

MINISTRY OF ECONOMIC DEVELOPMENT OF MEXICO CITY

MEXICO CITY THE NEXT BIO HUB



CIUDAD DE MÉXICO
CAPITAL DE LA TRANSFORMACIÓN

SECRETARÍA DE
DESARROLLO ECONÓMICO

inCDMX
INVESTMENT AGENCY OF MEXICO CITY



**BIOTECHNOLOGY IS AT A
TURNING POINT**

RESTRUCTURING GLOBAL SUPPLY CHAIN

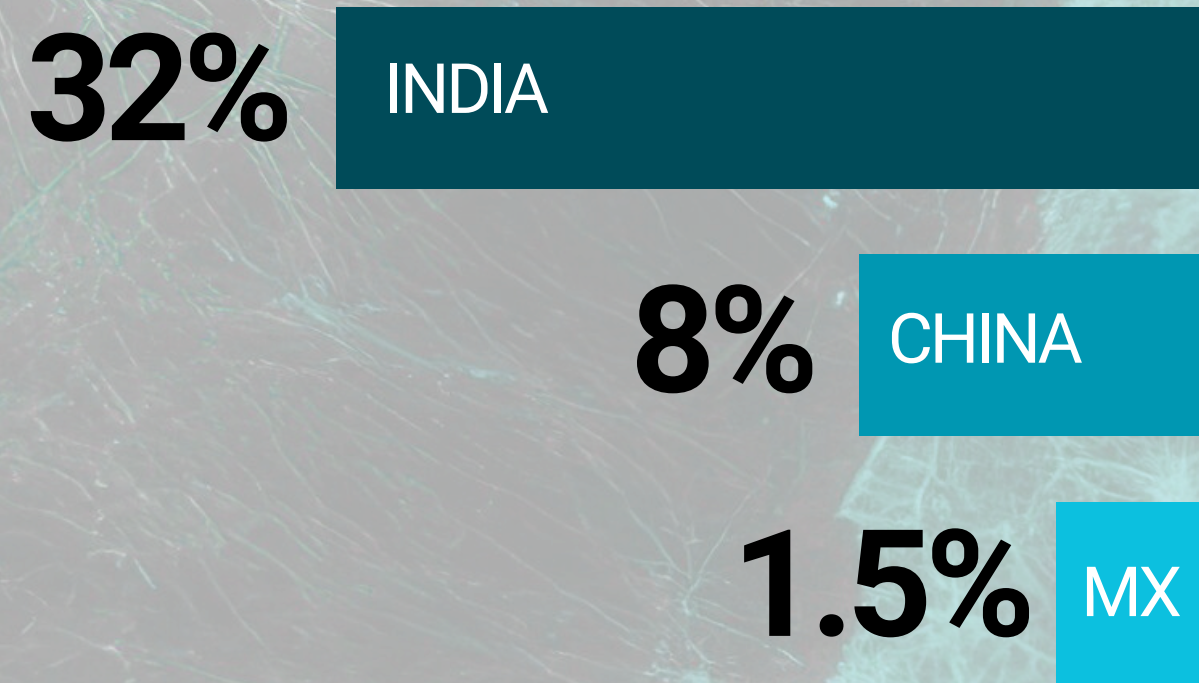
- China-US Supplier Disruption
- Global Supply chains are fragmented
- National Security
- Reshoring and Opportunities

\$50 Bn
USD

IN COSTS FOR DE-RISKING
THE BIOTECHNOLOGY AND
PHARMACEUTICAL
INDUSTRY

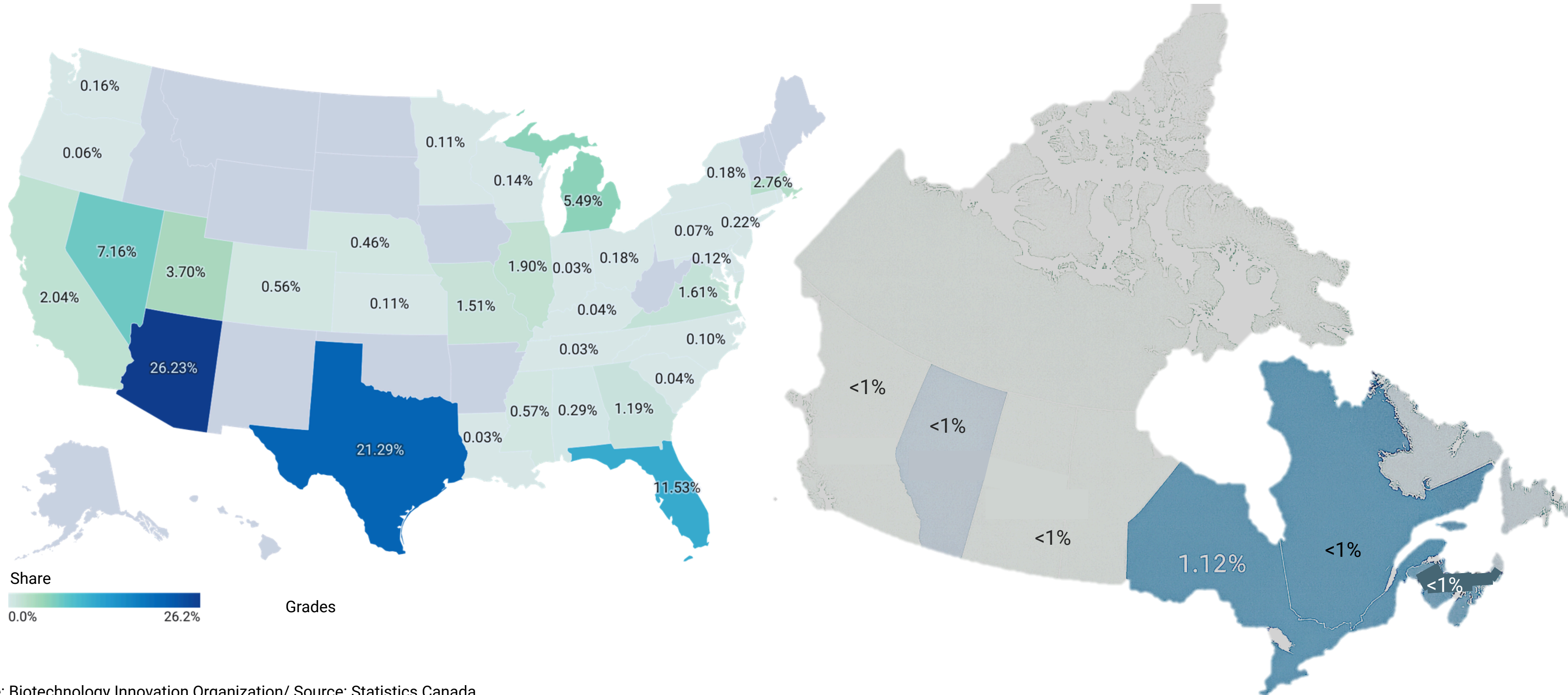
**A NEED FOR
REGIONAL,
STRONG AND
RESILIENT LIFE
SCIENCES
SUPPLY CHAINS**

**US ACTIVE
PHARMACEUTICAL
INGREDIENT (API)
IMPORTS**



*US Pharmacopeia (USP)

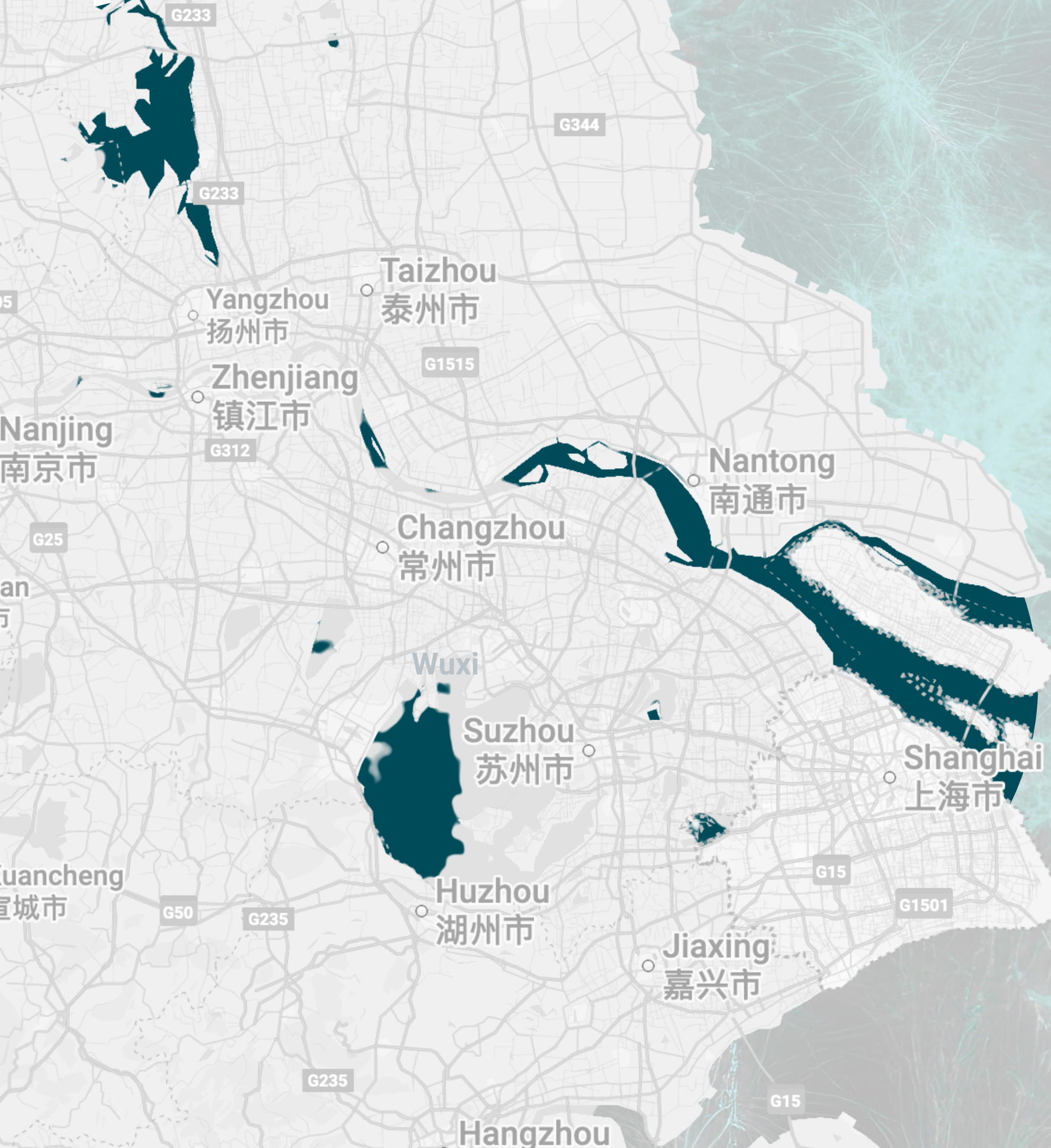
MEXICO'S CONTRIBUTION TO NORTH AMERICA'S PHARMACEUTICAL IMPORTS



The background of the image is a world map where the continents are rendered in a dark, muted green. Overlaid on this map is a complex, glowing network of thin, light green lines that connect various points across the globe, resembling a global data network or a biological neural network. The lines are most dense in North America and Europe, with many smaller nodes and connections scattered across the rest of the world. The overall aesthetic is futuristic and high-tech.

WHERE WILL THE NEXT ERA OF BIOTECHNOLOGY TAKE SHAPE?

WHAT DID THE YANGTZE RIVER DELTA TAUGHT US?



An aerial view of a city skyline, likely Shanghai, with a river winding through it. Several callout boxes with blue lines pointing to specific areas of the city are overlaid on the image. The boxes contain text describing key factors for a successful biotech hub. At the bottom, a teal banner contains a concluding statement.

TALENT POOL

REGULATORY CAPACITY
COORDINATED WITH INNOVATION

COST-EFFICIENCY

CHINA'S HIGHEST
CONCENTRATION OF TOP-TIER
LIFE SCIENCES UNIVERSITIES

HIGH-QUALITY CLINICAL
INFRASTRUCTURE

GLOBAL CONNECTIVITY

MANUFACTURING EXISTING BASE

TODAY'S SUCCESSFUL BIOTECH HUB SHARES THE SAME FOUNDATIONS.



MEXICO

BUILT FOR THE NEXT ERA OF
BIOTECHNOLOGY

SPECIALIZED INDUSTRY

MAIN LATAM SUPPLIER TO THE US

- +1** Billion dollars in 2024
- 5.5x** More than Brazil
- +50** Partners with FTA and privileged logistics

INTELLECTUAL PROPERTY PROTECTION

- #1 Latin America
- #23 Worldwide

Genetic equivalence in the US



**IF THE MEXICO CITY
METRO AREA WERE A
COUNTRY, IT WOULD BE
THE 5TH LARGEST
ECONOMY IN LATIN
AMERICA**

**6.081 BILLION PESOS (2023)
20% OF NATIONAL GDP
0.4% OF THE TERRITORY**

**+21.8 MILLION
INHABITANTS**

MEXICO CITY

**#1 COMPETITIVENESS
IN MEXICO (IMCO, 2025)**

**PRIVILEGED
LOGISTICS**

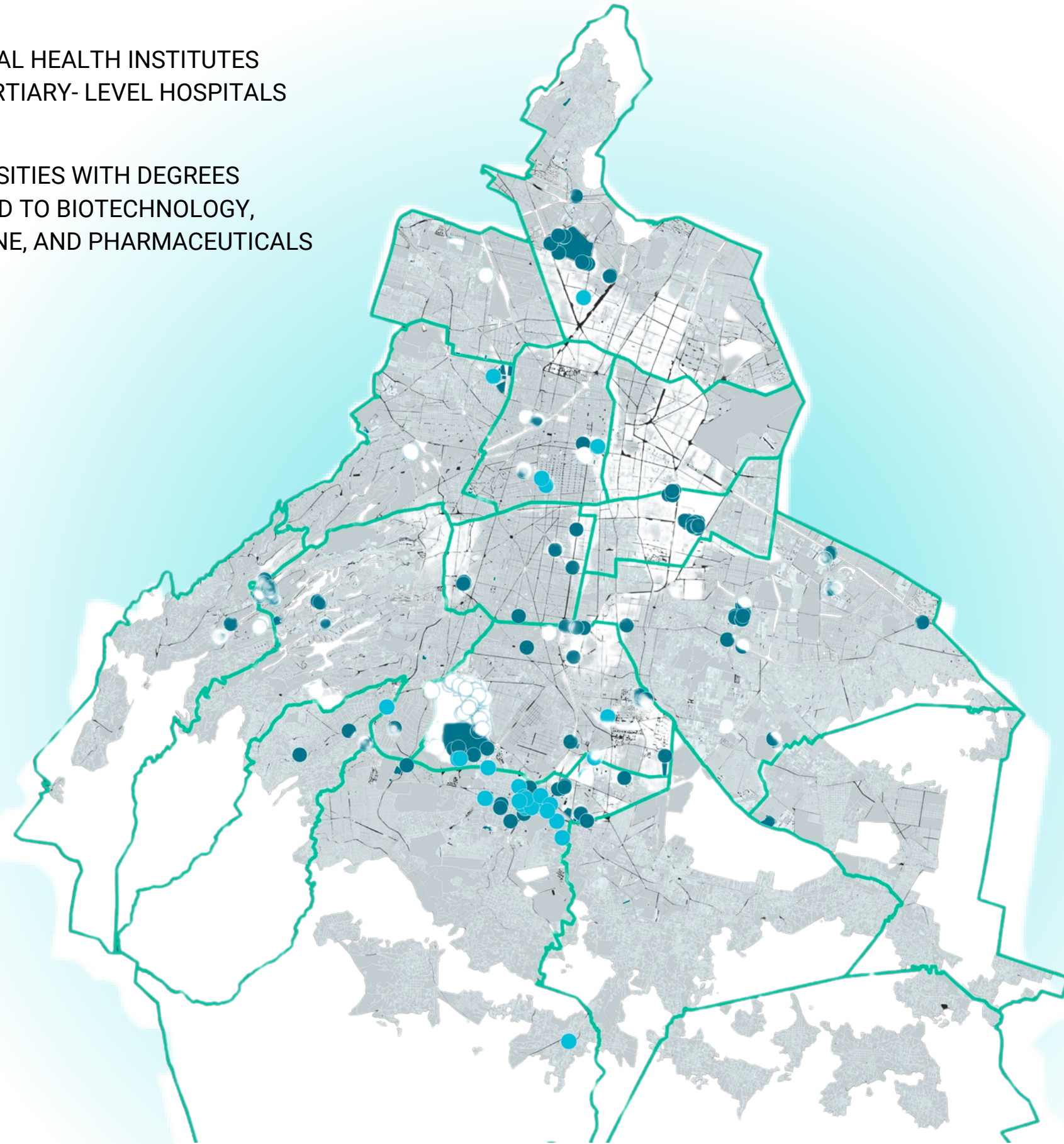
75% SERVICE SECTOR

**+6.1 MILLION
PEOPLE EMPLOYED**

3
INTERNATIONAL
AIRPORTS

● NATIONAL HEALTH INSTITUTES
AND TERTIARY-LEVEL HOSPITALS

● UNIVERSITIES WITH DEGREES
RELATED TO BIOTECHNOLOGY,
MEDICINE, AND PHARMACEUTICALS



FDI IN PHARMACEUTICAL PRODUCTION

61%
OF THE FDI
COMING INTO
MEXICO

CLINICAL ECOSYSTEM

55
TERTIARY
HOSPITALS

31
RESEARCH
CENTERS

12
NATIONAL
HEALTH
INSTITUTES

SPECIALIZED TALENT

47,044
STUDENTS OF
LIFE SCIENCES

+195
ACADEMIC
PROGRAMS

+11,000
GRADUATES
OF LIFE
SCIENCES
PER YEAR

DESIGNED FOR THE FUTURE OF LIFE SCIENCES



UNIPREC - FACULTAD DE QUÍMICA

DISTRITO TLALPAN - TEC DE MONTERREY



AstraZeneca

CINVESTAV SUR



INSTITUTO NACIONAL DE NUTRICIÓN

CENTRO DE INVESTIGACIÓN SOBRE EL ENVEJECIMIENTO



INMEGEN



THE FIRST LAYER OF A GROWING BIOPHARMA ECOSYSTEM



PUBLIC RESEARCH CENTERS



BIOTECH PLANTS



PHARMACEUTICAL PLANTS



CAPABILITY CENTERS

MEXICO CITY VERSUS OTHER HUBS

	CDMX, MX	BOSTON, USA	SHANGHAI, CHINA	SAO PAULO, BRASIL
AVERAGE ANNUAL COST PER M ² OF LABORATORY / R&D SPACE* (USD)	\$300 – \$450 <small>*JLL MEXICO</small>	\$900 – \$1,200 <small>*CRUSHMAN AND WAKEFIELD</small>	\$400 – \$650 <small>*KNIGHT FRANK SHANGHAI</small>	\$400 – \$550 <small>*SIILA BRASIL</small>
LIFE SCIENCES GRADUATES ANNUALLY	11,642 <small>*ANUIES</small>	7,600 <small>*MASSBIOED</small>	10,227 <small>*SHANGHAI STATISTICAL YEARBOOK</small>	44,500 <small>*INEP</small>
CONCENTRATION OF TERTIARY-LEVEL HOSPITALS / CENTERS OF EXCELLENCE	67 Tertiary-Level Hospitals <small>*INEGI & CCINSAHE</small>	25 World-Class Research Hospitals <small>*CITY OF BOSTON</small>	150 Specialized Hospitals <small>*CHINA STATISTICAL YEARBOOK</small>	75 Tertiary-Level Hospitals <small>*CNES, ANS</small>
AVERAGE ANNUAL GROSS COST PER EMPLOYEE (USD)	\$10,000 – \$18,000 <small>*INEGI & CCINSAHE</small>	\$130, 117 <small>*ZIPRECRUITER</small>	\$25,000– \$50,000 <small>*MSA ADVISORY</small>	\$8,000 – \$12,000 <small>*SALARY.COM</small>

*ESTIMATED AS ANNUAL CLASS A OFFICE RENT PLUS A 10-50% TECHNICAL INFRASTRUCTURE PREMIUM

MEXICO CITY'S LIFE SCIENCES INDUSTRIAL POLICY



RESEARCH AND DEVELOPMENT

Development of endogenous innovation and production capacities in Mexico City: **CDMO & CDRO.**



CLINICAL TRIALS

Strengthen Phase III and promote **Phase I and II.**
CROs & SMOs



SPECIALIZED MANUFACTURING

CMOs & CDMOs.

FROM HEALTH CONSUMPTION
TO HEALTH CREATION



WHEN GOVERNMENT BECOMES A STRATEGIC PARTNER



STRENGTHENING THE REGULATORY AND INSTITUTIONAL ECOSYSTEM

TAX INCENTIVES FOR INVESTMENT AND NEARSHORING

DECREE FOR INTERNATIONAL PHARMACEUTICAL INDUSTRY TO INVEST

BROAD REGULATORY COMMAND

DIGIPRIS - IMPLEMENTATION OF DIGITAL PROCESSES

REDUCTION OF PAPERWORK TIMES

RELIANCE AGREEMENTS WITH FDA AND EMA

HOW TO CO-INVEST? TAX INCENTIVES

Mexico City (January 2025)

Plan Mexico decree (January 2025)

Pharmaceutical industry decree (June 2025)



New companies

25% on ISN



Investments in new fixed assets

91% on ISR



Public purchases of medicines and supplies

130 mil billion pesos



High Tech

55% ISN
80% IAN
30% PROPERTY TAX



Investments in biopharmaceutical products

70% (2025-2026) 65% (2027-2030)



Preference in public contracts

for those who manufacture in Mexico or develop innovative health research or products.



Researchers and technologists hired

60% on ISN (SECTEI)



Fixed assets related to R&D equipment

89% on ISR



33% increase in workforce

25% on ISN



Training and innovation

25% on ISR



Administrative simplification and fast-tracking

COFEPRIS



Income Tax Law, Art. 202: Tax credit of 30% of expenses and investments made in technology R&D projects, applicable against annual Income Tax. Apply through SECIHTI.

2025 INVESTMENTS IN CDMX

“We increased our
studies in Mexico by”

+50%

- Pharma Bayer -
2025



\$3.5 Bn
MXN

Multi-year investment



\$1 Bn
MXN

Clinical research



\$800 M
MXN

Infrastructure
construction and
biopharmaceutical
development



\$1 Bn
MXN

Creation of a Global
Innovation and Development
Center in Mexico

THE NEXT CHAPTER OF LIFE SCIENCES WILL BE WRITTEN IN **MEXICO CITY**

ALL THE PIECES ARE HERE:

MANUFACTURING & SCALE

TALENT DENSITY

CLINICAL & RESEARCH
INFRASTRUCTURE

CAPITAL & MARKET ACCESS

REGULATORY SPEED & CERTAINTY

WE BRING THEM TOGETHER

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**CONTACT
OUR
TEAM**

DIGITAL
PRESENTATION



CONTACT



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