

Invitation
to
Sino-Nordic Health Tech Match Making Conference in Zhejiang, China

21. Jan. 2019

Situated in the south of Yangtze River Delta and along China's southeast coast, Zhejiang Province have a residential population of 56.6 million by the end of 2017. Zhejiang has a long-standing reputation as "a land of fish and rice, home to silk and tea, a place of rich cultural heritage and a tourist paradise".

Zhejiang province is among the richest area in China. In 2017, Zhejiang province GDP reached 5.16 trillion RMB. Zhejiang province has the cluster of different business sectors and most active business activities in China. Zhejiang Area nourished many world-famous companies in the world, such as Alibaba.

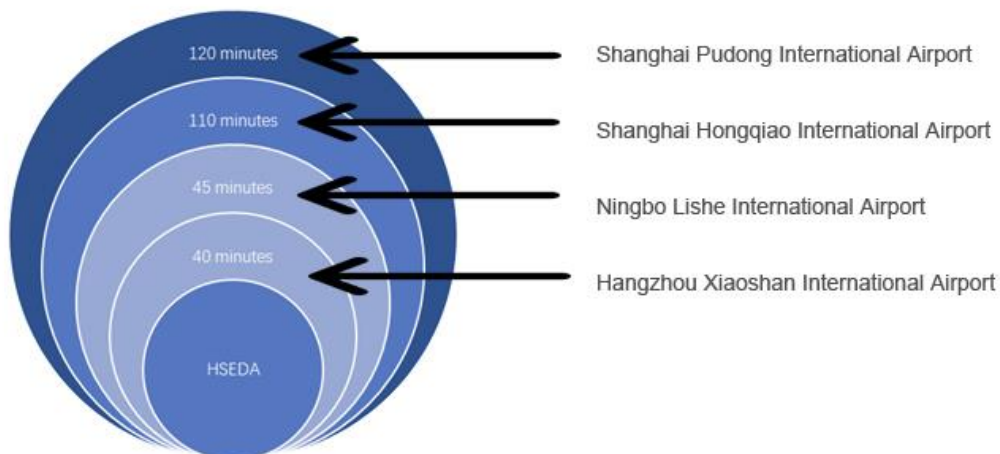
Denmark has long collaboration relationship with Zhejiang province. Zealand region has the friendship collaboration with Zhejiang province for long time. In June 2016, Zhejiang province and Zealand region updated the collaboration Memorandum of Further Cooperation and Exchange. One of the collaboration areas is to conduct exchanges and cooperation in health care, smart information medical technology in particular, and to focus on nursing of senior citizens so as to cope with the increasingly serious problem of aging population in both province and region.



Zhejiang Province in China

In the updated collaboration Memorandum of Further Cooperation and Exchange between Zhejiang province and Zealand region, the Sino-Danish Innovation Park (Shangyu Hangzhou Bay) is also mentioned.

The location of Shangyu



The administrative committee of Hangzhou Bay Shangyu economic and technological development zone signed the Co-construction Zhejiang Sino-Danish (Hangzhou Bay

Shangyu) Industrial Park agreement with Copenhagen Capacity on April 17th, 2015. The aim is to actively promote both sides in the fields of modern pharmaceutical, green energy, green building, energy-saving, environmental protection and other areas of industrial cooperation, to strengthen the both-way exchange and cooperation in the fields of industry, finance, science & technology, talent development and innovation. This will takes place through the construction and development of the Park, to create green industry base of Zhejiang province and European enterprise cluster development and demonstration base together.

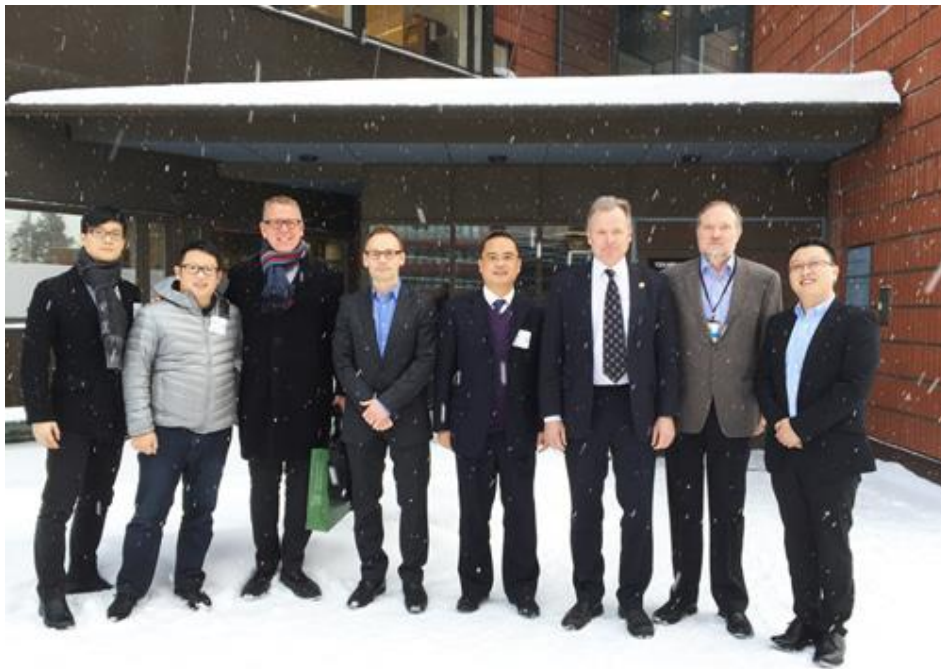


The Sino-Danish Innovation Park is focus on water & waste treatment, green energy, smart solutions, air purification, health tech and pharma medical industry. The Sino-Danish Innovation Park will promote the collaboration between Chinese companies and Nordic companies to work on water & waste treatment,

green energy, smart solutions, air purification, health tech and pharma medical industry, to cope with the environmental, health care and aging problems in China.

Since 2015, several conferences and seminars have been held to promote the communication and collaboration between Chinese companies and Nordic companies. Many Nordic companies and Chinese companies have established the collaboration relationship and several joint venture companies between Chinese companies and Nordic companies have been established.





In June 2018, Shangyu organized a business delegation visit to Denmark with Shangyu leading companies as part of the delegation. The delegation held a seminar in Copenhagen with Nordic organizations and Nordic companies. On this seminar, Shangyu signed the collaboration agreement with Copenhagen Bio Science Park to work together to promote the communication and collaboration between Chinese health tech companies and Danish health tech companies. Shangyu also signed the collaboration agreement with Norway Health Tech Cluster to promote the communication and collaboration between Chinese health tech companies and Norwegian health tech companies.



In Shangyu Hangzhou Bay area, there is a cluster of biological medicine companies, mainly focusing on bioengineering, medicine preparation industry and new medicine R&D industry. There are many bio pharma medical companies in the area. The total output value in 2016 is 15 billion RMB. Several companies in the area are the leading companies in China. There are also companies working on healthcare technologies to hospitals, healthcare clinic and elderly care.

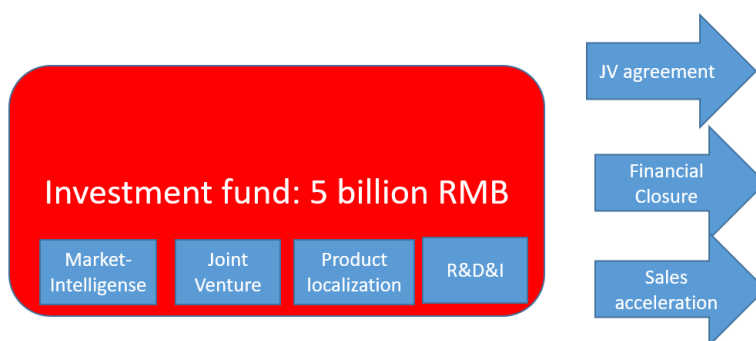
Shangyu has established its Pharmaceutical Industry Park where Shangyu could provide the existing workshop and several companies use it as production workshop for its products.



Besides, the existing Pharmaceutical Industry Park, the new industry service center is under construction, which will be completed in 2019. The new industry service center will have the R&D facilities for pharma medical industry, incubation center, and comprehensive service package.

In August 2017, Shangyu established business collaboration with China leading pharma medical company-[Menovo](#) and [Porton](#). They established together the foundation with 5 billion RMB. The foundation will focus on the investment on Sino-Nordic pharma medical and health tech industries. The investment can takes place in areas as illustrated in the figure below.

Shangyu Investment foundation



Conference in Marts 2019

The 14th – 15th of Marts 2019, a conference focusing on health tech and pharma medical will be held in Shangyu. The conference will provide the opportunity that Nordic health tech and pharma medical companies to meet the Chinese health tech and pharma medical companies. The Nordic companies and Chinese companies will have the match making meetings and share market insights for both Nordic market and Chinese market, to find out the business collaboration opportunities between the companies. The collaboration between Chinese and Nordic companies and organizations could be product collaboration, R&D collaboration, marketing collaboration, etc.

The Conference will focus on these areas:

Medical technologies: medical technologies are the technologies related to the medical instrument R&D, medical product manufacturing.

Pharma and bio-technologies: Pharma and Bio-technologies are related to Pharma medicine production, Pharma medicine R&D, Bio-technology R&D, Bio-technology product manufacturing.

Smart health care technologies: Smart health care technology R&D, Smart health care technology product manufacturing.

Program for the conference:

Date	Activity
13/3	Arrive Shanghai Pudong airport, bus drive to Shangyu
14/3	<p>Conference in Shangyu(presentation+match making)</p> <p>Morning session:</p> <ol style="list-style-type: none"> 1. Start of the conference. 2. Presentation from expert to present the health care/Pharma medical industry in China, like the new MAH (Marketing Authorization Holder) regulation, where the R&D and production can be separated into two juridical companies. 3. Presentation from Nordic network organizations that present the Healthcare/Pharma medical industry in Nordic countries. 4. Presentation about successful China and international business collaboration cases in the Healthcare/Pharma medical industry area. 5. Presentation from a Healthcare/Pharma medical service company (CRO,SMO) in China. The company make medicine/product testing. 6. Presentation from China and Nordic companies. <p>Afternoon Session</p> <ol style="list-style-type: none"> 1. Match-making meeting between Chinese companies and Nordic companies. In this session, Nordic companies and Chinese

	companies will make presentations, and there will be small group match-making sessions.
15/3	Guide tour in the area and visiting several selected local companies
16/3	The delegation leave Shangyu

More information about Sino-Danish Innovation Park:

<http://www.sinonordicipark.com/>.

More information about health tech and pharma medical cluster in Shangyu:

http://www.sinonordicipark.com/Shangyu%20company%20in%20Medical_Health%20industry.html

International Business Collaboration Cases in Shangyu:

1. In 2010, Zhejiang Longsheng Group in Shangyu merged Dystar Group in Germany, after that Longsheng group became the worlding leading company in dying industry. At present, Longsheng have investment in 12 countries and owns 18 factories.

Founded on 13 June 1970, Zhejiang Longsheng Group Co., Ltd. has now evolved into a comprehensive multinational enterprise group spanning manufacturing, real estate, and financial investment sectors.

2. As China's largest electric motor producer, Wolong group has several successful international collaboration cased in global market.
In 2011, Wolong group merged ATB group in Austria and possess 97.94% ownership of ATB group.

In 2015, Wolong group merged Italy SIR company which focus on the robotic solution for different industries.

In June 2018, Wolong group closed a deal to acquire General Electric Company(GE)'s Small Industrial Motor(SIM) division.

Founded in 1984, Wolong Electric is a part of Wolong Holding Group Co., Ltd., one of China's largest 500 enterprises. With more than 18,000 employees globally and 4.4 billion dollars in assets, Wolong Group reached 5.4 billion dollars in the 2017 revenue. Wolong Electric mainly focuses on designing and manufacturing a variety of motors and drive controls.