



FAST FACTS

Medical Device Manufacturing Advantages

Updated for 2026



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13 of the top 20
global medical device
companies operate
in Mexico

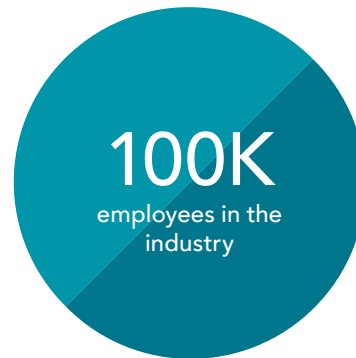
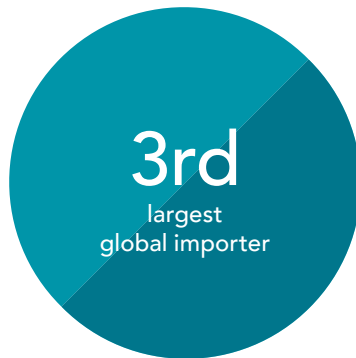
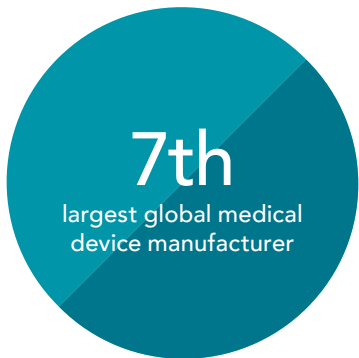
Medical Devices Industry in Mexico

Medical devices manufacturing in Mexico continues to be competitive, with more than USD \$9 billion being exported in medical equipment, products, and supplies. Part of the reason for such sustainable growth is the location.

Manufacturing companies across the globe vie to be close to the medical device markets in the U.S. Production in Mexico makes it easier to ship and exchange products while also saving on labor and transportation costs.



Mexico By the Numbers: 1st medical device supplier to the U.S.



Opportunities in Mexico

-  **Supply chain diversification**
Nearshoring manufacturing to reduce dependency on Asia
-  **Market opportunities in Mexico for foreign companies**
While manufacturing in Mexico, you can also develop a local market for your products
-  **Digital health integration**
Adoption of U.S. platforms for hospital IT and monitoring
-  **Healthcare infrastructure projects**
New hospitals via public-private partnerships
-  **Countering PRC influence**
Preference for U.S. products due to quality and compliance advantage
-  **Medical device imports dependency**
Strong demand for advanced equipment creates opportunities for U.S. suppliers

Source: <https://www.trade.gov/country-commercial-guides/mexico-healthcare-products-services>



Mexico has a total of 6,000 IMMEX operations that generate 3,000,000+ jobs.





In 2024, Mexico exported USD \$19.3B in medical instruments with the U.S. as the top destination, accounting for \$12B.

Medical Devices Manufacturing Clusters & Key Players

The medical devices industry in Mexico is made up of five different clusters, which together comprise 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 hotspots include Chihuahua, Guadalajara, Nuevo Leon, and Mexico City.



1) Baja California

Conveniently located along the U.S./ Mexico border, Tijuana and Mexicali make up the primary clusters for medical devices manufacturing in Mexico, with nearly half of the labor pool concentrated in this area.

2) Chihuahua

The central proximity to the U.S. serves as another region of increased medical device manufacturing activity, with accessibility to qualified labor and state-of-the-art facilities in established hubs.

3) Guadalajara

Emerging as the innovative center of Mexico, this area is known for its niche in high-tech and electronic medical device production and the advances in R&D in the industry.

4) Nuevo Leon

A rising medical device manufacturing region in Mexico, with increased production in surgical instruments and advanced imaging systems.

5) Mexico City Metro

Expansive production of a range of medical device manufacturing companies that operate with various functions, including R&D, under the same roof as distribution.

Leading Medical Device Companies in Mexico

- ✓ Masimo
- ✓ Beckton Dickinson
- ✓ Johnson & Johnson
- ✓ Medtronic
- ✓ Jabil
- ✓ Medline
- ✓ Integer
- ✓ Scantibodies Laboratory
- ✓ Welch Allyn
- ✓ BREG
- ✓ Sunrise Medical
- ✓ Ossur



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. They were with us every step of the way and made the set up easy.

Brad Nelson,
Plant Manager, LMI
Aerospace Mexicali



Why Choose Mexico for Medical Device Manufacturing



Medical devices manufacturing in Mexico has boomed over the last decade. Leveraging the advantage of the long established manufacturing infrastructure, today Mexico is home to medical device leaders from around the world. The reasons for this are wide-ranging and include:



Skilled Worker 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 numbers with over 110,000 new graduates per year in engineering alone constituting 21% of total graduates.



Average Monthly Wages

Manufacturing costs in Mexico are generally 25% to 30% lower than in the United States when considering overall operational expenses. For medical device manufacturing projects, particularly in terms of labor, Mexico can offer average savings of approximately 40% compared to the U.S.

Below is a general overview of average monthly wages for typical roles in the medical device industry in Mexico. All figures are presented in USD.

Position	Hourly Salary USD	Weekly Salary USD	Monthly Salary USD	Annual Salary USD
Non-Skilled Operator	\$6.44	\$309.33	\$1,340.45	\$16,085.40
Semi-Skilled Operator	\$6.98	\$334.96	\$1,451.51	\$17,418.12
Skilled Operator	\$7.70	\$369.66	\$1,601.85	\$19,222.15
Forklift Driver	\$7.98	\$382.88	\$1,659.15	\$19,909.74
Shipping Receiving Clerk	\$8.77	\$421.08	\$1,824.69	\$21,896.27
Line Leader	\$9.39	\$450.67	\$1,952.90	\$23,434.85
QA Inspector	\$7.88	\$378.12	\$1,638.52	\$19,662.25
Maintenance Tech	\$12.21	\$586.30	\$2,540.63	\$30,487.59
Receptionist	\$10.77	\$516.81	\$2,239.52	\$26,874.29
Production Supervisor	\$21.33	\$1,023.86	\$4,436.73	\$53,240.73
Manufacturing Engineer	\$32.65	\$1,567.00	\$6,790.33	\$81,483.98
Quality Supervisor	\$22.72	\$1,090.32	\$4,724.73	\$56,696.71
Buyer	\$24.57	\$1,179.30	\$5,110.30	\$61,323.63
Production Manager	\$54.15	\$2,599.06	\$11,262.58	\$135,151.02

All wages are fully burdened and include all the costs the employer is required to pay on behalf of each employee.

Note: Costs include Mandatory Benefits, Additional Benefits that manufacturing operations offer, State Payroll Tax, Federal Taxes, and Social Benefits.

IVEMSA will create labor and benefit packages customized to keep you competitive and make you an attractive employer, regardless of where in Mexico you choose to set up your business.



IVEMSA's site selection and negotiation team has over 45+ years of experience in assisting companies to make the right choices and get what they need to meet their manufacturing specifications.



Industrial Site Leasing Options

Mexico has the world class infrastructure that foreign companies seek. While gated industrial parks are available throughout Mexico, both the northern border states and central states have a long history of successful medical manufacturing and are set up to meet the unique needs of international companies.

The majority of the new available buildings are Class A facilities located in either gated industrial parks or secured and standalone buildings. Existing industrial sites are available in A / new buildings, B / buildings that are 5 to 10 years old, and C / buildings that are 10+ years old. Lease terms are available from 3 to 10 years, with leasing rates ranging from:

CLASS A	CLASS B	CLASS C
\$0.65 – \$0.75/sq. ft.	\$0.59 – \$0.64/sq. ft.	\$0.55 – \$0.60/sq. ft.

In line with the class of building, sites have systems and capacities that meet both current tenant requirements and accommodate future growth or upgrade demands. Through IVEMSA’s customized site selection process, manufacturers can ensure they lease spaces that meet their manufacturing specifications.



Established Manufacturing Infrastructure

- Strong, pro-business environment
- Competitive costs for utilities, leases, and support services
- World-class infrastructure and a growing, stable supply chain
- One of the strongest IP and trademark protections in the world, with agreements in force with over 40 nations
- Strategic placement of manufacturing facilities with direct access to North and South America as well as Pacific Rim
- Access to preferential trade through a network of 13 major free trade agreements covering more than 50 countries
- IMMEX Program combined with VAT certification enables the temporary importation of materials and equipment without paying VAT at customs



Extensive, Efficient Transportation Options

Mexico has some of the most active border crossings and transportation options in the world. There are also multiple efficient, cost-effective transportation options, including:

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



Trade Provisions Under the USMCA

U.S. companies part of the medical devices industry in Mexico benefit from the rules of origin as laid out in the United States-Mexico-Canada Agreement (USMCA), as well as other competitive advantages available when manufacturing in Mexico.



IMMEX Program Benefits

The IMMEX Program (Manufacturing, Maquiladora, and Export Services Industry) is essential to manufacturing in Mexico. It allows manufacturers to temporarily import equipment, raw materials, and components as long as they're used to produce goods for export.



VAT Certification – 16% Tax Exemption

As a companion to the IMMEX program approval, VAT Certification grants 16% VAT exemption on temporary imports of machinery and equipment used in the production, which accelerates cost savings for the medical device manufacturers.

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 business model. As one of three choices to operate legally in Mexico, working with a shelter company is the safest, fastest, and most cost-competitive way to launch manufacturing in Mexico. Benefits include:

	Working with IVEMSA	Working Alone
Management Team	No need to hire personnel for administrative functions	Hire full administrative team
IT Administrative Platform	Included under IVEMSA Shelter Service	Licenses must be purchased and adapted to your MX operation
Consulting Advising	All Administrative consulting support included	Need to hire external advisors with different specialties
Supervision	Less training & supervision from HQ	Will significantly increase the need for supervision from HQ
Risk & Liability	45+ Years of experience in setting up new operations in Mexico	Longer learning curve higher risk
Focus	Your team focus on manufacturing, quality and production	Managers will be distracted with daily administrative issues
Timing	Established team expert in manufacturing start-ups, typically 3 months after lease is executed	New team with limited experience on start-ups typically 6 to 7 months
Cost	Shelter cost is estimated to cost you 20% to 30% less vs operating alone	Higher overhead cost with less experience

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. IVEMSA can provide the following services when you operate under our shelter:

- 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 offered 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. Many companies start out with the shelter program then transition to a standalone entity. Whatever your choice, IVEMSA will fully support you with compliance and expertise every step of the way.



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 Wunder-Bar doesn't exist in Mexico – IVEMSA handles it all. They step in, take over and get it done

Rick Martindale,
President of
Wunderbar



Masimo Case Study: Answering the Challenge



Masimo, a major medical technology supplier, was notified by multinational giant Phillips that they were going to audit its 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.



Is Mexico Manufacturing Right for You?

Is setting up a 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. Contact us to schedule a consultation.



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About IVEMSA

IVEMSA is a comprehensive administrative services provider with nearly 45+ years of supporting foreign companies' manufacturing operations in Mexico. We offer both shelter and standalone 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.

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