“Your connection with medical device industry in Baja California”
### Medical Device Industry Data

- **Global Production**: 663 billions of dollars
- **Mexico Production**: 15 billions of dollars
- **156,831 employees in 2016**
- **8th global exporter globally of tubular needles of sutures**
- **3rd largest exporter globally of surgical furniture**
- **4th largest exporter globally of syringes, catheters or similar**
- **14th global importer**
- **exports of 9.4 BD**
- **Imports of 4.2 BD**
- **Surplus of 5.1 BD**
- **Baja California represent 50% of national exports**
- **Baja’s medical device cluster is the largest in Latin America**
- **A yearly growth rate of 9%**
BAJA’S MEDICAL DEVICE CLUSTER

We are a group of interrelated companies that work in the sector of medical devices in Baja California and that collaborate strategically to obtain common benefits.
STAKEHOLDERS

- Original Equipment Manufacturers
- Contract Manufacturers
- Academic Institutions
- Medical Device Suppliers
- Government Agencies
- Industry Associations
MEDICAL DEVICE INDUSTRY

TOTAL OF 74 MANUFACTURING PLANTS

TIJUANA

48

49

ENSENADA

3

3

TECATE

6

4

MEXICALI

17

13

OVER 69 MIL JOBS
MAP OF BAJA’S MEDICAL DEVICE COMPANIES
MEDICAL DEVICES

- CORRECTIVE LENSES
- BRACES
- DENTAL CASTING METAL RING
- CROWNS
- ORTHODONTIC MEDICAL INSTRUMENTS

- PACER
- DEFIBRILLATOR
- BLOOD PRESSURE METER
- ARTIFICIAL HEART VALVES
- DISPOSABLE HEMODIALYSIS SYSTEMS
- CATHETERS AND BLOOD BAGS

- MEDICAL VENTILATOR
- MEDICAL MASKS
- HUMIDIFIERS
- ENDOTRACHEAL TUBES
- NASAL CANNULA

- INTRAVENOUS SOLUTION
- MANAGEMENT EQUIPMENT
- DISPOSABLE SETS (CATHETERS, BAGS, ETC.)

- STENTS FOR ABDOMINAL ANEURYSM
- DISPOSABLE PERITONEAL DIALYSIS EQUIPMENT
- URINARY BAGS

- SPLINTS AND REHABILITATION SUPPORT
- ORTHOTICS (KNEE, SHOULDER, ELBOW)
- WHEELCHAIRS

- PREGNANCY AND OVULATION DEVICES

- DRUG MANUFACTURING (TABLETS AND CAPSULES)

- PARENTERAL DRUGS
- ELECTRONIC AND EAR THERMOMETERS

- SYRINGES
- SURGICAL TOOLS
- HEALING MATERIALS
- ANESTHESIA CIRCUITS
- ID BADGES FOR HOSPITALS AND CLINICS
- PERSONAL PROTECTION FOR OPERATING ROOM FIRST AID KITS

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Our Purpose is to improve the performance of medical device industry in Baja California through the consensus and synergy of all manufacturing companies and related public and private companies, supporting their growth, competitiveness and training.
STRATEGIC PLAN

1. Merge Medical Device Stakeholders
2. Support supplier into their integration to supply chain
3. Increase innovation, research and development practices in the industry
4. Disclosure of medical device industry qualities and capabilities
5. Monitoring of global and national regulations.
6. Competitive development of human talent