

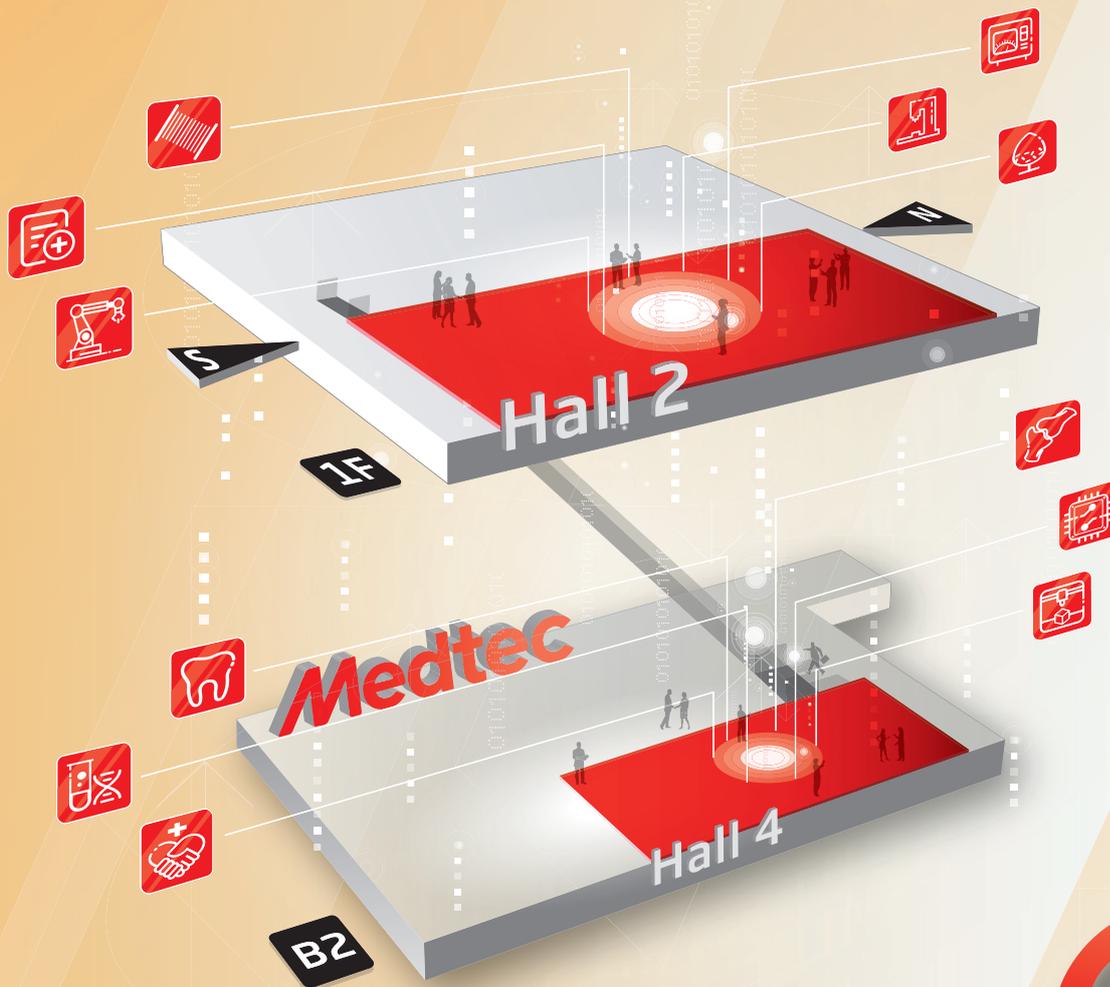
MedTechWorld **China**
Medtec

Technology • Networking • Education

2020.9.14-16

Hall 2&4 of Shanghai World Expo Exhibition
& Convention Center

The Exhibition Dedicated to Medical Device Design & Manufacturing



Medtec China 2020 Post Show Report

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www.medtecchina.com

Organizer





Medical Device Design and Manufacturing Industry Annual Grand Gathering



Medtec China 2020, organized by Informa Markets, the world-leading exhibition dedicated in Medical Device Design and Manufacturing Industry in China, was first time successfully held in Hall2 and Hall4 at the Shanghai World Expo Exhibition & Convention Center September 14-16, 2020.

As one stop in the Medtec world's series of events that have covered medical manufacturing markets across the globe over the past 40 years, Medtec China succeeded in bringing together 489 exhibitors from 21 countries and regions of the world, serving as a premium quality exhibition for medical device R&D, raw materials, components, accessories, medical automation, manufacturing service, processing technology, testing equipment, regulation and marketing consultant services, and providing innumerable ideas and possibilities for the development of China's local medical device manufacturers and support for multinational medical device manufacturers to set up production and R&D bases in China.



Exhibition Scale **22,500m²**



Exhibiting Companies **489** exhibitors from **21** regions and countries of the world



Visitor Attendance **36,508** total visits from **7,021** companies **64%** were first-time visitors



Conference Programme **18** Theme Conferences **76** Guest Speakers



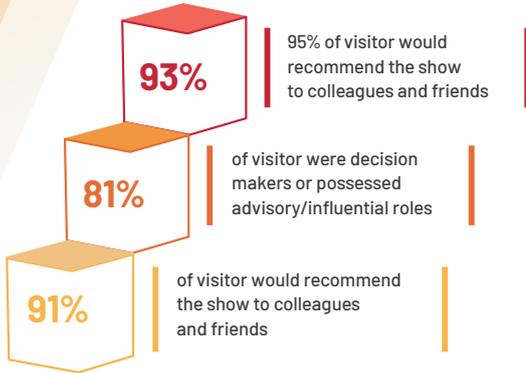
Professional Presentations **82** sessions



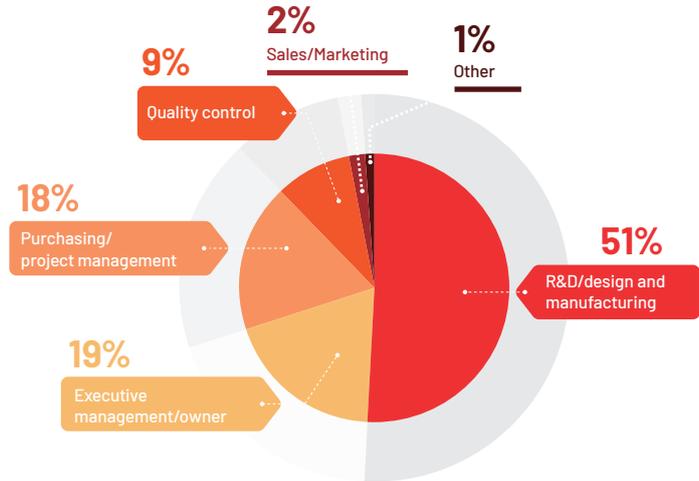
Conference Delegates **1,700** + delegates



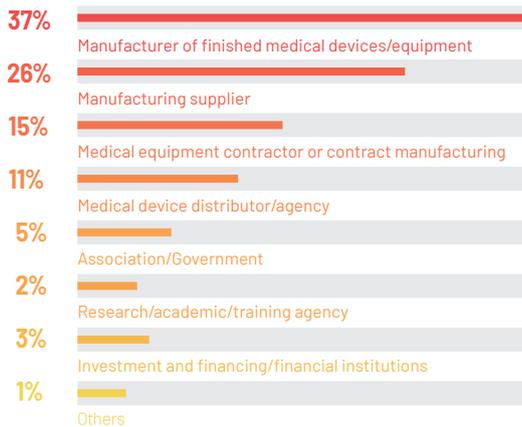
Visitor Profile and Interests



Visitors by Job Description



Visitors by Company Function



Purpose of Visiting



Visitors Geographical Breakdown





Voice of Visitors



**Injection Molding & Fixed Assets,
 Fresenius Medicine Research and
 Development (Shanghai) Co., Ltd**

Christy Zhang

Global Manufacture and Quality APAC
 Regional Purchasing Manager

It has been my third time to visit Medtec China. I think we can learn about the latest developments and supplier information of the industry from Medtec, and I can see some new products and industrial trends. I'm looking for suppliers' information of Medical automation and medical plastic raw materials.

**Shanghai Yongjing Chemical New Materials
 Co., Ltd**

Huaigu Xu

Sales Manager

Medtec China has very rich content in terms of conference and activities, I could wider my view and got some new ideas after participating in those summits. Medtec China is worthwhile! Although the covid-19 outbreak this year has brought much inconvenience, I insist that it is worth to come to visit this show as Medtec China is very professional and mature.

Zhuhai PUSEN Medical Technology Co., Ltd

Lin Hongbiao

Purchasing Manager

It should be the fifth or the sixth time for me (to join Medtec China), I always got some new inspiration from each visit. I'm in charge of supply chains, there is only one or two opportunities per year for me to visit my major suppliers corresponding to the cooperation face to face. Besides, I would also bring my R&D colleagues, so they would effectively get help with challenging issues in terms of some special techniques. I have come here for many times. Considering COVID-19, I was afraid of not being able to find diverse resources at the show, However, in fact, it is way beyond my expectation, it's great.

Impact Capital

Xin Su

Vice President

I came to visit Medtec China because I was recommended by the companies I cooperated with, I saw the progress of the raw material innovations by many domestic enterprises, for example orthopedics raw material and cardiovascular and cerebrovascular intervention innovations. I think the exhibition is worthy for visiting as many cutting-edge technologies can be found at the show.





Key Visitors Who Attended in 2020 (TOP150)

Company	Job Title	Company	Job Title
Philips	R&D Engineer	Double Medical Technology Inc.	Procurement Team Leader
GE	Mechanical Engineer	Bluesail Group	R&D Director
Medtronic (Shanghai)Ltd.	Senior R&D Engineer	Autobio	Engineer supervisor
Medtronic China Medical Equipment Technology Co. LTD	Senior Engineer	Autobio Biological Engineering (Zhengzhou) Co., Ltd.	Equipment Engineer
Johnson & Johnson Medical (Shanghai) Ltd.	Manger	Allmed Medical Products Co.,Ltd.	Engineer
Johnson & Johnson Medical (Suzhou) Ltd.	Associate Director Strategic Sourcing	Aohua Endoscopy Co., Ltd.	Optical R&D Engineer
Johnson & Johnson (China) Investment Co., LTD	Manager	Wego Orthopedic Materials Co. LTD	Purchasing Manager
Johnson & Johnson Medical (china) Ltd.	Staff Development Engineer, R&D Ethicon	Suzhou Yuwell Technology Center	Structural Engineer
BD Medical Devices (Shanghai) Co., Ltd.	Staff Engineer	Jerome Biotechnology (china) Co., Ltd.	Major Customer Manager
Boston Scientific Medical Device Co., Ltd.	Mechanical Engineer	Lepu Medical Technology (Beijing) Co., Ltd.	Engineer, Project Supervisor
Abbott Diagnostics (Shanghai) Diagnostic Products Co., LTD	Supply Chain Manager	Lepu Medical Electronics Technology Co., Ltd.	R&D Engineer
Smith & Nephew (Shanghai) Co., LTD	Quality Engineer	Yinyi (Liaoning) Biotech Co., Ltd.	International Purchaser
Stryker (Suzhou) Medical Technology Co., Ltd.	Engineering Manager	Shandong Weigao Group Medical Polymer Co., Ltd.	R&D Specialist
ZimmerBiomet (Changzhou)	Engineering Supervisor	Shandong Wego Newlife Medical Devices Co., Ltd.	Project Engineer
Olympus	Application Engineer	Shandong Visee Medical Device Co., Ltd.	Product Engineer
Alere (Shanghai) Diagnostics Co., Ltd.	QA Manager	Shinva Ande Healthcare Apparatus Co., Ltd	Mold Engineer
B. Braun Medical	Procurement Manager	Shinva United Orthopedic Corp.	R&D Supervisor
Telmo Medical Products (Hangzhou) Co. LTD	Engineer	Shandong Shinva Medical	General Manager
Baxter	Manager	Shinva Surgical Instrument Co., Ltd.	Process Technology
Getinge	Strategic Purchasing	Beijing Advanced Medical Technologies Co., Ltd.	Senior Engeneer
Fresenius Kabi(Nangchang) Medical Co. LTD	Purchasing Manager	Beijing Guoxiaotang Technology Development Co., Ltd.	General Manager
Fresenius Medical Products Co., Ltd.	Mechanical Technology	Beijing AmsinoMed Medical Co., Ltd.	Technical Engineer
Fresenius Medical Care (Shanghai) Co., Ltd.	Purchasing Manager	Beijing Pins Medical Co., Ltd.	Manufacturing Engineer
HONEYWELL	Structural Engineer	Beijing Tiandi Hexie Technology Co., Ltd.	Deputy Manager
MicroPort MedBot (Shanghai) Co., Ltd.	Purchasing Manager	BYD Company Ltd.	Factory Director
MicroPort MedBot (Shanghai) Co., Ltd.	Purchasing staff	BrosMed Medical Co., Ltd.	Director
Microport Neurotech (Shanghai) Co., Ltd.	Engineer Of Neurostimulation R&D	Bioconcept Medical Co., Ltd.	R&D Engeneer
Microport Youtong (Jiaxing)	Senior QMS Executive	Chuangling Heart Rate Management Medical Devices (Shanghai) Co., Ltd.	Packaging Engineer
Microport Youtong (Shanghai)	Engineer	Trauson (China) Medical Instrument Co., Ltd.	R&D Engineer
Mindray Bio Medical Electronics Co., Ltd.	Deputy Manager	DJI Enterprise	Engineer
Tuoren Medical Devices Institute Co., Ltd	R&D Engineer	ITM of Second Military Medical University	Clinical Engineer
Wego Orthopedic Materials Institute Co., Ltd.	Manager	Neusoft Corporation	Testing Engineer
Wego (Group) Co., Ltd.	R&D Engineer	TMEIC	Electrical Engineer
Wego Shanghai Institute	Senior R&D Engineer	Envamed (shanghai) Medical Technology Co., Ltd.	Quality Engineer
Lifetech Sicientific (Shenzhen) Co., Ltd.	Senior Engineer	Guangdong Baihe Medical Technology Co., Ltd.	Deputy Manager
Tuoren Beisite Medical Devices Co., Ltd	Engineer	Guangzhou Improve Medical Instruments Co., Ltd.	Senior Engineer
Tuoren Medical Devices Group	Testing Engineer	School of Mechatronics Engineering, HIT (Jiashan)	Mechanical Engineer
Tuoren Medical Devices Institute Co., Ltd	Engineer	Hangzhou Barty Medical Instrument Co., Ltd.	Purchasing Specialist
United Imaging	Chief Engineer	HAWK Company	Manager



Key Visitors Who Attended in 2020 (TOP150)

Company	Job Title	Company	Job Title
Hangzhou Lancet Robot Co. LTD	Engineer	Shanghai Microport EP Medtech Co., Ltd.	Purchasing Engineer
Venus Medtech (Hangzhou) Inc.	R&D Manager	Shanghai Microport Endovascular Medtech Co., Ltd.	R&D Engineer
Hangzhou Tonglu Shikonghou Medical Instrument Co., Ltd.	Procurement specialist	Shanghai Microport Medical (group) Co., Ltd.	R&D Engineer
Hangzhou Tonglu Medical Optical Instrument Co., Ltd	Procurement specialist	Shanghai Medical Instrument Testing Institute	Engineer
Hangzhou Korigin Medical Devices Co., Ltd.	Project Manager	Shanghai Medical Instrument Co., Ltd.	Technical Specialist
Hengrui Medical	R&D Manager	Ezisurg Medical Co., Ltd.	Procurement Development Engineer
Huaren Phramaceutical	Engineer	Innovex Medical Co., Ltd.	R&D Manager
Huawei Terminal Co. LTD	Engineer	InnoMed	QC
Getein Biotech, Inc.	Purchasing Executive	Shenzhen Mindray Bio Medical Electronics Co., Ltd.	Deputy Director
Achieva Medical (Shanghai) Co., Ltd.	Purchasing Specialist	SonoScape Medical Corp.	Engineer
Jafron Biomedical Co., Ltd.	Manager	Shenzhen Salubris Biomedical Engineering Co., Ltd.	R&D Engineer
Breath Medical	RD	Achieva Medical (Suzhou) Co., Ltd.	Project Director
Coloplast (China) Ltd.	Senior Supplier Manager	Leapmed	Manager
Covidien	Packaging Engineer	Suzhou Institute of Biomedical Engineering and Technology	Assistant Research Fellow
IFLYTEK Corporation	Medical Director	Suzhou Yuwell Medical Technology Co., Ltd.	Purchasing Engineer
Cardiolink Science	Supply Chain Manager	Reach Surgical, Inc.	Senior Mechanical Engineer
KUKA Robot	R&D	Synaptic Medical	Supply Chain Director
Broncus Medical (China) Co., Ltd.	Technical Director	Hairui Pharmaceutical	R&D Engineer
Leica Biosystems	Electronic Engineer	Zhejiang Chuangxiang Medical Technology Co., Ltd.	Executive
Leo Med	Engineer	Zhejiang University Kunshan Innovation Center	Engineer
MAQUET Medical device (Suzhou)Co., Ltd.	SQE	The Second Affiliated Hospital Zhejiang University School of Medicine	Archiater
Medcaptain Medical Technology Co., Ltd.	General Manager	Canwell Medical Co., Ltd.	Minimally Invasive Product Manager
AccuPath Medical(Jiaxing)Co., Ltd.	Engineer	Zhejiang Yinchili Medical Technology Co. LTD	Producing Assistant
Amsino Medical (Kunshan) Group	QE	Zhejiang Zhibao Baby Products Co., Ltd.	Engineering Manager
Amsino Medical Group	Procurement specialist	Zhende Medical Co., Ltd.	Procurement Development Engineer
Nanjing Mindray Bio Medical Electronics Co., Ltd.	Technical Manager	intufosun	Procurement Specialist
Micro-tech (Nanjing) Co., Ltd.	Quality & Regulation Manager	Ningbo Institute of Materials Technology & Engineering, Chinese Academy of Sciences	Electrical & Mechanical Engineer
Micro-Tech (Nanjing) Co., Ltd	Strategic Procurement Specialist	SHANGHAI INSTITUTE OF CERAMICS CHINESE ACADEMY OF SCIENCES	R&D Engineer
Ningbo Jenscare Biotechnology Co., Ltd.	R&D Engineer	Suzhou Institute of Biomedical Engineering and Technology	Engineer
Nutricia	Medical Device R&D Manager	Chinese PLA Hospital	Engineer
OMRON corporation	R&D Engineer	NOVOS	R&D Engineer
Peijia Medical Limited	Purchasing Engineer	Miconvey SURGICAL	Senior Mechanical Engineer
Suzhou Automatic Research Institute, Tsinghua University	Technical Director	Zhuhai PUSEN Medical Technology Co., Ltd.,	Purchasing Manager
ThermoFisher Scientific	Technical specialist	HEMOCHINA	Purchasing Engineer
Sino Medical Sciences Technology Inc	Cutting-Edge Innovation Department	Hunan Endovascular Devices Co., Ltd.	R&D Engineer
Shanghai JC Biomedical Technology Co.,Ltd	R&D Director	ZHEJIANG CURAWAY MEDICAL TECHNOLOGY CO.,	Manager
Shanghai Listent Medical TECH Co., Ltd.	Supply Chain Manager	Engine® Medical Equipment Manufacturing (Shanghai) Corporation	Vice President



Exhibitor Profile



93%
 of exhibitors will recommend Medtec China to colleagues and friends



91%
 of exhibitors are satisfied with Medtec China 2020



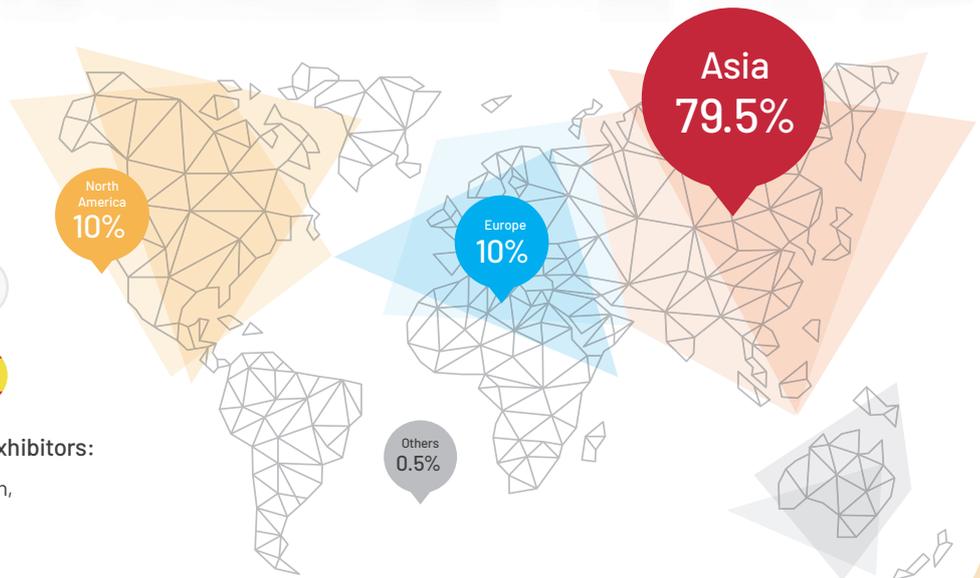
95%
 of exhibitors will continue to participate in Medtec China



Exhibitor Ratio



- Top 10 country origins of international exhibitors:
 U.S., Germany, Singapore, Switzerland, Japan,
 France, Finland, Sweden, Italy, Spain



German Pavilion





Voice of Exhibitors

Momentive Performance Materials, Inc.

Vivian Tian

Asia Pacific Market Manager

Our (Momentive) silicone products account for one of the largest market shares within the North American medical market. We exhibited at Medtec China this year because our company believes the Chinese market to be very promising. Medtec China specializes in showcasing medical design and manufacturing, raw materials, technologies, and processing services - a hub that allows us to most effectively display our best solutions for our customers. Medtec is a valuable exhibition because it accommodates deep discussion with customers' R&D engineers, product managers, marketers, and salespersons regarding our products and services, customer demands, and how effectively we can help them. Visitors cover the entire industry chain. Our target customers, such as Mindray, B Braun, intermediary manufacturers, large OEM manufacturers, etc., all sent over engineers to attend Medtec China.

Kossel Medtech (Suzhou) Co., Ltd.

Zhenkun Nan

Head of OEM Business Division

We have been exhibiting at Medtec China since 2016. The OEM Business Division of Kossel is engaged in OEM and ODM as a comprehensive medical design exhibition. Medtec suits our needs by providing many customers and resources. The exhibition has become increasingly large-scale and professional, and the current exhibitors and staff have also witnessed improvement in various aspects. Currently, many doctors and universities are in contact with us. We are grateful to Medtec China for giving us many exciting business opportunities. With superior service quality, Medtec China is an exceptionally professional medical exhibition with which we are proud to participate.



Shanghai JOININ Medicine Technology Co., Ltd.

Sheng Huang

Chairman

Shanghai JOININ Medicine Technology Co., Ltd. is a third-party CRO company having just completed its second-time exhibiting at Medtec China. We initially thought that Medtec would not be held this year, but it turned out to be very pleasant and exciting. The debut dual hall is grand in scale and exceeded expectation. We were wholly satisfied as numerous peers and customers arrived to exchange information and ideas. Medtec China is the best place for us to promote our CRO service to targeted customers.

Cincinnati Test Systems Trading (Shanghai) Ltd.

Jinxin Deng

Sales Director in China

We, a wholly U.S.-funded company, specialize in leak testing and relevant peripheral products. This is our 6th year participating in Medtec China. We are satisfied with the exhibition as it helps us to acquire new medical customers and acquaints us with the industry development trends. This year presents all industries with exceptions, but visitors and exhibitors present at the exhibition were passionate and many new friends headed toward our booth. We believe that the pandemic presents new opportunities for CTS, especially with the medical industry attaching greater importance to quality control. We will witness longer-term future development as a specialized solution supplier of high-precision products manufactured by medical devices and equipment.



Concurrent Conference: 4 Industry Focuses of Regulation, Quality, Technology, and Market & Investment

Medtec China 2020 invited 76 keynote speakers from the government, enterprises and agencies to talk about hot topics including Regulation, Quality, Technology, and Market & Investment, which cover the entire industry chain. Three days of education activities including more than 82 sessions provided participants with the latest Medical Device Industry information and a highly valued communication platform, and 1,700 conference delegates participated in onsite forums, conference and activities.



“MDiT Forum and Regulation Summit 2020” included:

Regulation Track	Chinese Regulatory Updates and Compliance
Quality Track A	Practice of Risk Management of Medical Product Life Cycle
Quality Track B	How to meet the Quality Requirements of Products in Overseas Markets under the Epidemic situation
Technology Track A	High Polymer Material Application in Medical Device
Technology Track B	3D materials and technology application in Medical Device
Technology Track C	The 4th Session of Pack&Ster Hub
Technology Track D	The 5th Conference of Medical Device Design
Technology Track E	Plastic Molding Technology in Medical Device Manufacturing
Technology Track F	Core Components and Technologies Seminar of Orthopaedic and Dental Products
Technology Track G	Technology Development of New Type Medical Dressings
Technology Track H	Seminar of advanced Technology of Medical Bonding and Welding





Concurrent activities- An efficient interacting platform for exhibitors and visitors



Exhibitor Theatre

As one of the best traditional onsite activities, Exhibitor Theatre hosted three tracks consisting of Materials, Components & Processing; Medical Device Automation; and Quality Focus. It is a great platform for exhibitors to share their newest products and technologies, to make visitors understand better the performance and application of their products, to build an effective face-to-face communication channel. Meanwhile, it is also a convenient opportunity for visitors to obtain advanced technologies and service during their visit at Medtec China. This year, 24 exhibitors including Dukane, Avient Corporation, Momentive Performance Material Inc, Tekni-Plex, Shanghai 3K Laser, Uson, Teamtechnik, Covestro, Albis Plastic, Multivac, etc., introduced their latest products, processing technologies & services in medical application, all sessions are free to visitors, and able to interact with speakers for any technical questions.



Regulatory Lecture

The 3rd Edition of Regulatory Lecture focused on "Best Practice for Product Compliance and Market Launch". Keynote Speakers from Ming Xin Cardiovascular Disease Hospital of Wuxi, WuXi AppTec China Testing Center, and Mid-Link Group Company joined this session and shared their insightful views.



The 6th Market Report Track of Medical Device Industry

In order to serve the needs of visitors to capture industry trends, Medtec China invited consulting companies such as L.E.K and Medisophy Capital to the show to share the latest market reports covering the medical device industry, the entire medical industry, and the new growth points and changes in the medical device market.



Quality Focus

Medtec China has a co-located show, Quality Expo, for establishing a resource exchange platform for people working in quality control. This year's show gathered many high-quality testing companies such as Techmax Info. Tech. Co., Ltd., Uson L.P., Boyue Instruments (Shanghai) Co.,Ltd, Tinius Olsen Testing Machine Shanghai Co., Ltd, Ningbo Enorsen Intelligent Manufacturing Co.,Ltd, MARPOSS (SHANGHAI) TRADING Co., Ltd, and Innomatec China to exhibit, as well as hold a Quality Expo conference focusing on quality control, which provided a professional communication platform for quality engineers.



Exhibitor Seminar

Celanese (China) Holding Co., Ltd
 Addressing the Needs in Drug Delivery Devices -Material and Technology innovations from Celanese

DuPont China Holding Co., Ltd.
 DuPont™ Liveo™ New Brand Launch



DID YOU KNOW?

1

In 2019, China's medical device market size was about CNY625.9 billion, up 18 % year-on-year, and greater than the global market size growth for 7 consecutive years. The medical equipment market was still the largest segment of China's medical device industry, its market size being about CNY 301.3 billion, and accounting for 56.8%; followed by the high-value medical consumables market, which had a market size of about CNY104.6 billion, accounting for 19.72%. Among the 52 listed companies engaged in medical devices, 23 were from the IVD market, accounting for up to 44%, and 12 were from the medical equipment market, accounting for 23%.

—Medical Device Institute & iiMedia Research

2

According to statistics of the Report on the Development of Medical Device Industry in China, in 2013–2016, the sub-sector of medical instruments and equipment manufacturing, among the eight sub-sectors of the pharmaceutical industry in MIIT statistics, had been above the average level in annual growth rate. The growth in 2016 even ranked the first among the eight sub-sectors, and the major enterprise growth rate of manufacturing enterprises above a designated size was 11.66–22.20%, which was significantly higher than the growth rate of the national economy over the same period. The annual sales of China's medical device industry are expected to exceed CNY700 billion yuan by the end of 2020, and the CAGR of China's medical device industry is forecast to be over 10% in the next decade.

– Report on the Development of Medical Device Industry in China

3

The Chinese medical information market will approach a value estimated at CNY 172.3 billion in 2021. Over the next few years, the scale of China's medical information digitization will continue to grow. According to the Planning & Information Department, National Health and Family Planning Commission, medical and health information is a focal point of national information development and has been included into the priorities of the 13th Five-Year Plan for national cyber security and information digitization, so it is expected to achieve major breakthroughs.

– e-Healthcare

4

In 2017, the market size of China's healthcare industry reached CNY5.1 trillion. The figure will exceed an estimated CNY 8 trillion by 2020. The home medical equipment market, in this respect, shows particularly obvious growth. The annual home medical equipment market had grown to over CNY100 billion early in 2016. And due to growing consumer demand, quick promotion of products and channels, and significant improvement of professional capacity, the volume of this market continues to expand.

– iyiou.com

5

The market size of China's medical rehabilitation industry reached CNY 70. 5 billion in 2019, Based on an integrative computation of the rehabilitation needs of disabled and semi-disabled older people, the handicapped, and patients with chronic diseases, by 2025, the size of China's medical rehabilitation industry is expected to exceed CNY 100 billion, indicating a huge market potential.

– chyxx.com

6

The global coronary stent market is estimated at around US\$7 billion and growing at a rate of about 6%. The United States and East Asia together account for 70% of the overall market. In addition, China, Brazil, India and other developing countries are exhibiting faster growth in market size than the global growth rate, with the growth rate of market size in coronary stents being generally above 10% annually. In China's case, assuming each stent terminal is priced at CNY8, 000–9,000 yuan, the size of the Chinese coronary stent market should be about CNY8.8–9.9 billion. Moreover, the prevalence of cardiovascular diseases and the aging process will further drive the stent industry.

– Chinese Circulation Journal

7

In recent years, the annual growth rate of the global molecular diagnostics industry had been about 11%, while the annual growth rate of China's molecular diagnostics industry was 24%, twice than the global rate. The size of China's molecular diagnostics market is expected to exceed CNY 64.25 billion by the end of 2020.

– Hsmap statistics

8

The global orthopaedic implants market is expected to reach US\$ 747.96 billion in 2023. For the 2017–2023 forecast period, the annual compound growth rate is estimated at 6.8%. China's orthopaedic implants market is expected to reach CNY360 billion in 2020. In 2017, the sales revenue of large-scale enterprises offering implanted medical devices in China reached about CNY11.2 billion, up 11.38% year-on-year. Product innovation, optimization of materials, and progress in R&D will bring more opportunities for the orthopaedic implants industry.

– Allied Market Research

2021.9.1-3
Shanghai, China



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