

The exhibition dedicated to
medical device design
& manufacturing

2017 Post Show Report

MedTechWorld **China**
Medtec
Technology • Networking • Education

2017.09.20-22
Hall 2 of Shanghai World Expo Exhibition
& Convention Center



www.medtecchina.com

Organizer



Exclusive Co-organizer



Honorable Supporting
Association



Supporting Association



Medical Device Design and Manufacturing Industry Annual Grand Gathering

Medtec China 2017 took place at the Shanghai World Expo Exhibition & Convention Center September 20-22nd 2017.

As one stop in the Medtech world's series of events that have covered medical manufacturing markets across the globe over the past 37 years, Medtec China, is organized by UBM. The three-day event succeeded in gathering 312 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

14,000sqm

Visitor Attendance

18,368 total visits from
4,562 companies
53% being first-time visitors

Exhibiting Companies

312 Exhibitors from
23 regions and
 countries of the world

Conference Delegates

450+ Delegates

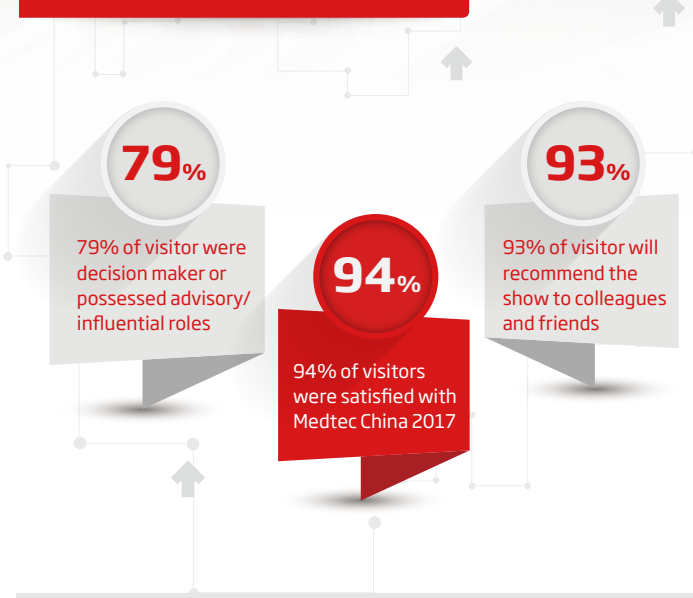
Professional Presentations

62 Sessions

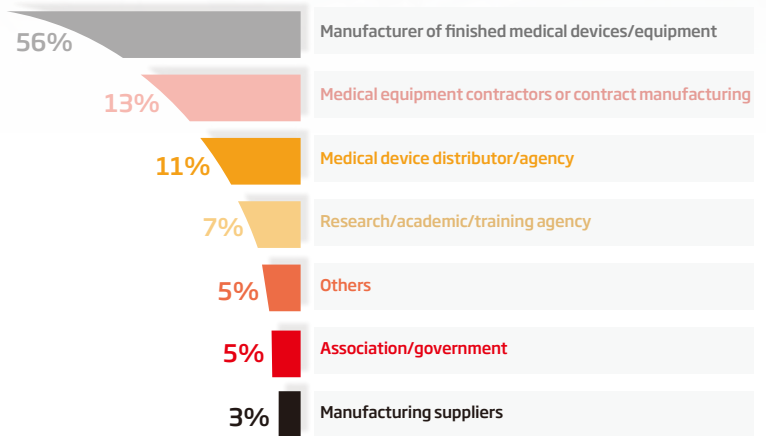
Conference Program

14 Theme Conferences
58 Guest Speakers

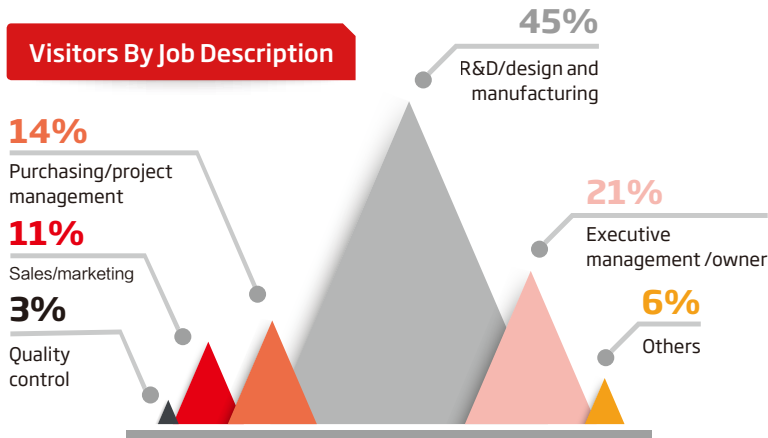
Visitor Profile and Interests



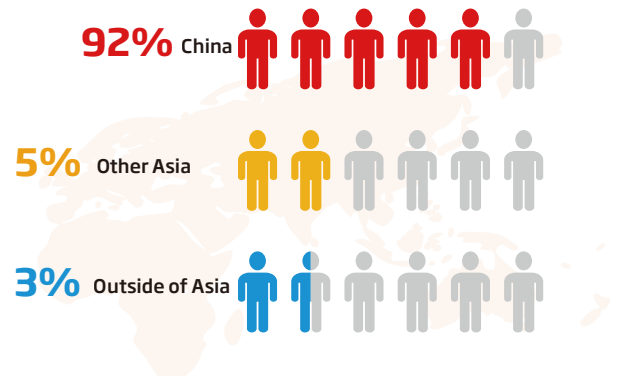
Visitors By Company Function



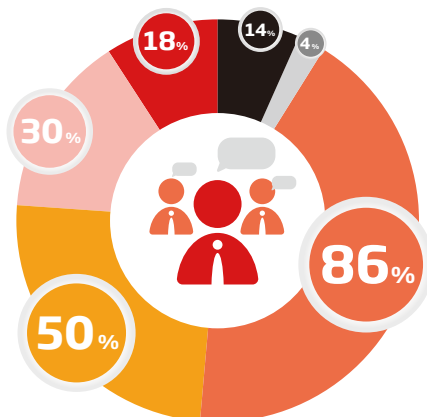
Visitors By Job Description



Visitors Geographical Breakdown



Purpose of Visiting



- 86% For networking purposes
- 50% To find new suppliers, products, and technology solutions
- 30% To purchase or gather information for a purchasing decision
- 18% To learn about new products, services or technologies
- 14% Learn about trends and market information
- 4% Others

Voice of Visitors



I came here about 7 years ago, I came quite frequently, over the last 10 years. It's a good show, if you are not familiar with the supplier base and China, to come and see what the supplier base in China has offered for Medical Devices.

Mark Beckey, Director, Global Sourcing, Acelity



I've been attended this show almost 10 years, (this year) I just discovered silicon 3D printing and ultrasonic welding, which are both the latest technologies for the Medical Device industry. I think there are a lot of topics to mention. At this year's show, I feel that there are more new companies coming to visit and more new suppliers. I will definitely visit Medtec China next year, because in this industry in China, Medtec is a pretty big show. We hope that more new technologies and more suppliers will join this show.

Lifu Li, General Manager, Shanghai Pan da Medical technology Co. Ltd.

Key Visitors Who Attended in 2017

Baxter	Senior principal engineer
BD	Senior engineer
GE	Engineer
J&J SUZHOU	Senior engineer
Medtronic	R&D engineer
Smith-Nephew	Senior director
Zimmer Biomet	Information technology director
BASF China	Senior manager
Beijing Advanced Medical Technologies, Ltd. Inc.	Deputy general manager
PINS MEDICAL	Purchasing director
B. Braun Melsungen AG Shanghai	Manager
Boston Scientific	Senior engineer
Liaoning Yinyi biological Polytron Technologies Inc	General manager
Dow Corning	Engineer
Toshiba	Business developer
Philips Ultrasound (Shanghai) Co. Ltd.	Senior engineer
Fresenius Kabi Medical	Manager
Fresenius Medical Care	Project purchasing manager
Fosun Pharma	Project manager

Foxconn	Material development engineer
Covidien Medical	Quality engineer
Cook Medical	Engineer
Lepu Medical	Senior R&D engineer
United Imaging	Detector engineer
Alere	Engineer
Johnson & Johnson	Senior product development engineer
Hitachi Metals Ltd.	Cable materials company
WEGO	Product Engineer
SCPM	Material Engineer
Shanghai Institute of Quality Inspection and Technical Research	Metrology engineer
Shanghai Microport Medical (Group) Co., Ltd	R&D engineer
Siemens Healthcare Ltd.	Engineer
Mindray	Product manager
ShenDa Endoscope	Technology director
Stryker	Purchasing specialist
Yuwell	Purchasing manager
Tuoren Medical	Technology principal engineer
Lifetech Scientific	Engineer
Elekta	Senior strategy supervisor
CANWELL	Purchasing supervisor

Exhibitor Profile

86%

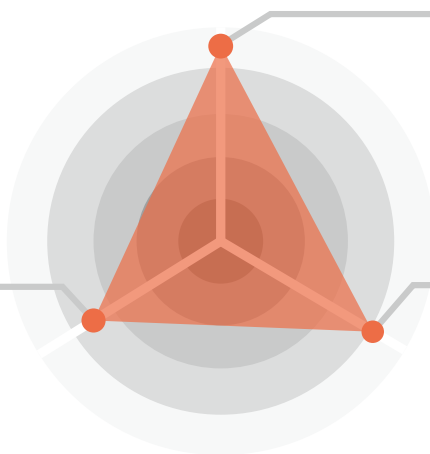
of exhibitors are **satisfied** with Medtec China 2017

80%

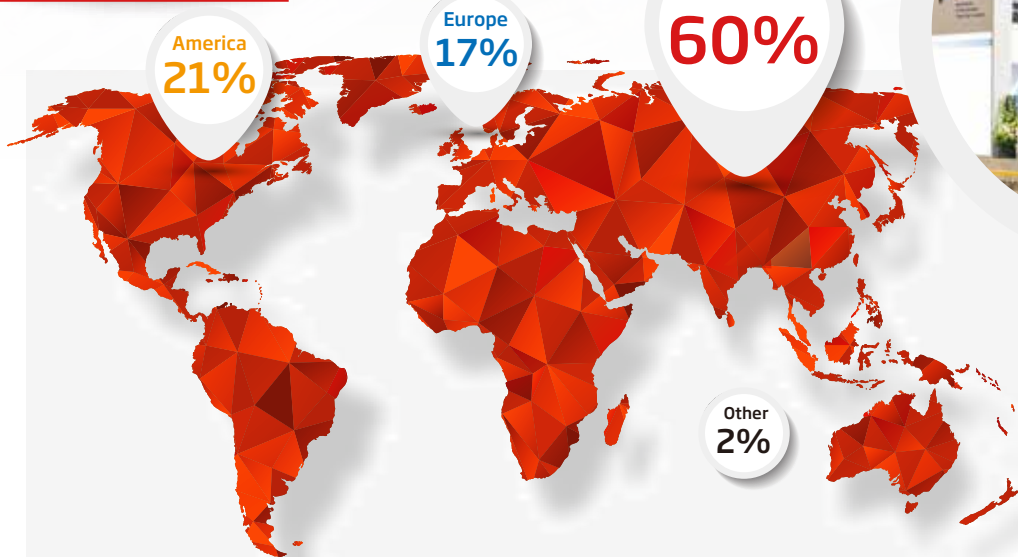
of exhibitors will **recommend** Medtec China to colleagues and friends

85%

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



Voice of Visitors



Top 10 country origins of international exhibitors:

U.S. | Germany | Singapore | Japan | Switzerland | France | Belgium | India | U.K. | Israel



Voice of Exhibitors



I would say that the visitors' quality at this exhibition is very specialized in the healthcare field so the quality of visitors is actually very high, and these are potential audiences that we are looking for.

Derrick Chan, Head of Healthcare Polymer Solutions, BU Master Batches, APAC., Clariant (Singapore) Pte Ltd



The show is good, and the booth has been really busy in terms of the traffic. It's been pretty much non-stop day and all day yesterday too. I think we had roughly 40 leads. So, it's been good.

Jayme Nelson, Sr. Global Account Manager, DSM

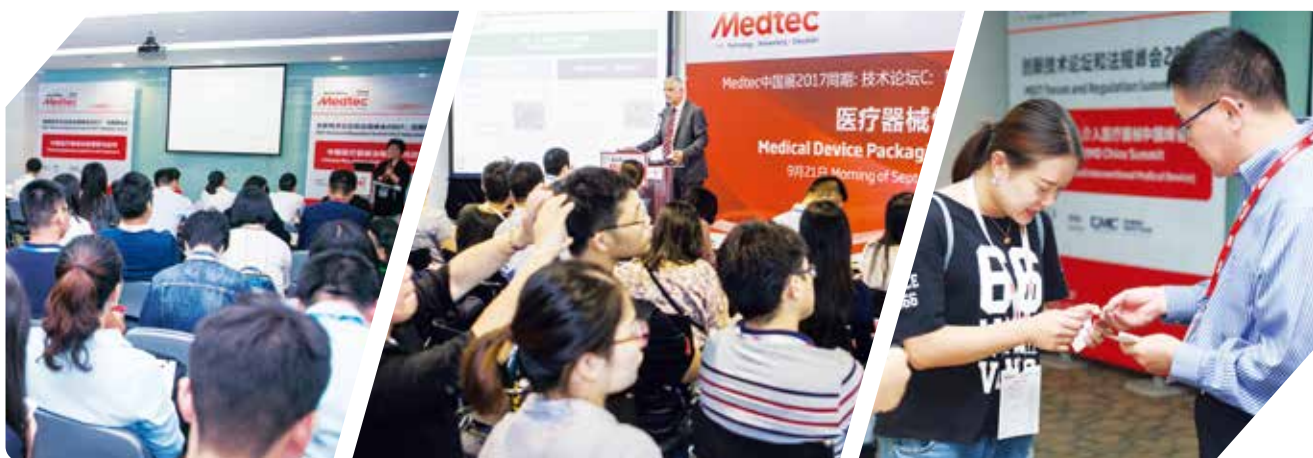
This is the first time that we have German pavilion here at Medtec China and we are here showing products, technologies and components for medical technology from Germany. All our companies this year are very satisfied with the show, and the quality of the visitors is also very good. We are looking forward to coming to Medtec China 2018.

Niklas Kuczaty, Medical Technology Economist, VDMA



Concurrent Conference- 6 Industry Focus on Regulation, Quality, Technology, Advanced Manufacturing, Market & Investment, and Medical Electronics

Medtec China 2017 invited 58 domestic and oversea keynote speakers from government, enterprises and agencies and held 60 sessions talking about Regulation, Quality, Technology, Advanced Manufacturing, Market & Investment and Medical Electronics, which covers the entire industry chain. The conferences successfully attracted more than 450 delegates to provide them the latest Medical Device Industry information and a high value communication platform for precision resource sharing.



Topics Included

Regulation Track A: _____

Chinese Regulatory Updates and Compliance

Regulation Track B: _____

Situation Analysis of Medical Device Foreign Trade and Overseas Market Access Strategy

Regulation Track C: _____

The 5th NAMSA BPMDS Symposium

Quality Track: _____

Deep understanding of MDSAP&QSIT inspection (From FDA Point Of View)

The 6th IIMD China Summit (Implantable and Interventional Medical Device) _____

Technology Track A: _____

Design Concepts and Methods for Medical Device

Technology Track B: _____

Technology & Development of Combination Products

Technology Track C: _____

Medical Device Packaging and Sterilization Technology

Technology Track D: _____

Processing Techniques for Medical Plastics and Product Innovation

Medtec Electronics Conference: _____

Integrating Sensor and Power Management Technology into Electronic Medical Device Design

The 2nd Advanced Manufacturing Forum: _____

Quality Control and Management in Manufacturing

The 3rd Market Report Track of Medical Device Industry _____

Concurrent Activities-Rich Content Builds an Interacting Platform for Exhibitors and Visitors



Exhibitor Theatre

As one of the best traditional onsite activities, Exhibitor Theatre hosted 14 exhibitors including Evonik, Indo-MIM and WIBU Systems from the German Pavilion to introduce cutting-edge products, manufacturing technologies and services for the medical design and manufacturing field to Medtec China visitors over 3 days. It also offered those exhibitors a good opportunity to interact with their target audience and present their latest productions and technology applications. Every speech was attended by a packed audience.



Exhibitor Seminars & New Product Release

Wacker silicone rubber- leading new trends in medical material and DuPont™ Tyvek® Medical Packaging Solutions new product release lead the new trends of medical packaging



MicroPort: Supplier Sourcing Meeting

MicroPort, a giant in the Medical Device industry, continued its cooperation with Medtec China 2017. A Supplier Sourcing Meeting was held on 22nd September, so that all suppliers at the show could have a rare chance to better understand MicroPort's needs such as product type, purchasing standards, and other specific requirements.



Business Match Making

70 business meeting successfully took place during the show. This year, the intelligent online business match making system Jublia was applied for both exhibitors and visitors to make appointments online and have face-to-face meetings offline, which enhanced the business meeting efficiency on site.



Group Visiting

Medtec China 2017 received 55 group-visiting companies, and helped them to match or invited their target exhibitors to have business meeting, in order to improve the efficiency to find products or technologies that they were looking for.



Quality Focus

Medtec China has a co-located show, Quality Expo, ASQ is one of its supporter. This year's show gathered many quality testing companies such as TA Instrument, Keysight Technologies, and Super Tooling Ltd., who presented their products and technologies. Besides, the 2nd Advanced Manufacturing Forum: Quality Control and Management in Manufacturing is another topical conference focusing on quality control that provided a professional communication platform for quality engineers.



Brand Show

This zone was a special area for international companies to do branding, and improve their reputation through Medtec China. Wacker Chemie AG, Mirodia, Mascot Power and Gemalto joined this zone.



Medical Innovation

The innovation zone hosted Fudan University, Guangzhou Medical University, Southeast University and Huazhong University of Science and Technology, who brought their programs and products to Medtec China 2017. This zone aimed to encourage innovation ability at universities, support the development of medical device companies from academia, and ultimately to realize one of Medtec China's goals of propelling the development and independent R&D capability of Medical Device industry in China.

MDEA global medical design excellence awards

The 27 latest extremely innovative medical device designs were exhibited at Medtec China 2017, which brings world-leading innovation design conception from the US, and reflects this year's medical design trends as well.



DID YOU KNOW?

By 2017, the total profit of the China medical device and equipment manufacturing industry will be RMB26.3 billion with a compound annual growth rate over the next 5 years (2017-2021) of approximately 8.05%. Annual revenue in 2021 will reach RMB35.8 billion.

By 2017 the sales revenue of the China medical device and equipment manufacturing industry will hit RMB282.9 billion. The compound annual growth rate over the next 5 years (2017-2021) is forecast at approximately 11.3%. The annual revenue in 2021 will reach RMB434.5 billion.

In recent years, the global as well as China venous transfusion consumables market scale is increasing year-by-year. From 2010-2013, the global venous transfusion consumables market scale grew from USD19.5 billion to USD25 billion. During the corresponding period, the China market scale increased from RMB31.8 billion to RMB42.3 billion. The global venous transfusion market scale in 2017 will hit USD35 billion while the China market will reach RMB61 billion.

In 2015, the medical sensor market scale reached USD8.21 billion while it is estimated this market will hit USD15 billion by 2022, with a compound annual growth rate of 8.5% from 2016 to 2022.

By 2022, the global home healthcare & medical equipment market scale will be nearly USD 26 billion. Thus, medical device manufacturers are working on design solutions for more compact medical devices that are more practical and value-added.

According to sampling survey statistics by a branch of the CMPMA (China Medical Pharmaceutical Material Association), the total market size of China medical devices was approximately RMB370 billion in 2016, representing an increase of RMB62 billion (about 20.1%) over that of 2015 (RMB308 billion). Among this total, the market size of institutional-use medical devices was about RMB269 billion, accounting for approximately 72.7%; the market size of home-use medical devices reached about RMB101 billion, accounting for 27.3%.

In 2017, the following significant developing trends are being observed in the China medical technology and device market: 1. Complete implementation of the two-vote system driving channel innovation; 2. Hierarchical diagnosis and treatment bringing opportunities for domestic equipment; 3. Third party services based on devices are in the ascendancy; 4. New technology penetrating the devices industry; 5. Precision Medicine gradually developing from concept to a mature sector; 6. Overseas investment and mergers & acquisitions witnessing continuous strong momentum.

DID YOU KNOW?

RMB2.7 billion in 2013 with a compound annual growth rate of 24.5%. From 2014 to 2018, it is estimated by experts that the market will continuously grow at a 23.5% compound annual growth rate. Thus the market scale by 2018 will hit RMB7.6 billion.

The global cardiac medical apparatus scale will grow from RMB36 billion in 2011 to the USD48 billion in 2018 with 4% compound annual growth rate (CAGR). High-end intervention consumables and cardiac pacemakers that account for the most market share have a rather high technical barrier. Medtronic, LightLab, Boston Scientific Corporation, Abbott and other Top10 enterprises commanded 80% of the total market share.

The global rehabilitation robot industry scale will expand from USD220 million in 2014 to USD3.2 billion in 2021 with a compound annual growth rate of 46.6%. The China market value of medical robots in the past year was RMB791 million, an increase of 34.4% compared to 2015. By 2021, the value of the medical robot industry is estimated to grow to at least RMB2.2 billion.

The global market for medical biosensor technologies continues to see significant growth as demand for new technologies soars. Recent estimates have shown that the global market for biosensing technologies could top USD22 billion by 2020, according to a report from Persistence Market Research, thanks in large part to increasing demand for point-of-care technologies, as well as a rise in chronic diseases and overall health awareness.

The global 3D printing medical device market in 2016 was estimated to have hit USD279.6 million with a compound annual growth rate (CAGR) of 17.5%. By 2022, the global 3D printing market scale will reach an estimated USD 3.89 billion (RMB26 billion).

The global adhesive bandage market scale is growing rapidly. In 2010, the global adhesive bandage market scale was USD24.082 billion while the China market reached RMB63.447 billion. The global and China market scale grew to USD38 billion and RMB120 billion, respectively, in 2013. In the space of four years, the China adhesive bandage market nearly doubled. It is estimated that the global adhesive bandage market in 2017 will hit USD60 billion.

It is estimated that by 2020, the China medical image market scale will hit RMB600 billion to RMB800 billion. The traditional top three players, GE, Philips and Siemens, possessed a combined share of about 70% of the China medical equipment market, while other foreign brands shared 10-20% of the market. The combined share of all China brands accounted for 10% of the market.

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国际医疗器械设计与制造技术展览会·中国

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Shanghai World Expo Exhibition & Convention Center

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