

The U.S. Medtech Industry: A Pillar of American Manufacturing and Medical Innovation

A Robust U.S. Manufacturing Footprint

- With over \$250 billion in annual output, the U.S. medtech industry is the world leader.
- U.S.-made medical technologies supply around 70 percent of the U.S. medtech market.
- Medtech has 16,000 manufacturing facilities spread across all 50 states.

A Manufacturing Jobs Bright Spot

- U.S. medtech jobs have grown at three times the rate of total U.S. manufacturing jobs since 2018.
- The average pay in the industry is \$97,000, substantially above the average salary of \$82,000 for total manufacturing.
- Overall, medtech is responsible for nearly three million U.S. jobs (direct and indirect).

A Critical Source of U.S. Medical Innovation

- Aggregate R&D spending by the U.S. industry exceeds \$20 billion per year.
- On average, 6-8 percent of company revenues are channeled into R&D. Medtech is one of the most research-intensive manufacturing sectors.
- Medtech's shorter innovation cycles, whereby a new product variant is often marketed every 1-2 years, make it essential to stay ahead.

An Export Powerhouse

- The United States exported \$80 billion worth of medtech in 2024, surpassing exports of automobiles, semiconductors, and natural gas.
- An estimated 150,000 U.S. medtech jobs are tied to exports.
- The U.S. medtech sector enjoys trade surpluses with China, Japan, India, Brazil, and Canada.
- U.S. medtech trade with Europe is huge yet evenly balanced: Exports to the EU reached \$28 billion in 2024, and imports from the EU totaled the same amount.

The Role of Imports

- Around 30 percent of the U.S. medtech market is imported, with most technologies supplied from North America and Europe.
- With over 2 million technologies marketed around the globe today, no single country can make everything.
- Imports from China (\$7 billion) account for less than 3 percent of the U.S.'s medtech market of \$250 billion.