



# MEDICAL DEVICE INDUSTRY

IN BAJA CALIFORNIA



CLUSTER DE  
Productos Médicos  
DE LAS CALIFORNIAS



WHAT IS

A MEDICAL  
DEVICE?



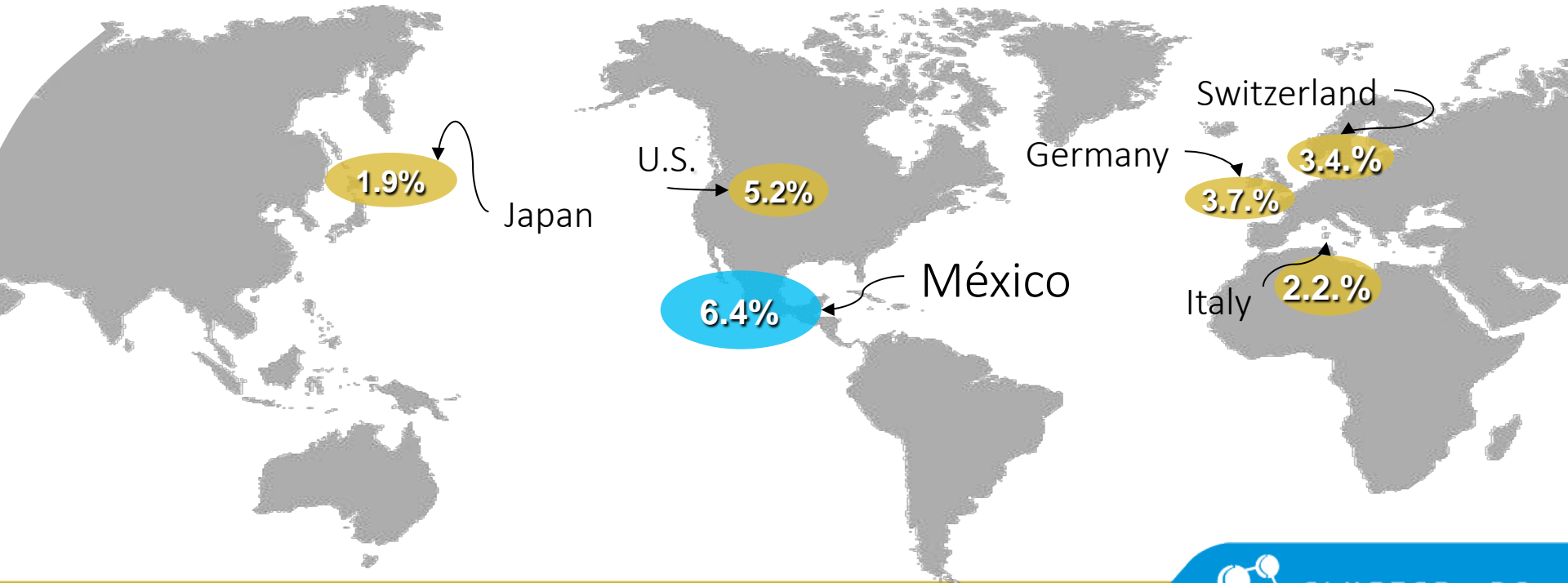
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# Growth projection of medical devices

# 2014-2020

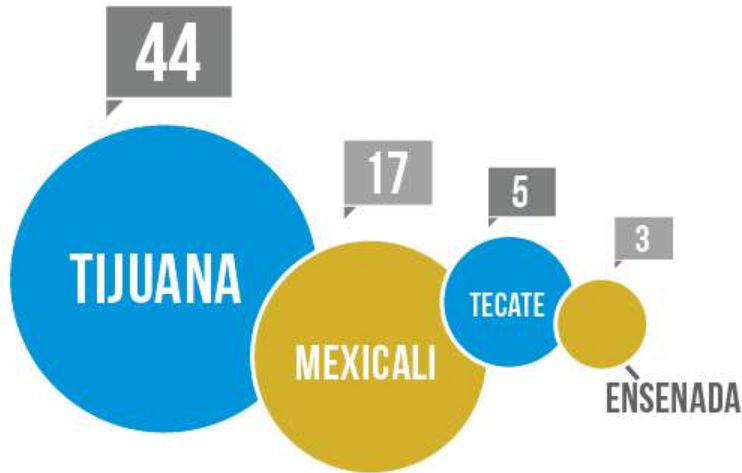
In terms of growth projections, Mexico will be more dynamic than the leading industry producer countries such as U.S. and Germany

*INEGI, Global Trade Atlas y Global Insight*



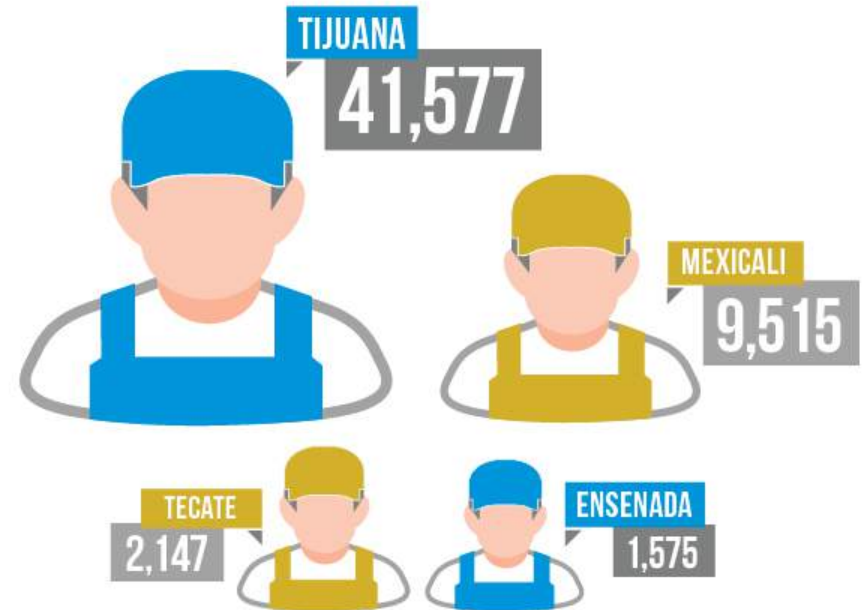
# Footprint in Baja California

NUMBER OF  
**MANUFACTURING PLANTS**



Total of **69** manufacturing plants  
▶ **60% ARE LOCATED IN TIJUANA.**

OVER  
**54,000 DIRECT JOBS**



# Presence of global leading firms

**smiths**  
bringing technology to life

**DJO**  
GLOBAL

**Greatbatch**  
Medical

**LANCER**  
ORTHODONTICS

**ÖSSUR**

**Teleflex**  
MEDICAL

**CareFusion**  
has joined BD

**BD**

**Coastline**  
INTERNATIONAL

**ENCAMESA**  
TIJUANA BC

**AUGEN**

**SUNRISE**  
MEDICAL

**flex**

**MARTECH**  
MEDICAL PRODUCTS



**Medtronic**  
When Life Depends on Medical Technology

**STAGE**  
Renal Care, Pure and Simple.

**Fisher & Paykel**  
HEALTHCARE

**ZEISS** CARL ZEISS VISION

**Welch Allyn**

**ESSILOR**  
SEEING THE WORLD BETTER

**MASIMO**

**HAEMONETICS**  
THE Blood Management Company

**ThermoFisher**  
SCIENTIFIC

**Tri-State**  
CENTURION

**SCANTIBODIES**  
Laboratory, Inc.

**GAMBRO**

**Nypro**  
Where success takes shape

**Westmed**

**Biotix**

**NORTH Safety Products**  
Proven Performance.

**HALYARD**  
FORMERLY KIMBERLY-CLARK HEALTH CARE

**ICU Medical, Inc.**

**I-FLOW**

**Victory Enterprises**

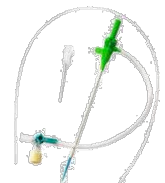
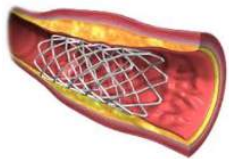
**MERTMEDICAL**



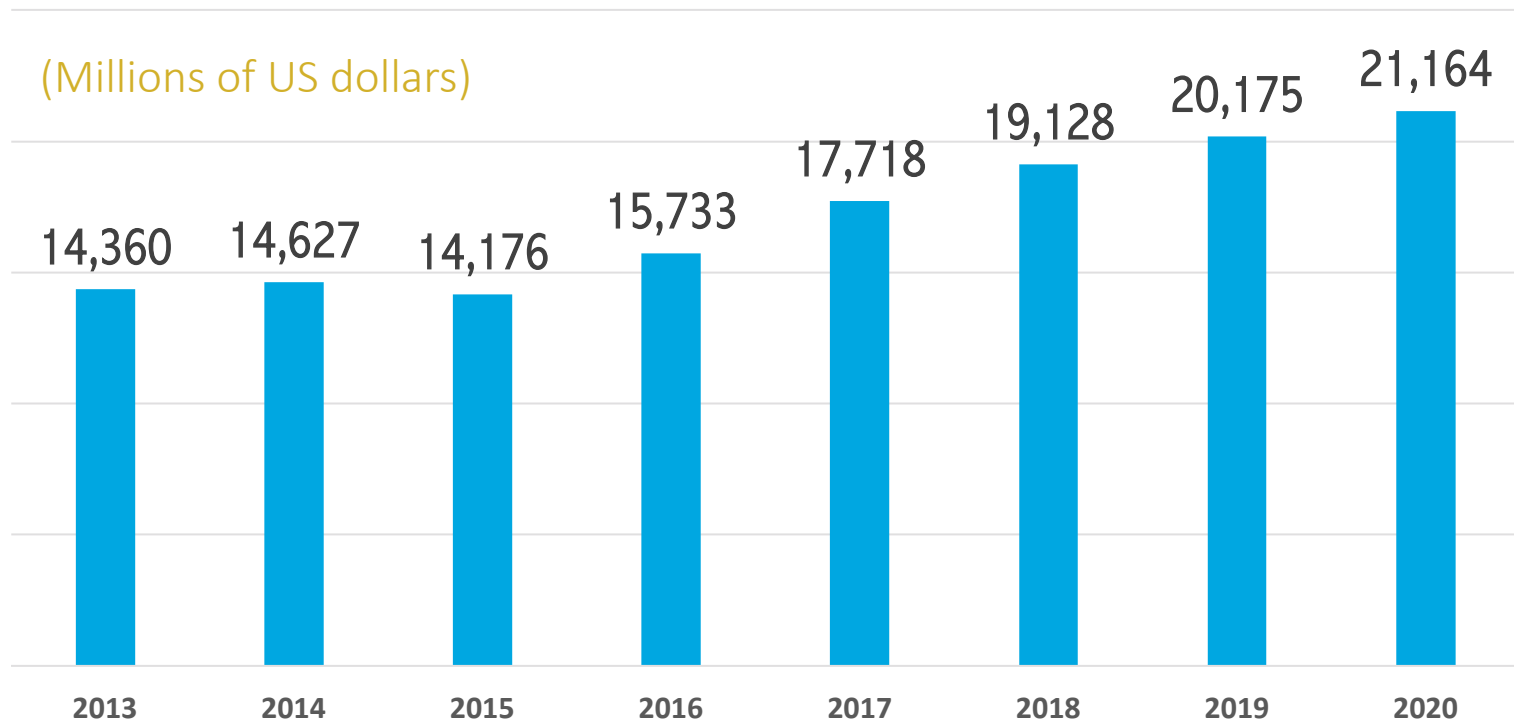
# Medical Devices manufactured in Baja California

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- Orthopedic Devices
- Artificial respirators
- Catheters
- Breathing circuits
- Valves
- Nebulizers
- Connectors
- Endotracheal Tubes
- Steel dental parts
- Anesthesia circuits.
- Surgical and diagnosis equipment
- Medications supply systems
- Sutures without needle
- Ophthalmic glasses
- Tubes for hemodialysis
- Artificial heart valves
- Medical ventilator



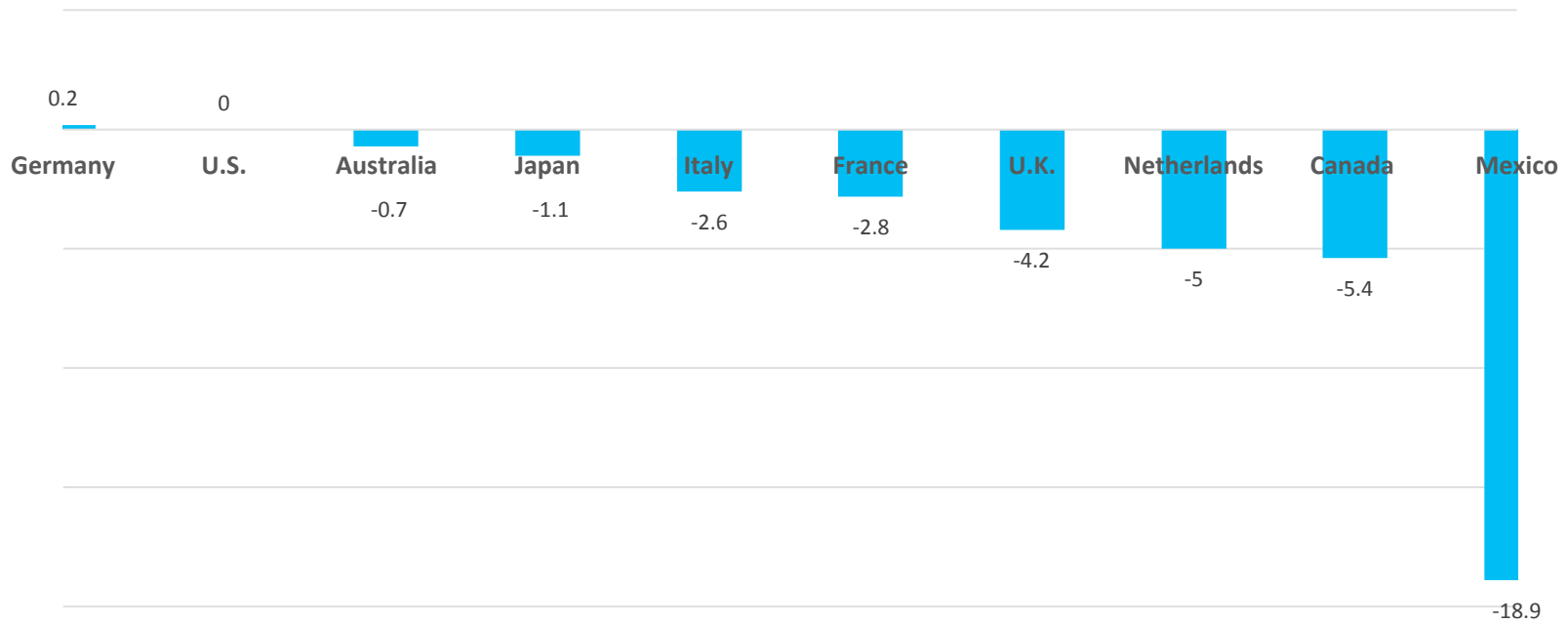
# Projection of medical devices production in Mexico (2014-2020)



Source: INEGI , Global Trade Atlas y Global Insight

# 18.9% savings on medical device manufacturing cost

Index of savings on medical device manufacturing cost 2013



Source: KMPG, Competitive Alternatives, 2014





# Facts Tijuana-San Diego Region

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- ✓ Highly experienced workforce. (30+ years)
- ✓ Speed to market (Northbound & Southbound shipments)
- ✓ 2 International airports (San Diego-Tijuana)
- ✓ 1 Sea port (Ensenada)
- ✓ Medical device companies are linked with 4 universities in Baja (UABC, Cety's, ITT, UTT)
- ✓ Bi cultural region
- ✓ Most dynamic border in the world

Source: KMPG, Competitive Alternatives, 2014



# Med Devices and Diagnostic Equipment in San Diego Region

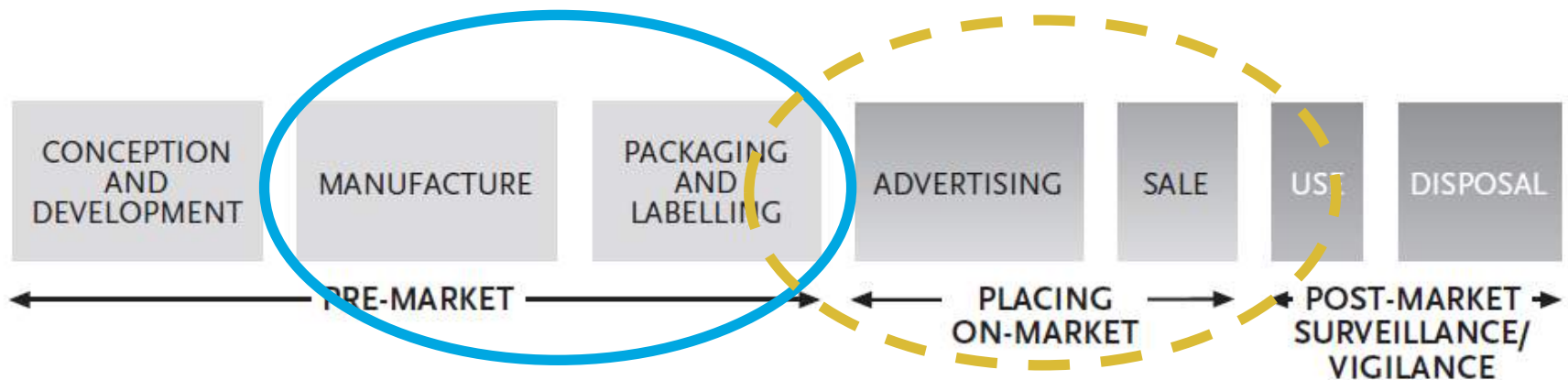
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- ✓ 214 Medical Device companies.
- ✓ 8,387 employment
- ✓ Total Economic Impact \$5,910,701,631
- ✓ BIOCOM forecasts that San Diego county will see continued growth in this cluster over the next two years

Source: BIOCOM California Economic Impact Report 2014



# Baja California operations



- Call Center
- Finance Center
- Software Development



CLUSTER DE  
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# WHAT IS

# THE MEDICAL DEVICE CLUSTER?



# regional interactions

**The cluster of medical devices** located in Baja California, that added to the cluster in San Diego conform the most diverse and sophisticated bi-national concentration in north America in this sector.



# 2020 strategic plan

## Vision

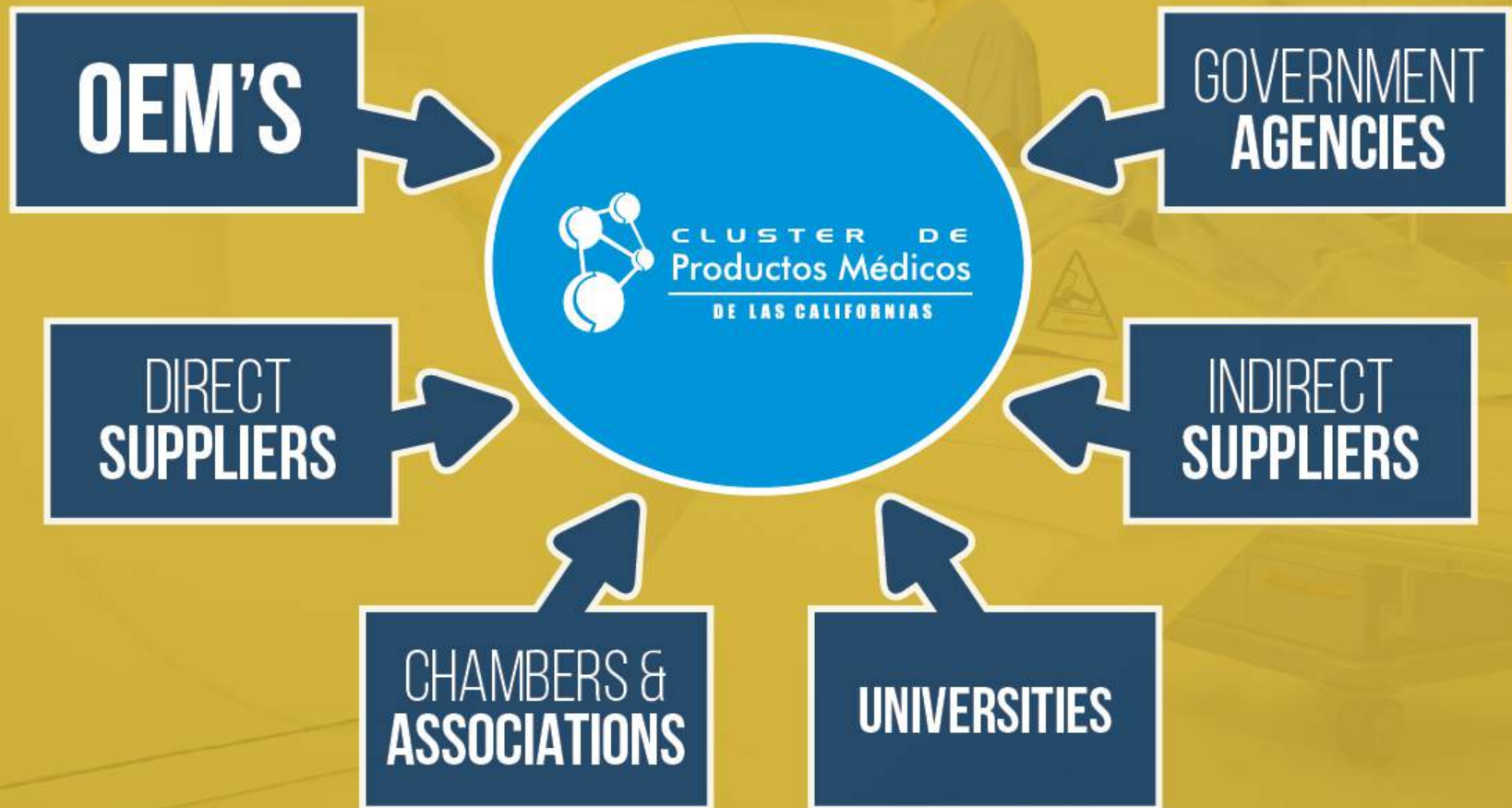
To be the regional cluster with the highest concentration of medical device development and manufacturing firms in America

## mission

To increase the competitiveness and economic impact of the medical device industry in Baja California



# STAKEHOLDERS CONFLUENCE



# STRATEGIC INITIATIVES





# Success stories...

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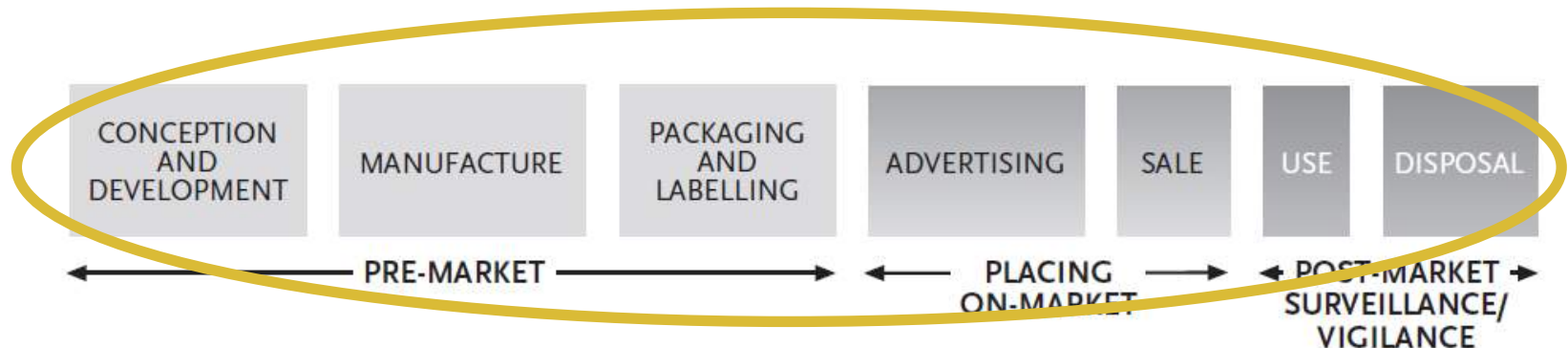


And the story  
continues...



# Opportunities

- ✓ Tijuana offers the opportunity to scale any volume manufacturing from short production runs, half volume and large scale production.
- ✓ Companies like Foxconn with large capacity for manufacturing, are certifying in ISO 13485 to support the development of medical device manufacturing in Tijuana.
- ✓ The San Diego-Tijuana region may become a hub for the life sciences and medical device industries.





### Fisher & Paykel agregan 200 empleados en Tijuana con expansión

Alcalde Astiazarán: "Es una muestra de la confianza que tienen en nuestra ciudad"



EL FINANCIERO EF MERCADOS EF EPAPER

## EL FINANCIERO

HOME ECONOMÍA EMPRESAS NACIONAL TECH AFTER OFFICE

EL FINANCIERO COMPRA O RENUEVA UNA SUSCRIPCIÓN PARA EL CONCIERTO DEL GRUPO

CLÁSICA \$1,600 E-PAPER \$1,600 PREMIUM \$2,100 Único concierto 6 de octubre

### EMPRESAS

#### Essilor invertirá 40 mdd para planta de lentes en Tijuana

La fabricante de lentes Essilor pondrá en marcha una planta en Tijuana, Baja California, para atender principalmente el mercado de la costa oeste de Estados Unidos.

**TOGETHER  
WE CAN GROW**



AYUNTAMIENTO DE TIJUANA



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Cumplir tus sueños es el objetivo de un gran socio

**invex** Banco | TU SOCIO FINANCIERO

### EMPRESAS

#### Greatbatch anuncia expansión por 35 mdd

La firma que desarrolla y fabrica tecnologías para dispositivos médicos críticos destinará esa suma para ampliar sus instalaciones de Tijuana.

Todas las notas EMPRESAS

Cae 7% el número de compradores en Sapica

Vesta duplicará su presencia en Querétaro

Mexichem pretende salir de 'shopping' hacia Evros

Estatal

#### Inaugura Care Fusion expansión de planta en Tijuana

Por Adán MONDRAGÓN/EL MEXICANO  
 PUBLICADO MIÉRCOLES, 30 DE JULIO DE 2014 03:19 P. M.

