

Mexico is the *Secretaría de Salud* (SS), Secretariat of Health. The SS also delivers medical services to the poorer segments of Mexican society through a system of clinics and hospitals.

The SS has been substantially expanded in recent years and now makes health care services available to virtually every Mexican. Primary care clinics have been established in a growing number of remote towns and villages. The budgets of the nine principal entities in the SS exceed US \$10 billion.

Individuals are eligible for different programs that make up the SS, depending mainly on their employment status, economic status and location.

Roughly half of the population consists of formally employed persons and their families. They are covered by the *población derechohabiente*. This is a premium-based system funded by employer and employee contributions to a variety of health care entities. There are several programs covering different types of employers. A separate system serves the health care needs of Mexicans who are not employed, who are self-employed or who are engaged in the informal economy. It is referred to as the *población abierta*, or open system.

The SS is based on an extensive infrastructure of more than 14,000 medical service centres, of which about 13,000 are primary care facilities. About three-quarters of these facilities fall under the jurisdiction of the open system. General hospitals are a key element of both systems, but two-thirds of specialized hospitals are in the open system. Although several hospitals in the larger cities are comparable to those in Canada, Mexican facilities average only 86 beds.

There is also a parallel private health care system, catering to affluent

Mexicans, which is financed entirely by user fees. This system is supported to some extent by private insurance policies. Data provided by the *Asociación Mexicana de Instituciones de Seguros (AMIS)*, Mexican Association of Insurance Institutions, indicates that less than 3 percent of Mexicans are covered by private health insurance.

The Mexican health care sector is described in greater detail in the market profile on Medical Equipment and Health Care Services, which is part of the Department of Foreign Affairs and International Trade (DFAIT) Export *i* Mexico series and available through the InfoCentre.

COMPETITORS

The competitive situation differs in Mexico's public and private sector markets. Mexican companies dom-

inate the public sector market because of purchasing policies that give preference to local suppliers. Mexican-owned companies win between 80 and 90 percent of all public tenders. Under the provisions of the North American Free Trade Agreement (NAFTA), Mexico may continue to give preference to domestic suppliers until 2001.

The situation is reversed in the private sector, where multinational companies have an estimated 90 percent market share. Because the private market is much more profitable than the public one, multinational firms claim a large percent of industry profits. There are more than 60 multinational firms in the market, leading to a fragmented market with no single company claiming more than a 6 percent market share. Nonetheless, 10 multinational companies control about one-third of the market.

LEADING MANUFACTURERS OF PHARMACEUTICALS IN MEXICO, 1996

ranked by 1995 sales

1	Glaxo Wellcome	21	Roussel
2	Syntex	22	Merck
3	Roche	23	Rhone Poulenc Rorer
4	Bristol	24	Byk Gulden
5	Ciba Geigy	25	Smith Kline Beecham
6	Wyeth	26	Richardson Vicks
7	Janssen	27	Sanofi Winthrop
8	Abbott Laboratories	28	Sandoz
9	Bayer	29	Mead Johnson
10	Promeco	30	Columbia
11	Merck Sharp & Dohme	31	Grossman
12	Boheringer Ing.	32	Schering Mexicana
13	Senosiain	33	Armstrong
14	Sanfer	34	Searle
15	Scheramex	35	Whitehall Robins
16	Hoechst	36	Cilag
17	Upjohn	37	Plough
18	Pfizer	38	Lepetit
19	Eli Lilly	39	Liomont
20	Lakeside	40	Rimsa

Source: United States Department of Commerce, 1996.