



FAST FACTS

The Medical Device Advantage

COST SAVINGS IN LABOR, LOCATION AND THE SHELTER MODEL



The medical device manufacturing industry has boomed over the last 10 years in Mexico. Taking advantage of the long established manufacturing infrastructure, today Mexico is home to medical device companies from around the world. The reasons for this are wide-ranging and include:

- » Access to an abundant, young, educated labor pool
- » Competitive costs for utilities, leases and support services
- » A growing and stable supply chain
- » A savings of up to 30% in labor costs over comparable US salaries
- » A strong pro-business environment
- » Strategic placement of manufacturing facilities with direct access to North and South America as well as Pacific Rim
- » One of the strongest IP and trademark protections in the world with agreements in force with over 40 nations
- » Efficient, cost-effective transportation options with numerous international seaports, airports and commercial border crossings
- » Infrastructure costs similar or less than the states

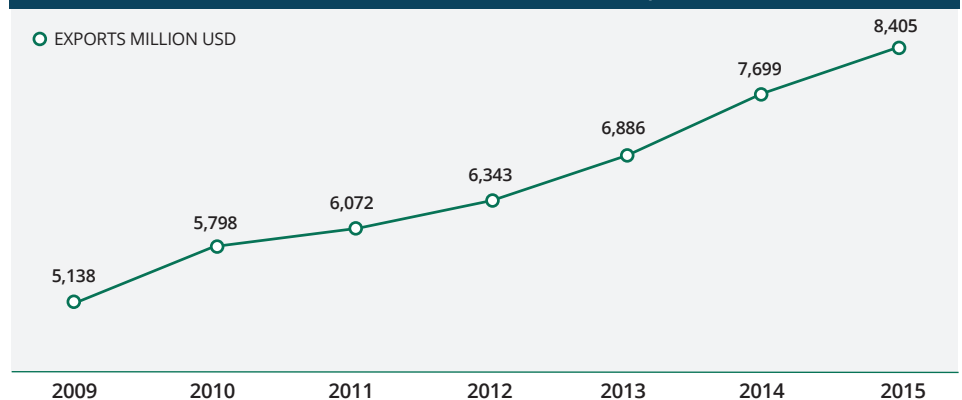
MEXICO HAS A TOTAL
OF **5,056 FOREIGN**
MANUFACTURING
COMPANIES THAT
GENERATE 2,451,472
DIRECT JOBS.

Coupled with an understanding and dedication to assisting companies with the need to cut costs in an increasingly competitive global economy, all work together to make Mexico an ideal location for international medical device manufacturing.

Medical Device Manufacturing Continuing to Grow in Mexico:

- » Mexico is the leading exporter of medical devices in Latin America.
- » Mexico is the leading supplier of medical devices to the United States.
- » Mexico is the ninth biggest exporter of medical devices in the world.
- » Mexico is the world's seventh biggest exporter of respiratory therapy equipment.
- » Mexico is the fifth largest exporter in the world of medical, surgical, dental and veterinary instruments and equipment.
- » Mexico is the fourth biggest exporter in the world of medical, surgical, dental and veterinary furniture.
- » Mexico is the world's fourth largest exporter of metal tubular needles and suture needles..

MEXICAN EXPORTS OF MEDICAL DEVICES, 2009-2015





“After an objective evaluation, IVEMSA was simply the best value, and not only is IVEMSA well established and connected, we were also very impressed with the professionalism and transparency with which they do business.”

**LOREN ENGEL,
GENERAL MANGER,
GKN AEROSPACE COMPOSITES**

LABOR SAVINGS & AVAILABILITY

The Mexican labor pool offers a number of significant benefits from availability to highly educated, motivated personnel, to reduced salary costs. With abundant universities and vocational schools throughout the country, talented professionals are available in unprecedented number with over 110,000 new graduates per year in engineering alone constituting only 21% of total graduates.

Cost Savings

Mexican manufacturing costs generally are 25% lower than the United States. For medical device manufacturing projects, Mexico offers total costs that are 20.8% lower than those in the United States. Below is a general outline of average monthly wages for typical medical device manufacturing personnel. All numbers are in U.S. dollars

Position	Daily Salary USD	Weekly Salary USD	Monthly
Basic Operator	\$9.05	\$63.33	\$253
Semi-Skilled Operator	\$9.29	\$65.00	\$260
Skilled Operator	\$11.67	\$81.67	\$324
Assembly	\$9.33	\$65.33	\$261
CNC Operator	\$21.90	\$153.33	\$613
Warehouse clerk	\$15.24	\$106.67	\$425
Maintenance technician	\$28.10	\$196.67	\$887
IT Technician	\$34.29	\$240.00	\$960
Group Leader	\$17.14	\$120.00	\$480
Manufacturing Engineer	\$46.19	\$323.33	\$1,293
Quality Engineer	\$57.14	\$400.00	\$1,600
Supply Chain Manager	\$161.90	\$1,133.33	\$4,533
Production Manager	\$128.57	\$900.00	\$3,600
Quality Manager	\$135.71	\$950.00	\$3,800
Plant Manager	\$257.14	\$1,800.00	\$7,200

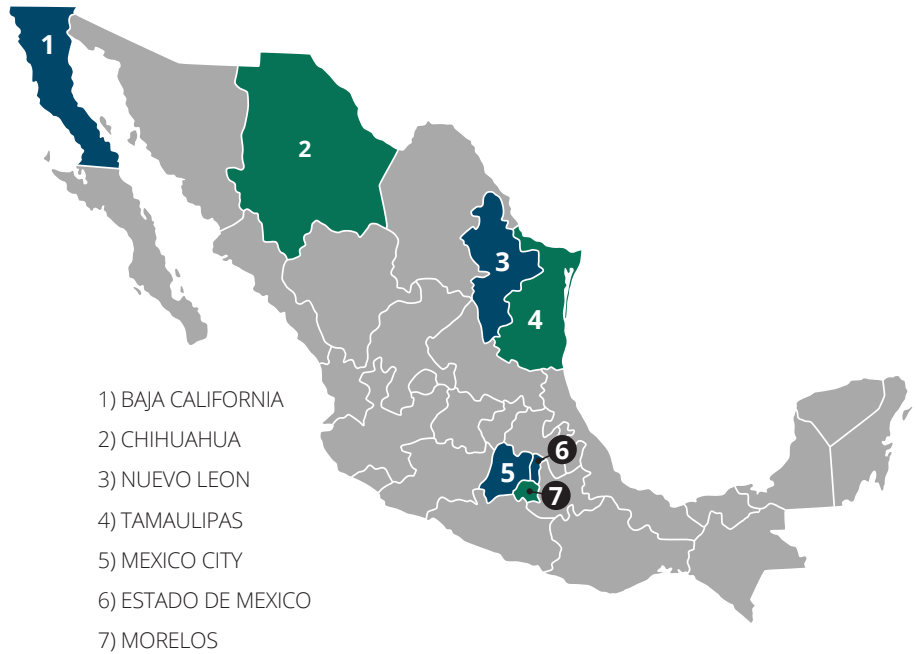
ALL WAGES ARE UNBURDENED AND DO NOT INCLUDE BENEFITS.

As well, productivity in Mexico is generally higher with typically a 48 hour work week (before overtime is required) vs the 40 U.S. hours per week. When compared to overall lower operational costs, the labor rate is an even better value. And, thanks to the lower cost of living in Mexico, the labor rate is a win-win for all concerned.

The IVEMSA labor recruitment and retention team will create labor/benefit packages customized to keep you competitive and make you an attractive employer regardless of where in Mexico you chose to set up your business.

Location and Industrial Site Leasing

There are seven geographic clusters for the medical device industry in Mexico, which together comprises approximately 130 companies. The Baja California cluster is the most important given that its companies represent more than 50% of the sector's total national exports. Other geographic clusters include Chihuahua, Tamaulipas, Mexico City, Estado de Mexico, Nuevo Leon, and Morelos.



While gated industrial parks are available throughout Mexico with the country's long established manufacturing tradition, today Mexico has the world class infrastructure that foreign companies need. Both the Northern Border States and the Central States in particular have a long history of successful aerospace manufacturing and are set up to meet the needs of international companies.

The majority of the new available buildings are Class A facilities located in either gated industrial parks or secured and stand-alone buildings. Existing industrial sites are available in A, B and C and lease terms are available from 3 to 10 years and leasing rates range from:

Class A: \$0.38 - \$0.45/sq. ft. **Class B:** \$0.30 - \$0.36/sq. ft. **Class C:** \$0.25 - \$0.29/sq. ft.

In line with the class of building, sites have systems and capacities that meet both current tenant needs future growth or upgrade needs. Tenant improvements can be easily met by abundant professional providers.

IVEMSA's site selection and negotiation team has over 35 years of experience in assisting companies make the right choices and get what they need to meet their manufacturing specifications.

STARTING AND OPERATING UNDER A SHELTER PROGRAM: SAVE MONEY AND FAST TRACK OPERATIONS

Mexico's shelter program is a unique way to do business in a foreign country and many international companies choose to operate their manufacturing facilities under this program. The shelter option is one of three choices to operate legally in Mexico. It's often the safest,



“We realized that with IVEMSA we would be dealing with not only a highly experienced company, but also with a professional and honest group who reflects our own values and emphasis on integrity. Technically speaking Wunderbar doesn’t exist in Mexico – IVEMSA handles it all. They step in, take over and get it done.”

**RICK MARTINDALE,
PRESIDENT OF WUNDERBAR**

fastest and the most cost competitive way to start and run manufacturing in Mexico. If you operate under a shelter you will enjoy numerous benefits including:

- 1) No legal exposure in Mexico - operate under permits, licenses and infrastructure that already exist
Cost savings: most permitting in place
- 2) Tax benefits for 4 years
Cost savings: No income tax for first 4 years
- 3) Partner and advisor for handling all government, legal, labor and environmental compliance issues
Cost savings: Reduced outside consulting fees
- 4) Eliminates chance of penalties for non-compliance
Cost savings: Avoid costly mistakes
- 5) Eliminates the need to hire infrastructure personnel & software for HR, Accounting and Import/Export
Cost Savings: Personnel already in place
- 6) Allows you to focus on your core business of manufacturing while administrative services are handled
Cost Savings: concentrate on streamlining manufacturing process

An additional benefit of operating under the shelter umbrella in Mexico is that it allows for a rapid start up to operations. In as little as three months you can be up and running. Then, if you want to change status to a stand-alone corporate entity, you can do so on your timetable. Or stay with the convenience of the shelter. The choice is yours:

- » Site selection
- » Start-up project management
- » Legal advice
- » Human resources recruitment, hiring, retention and compliance
- » Payroll processing
- » Tax and fiscal compliance
- » Mexican accounting
- » Environmental and health compliance
- » State and federal incentive programs negotiations
- » Import/export services including forms, costs and interface with warehousing and brokers
- » Import / export compliance
- » Government and legal compliance

Other companies that are incorporated independently in Mexico, can still select individually from the above services to take advantage of the economies of scale offer by a shelter’s administrative services team. Either way, small and large operations receive the benefit of local experts and the cost savings created by a shelter.

Having a knowledgeable expert in Mexico allows your company to tap into networks and resources that assure you are getting the best value for your investment, as well as meeting all local, state and federal regulations.

Whatever your choice, IVEMSA will fully support you with compliance and expertise every step of the way.

EXPERIENCED IN SUPPORTING COMPANIES FROM AROUND THE GLOBE

Mexico is the leading exporter in Latin America and accounts for more than 30% of all Latin American trade.

Mexico has a total of 5,056 foreign mfg. companies that generate 2,451,472 direct jobs, (only foreign companies not including Mexican companies). The Mexican states with the largest footprint of foreign manufacturers are:

- » Baja California with 17.8%
- » Nuevo Leon with 12%
- » Chihuahua 9.3%
- » Coahuila 7.2%
- » Tamaulipas 6.7%
- » Sonora 6.1%
- » Guanajuato 5.1%
- » Queretaro 3.5%
- » Puebla 2.9%
- » San Luis Potosi 2.5%
- » Aguascalientes 1.3%

“Once we started talking to IVEMSA, we realized we were very comfortable with their team and, didn’t feel the need to look any further,” said Brad Nelson, Plant Manager of Mexicali LMI Aerospace facility. “They were with us every step of the way and made the set up easy.”

**BRAD NELSON,
PLANT MANAGER,
LMI AEROSPACE MEXICALI**



Leading Medical Device Companies in Mexico include:

- » Masimo
- » Beckton Dickinson
- » Johnson & Johnson
- » Medtronic
- » Nypro
- » Covidien
- » Greatbatch
- » Scantibodies Laboratory
- » Welch Allyn
- » BREG
- » Sunrise Medical
- » ICU Medical
- » Smiths
- » Teleflex Medical

Manufacturing in Mexico is a standard around the world:

- » 1st Medical Device supplier to the US –the largest market in the world
- » 3rd largest IT exporter in the world
- » 4th auto parts exporter globally
- » 5th medical device exporter in the world
- » 6th supplier to the American aerospace industry
- » 8th producer of new light vehicles in the world
- » 10th exporter of cellphones
- » Main exporter of Medical devices in Latin America
- » Largest exporter of two-door refrigerators with freezers
- » Leading flat screen TV exporter in the world

MASIMO, A MAJOR MEDICAL TECHNOLOGY SUPPLIER WAS NOTIFIED BY MULTINATIONAL GIANT PHILLIPS THAT THEY WERE GOING TO AUDIT THEIR MEXICAN OPERATIONS. WORKING TOGETHER, IVEMSA AND MASIMO QUICKLY ASSEMBLED A JOINT TEAM TO COORDINATE ALL THE RELEVANT DOCUMENTS AND WORK WITH THE PHILLIPS AUDITORS. DURING AND FOLLOWING THE AUDIT, PHILLIPS PERSONNEL REPEATEDLY COMMENTED THAT THEY HAD RARELY SEEN SUCH A GOOD AUDIT REPORT. THEY ALSO STATED THAT THE TEAM IN MEXICO SHOULD BE VERY PROUD OF THE SYSTEMS AND MAINTENANCE OF THE SYSTEMS.

Extensive, Efficient Transportation Options

Mexico has some of the most active border crossings and transportation options in the world. There are also multiple options to choose from in moving commercial goods in and out of Mexico:

- » 50+ border crossings with the US
- » 76 operational airports (12 domestic and 64 international)
- » 117 Sea Ports (49 costal shipping ports and 68 international)
- » 27,000 kilometers of railroads
- » More than 370 thousand kilometers of roads

MEXICO FOR YOU

Is setting up a Medical Device manufacturing operation in Mexico the right step for your company? Only you can make that decision. But if cutting costs or moving operations from Asia or the U.S. to a more strategic location is a factor in your growth, Mexico is an option that deserves to be considered. For a more detailed analysis of cost savings for your operation, or to see for yourself how Mexico can fit into your cost reduction plans, we can help plan a visit tailored to your specific requirements.

US Contact:

Rebecca Amroian – rebecca@ivemsa.com

Mexico Contact:

Roberto Durazo – robertod@ivemsa.com

ABOUT IVEMSA

IVEMSA is a comprehensive administrative services provider with nearly 35 years of supporting foreign companies' manufacturing operations in Mexico. We offer both shelter and stand-alone support services with a dedicated team of professionals in six functional areas. Many of the IVEMSA team members have been with the company for many years, building and mining the resources and network necessary to provide the smoothest manufacturing operations and shipping possible for companies from around the world. And no matter how the company has grown, the core values of honesty, integrity, hard work and customer satisfaction, remain at the heart of everything IVEMSA does.

HEADQUARTERS

Circuito Internacional Sur #21
Parque Industrial Nelson
Mexicali, Baja California,
Mexico 21395
MX: 011 52 (686) 561 6741

IVEMSA Tijuana

VIA Corporativo Building
Misión de San Javier 10643,
Zona Rio
Suite 403. 4to Piso
Tijuana, BC, Mexico 22010
MX: 011 52 (664) 615 7256

