

2018 Post show Report

2018.9.26-28

Hall 2 of Shanghai World Expo Exhibition & Convention Center

The Exhibition Dedicated
to Medical Device Design &
Manufacturing

www.medtecchina.com

Organizer



Exclusive Co-organizer



Shanghai Pudong Medical Device Trade Association



2018.9.26-28 China·Shanghai

The Exhibition Dedicated to Medical Device
Design & Manufacturing

Medical Device Design and Manufacturing Industry Annual Grand Gathering

Medtec China 2018, the world-leading exhibition dedicated in Medical Device Design and Manufacturing Industry in China, was successfully held at the Shanghai World Expo Exhibition & Convention Center September 26-28th 2018.

As one stop in the Medtech world's series of events that have covered medical manufacturing markets across the globe over the past 38 years, Medtec China, is organized by UBM. The 3-day event succeeded in bringing together 354 exhibitors from 23 countries and regions of the world, serving as a premium quality forum for medical device R&D, production technology, materials, components, manufacturing devices, 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

15,000 sqm

Visitor Attendance

21,583 total visits
from **4,643** companies
72% were first-time visitors

Exhibiting Companies

354 Exhibitors
from **23** regions
and countries of the world

Professional Presentations

61 Sessions

Conference Delegates

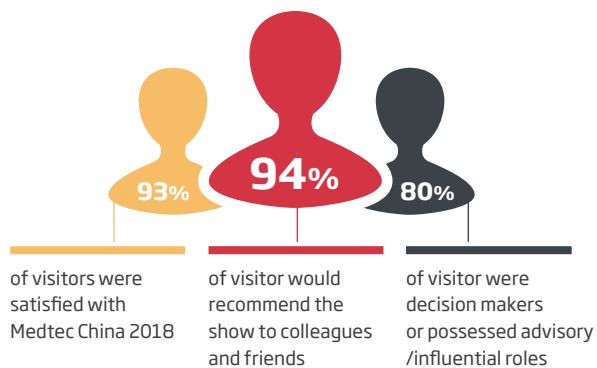
900+ Delegates

Conference Programme

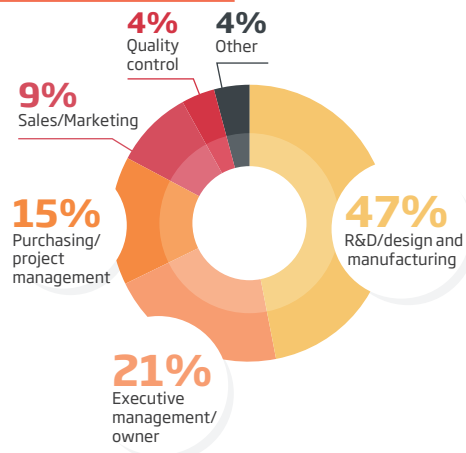
12 Theme Conferences
49 Guest Speakers



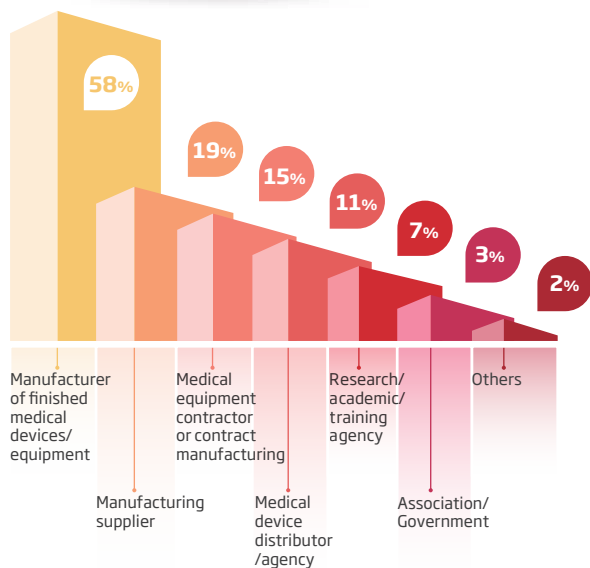
Visitor Profile and Interests



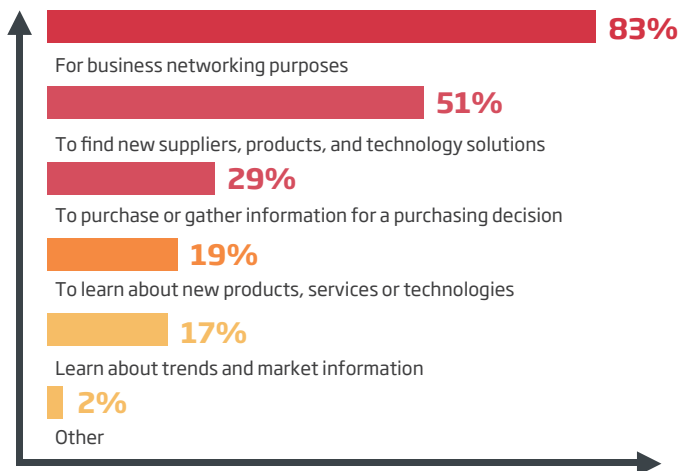
Visitors by Job Description



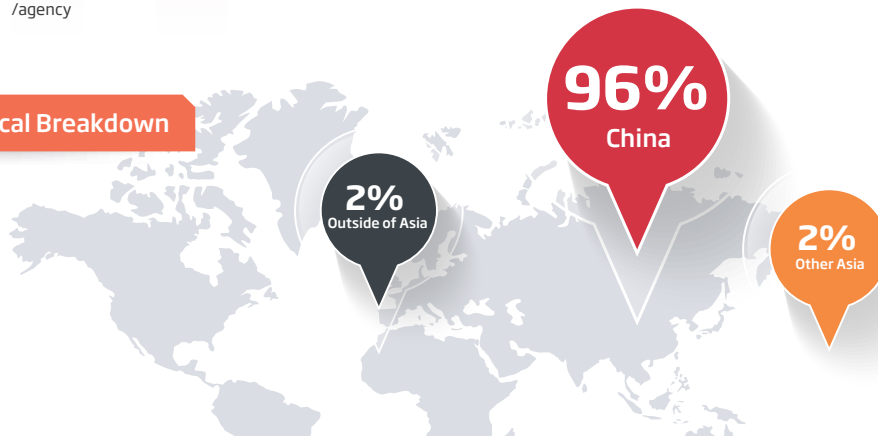
Visitors by Company Function



Purpose of Visiting



Visitors Geographical Breakdown



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Voice of Visitors



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Medtec China has many medical device manufacturing equipment suppliers, as well as many technical solutions. Besides, it also provide us a great opportunity to participant conference to learn more medical regulation, I really appreciate that.

—Qing LU, Mechanical Engineer, Medtronic

Medtec China provides us many innovated medical devices and equipment, many advanced medical technologies and latest information of Medical Device Industry. That's incredible and I must recommend this show to my colleagues and peers to engage them in Medtec China.

—Xu Zhang, Engineer, Cardiolink science (Beijing) medical technology development co.,ltd.

I visit Medtec China every year. I could find a lot of new equipment, R&D technologies, and some cutting-edge solutions could be applied to our product manufacturing. It is a prominent show in the Medical Device Design and Manufacturing industry in China, and we can learn quite a lot of newest information about this industry.

—Shiwei Gong, Equipment technician, MicroPort

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Key Visitors Who Attended in 2018 / TOP100

Medtronic	Senior Engineer
Johnson & Johnson (Shanghai)	R&D Manager
Philips	manufacturing manager
GE healthcare	Senior manufacturing Engineer
Fresenius Medical Care	Asia-Pacific Purchasing VP
SIEMENS Healthineers	Senior Engineer
Stryker (suzhou) medical technology co.,ltd.	Senior Purchasing Supervisor
Baxter healthcare (suzhou) co.,ltd.	Senior Engineer
BD	Engineer
Boston Scientific corp.	R&D Manager
Zimmerbiomet	Engineer
B. Braun Medical (suzhou) co.,ltd. central procurement	Purchasing Manager
Olympus trading (shanghai) limited	Engineer
Abbott	Supply Chain Purchasing engineer
Terumo medical products (hangzhou) co.,ltd.	Engineer
Smith & nephew medical (suzhou) limited	Purchasing Manager
Getinge(Suzhou)Co.,Ltd.	Purchasing Director
Edwards Lifesciences	Sales Engineer
Nelson labs	QC Supervisor
Roche	QC Manager
Zimmer	QC Manager
Toshiba (china) co.,ltd. shanghai branch	Deputy Purchasing manager
Covidien (China) Medical Devices Technology Co Ltd	Senior Engineer
Alere (shanghai) diagnostics co.,ltd.	Senior Engineer
Austar group life science instruments and consumables	Technology Director
Weigao group	Senior Engineer
Shenzhen Mindray bio-medical electronics co.,ltd.	Mechanical Development Engineer
Beijing pins medical co.,ltd.	Technology Supervisor

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Botec winnti medical innovation co.,ltd.	Purchasing Executive
Canon medical systems r&d (dalian) co.,ltd.	Strategic Purchaser
CANWELL	Senior Engineer
Omron (dalian) co.,ltd.	Quality innovation center Manager
ShenDa Endoscope	CEO
lepu medical technology (beijing) co.,ltd.	Purchasing Manager
China R&D centre, smiths medical	Senior Engineer
Shimadzu (China) Co Ltd Shanghai Branch	Manager
Wego blood purification products co.,ltd.	Manager
Wego Intracardiac Consumable Material Group	Assistant General manager
Weigao group weihai medical product materials purchasing co.,ltd.	Purchasing Supervisor
Winner Medical Group Inc.	Purchasing Manager
Yinyi Biotech	Senior Engineer
YUWELL	section chief
Suzhou yuyue medical technology co.,ltd.	Purchasing Supervisor
Shinva	Engineer
Shinva ande healthcare apparatus co.,ltd.	Mould Engineer
Shinva united orthopedic corp	R&D Supervisor
Lifetech Scientific	Senior R&D Engineer
Tuoren Medical	R&D Engineer
United Imaging	System Engineer
Microport neurotech (shanghai) co.,ltd.	R&D Director
Microport orthopedic instruments suzhou co.,ltd.	Quality Director
shandong weigao group medical polymer co.limited	Production Engineer
Shanghai institute of quality inspection and technical research	Assistant Engineer
Shanghai medical instruments (group) ltd.corp.	Engineer
Shanghai microport access medtech co ltd	R&D Engineer
Shanghai Microport Cardioflow Medtech Co Ltd	Senior R&D Manager
Shanghai microport ep medtech co.,ltd.	Process Engineer
Shanghai microport lifesciences co.,ltd.	R&D Engineer
Shanghai microport medical (group) co.,ltd.	QA Engineer
Lepu Medical Electronics Technology Co Ltd	Deputy General Manager
ABB electrical machines ltd.	Manager
Medcaptain	R&D Manager
Zhende Medical Co.,LTD	Purchasing Director
Beijing Advanced Medical Technologies, Ltd. Inc	Purchasing Manager
Festo (china) ltd.	Electrical Engineer
Foxconn technology group (kun shan factory)	Engineer
Fresenius kabi (nanchang) co.,ltd.	Automation division manager
Haisco pharmaceutical group co.,ltd.	Purchasing Executive
Henan tuoren medical technology co.,ltd.	Process R&D Engineer
Honeywell	R&D Engineer
Cardiolink science (shenzhen) medical technology development co.,ltd.	Engineer
Jiangsu weina laser application technology research institute	R&D Engineer
Jiangsu will wear-resistant metal technology co.,ltd.	General Manager
Jiangxi 3L medical products group co.,ltd.	Vice General Manager
Jlg industries (shanghai)	Sr AQE

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LG Electronics	Engineer
Lowenstein medical technology gmbh+co.,kg shanghai representative office	Strategic Purchaser
Maquet (suzhou) co.,ltd.	Purchasing Manager
Microport sorin crm (shanghai) co.,ltd.	Purchasing Supervisor
Msd China Holding Co Ltd	Senior supplier coordination manager
Nypro,a jabil company	Purchasing Director
Saint-gobain performance plastics (hangzhou) co.,ltd.	Manufacturing Engineer
Sanofi	Engineer
Shanghai testing & inspection institute for medical devices	Inspection engineer
Sichuan jinjiang electronic science and technology co.,ltd.	Purchasing Executive
Sick china co.,ltd. shanghai branch	Product specialist
SUZUKI-SUMIDD WIRE PRODUCTS GUANGZHOU CO., LTD	Manager
The second military medical university institute of traslational medicine	Senior Engineer
Trauson	Senior Sourcing Manager
Vitalo china	Engineering Manager
Intuitive surgical-fosun medical technology (shanghai) co.,ltd.	Senior Manufacturing Engineer
Achieva medical (shanghai) co.,ltd.	Purchasing Executive
Intra-luminal surgical robot group	Researcher
Intersurgical medical apparatus (changhai) co.,ltd.	Process Engineer
Aohua endoscopy co.,ltd.	Project Manager
Shanghai jiaawang endoscopic technology co.,ltd.	Deputy General Manager / Technical Director
Laerdal medical (suzhou) co.,ltd.	Purchasing Engineer
Heraeus materials singapore pte.ltd.	Engineer
Hu-friedy medical instrument (shanghai) co.,ltd.	Regulatory Supervisor
Hunan endovascular devices co.,ltd.	R&D Engineer

Exhibitor Profile

87%

of exhibitors are **satisfied**
with Medtec China 2018

81%

of exhibitors will **recommend**
Medtec China to colleagues and friends

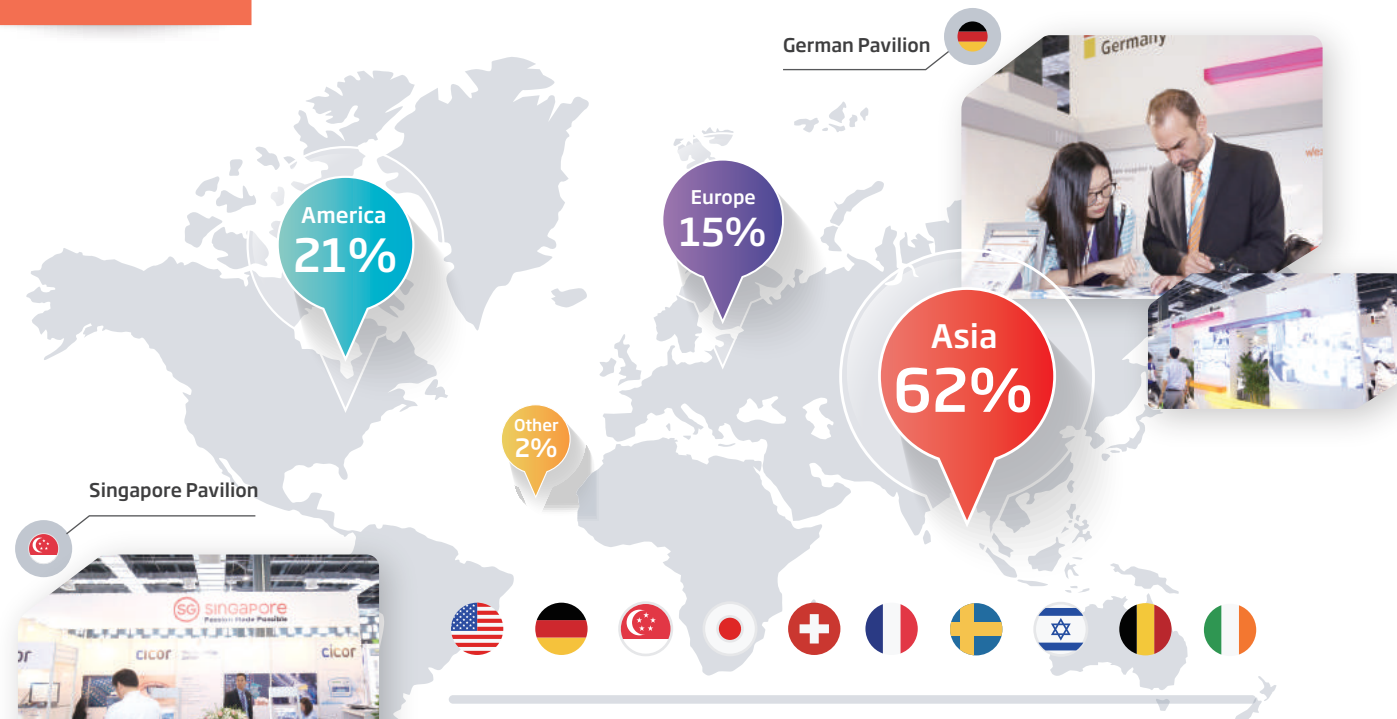
85%

of exhibitors will **continue**
to participate Medtec China

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Exhibitor Ratio



Voice of Exhibitors

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We are very happy with Medtec China, and this show has become bigger and bigger every year. Medtec China is a very unique exhibition for us because it is specialized for technology-based companies and is also very targeted at the medical device industry. This show has given us a lot of good customers over the years, and we are very happy to continue participating in this exhibition.

— Akhiljt W, Chief Representative, Indo-MIM Private Limited

Medtec China is very specialized in medical automation, and there are many of our targeted customers here at the show. That's why we would like to participant in this show every year. Also, it is a brilliant way for us to do branding at such a lasting and continuous show. Besides, we really appreciate the exhibitor service, from the organization to the onsite service and the post-show follow up. I think everything is great. The first day we had many old customers to visit us, as well as many new customers.

— Sebrina Chen, Regional Sales Manager, Mikron Industrial Equipment (Shanghai) Co., Ltd

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

Medtec China 2018 invited 49 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. It provided participants the latest Medical Device Industry information and a highly valued communication platform, and 900 conference delegates participated in "MDiT Forum and Regulation Summit 2018".



MDiT Forum and Regulation Summit 2018

Regulation Track A:

Chinese Regulatory Updates and Compliance

Regulation Track B:

US & EU Regulatory Updates and Market Access and Oversea Market Access Strategy

Quality Track A:

Outsourcing and Supplier Management

Quality Track B:

MDSAP updates and FDA Inspection

Technology Track A:

Concepts and Ways of Medical Device Design

Technology Track B:

Next-Gen Design & New Technology

Technology Track C:

Pack&Ster Hub

Technology Track D:

Processing Techniques of Medical Plastics and Product Innovation

Technology Track E:

Dressing Material and Technology Forum

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Concurrent activities- An efficient interacting platform for exhibitors and visitors

Exhibitor Theatre

As one of the best traditional onsite activities, Exhibitor Theatre hosted three new tracks consisting of materials, components & processing; medical automation; and German technology, and hosted 31 exhibitors including DowDuPont, Indo-MIM, Momentive Performance, GF, Covestro, 3M, INEOS, Tekni-Plex, Maider Medical, Mikron, Kahle Automation, Shenzhen City North Credibility Automation, Klöckner Pentaplast and Lubrizol. This forum introduced cutting-edge products, manufacturing technologies and services for the medical design and manufacturing field to Medtec China visitors over 3 days. It was a great opportunity for exhibitors to interact with their target audience and present their latest productions and technology applications, and also a rare chance for visitors to learn more practical applications and solutions from suppliers.

Exhibitor Seminar & Business Launch Event

Elkem Silicones Healthcare Seminar: Organized by Elkem Silicones Shanghai and co-organized by Covestro Polymers (China) and Wason Technology, this event shared technologies, applications and trends of organosilicones.

Wuxi AppTec -Medical Device Testing Business China Launch Event: As a global integration test empowerment platform, Wuxi AppTec Testing department launched its business in China at Medtec China 2018. Many keynote speakers from their global team were invited to discuss ASCA of medical devices to FDA and CFDA standards, Biological Evaluations of Medical Devices, Designing Materials Characterization Studies for Medical Devices, following ISO 10993-18 and Radiation Verification Dose Survivors.

Regulatory Lecture

Medtec China 2018 launched a new zone called Regulatory Street. WuXi AppTec, knoell Germany GmbH and NAMSA debuted and also supported a "Regulatory Lecture" on site. Regulatory experts from WuXi AppTec and knoell Germany GmbH shared their experience and information about all kinds of Regulation and Biological Evaluations of Medical Devices.

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The 4th Market Report Track of Medical Device Industry

Each year, in order to serve the needs of visitors, Medtec China invites world-leading consulting companies such as L.E.K and Frost & Sullivan to the show to share the latest market reports covering the medical device industry, the entire medical industry, and the new growth points and the changes in the medical device market.



MicroPort: Grow in China, Grow with Microport

At the point of MicroPort's 20th anniversary, the company held a themed conference at Medtec China 2018, and not only talked about the development history of MicroPort, but also shared key points and risks for aortic products and surgical accessories with delegates.



Quality Focus

Medtec China has a co-located show Quality Expo. This year's show gathered many quality testing companies such as OGP, Be wise, Kossel, Vision and Unitak to exhibit, as well as hold a Quality Expo conference focusing on quality control, which provided a professional communication platform for quality engineers.



MDEA global medical design excellence awards

The 28 latest extremely innovative medical device designs were exhibited at Medtec China 2018 in the visitor rest area. The aim was to bring world-leading innovation design conception from the US to local engineers and show this year's medical design trends.



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DID YOU KNOW?

- 1 In 2019, the size of the **domestic Chinese medical device market** will exceed RMB600 billion (approx. \$88 billion), with a compound annual growth rate of 16.8%, and it will still maintain a relatively fast growth trend. Among device types, **imaging devices, in vitro diagnostics and high-value consumables** are the top three sectors, accounting for 19%, 16% and 13%, respectively, of the total market – China National Pharmaceutical Industry Information Center
- 2 In 2017, the value of the disposable medical sensors market was around US\$4.44 billion, and it is expected to reach around US\$8.12 billion by 2026, with an annual growth rate of 6.81% from 2018 to 2026. – Credence Research, Inc.
- 3 Recent years have witnessed active and intensifying competition in the medical device outsourcing market; with reductions of the commercialization cycles of medical devices, the outsourcing industry will experience a new round of significant growth in the future. It is estimated that by 2022, the size of the global medical device outsourcing market will reach US\$62.6 billion; the intensifying price competition and reduction of production costs will become the two major factors affecting the medical device outsourcing market in the future. – Hexa Reports
- 4 In 2016, the market size of **in vitro diagnostic products in China** was valued at RMB 41 billion (US\$6 billion), and it will reach an estimated RMB59 billion (US\$8.6 billion) in 2018. It is expected that the market size will reach RMB72.3 billion yuan (US\$10.6 billion) in 2019, with an average annual growth rate of 18.7%. – China Medical Health Blue Paper by China National Pharmaceutical Industry Information Center
- 5 The elderly, suffering from diabetes, high blood pressure and other chronic diseases require regular use of monitoring equipment. This will drive the development of the **personal or self-care medical device market**, and the market value is expected to rocket to a level reaching US\$19.6 billion in 2019 in the field, with most contribution from North America. – MDDI
- 6 In the field of medical care, **AI** will drive the original growth rate of 2.2% to 3.4% by 2035 in China and create an additional economic value of US\$461 billion. Among sub sectors, a more than 60% growth is contributed by intelligent automation. It is expected that in 2035, AI-driven systems will be capable of analyzing massive amounts of data and diagnose a potential disease before it occurs, and the contribution of intelligent automation to the industry will exceed US\$100 billion. – 2017-2022 Status Survey and Development Trend Forecast on Intelligent Medical Market in China Released by Zhiyan Consulting
- 7 With continuous development of the economy and standardization of the market, the sequencing market in China has witnessed notable growth. China will enter a period of rapid development and is expected to become one of the bases of the global next-generation sequencing (**NGS**) market. The compound annual growth rate was forecast to be 20-25% in 2012-2017, topping the global rankings. The scale of the sequencing market in China was about RMB5.3 billion yuan (US\$775 million) in 2016, and it is expected to exceed RMB15 billion (US\$2.2 billion) in 2022. – Prospects and Investment Strategy Planning Report of **Gene Sequencing Industry** released by Qianzhan Industry Research Institute
- 8 Data from the Ministry of Civil Affairs shows that the scale of the Chinese rehabilitation assistance device industry in 2015 was valued at about RMB430 billion (US\$63 billion), and it is expected to reach RMB700 billion (US\$102 billion) by 2020. As an important category of rehabilitation assistance devices, the scale of the medical rehabilitation device industry will also rise correspondingly. Data released by Zhiyan Consulting shows that the industrial scale of medical rehabilitation devices in China was about RMB45.3 billion (US\$6.6 billion) in 2015, accounting for 13.7% of the total market of rehabilitation assistance devices. Based on this calculation, the industrial scale of medical rehabilitation devices will reach nearly RMB100 billion (US\$14.6 billion) by 2020. – Zhiyan consulting

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