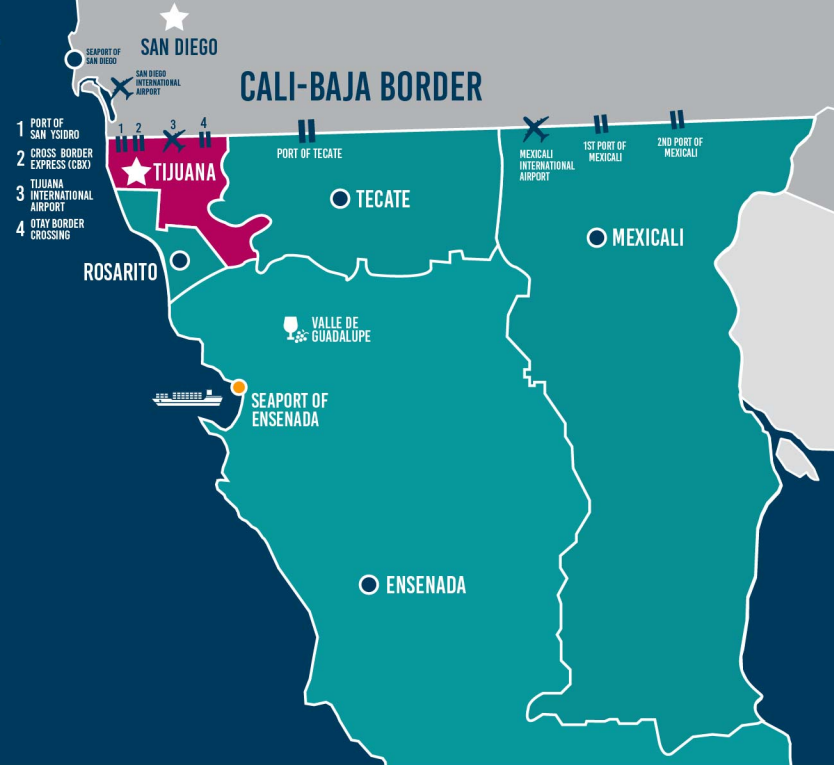


# A guide to invest in Mexico: Tijuana, Baja California.

Tijuana is part of the Binational Mega Region known as CALI-BAJA, which includes the San Diego and Imperial Counties in Southern California, as well as the 5 cities of the State of Baja California.

- #1 State Exporter manufacturer in Mexico
- #1 North America's Medical Device MFG Capital
- +150 Contract Manufacturing companies in Baja
- +120 Industrial Parks in Baja
- #1 Exporter of displays Tv's sets
- 2nd Computers exporter
- #1 Aerospace Manufacturing city (High Mix - Low Volume)
- +60 Years of manufacturing experience
- X3 Seaports available (San Diego, Long Beach & Ensenada)
- X5 Ports of entry to USA (a six one under construction)
- X3 International Airports (San Diego, Tijuana, Mexicali)
- 29 Agreements for the Promotion and Reciprocal Protection of Investment (APPRIIs) with 30 countries
- 14 Free Trade Agreements in Mexico with 50 countries



## DEMOGRAPHICS & WORKFORCE PROFILE IN MANUFACTURING INDUSTRY

- ▶ Around 3.7 million people live in Baja California.
- ▶ Almost 50% of Baja's population lives in Tijuana 1.9 M.
- ▶ 50% Male & 50% Female.
- ▶ Around 230,000 people are employed directly in MFG.
- ▶ The unemployment rate is 2%.
- ▶ The average age is 30.

## TIJUANA ENGINEERING TALENT

- +35 Public & Private Universities.
- +14,000 Students enrolled in engineering and technical programs.
- 1,400 Graduates annually from engineering just in Tijuana.
- 9 Academic Institutions with Cross-Border Agreements.

## PRIVILEGED LOCATION - BUSINESS OPPORTUNITIES

- ▶ Clinical grade metal mechanics
- ▶ Packaging and Packing
- ▶ Testing facilities
- ▶ Injection Molding and Extrusion
- ▶ Blow Molding
- ▶ Thermoforming
- ▶ ISO certified FDA approved controlled environments
- ▶ Testing facilities
- ▶ Sterilization services
- ▶ R&D Support services

## CONTRACT MANUFACTURING CAPABILITIES IN THE COUNTRY

- ▶ High quality, flexible, cost-effective production
- ▶ High mix/Low volume production schemes
- ▶ Speed to market
- ▶ Highly skilled workforce
- ▶ Full product integration processes
- ▶ Process design and improvement

## MEDICAL DEVICES COMPANIES IN TIJUANA



**90%** OF MEDICAL DEVICE COMPANIES CERTIFIED UNDER ISO, FDA OR OTHER STANDARD AND REGULATION.

# Orthopedic Devices: A Reality in Tijuana

## Orthopedic Devices Market Overview

- The Orthopedic sector takes the **4th** place on the MedDev market.
- It covers **8%** of this market by itself just behind IVD, Cardiology and Diagnostic Imaging.
- The global orthopedic devices market size was valued at **\$37.2 billion** in 2018 and is expected to reach **\$47.7 billion** by 2026.
- Mexico represents nearly **90%** of America's Regional export capabilities.

**7**  
Orthopedic  
manufacturing  
in Baja California

**4**

in **Tijuana**  
(DJO, ÖSSUR, Dela Quality  
& Aspen Medical)

**2**

in **Mexicali**  
(Breg, Orthomed)

**1**

in **Ensenada**  
(Zeffer Research  
& Associates)

Icelandic orthopedic and bio-robotic prosthetics company. **60%** of their global products portfolio are made in Tijuana facilities, holding the biggest worldwide operation center for Össur integrating from Design, manufacturing to marketplace access solutions.

"Manufacturing in Tijuana is a faster and cost-effective way without risking the quality of the products."

**Eduardo Salcedo, ÖSSUR, Mexico**

"Stryker being in Tijuana is one of the largest and rapidly growing players in the market taking almost **20%** of the total".

**Alfredo Dueñez, Stryker Plant Manager**

Stryker is a USA Corporation with **40** manufacturing plants around the world. One of the most important and biggest facilities is located in Tijuana since 2016. **+1000** employees.

Planning to bring additional Biotech projects in 2021/2022 to suit new 300,000 ft2 facilities.

*This document was proudly generated with the support of our president members.*



## FOR MORE INFORMATION:

+52 (664) 681 8344  
contact@tijuanaedc.org

www.tijuanaedc.org  
f x in @TijuanaEDC

