

Medical Devices

Bogota offers numerous advantages to companies interested in the development, manufacturing and sale of medical devices. The city's broad experience in the health sector has developed a highly qualified workforce, which can be hired at competitive rates. Medical devices manufactured in Colombia qualify for preferential access to the most important markets in the region.

What Investors Have to Say

"(...) In 2001 the company invested approximately US\$15 million to build a production plant in Bogota that centralized production. Excellent product reception, high levels of quality and customer trust, technological development, and permanent scientific support are all factors leading to success: 55% of our production is exported to countries such as Peru, Chile, Ecuador, Venezuela, Panama, Costa Rica, Salvador and Guatemala".

Jaime Baena, President, Fresenius Medical Care Colombia S.A.

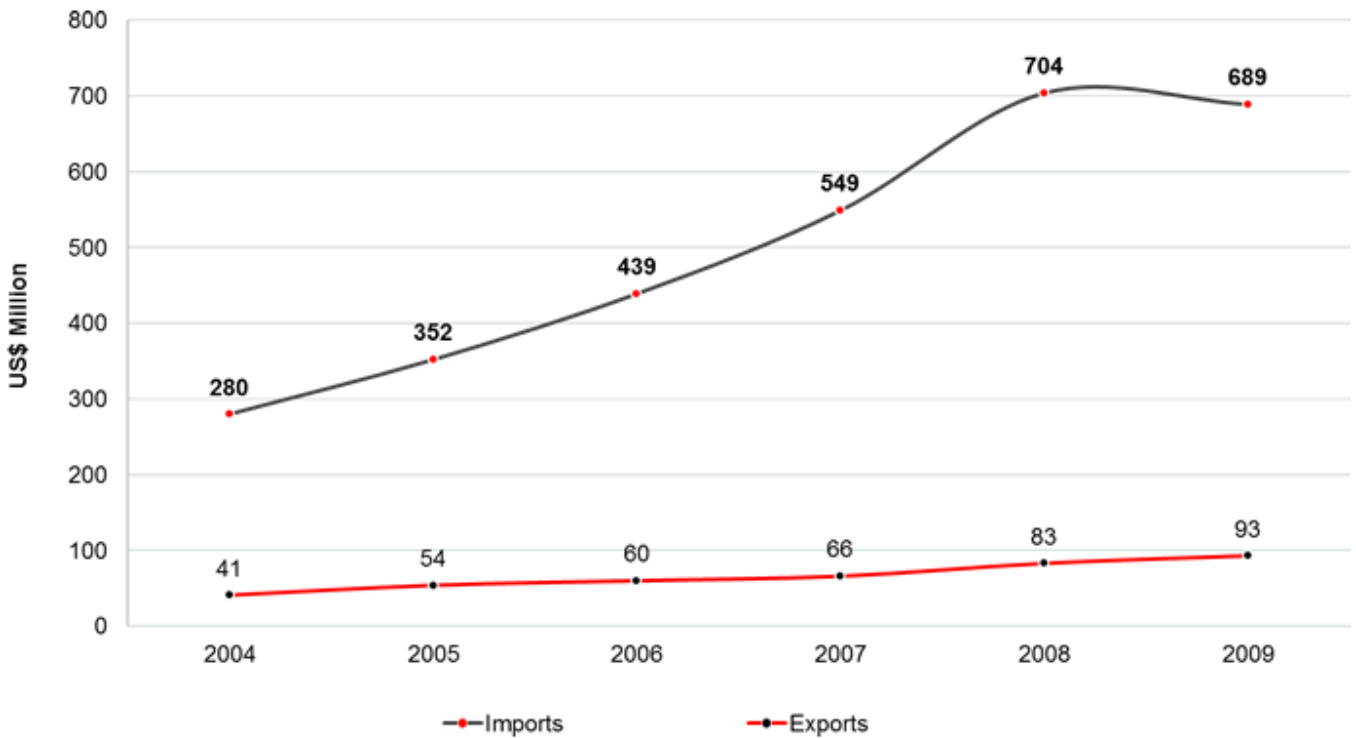
Why Locate in Bogota

- Access to the most important markets in Latin America
- A highly qualified workforce trained in manufacturing processes allows for a rapid learning curve
- Free, tailor-made training programs for employees
- Competitive costs for qualified and semi-qualified labor
- A flexible labor regime
- An important center for the **development** of products and surgical procedures
- Attractive investment incentives

Medical Device Production in Bogota and Colombia

- The Industry has more than 2,000 people and exports to more than 36 countries
- During the last five years, exports of Colombian medical devices registered a compound growth rate of 15% and reached a total of US \$93 million in 2009

Foreign Trade of Medical Device Products in Colombia (2005-2009)



Source: Cámara de Proveedores de la Salud, ANDI

- Imports have increased at a compound growth rate of 18% during the last five years, reaching US\$689 million in 2009.

Multinational Medical Device Companies in Colombia

- 3M (US) has a production plant in Bogota that employs 300 people and exports its products to the United States, Venezuela, Peru and Jamaica among others
<http://www.3m.com>
- Baxter (US) has production plants in Colombia since 1956
<http://www.baxter.com/>
- The production plant in Bogota for Fresenius (Germany) exports to the Andean region and other Latin American countries

<http://www.fresenius.com/>

- Colombian headquarters for Johnson & Johnson Medical (US) have been located in Bogota since 1992

<http://www.jnj.com/>

- Siemens' (Germany) headquarters for all South America except Brazil are located in Bogota where hearing aids are assembled

<http://www.siemens.com/>

If you require greater detail, please contact any of the agency's Investment Officials in charge.

Links of Interest:

<http://www.mdmwest.com>

<http://www.lifesciencealleyconference.org>

http://www.medica.de/cipp/md_medica/custom/pub/content,lang,2/oid,155/ticket,guest~/MEDICA.html

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