



SAN DIEGO'S MEDICAL DEVICE INDUSTRY

The medical device industry is an important component of San Diego's burgeoning life sciences cluster. More than 30 years ago, scientists out of UC San Diego founded Hybritech, a company that produced one of the first diagnostic tests for prostate cancer. The company's acquisition by Eli Lilly in 1986 for \$400 million made it one of the region's early success stories, and catalyst for a subsequent influx of startup investors.

Since that time, San Diego's medical device ecosystem has rapidly expanded, with products and technologies spanning a wide range of applications including diagnostics, sleep aids, glucose monitors, and spinal implants, to name a few. Noteworthy tradeshow in the industry have started to call San Diego home, including the 2016 MeDevice Forum, 2017 10X Medical Device Conference, and the 2017 BIO International Convention.

HIGHLIGHTS

- » **Economic impact:** Carlsbad has a robust medical device industry, accounting for 6 percent of all employment in the area and around 4,000 jobs.¹
- » **Life saver:** Local company Aethlon Medical produces a device known as the Hemopurifier. Featuring a single-use, disposable cartridge that filters blood, the technology treats Ebola and is credited for having saved the life of a Ugandan physician infected with the disease in 2014.²
- » **Shedding pounds:** Medical device applications run the gamut in San Diego. Local company Obalon produces the Obalon 3-Balloon System that helps facilitate weight loss by taking up space in your stomach. Obalon became a publicly traded company in October 2016.³
- » **Unique degree:** In response to local demand, UC San Diego's Jacobs School of Engineering launched the Master's in Medical Device Engineering in 2011. The program is one of the few of its kind in the country.

KEY COMPANIES

- » ACON Laboratories
- » Dexcom
- » Illumina
- » NuVasive
- » ResMed
- » Tandem Diabetes Care, Inc.
- » Volcano Corporation
- » Zimmer Dental



INNOVATION



MILITARY



TOURISM



LOCAL



INTELLECT

SPOTLIGHT

Nuvasive



In 2017, Nuvasive began expanding their San Diego campus, in a plan that will add 245 jobs to the area. Fifteen years ago, NuVasive revolutionized spine surgery with XLIF, the only lateral approach spine procedure proven with extensive clinical evidence and more than 400 peer-reviewed, XLIF-specific publications. The procedure continues to transform patients' lives with reduced blood loss, less time in the O.R., and shortened hospital stays as compared to traditional posterior fusion procedures.

RESOURCES

Biocom

Biocom is the largest regional life sciences association in the world and represents more than 825 member companies. biocom.org

San Diego Entrepreneurs Exchange

San Diego Entrepreneurs Exchange supports new companies in the life sciences and technology fields and sponsors networking and educational events. sdentrepreneurs.org

San Diego Biotechnology Network

San Diego Biotechnology Network was founded in 2008 with the goal of providing high quality, face to face networking among professionals working directly in the biotech space. sdbn.org

Health Technology Forum: San Diego

HTF promotes the intersection of health care and technology by connecting people worldwide who have a common interest in making health care better, more accessible and affordable for everyone. healthtechnologyforum.com/htf-san-diego/

BY THE NUMBERS

EMPLOYMENT NUMBERS

The biomedical devices and products industry falls is part of the San Diego's life sciences cluster. In 2016, biomedical devices and products accounted for 10,490 jobs in the region.⁴



Employment Allocations by Key Industries in Biomedical Devices and Products

Industry	Employment	Avg Annual Pay
R&D in the Phys, Eng, & Life Sciences (ex Biotech)	4,010	\$167,300
Surgical & Medical Instrument Manufacturing	2,360	\$92,100
Surgical Appliance & Supplies Manufacturing	1,610	\$98,100
Ophthalmic Goods Manufacturing	1,050	\$55,600
Dental Equipment & Supplies Manufacturing	810	\$60,200
Optical Instrument & Lens Manufacturing	540	\$74,400
Testing Laboratories	110	\$88,000
TOTAL	10,490	\$114,700

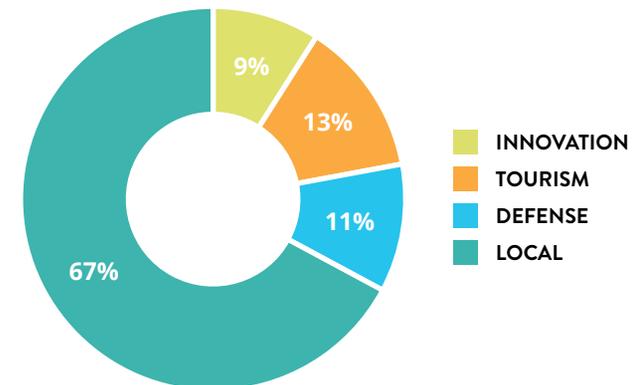
OUR ECONOMIES

The vitality of San Diego's economy is reliant upon the strength of the region's four economic drivers - innovation, military, tourism, and local.

Recognized as one of the leading high-tech hubs in the U.S., San Diego's innovation economy is anchored by established life sciences, aerospace, communications, cleantech, and software industries fueled by a collaborative culture and sophisticated support systems focused on commercializing research and growing entrepreneurial, knowledge-based companies.

As of 2016, the innovation economy was responsible for nine percent of the region's total jobs. Medical devices, a key driver behind the region's innovation economy, accounted for nearly eight percent of these jobs.⁴

Employment Comparisons
Across the San Diego Region's Economic Drivers



For more information on San Diego's medical device industry, please contact:

Kate Gallagher,
Coordinator, Economic Development
ksg@sandiegobusiness.org | 619.615.2979

Last updated: March 2018

Sources: Highlights: 1. BW Research Partnership, "The Medical Devices Industry in Carlsbad", 2013 2. Mass Device, "Aethlon's blood filtration device as broad countermeasure for infectious diseases", 2015 3. FierceBiotech, "Obalon Therapeutics launches \$75M IPO for ingestible weight loss balloon", 2016 4. San Diego Regional EDC, Traded Economies Analysis with BLS data, 2016