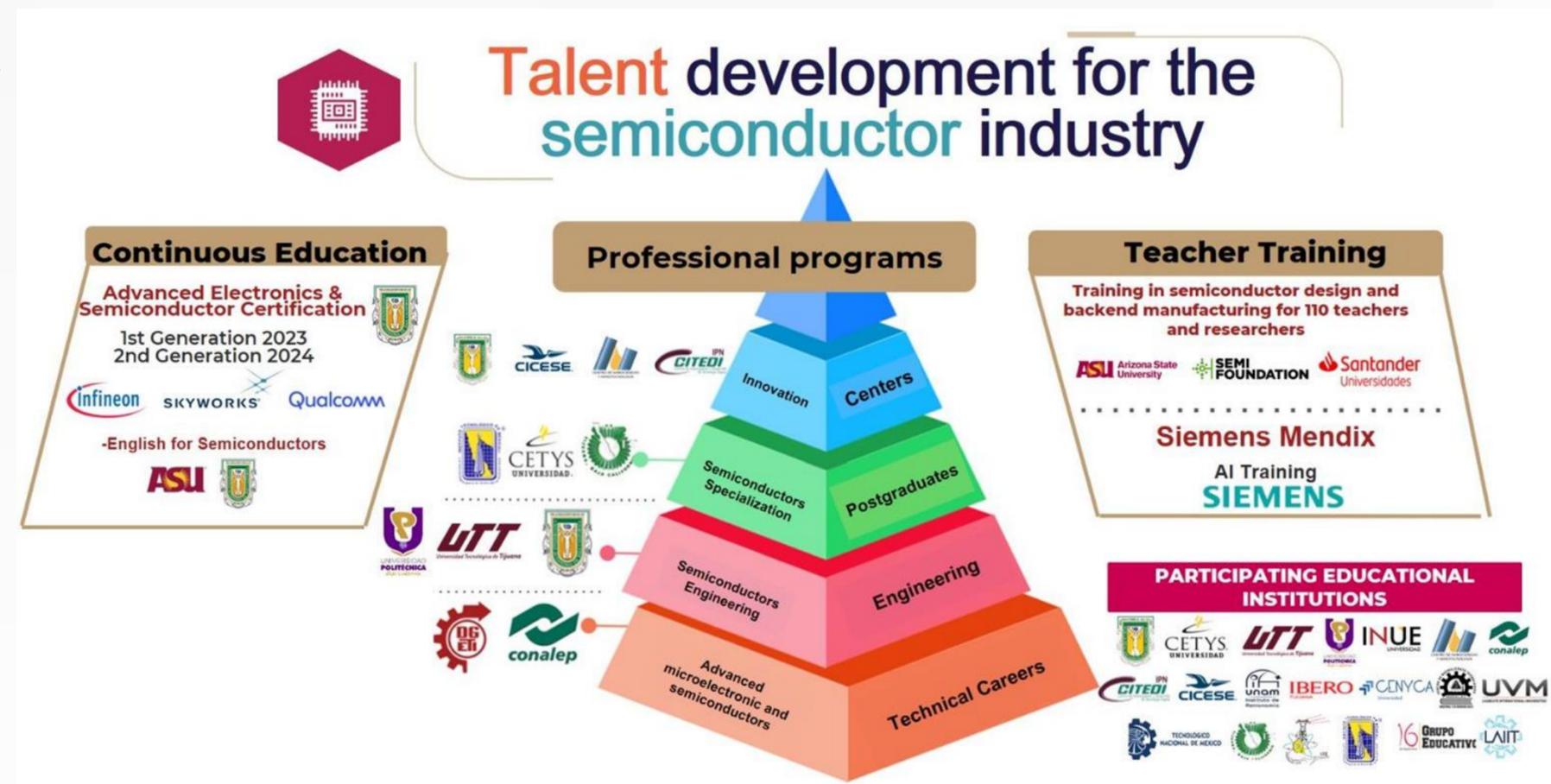
**113+** Higher education institutions.

**100+** Engineering programs.

**57,000+** STEM students.

### Key programs:

- Semiconductor certifications (UABC–Skyworks–Qualcomm–Infineon).
- Google Cloud Academy Baja.
- AWS Cloud Skills.
- AI and Cybersecurity programs (Google, IBM, Microsoft).
- Innovation Challenge with Intel.
- Internship BC–USMF Washington.
- Specialized laboratories in AI, cloud, and advanced manufacturing.



# 5. TALENT DEVELOPMENT

## 5.2 R&D Center Linkage

### Training Linkage

#### Support:

- SEI will connect the demand for specialized employee training with universities and Research and Development (R&D) centers.

#### Target:

- Companies with specific higher learning requirements and R&D assistance.

#### Benefits:

- **Customized Training Programs.**
- **Talent requirement development.**

#### Program Responsible:

- SEI: Secretaría de Economía e Innovación.

#### Availability:

- All year.



# 5. TALENT DEVELOPMENT

## 5.2 R&D Center Linkage

### R&D AND INNOVATION CENTERS

**33** Innovation Centers located in Baja California

**19** Mexicali | **7** Tijuana | **6** Ensenada | **1** Tecate

### Areas of Expertise

#### Life Science

- Health and Life Sciences.
- Agrotech.
- Biotech.
- Nanotech.
- Medical Industry.

#### Information Technology

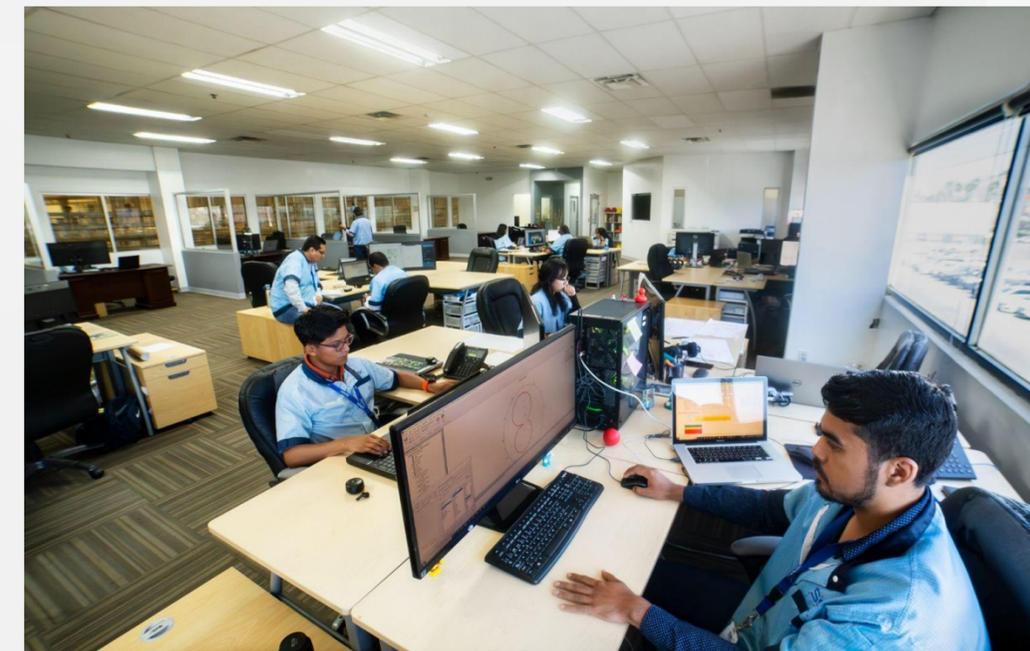
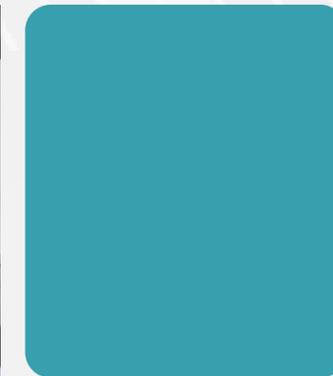
- IT and Electronics.
- AI, Big Data & Analytics.
- Industries 4.0

#### Manufacturing

- Engineering.
- Aerospace Industry.
- Manufacture.
- Metal Mechanic.
- Automotive Industry.

#### Creative Industries

- Creative Industries.



# 6. BUSINESS CERTIFICATIONS AND TRAINING PROGRAMS

## 6.1 Diploma and Training Programs

### Goal:

- To train and develop human capital in quality management, environmental management and energy in alignment with national and international standards.

### Objective:

- To strengthen company's capabilities for the implementation and development of effective quality management systems.

### Benefits:

- Continuous improvement of processes.
- Greater operational efficiency.
- Reduction of errors and rework.
- International recognition and trust.
- Access to new markets and bidding opportunities.

### Requirements:

- Updated Tax Status Certificate demonstrating that the company is established in Baja California.
- Proof of Address in Baja California.
- Completion of the application form issued at the time of the call for applications.

### Program Responsible:

- SEI: Secretaría de Economía e Innovación.

### Availability:

By invitation.



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# 6. BUSINESS CERTIFICATIONS AND TRAINING PROGRAMS

## 6.2 Certification Incentives

### Objective:

- To contribute to economic development and to strengthen business competitiveness through certification in management systems, facilitating integration into the productive chains of various economic sectors.

### Financial incentives per certification:

- Automotive sector (IATF 16949 or equivalent): **\$35,000 MXN.**
- Aerospace sector (AS9100 or equivalent): **\$35,000 MXN.**
- Medical devices (ISO 13485 or equivalent): **\$35,000 MXN.**
- Information security (ISO/IEC 27001 or equivalent): **\$35,000 MXN.**
- Quality management systems (ISO 9001 or equivalent): **\$25,000 MXN.**
- Environmental management systems (ISO 14001 or equivalent): **\$25,000 MXN.**
- Occupational health and safety management (ISO/OSH 18001 or equivalent): **\$25,000 MXN.**
- Other specialized sectors.

### Requirements:

- Contact the SEI Baja California offices directly.

### Program Responsible:

- SEI: Secretaría de Economía e Innovación.

### Availability:

• By invitation.



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# 7. FINANCING

## Goal:

To strengthen and scale entrepreneurial and business projects in Baja California by providing accessible financing that enables companies and entrepreneurs to invest in productive assets and accelerate their growth.

## Objective:

To facilitate affordable financing for individuals and legal entities formally registered with the Mexican Tax Authority (SAT), allowing them to invest in inventory, inputs, furniture, equipment, and infrastructure, according to their business maturity stage.

## Benefits:

- Access to financing ranging from **MXN \$10,000 MXN to \$500,000 MXN** based on business seniority and legal status.
- Competitive annual ordinary **interest rate of 4.33%**.
- **0% interest for on-time payments.**
- Flexible repayment terms of **12, 18, 24, and up to 36 months.**
- Financing available for key productive investments, including:
  - **Inventory acquisition.**
  - **Purchase of inputs.**
  - **Furniture, equipment, and infrastructure.**
- **Free and personalized application process.**

## Requirements:

- Visit: <https://www.bajacalifornia.gob.mx/sei/ImpulsaBC>

## Program Responsible:

- SEI: Secretaría de Economía e Innovación.

## Availability:

All year.





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# Thank you.

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