

The 3rd Annual China Cross-Border Healthcare Investment Summit

September 17th - 22th, 2019
Hangzhou, Chengdu & Shenzhen, China

Highlights

- ❖ Featured Roadshow Sessions to brand companies' R&D strength and technology innovation in the core areas of China High-tech and Bio-pharma industry
- ❖ One-on-One Meeting Opportunities with 800+ top tier Chinese healthcare investors, 1000+ leading biopharma and biotech industry practitioners.
- ❖ 20+ Panel Discussions with Local KOLs and Government Officials to fully raise the perspective for regulatory and market strategies
- ❖ Local Tour of Healthcare Industrial Chain for in-depth understanding of the market landscape in China



Chengdu

- Western China Bio-pharma Innovation Hub
- Home to 30+ national level research institutes, 200+ biopharmaceutical enterprises



Hangzhou

- National Bio-Industry and High-tech Industry Base
- Biotech center in China for global top pharmaceutical companies - Merck & Co., Pfizer, etc.



Shenzhen

- High-tech R&D and Manufacturing Zone
- Global pioneer in high-tech innovation including molecular diagnostics, genomic sequencing.

Strategic Partners



Financial Investors



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Agenda

Global Health Investment M&A Forum and Project Docking Meeting *Hangzhou, China*

September 17th

12:00–13:00	Forum registration
13:00–13:40	Nobel Laureate Conversation 1 Cross border merges and acquisitions on health industry - Aaron Ciechanover, Nobel Prize laureate in Chemistry in 2004
13:40–15:20	International Healthcare Innovation Roadshow (Biopharma, IVD) 8 Companies - 8 minutes presentation and 4 minutes QA each
15:20-16:00	Nobel Laureate Conversation 2 How can industrial capital boost the localization process of overseas medical devices - John O keefe, Nobel Prize laureate in Physiology or Medicine in 2014
16:00–17:40	International Healthcare Innovation Roadshow (AI+Med, Medical Devices) 8 Companies - 8 minutes presentation and 4 minutes QA each
18:00–18:30	Round table dialogue
18:30–20:00	Gala Dinner

September 18th

08:00-15:00	Visiting Delegation in Hangzhou
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Agenda

Global Biomedical Innovation Forum *Chengdu, China*

September 18th

07:00-20:00 Forum registration

September 19th

13:30-14:00 Opening Ceremony

14:10-14:20 Guest Speech

14:20-15:10 **High end dialogue1:**
Challenges and Opportunities in the Field of Pharmaceutical Innovation in China

15:30-16:30 **Keynote Speech:**

- The latest progress of domestic and foreign drug regulatory laws and regulations
- The internationalization process of China's independent innovation medicine
- Tumor face to face antibody drug development and sharing
- Medical technology transfer cases and project docking

16:30-17:20 **High end dialogue2:**
How to build a world-class biomedical industry cluster and innovation platform

September 20th

12:20-12:30 Closing Ceremony

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Agenda

Global Healthcare Innovation Forum *Shenzhen, China*

September 20th

07:00-20:00 Forum registration

September 21st

9:00-12:00 Opening Ceremony and Guest Speech

14:00-17:00 **Innovation in the Global Biomedical Industry**

1. Review and Approval Policy Environment of Innovative Drug in China
2. Biotech Drug Regulatory Regulation in European, American and Japanese
3. Division of labor and cooperation in global pharmaceutical innovation (dialogue)
4. Cross-border investment and innovation in the global healthcare industry(dialogue)
5. Marketing strategies of innovative drugs for oncology treatment
6. Case study for medical technology transfer and project docking

14:00-17:00 **Innovation and Development of Chinese Traditional Medicine**

1. The path and direction to reform the national health care system
2. Innovation in the management system of Chinese medicine
3. National healthcare industry and the "Belt and Road" strategy in China

September 22th

9:00-12:00 International Healthcare Innovation Roadshow (10 projects, 15 minutes each)

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Case Study

Advance the collaboration with local institution in China

Our client:

A UK-based medical device company with pioneering technology for the prevention of chemotherapy-induced hair loss. Their leading product, Scalp Cooling System, have been widely used in the US, Europe and several Asian countries as a treatment option for patients with invasive breast cancer undergoing chemotherapy.

With a growing cancer population and a substantial market in China, our client aimed to work alongside medical experts, professionals, and industry leaders from China to provide extensive research, clinical studies, and testing for its Scalp Cooling System. Given the company's needs, the MSQ team invited the company to the Bo'ao China Cross-border Healthcare Investment Summit in September 2018. Bo'ao, located in the Hainan Province in

China, is one of the few cities pre-approved by China's central government that allows for the operation of all hospitals and healthcare service delivery platforms that are Wholly Foreign-Owned Enterprises (WFOE). Bo'ao is also known for having a fast approval process for new drugs and medical devices via the international medical tourism pilot zone.

The Healthcare Investment Summit provided an excellent platform for overseas companies to not only directly interact with strategic and financial investors but also communicate with government officials. With MSQ's help, our client was able to participate in a round-table discussion with NMPA officials and Hainan government officials. The closed-door discussion provided a full picture of the concept and implementation of the "Fast Approval Process" in Bo'ao and was broadcasted by National news media. The UK company also gained 1-1 interview opportunities provided by the MSQ team, promoting the company's brand in China.

After the Healthcare Investment Summit, the company continued communications with Evergrande Health. The MSQ team helped them with an in-depth research report, including detailed deal comps between China and overseas medical device companies, market models, multiples analyses based on comparable companies, and due diligence on document preparation. In April 2019, the UK company, accompanied by the MSQ team, visited both the Evergrande Health headquarters in Guangzhou and its hospital in Hong Kong to further discuss details of their collaboration. Currently, the two parties are finalizing the clinical trials to further launch their scalp cooling product in China.

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