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SMEs EXPORT

Argentine technology and innovation



CONSTRUCTIONS



INSTITUTIONAL RELATIONS AND COMMUNICATIONS OPERATIONAL MANAGEMENT

Institutional Relations Deputy Management



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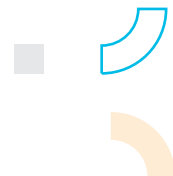
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Editorial



The construction materials and products industry in Argentina is recognized for its capacity for innovation and the diversity of solutions it offers. From essential building materials to advanced technologies for highly complex projects, this sector has become a strategic pillar for the country's economic development. In an increasingly globalized world, where quality, sustainability and innovation make the difference, Argentine products have a unique opportunity to consolidate their leadership in the domestic market and expand into international markets.



In this scenario, the National Institute of Industrial Technology (INTI) emerges as a key partner for the sector. Its work not only improves production processes and ensures compliance with quality standards, but also certifies the excellence of Argentine products, an essential requirement to compete in global markets. Through its technical advice, tests under local and international standards, and support in innovation, INTI strengthens SMEs in the sector, helping them to overcome entry barriers and position themselves in a highly competitive global environment.

In this new edition of the Newsletter Pymes Exportan, we celebrate the effort and commitment of Argentine companies that are leading the transformation of the construction industry through innovative proposals. We highlight these companies that, with design, technology, creativity and a constant focus on quality, have managed to exceed the highest market standards.

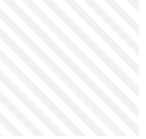
Thanks to the support of INTI, these companies not only compete, but also stand out beyond the limits of our country, exporting not only products of excellence, but also a strong message: Argentina can offer construction materials that combine quality, innovation and commitment to a sustainable future.

INTI not only drives companies to reach new markets but also positions the national industry as a global benchmark in the construction of a more efficient future. These success stories are a sample of the Argentine potential to lead in an increasingly demanding international market, demonstrating that talent, excellence and innovation can open doors in any corner of the world.

Architect Silvia Velázquez

**Technical Director of Building Evaluation and Rehabilitation
Construction and Infrastructure Assistant Manager**





MESQUITA HERMANOS S.A.



Armored and fireproof doors that protect lives



When Christian Mesquita, president of the company, recalls the beginnings of the family business, his eyes fill with pride. It all began in 1985, with a simple but powerful idea: to create solutions that safeguard lives.

Led by his uncle Gustavo and his father Marcelo, Mesquita Hermanos S.A. was much more than a traditional locksmith's shop. It became a pioneer, challenging the limits of security in Argentina. It was this vision that led them to develop the first armored doors and fire doors of national origin, a milestone that forever marked the history of protection against theft and fire.

The tragic "Cromañón" case, a fire that occurred during a concert in 2004 in the city of Buenos Aires, set off an alert throughout the country. But for Mesquita Hermanos, it was already part of its DNA to anticipate problems. "We were developing fire doors long before this happened. We knew that security does not allow shortcuts", Christian says. With this conviction, in 2000 they manufactured the first certified fire doors in the Argentine market.

Their flagship product, the RF60 door, ensures 60 minutes of fire resistance, a crucial time span that can mean the difference between life and death. In addition, the Lite line combines robustness with a lighter design, adapting to large-scale projects. All this, without sacrificing quality and complying with strict international standards.



In the last three years, a new generation has taken the reins of the company. These young people are not only preserving the inherited passion for commitment to safety but are also modernizing processes and opening new markets. “Our commitment is to manufacture doors that not only protect material goods but also save lives. This is our north and we do not negotiate it”, Christian emphasizes.

For more than 20 years, Mesquita Hermanos has had a close relationship with INTI. “Their support allows us to offer more than just a product: we provide peace of mind”, says Christian. The assistance of INTI specialists was key to optimizing designs, improving production efficiency and certifying the RF30, RF60, RF90 and RF120 fire doors.

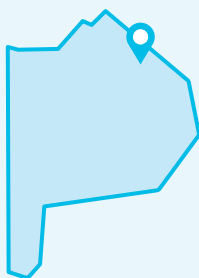
María Eugenia Corso, head of INTI’s Fire and Explosion Safety area, says: “Each test performed in our fire laboratory not only measures the quality of the products, but also reinforces Mesquita Hermanos’ commitment to the highest safety standards”.

 **In Latin America, the market was projected to expand by almost double digits (9.6%) in 2022, higher than the estimate for emerging regions in general (7.2% in 2021). In addition, the sector’s growth in the 2030s is expected to be 35% higher compared to the 2020s.**

Source: Equipar Magazine

The company’s reputation does not stop at Argentina’s borders. Its fire doors already protect lives in Chile, Bolivia, Paraguay and Uruguay. But they are not satisfied: they aim to expand to new markets such as Peru and Ecuador and consolidate other alliances abroad.

“Today, Mesquita Hermanos continues to open new doors to the future. Innovation, tradition and a deep commitment to protecting lives are the values that make them a true industry benchmark. Because when a door saves lives, it is not just an object; it is a declaration of principles”, concludes Christian.



Mesquita Hermanos S.A.
Florencio Varela, Buenos Aires

Security equipment

- Production plant: : 2.700 m²
- Annual production capacity: 3.000 fire doors

• **HS CODE:**

- 7308.30.00 / Doors and windows and their frames, counterframes and thresholds



JLM INDUSTRIA S.A.



The power of a dream: from paint to lime to the manufacture of high-tech products



It was in San Juan, a region known for its desert landscapes and mineral wealth, that José Luis Mestre transformed a crisis into an opportunity in the early 1990s. After the closure of a company where he worked as manager, Mestre took a bold step: he started his own company, JLM Industria S.A., specialized in mineral milling and the manufacture of construction products.



Today, under the leadership of Alejandro Mestre, son of the founder, the company has evolved in multiple directions. “We started manufacturing lime paint, a tradition that had almost disappeared from the market. It was our first export, and Cuba was our initial destination”, says Alejandro with visible pride.

Since 2014, the company has entered the liquid paints and paste coatings market, marking a milestone in its transition to more complex industrial processes. “We reinvent ourselves every two years”, assures Maximiliano Penisi, company manager, saying the recent incorporation of an advanced technology laboratory that allows the development of products with high added value.



For more than two decades, JLM Industria S.A. has had the support of the National Institute of Industrial Technology (INTI). Alejandra Benítez, head of the technical direction of Concrete Technology and Binders at INTI, says the collaboration with the company: “We have worked on the characterization of their products, ensuring that they meet the strict requirements of IRAM standards. This not only ensures quality, but also competitiveness in international markets”.

The tests carried out on its various products have allowed JLM Industria S.A. certify compliance with national and international standards, opening doors to new business opportunities. “Our relationship with INTI goes beyond a simple service. It is a partner in our constant search for excellence”, comments Maximiliano Penisi.



The Latin American construction market size is estimated at \$675.99 billion in 2024, and is expected to reach \$842.52 billion by 2029, growing at a CAGR of 5% over the forecast period. (2024-2029).

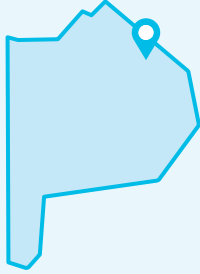
Source: National Institute of Statistics and Censuses (INDEC)

JLM is committed to exporting its innovative RE VESTIKOL 5C thermal plaster to Chile and Uruguay, markets where this type of material is mandatory in new constructions due to regulations that prioritize energy efficiency and sustainability.

José Luis Mestre’s entrepreneurial spirit lives on in every step the company takes. From its humble beginnings in a shed lent by the National University of San Juan to its consolidation as a leader in the development of innovative solutions for construction, the company is an example of the potential of Argentine SMEs when they have vision, effort and support.

Today, as its products Kolormax, Pegakol and Revestikol (see box) expand in local and international markets, Alejandro Mestre reflects: “Success is not only in what we do, but in how we do it. Innovation is not a destination; it is a journey that began with my father and that we continue to travel”. It is a journey in which INTI is a key partner, driving the growth of an SME that combines tradition, technology and commitment.





JLM INDUSTRIA S.A.

Buenos Aires

Manufacture of high-quality products for the last part of the work.

-Production plant: 3.500 m².

-Annual production capacity: 8.000 to 10.000 tons/year of cementitious premixed products.



PRODUCT CATALOG

- **Revestikol Cementicio:** single-layer white cement plaster with incorporated color, the only one of its kind. This product simplifies construction processes by eliminating intermediate steps, ensuring long-lasting, high-quality finishes. It has had a significant impact in international markets such as Chile, where its strength and esthetics are valued.
- **Pegakol:** a line of adhesives for ceramic and porcelain tile that ensures a solid and durable bond, even under demanding conditions. Pegakol is ideal for construction projects that require precision and quality.
- **Pegazzo Durapro:** versatile adhesive mixtures designed for various construction applications. They offer excellent adhesion and ease of use, adapting to the needs of professionals.
- **Durapro y Kolormax:** lines of latex paints with high coverage and durability, available in a wide range of colors. These paints are ideal for interiors and exteriors, offering resistance and an impeccable finish.
- **Revestikol termoaislantes:** cementitious and textured acrylic plasters based on expanded perlite, a mineral from volcanic rocks with thermal insulation properties that reduce energy consumption in heating and cooling systems by 60% to 70%.
- **Pintura térmica con perlita expandida:** an innovative product that offers a temperature reduction of up to 17 degrees Celsius in hot climates and waterproofing properties that make it versatile and efficient for various applications, improving the energy efficiency of buildings.

• HS CODE:

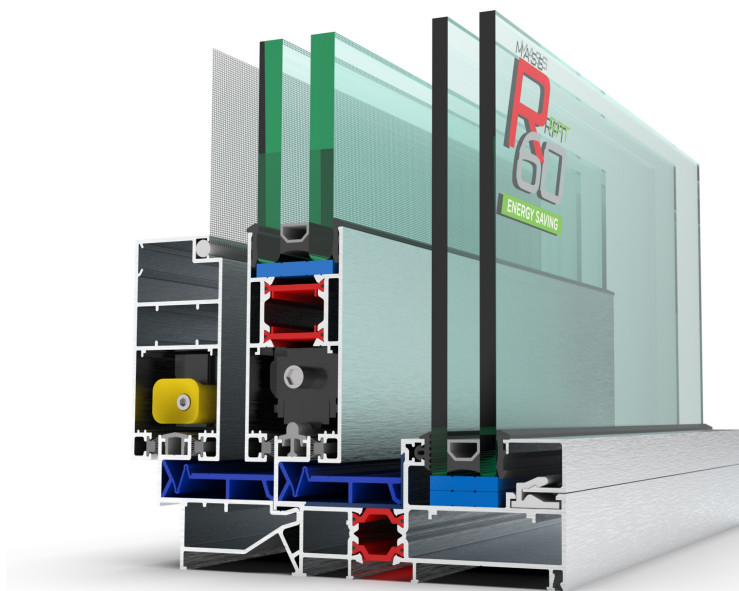
- 3824.50.00 / Revestikol 4C white cement single-layer plaster.
Adhesive mortar base coat. Thermo-insulating plaster Revestikol 5C.



METALES DEL TALAR S.A.



Aluminum and glass solutions for architecture



With almost eight decades of history, Metales del Talar, better known commercially as MDT Argentina, has evolved with the times and today is synonymous with innovation and quality in the aluminum sector.

The company was born from the hand of an Italian immigrant who, with ingenuity and perseverance, founded a metallurgical company that in the 80's managed to export to Japan. Today, 76 years later, that same company is among the leaders in the aluminum extrusion market in Argentina. With a renewed vision and a strategy that leaves no room for improvisation, it is ISO 9001-2015 certified.

Its commercial director, Diego Gómez, explains it clearly: "Our success is no coincidence. We have 24 distribution centers throughout the country, which allows us to have a wide reach. But that's not all: we are constantly investing in development and modernization. We are a benchmark because we understand that adapting is the only way to remain current".

The MDT Argentina team is not satisfied with the past. Néstor Pubill, head of design and development, states that "the key is customization, innovation and flexibility. **Our MASS R60 sliding system excels for its quality and ability to incorporate all possible sliding guides, overcoming the limitations of other systems in the market**". In addition, the new MASS R60 Plus sliding and lift-and-slide system impresses with the size of its movable leaves and ease of use. **This enclosure allows large glazed leaves, with dimensions of up to 2.35m wide by 3.6m high.**

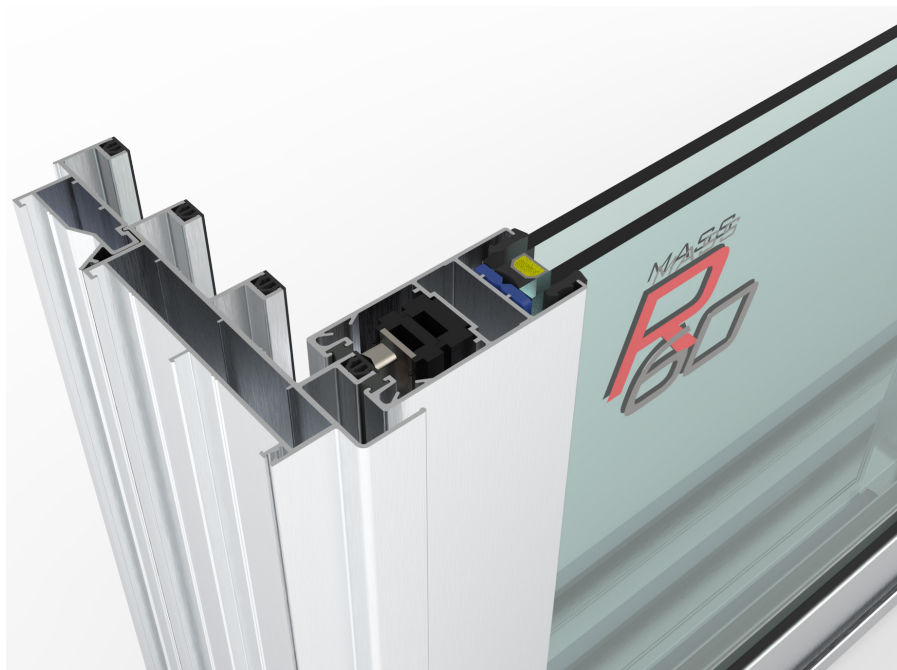
The company complies with Argentine and European standards and also offers customized solutions that meet the specific needs of construction carpenters. “This is not only technical innovation; it is listening to the client and responding with excellence,” reflects Agustín Adamo Paz, design analyst.

Behind every technological advance of MDT Argentina, there is a key ally: the National Institute of Industrial Technology (INTI). Camila Pesce, a member of the Institute’s Materials and Construction Systems Department, explains: **“For more than two decades, we have been testing for air infiltration, wind resistance and water tightness to ensure that products such as the MASS R60 Plus system meet the highest standards. This work not only ensures product quality but also opens up opportunities for international markets”.**

The relationship between MDT Argentina and INTI is not only technical; it also exemplifies how collaboration between public and private institutions can achieve successful results. **The commercial director, Diego Gómez, sums it up: “This support allows us to innovate with confidence, open international markets and consolidate our position as leaders in the sector”.**

The company already has a history of exporting to countries such as Brazil, Bolivia, Chile and Costa Rica, which reinforces its position as a leader in the aluminum extrusion market. However, they know that the path to sustained growth requires both innovation and a clear internationalization strategy.

With a consolidated local market, MDT Argentina’s next objective is to expand to neighboring countries. But it is not an easy task, its commercial director emphasizes: “Mercosur offers a favorable regulatory framework that we are exploring to take our comprehensive solutions beyond border”.





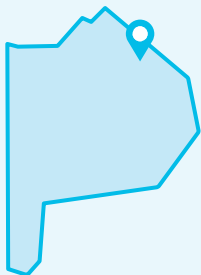
In a sector marked by competition, MDT Argentina is an example of resilience, innovation and commitment. Their leaders not only seek to be the best; They also want to transform the industry and demonstrate that, with effort and vision, it is possible to transcend the challenges.



Global construction work is anticipated to grow by more than \$4.2 trillion over the next 15 years, rising from \$9.7 trillion in 2022 to \$13.9 trillion in 2037.

Source: Latin American Construction

MDT Argentina not only produces profiles and systems; it builds a legacy. This is how Pubill sums it up: “Each project carries our brand: quality, trust and a future that we are already shaping”.



METALES DEL TALAR S.A.

El Talar de Pacheco, Buenos Aires

Aluminum extrusion and casting

- Production plant: 22.000 m²
- Annual production capacity: 25.000 tons

• HS CODE:

- 76.04.00.00 / Bars, rods and profiles, of aluminum.





International Cooperation



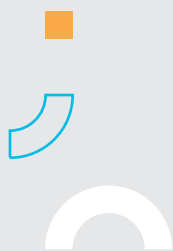
With more than a decade of experience on the white continent, INTI reaffirms its commitment to research and sustainability. During the Antarctic Summer Campaign 2024, surveys and studies were carried out in key sites such as the Nordenskjöld Refuge and the Boathouse, where geological and geotechnical risks were evaluated. These actions seek to preserve the historical heritage and improve working conditions in one of the most challenging regions of the planet.

The scope of this work ranges from the restoration of historic infrastructure to the detailed analysis of fuel storage tanks, using non-destructive testing

to ensure safety and energy efficiency. In addition, INTI collaborates with the National Antarctic Directorate and the Joint Antarctic Command on projects that combine technology and scientific knowledge to address the challenges presented by this extreme environment.

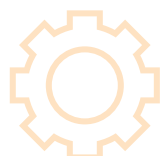
This continuous presence in Antarctica positions the country as a reference in technological solutions applied in extreme conditions.

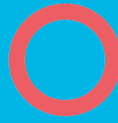
INTI, through its experience and capabilities, demonstrates how innovation can transform challenges into opportunities.





Secretaría de
Industria y Comercio
Ministerio de Economía





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