

# iCCAMT

## International Co-Innovation Center for Advanced Medical Technology

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### 国际先进医疗技术联创中心

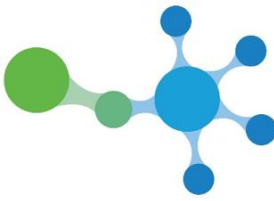
Founded by



**BOSCH**



国药集团  
SINOPHARM



# Outlook of iCCAMT





# Content

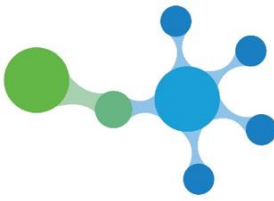
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Founders

Business model

Functions & Services

Advisory board and team member



# Founding Member: Medical Valley

- ▶ Europe's largest Medtech and healthcare services cluster, selected as the national top cluster by the Federal Ministry of Education and Research (BMBF)
- ▶ managing more than 500 Medtech and healthcare service organizations, including Siemens Healthcare, covering medical education, healthcare services, medical devices, medical research and development and most advanced area of medical imaging in the world.

## Companies and organizations:

>500 companies  
~60,000 employees  
>20 world leading medtech application R&D institutes  
>80 universities and research institutes in medtech  
65 hospitals serving more than 850,000 patients

Headquarters of world leading Medtech companies -  
Siemens Healthineers

42% patents of diagnosis and surgery and 63% patents of  
X-ray in Germany are from Medical Valley



# Founding Member: Bosch GmbH

- ▶ Some 56,000 researchers and developers work at Bosch at 118 locations worldwide in a single network.
- ▶ Bosch Group had 70.6 billion euros in sales and 374,778 associates in year 2016
- ▶ Over the past five years Bosch has invested more than 24 billion euros in research and development.



Bosch internal stakeholders

Synergy between 3 important global healthcare sponsors

## Bosch Smart Life Technology (RBLC)

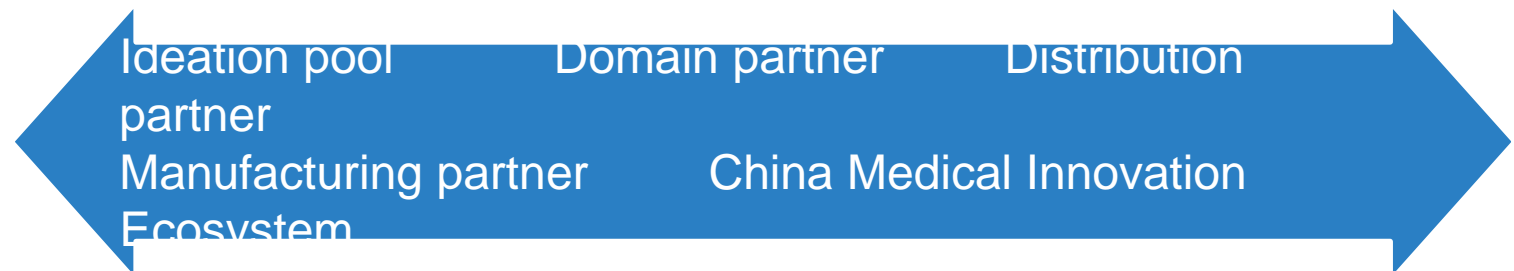
- Smart and affordable medical device
- Smart health solutions for home use or personal health

## Bosch Healthcare Solutions (BHCS)

- Sensor technology
- Software & Services
- Materials and manufacturing expertise

## Bosch Venture Capital (RBVC)

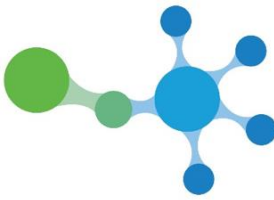
- Medical devices and components
- Molecular diagnostics
- Connected devices for health, and safety, etc.





# Co-Founder : China National Pharmaceutical Group (SinoPharm)

- ▶ Largest company in healthcare industry in China ( 6 listed companies).
- ▶ Sales revenue is over 42 Billion Euro in 2016.
- ▶ Sales revenue for medical device is over 3 Billion Euro in 2016, the target of year 2020 is 14 Billion Euro. It is one of the fastest growing business in Sinopharm.



## Largest company in healthcare industry in China

- National wide medical device distribution network and product information traceability system, more than 5000 end-users
- Largest pharmaceutical distribution with the most advanced logistics techniques, covers 95% of the 3A hospitals
- Own nearly 3,000 chain retail pharmacies, ranked No.1



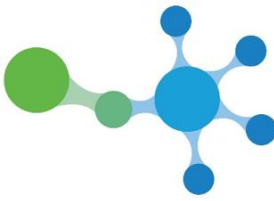
## Largest platform to trade, source and network

- Largest medical and health exhibition and conference organizers in China
- Medical Equipment Manufacturer Fair (CMEF): medical devices from 28 countries, 200,000+ visitors from 150+ countries, it is a professional trade platform, also an academic and technological exchange platform.



## International Cooperation

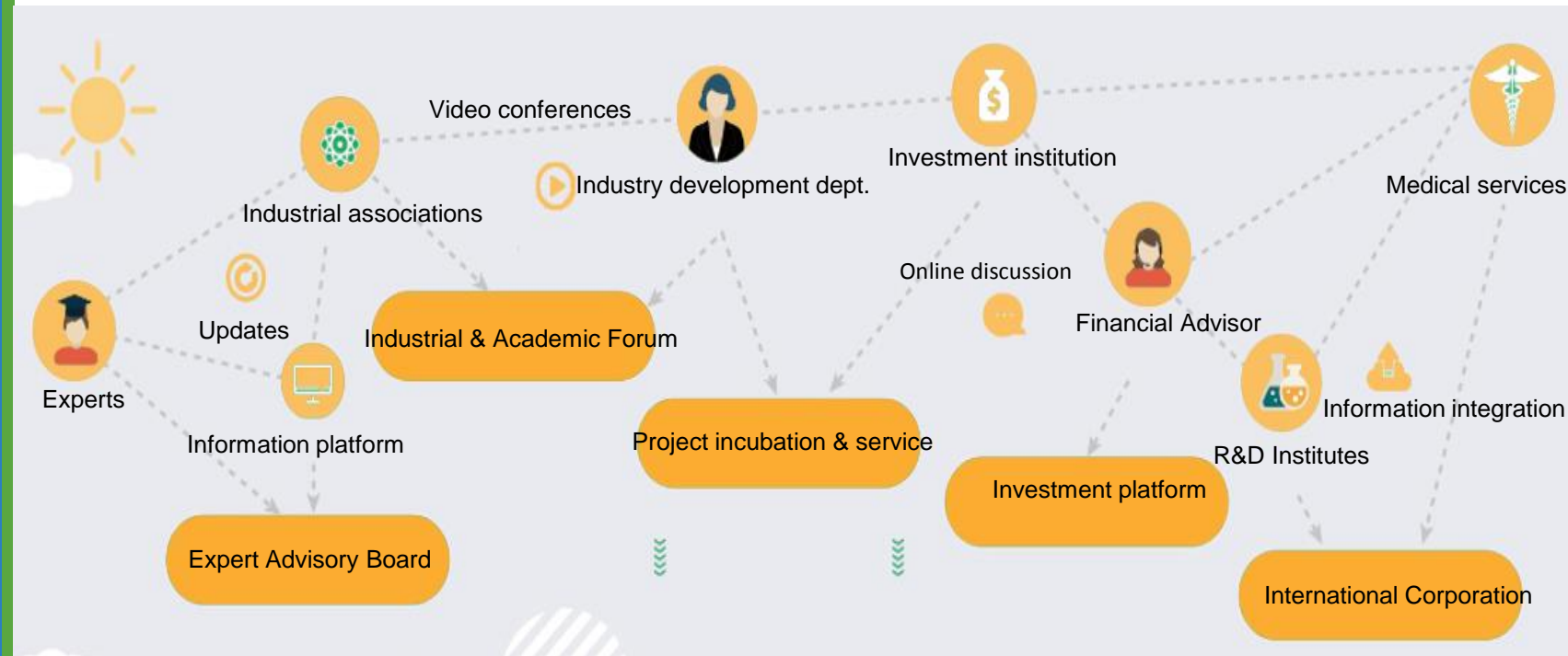
- Establish 20 joint ventures with world leading pharmaceutical companies, with more than 100 countries and regions to establish a trade relations of cooperation, and carried out a number of international technical cooperation



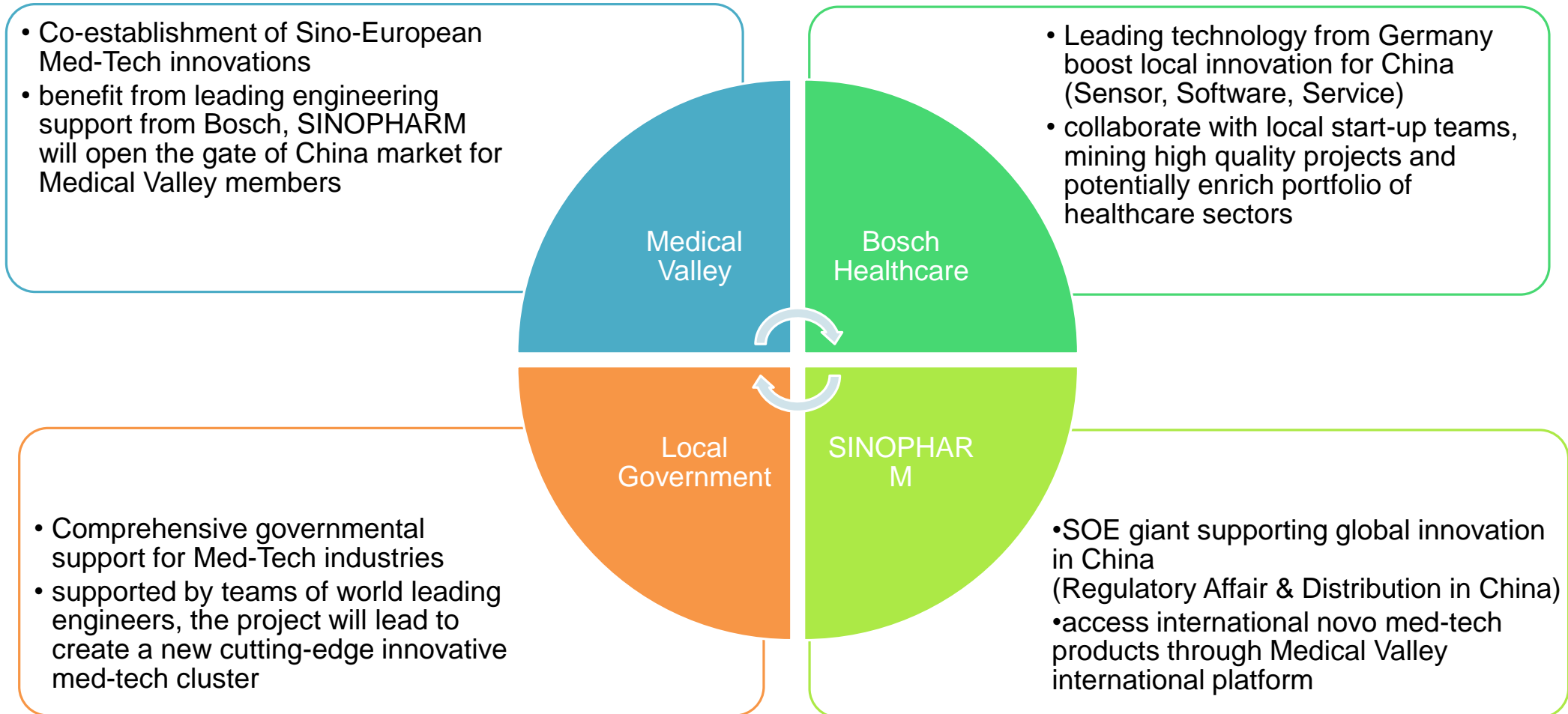
# Partner: China Government

- ▶ Local government has created an advanced industrial ecosystem and provides preferential policy for healthcare industry.
- ▶ Shanghai key projects: United Imaging, Berry Genomics, Eastern hospital of liver and gallbladder

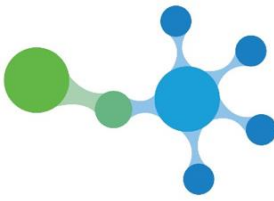
## Comprehensive industry ecosystem and supportive policies



# iCCAMT innovation 4-P ecosystems: A multi-win system







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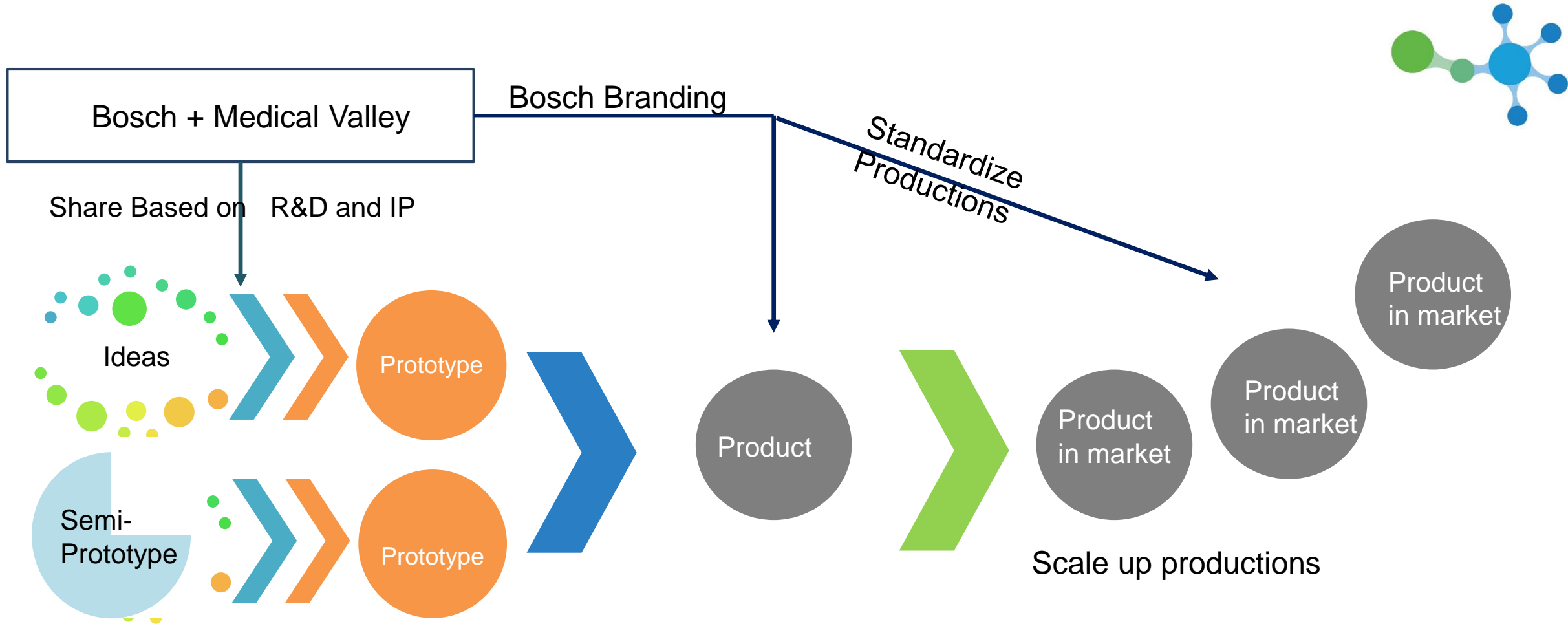
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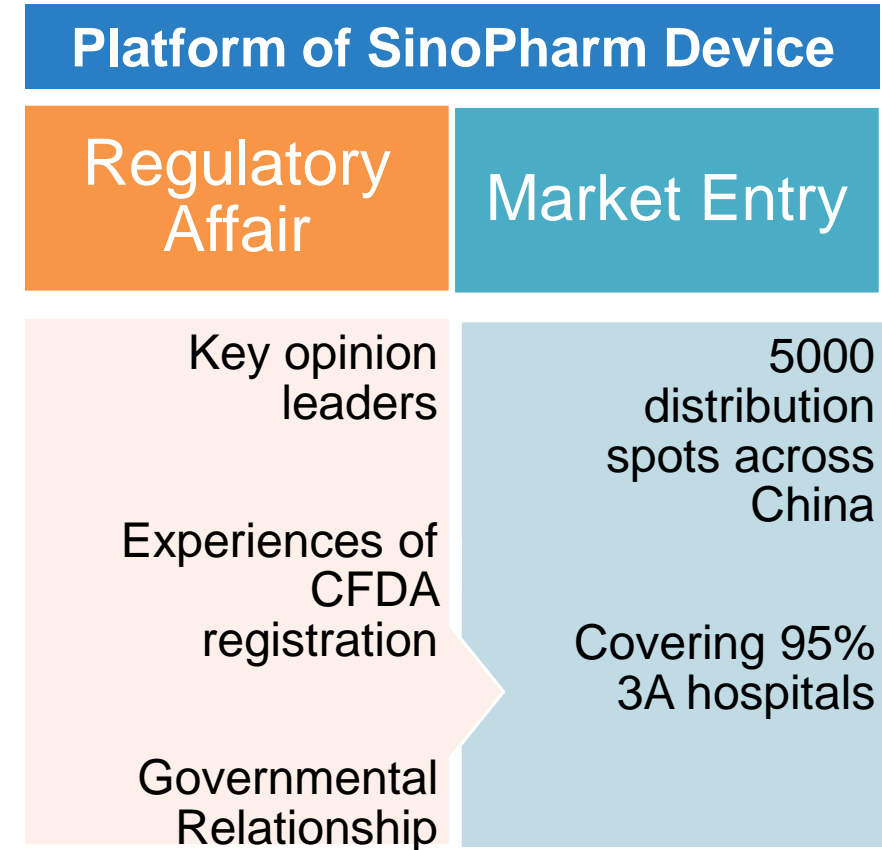
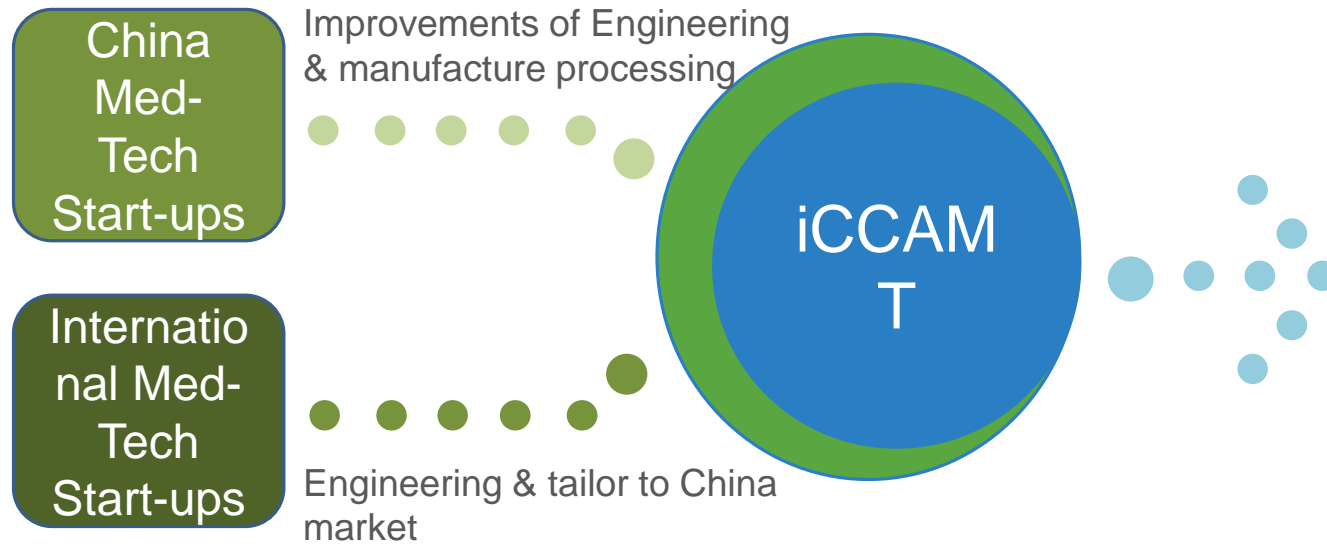
Business model

Functions & Services

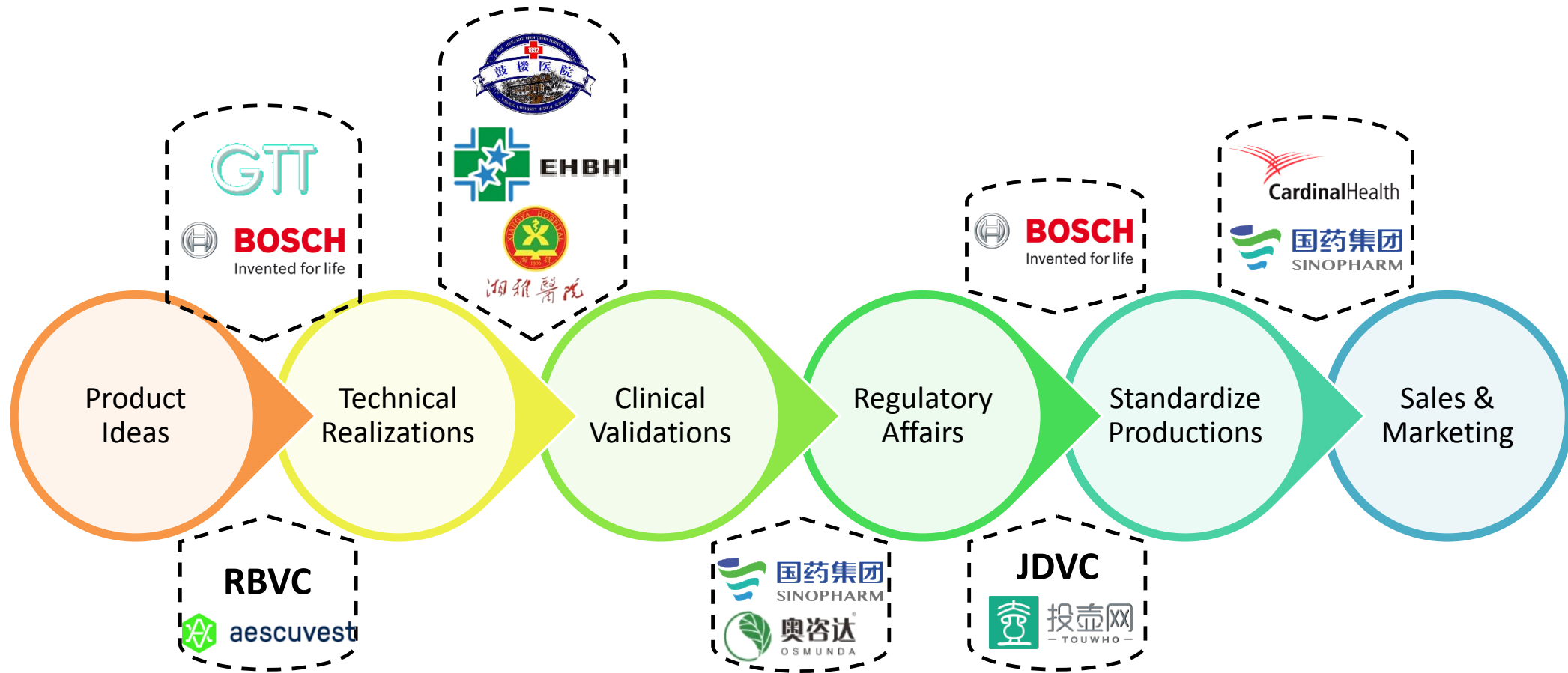
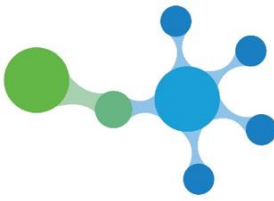
Advisory board and team member



Business Model:  
Tech-Innovation, Branding & Standardization



**Core of Business Model:**  
Med-Tech Innovation Bridging Regulatory Affair & Distribution in China



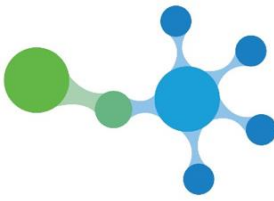
Strategic partners:  
Comprehensive support for iCCAMT eco-chain



Project Name	Concept	Prototype	Mature Product	Registration	Mass Production	Sales & Distribution
BAL		A round				
Micro Needle		Pre-A				
Enso	Angel					
DVT		A round				
TCM	Angel					
VRM T						
HERA	Angel					
ReHAB						
M eddo						
COLDC	Angel					
Surgical	Pre-A					
EBA						

Current portfolio projects of iCCAMT





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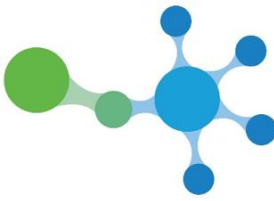
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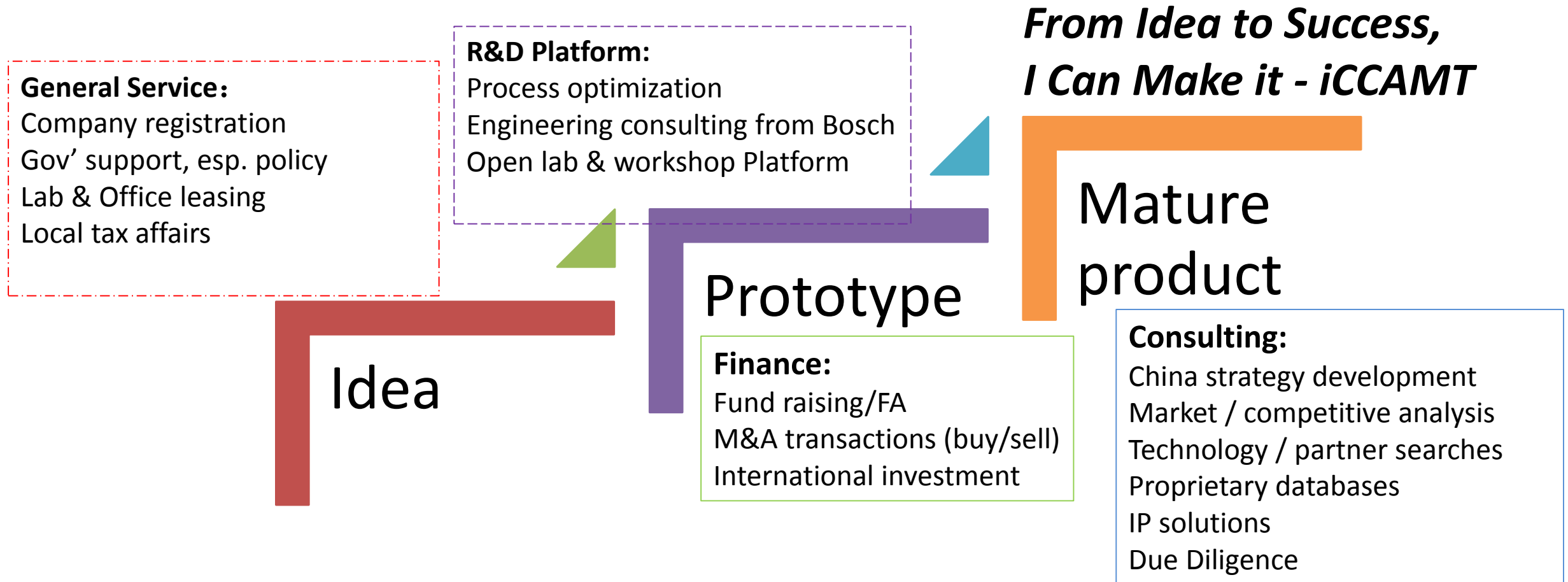
Business model

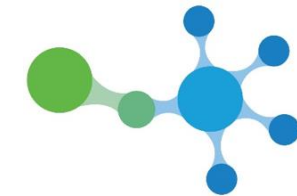
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# Services





# Offi-Lab

- ▶ 生物技术公共研发平台
- ▶ 为生物技术类企业配备所需的公共设备
- ▶ GMP.....
- ▶ 占地面积300~500m<sup>2</sup>

## Lab Space

硬件设施（可排污）：

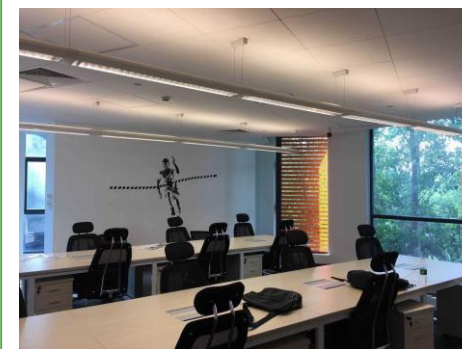
- 去离子水制备装置
- -20°C和-80°C冰箱
- 离心机和分析天平
- 液氮储存罐
- 易燃和生物危险品储存柜
- 凝胶成像系统
- 玻璃器皿清洗设备
- 超净台和灭菌锅
- 压缩空气和真空接口
- 制冰机等

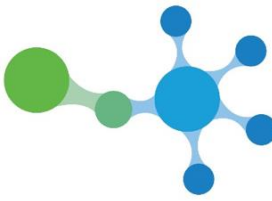


## Co-Working & Meeting

硬件设施：

- 可移动、模块化的实验桌
- 通风橱或超净台
- 压缩空气和真空接口
- 实验室内部有独立带装修的办公室





# Training



## Bosch

- Engineering Design
- Quality Control System
- Standardized Production

## Sinopharm

- Clinical trials
- CFDA registration
- Policies and regulations

## Oxford Isis

- Innovation
- Intellectual Property Strategy
- Identification and evaluation of high-tech projects
- Business incubation and development

## TÜV

- Standardization of rehabilitation service

## Hexell Biotech

- Stem cell engineering
- GMP system training

## Entrepreneurship

- Leadership from business school
- Financing sources from investors
- Legislation and compliance from law firms



# Global MedTech Innovation Forum

We are going to expect:

- 500+ Attendees
- 200+ Companies
- 100+ Investors
- 1000+ Private meetings
- 30+ Worldwide leading speakers
- 20+ Road shows
- 6 Sessions

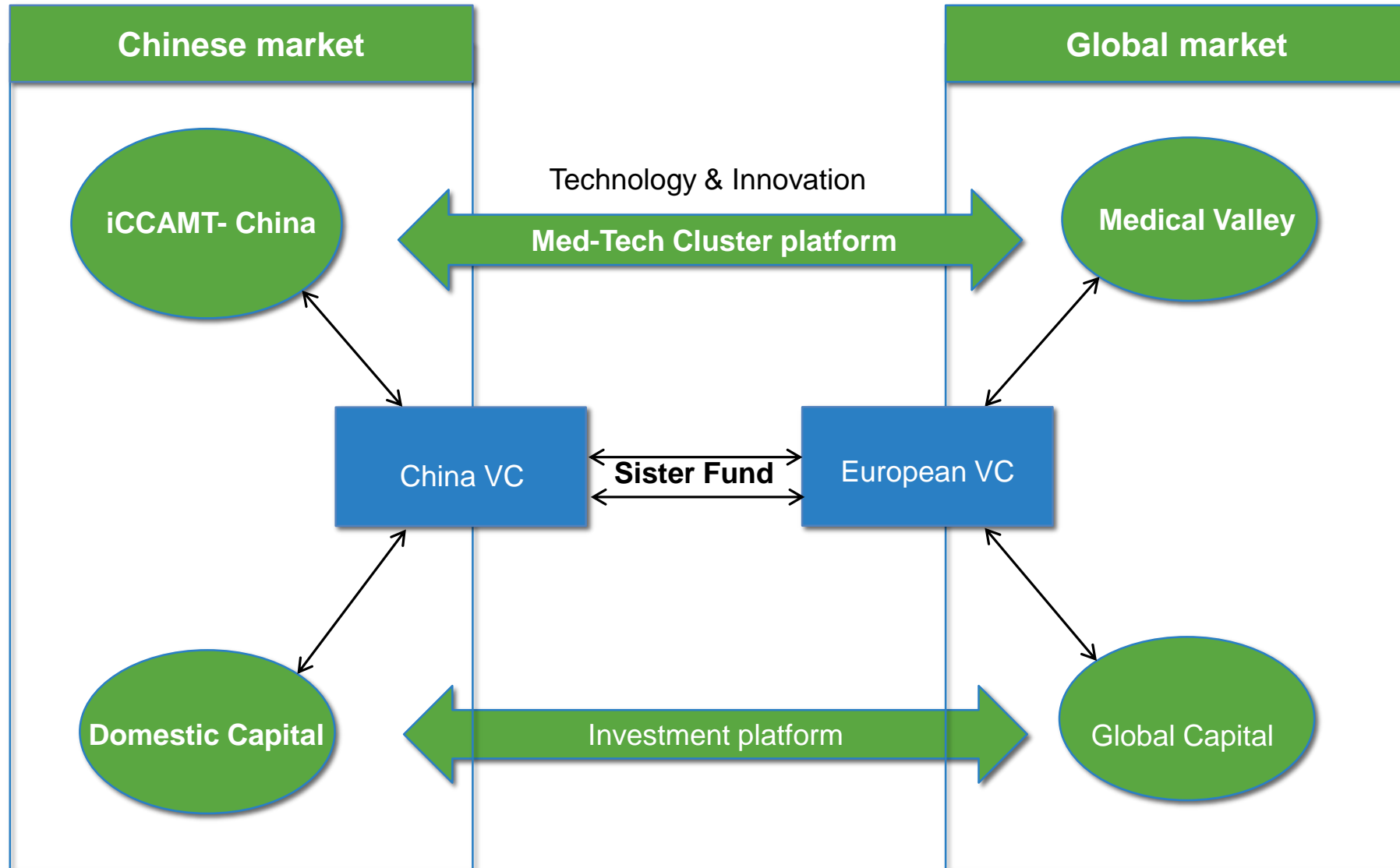
## Spotlight on Jiading:

- Trend of MedTech investment
- Partnering opportunities with global MedTech clusters
- Cross-border healthcare transactions
- Advanced medical service group
- Track of latest MedTech technology





# Comprehensive system combining med-tech cluster innovation & international investment





## Sister Venture Capital funds partner of Europe: **Robert Bosch Venture Capital GmbH**

RBVC invests in seed, early-, and late-stage Venture Capital rounds and participates in the follow-on investments in privately held companies. Our typical aggregate investment allocation per portfolio company ranges, including follow-on investments, typically between EUR 6 and 15 million for usually a 10 to 25% equity position in each company. We prefer to syndicate our investments with existing or new investors in the company and can take the lead as necessary. In addition, RBVC invests in select regional or industry-specific independent VC funds.

### Focus Areas

#### Automation & Electrification

#### Energy Efficiency

#### Enabling Technologies

#### Healthcare

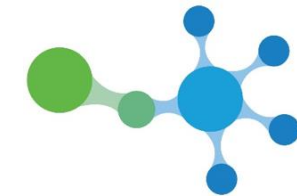
#### Services / business models

### Healthcare

- Medical devices and components (e.g. renal or diabetes care, cardiology, etc.)
- Molecular diagnostics (in particular "Lab-on Chip")
- Connected devices for health, and safety, etc.



Sister Venture Capital funds partner of China: *Shanghai Jiading Venture Capital Management Co., Ltd.*



Microchips  
&  
IoT

New Energy  
Vehicles  
&  
Smart  
Driving

Intelligent  
Manufacture  
&  
Robotic  
Industry

High-end  
Medical  
Device  
&  
Precision  
Medicine

Jiading Venture Capital Management Co., Ltd. (JDVC) is one of the best governmental VC management firm in China. JDVC are investing 10B CNY (1.3B EUR) to four industry fields: Microchips & IoT; New Energy Vehicles & Smart Driving; Intelligent Manufacture & Robotic Industry; High-end Medical Device & Precision Medicine.

Apart from direct investment. JDVC is also investing other VC fund as FOF LP.

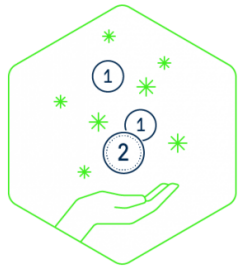


## Sino-EU crowd financing platform: **Aescuvest - Touhu**

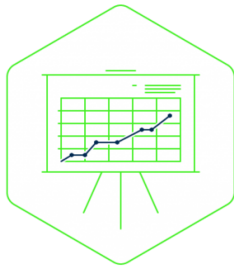


Aescuvest is the first German crowd funding platform focus on German-speaking healthcare market.

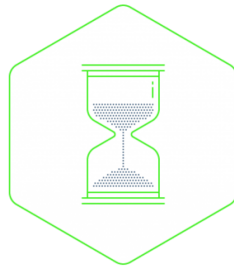
Since April 2017 Aescuvest starts Sino-German projects with Touhu for larger market to enhance medical technology start-ups.



annual basic  
interest rate



final bonus  
interest + exit  
participation



3-5 years

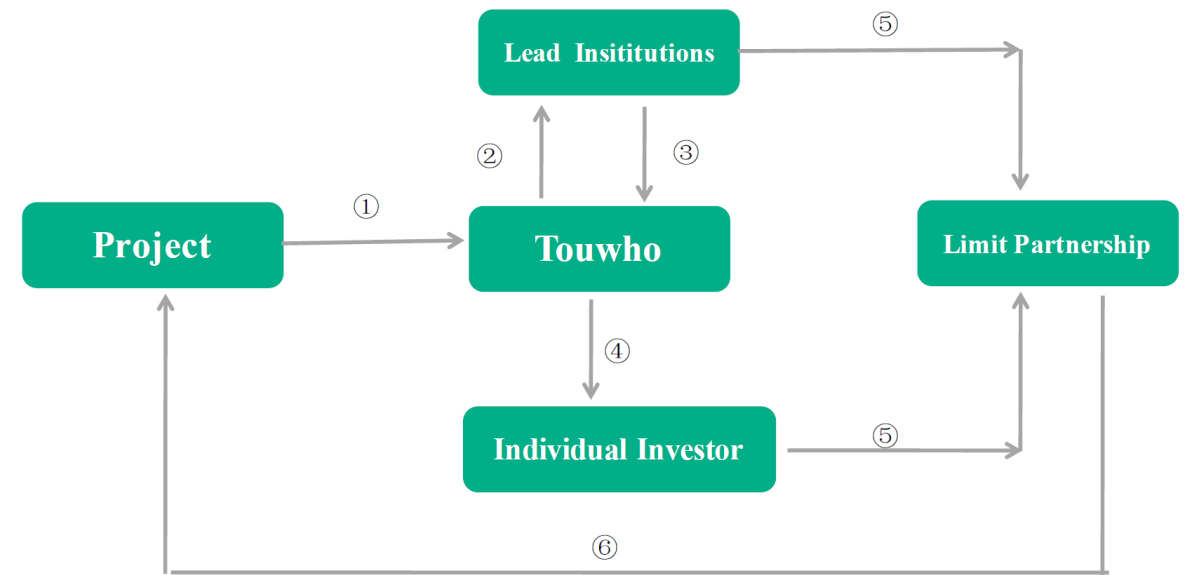


precise daily  
interest rate



Established in 2015, Touhu is a Chinese internet PE platform mainly focus on medical care & technology .

Until the end of 2016, Touhu has already invested 5 projects with total volume of 230M CNY ( ~ 31M EUR )





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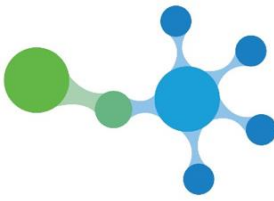
Founders

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# Team members

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**Dr. Hui WU**  
**CEO**

**E.V.P.**, Medical Valley GmbH  
**Co-Founder & Co-CEO**, AVIC-Kotler Investment & Management  
**Deputy General Manager**, Div. Strat. Dev., AVIC International.  
**PhD**, University of Heidelberg, DE  
**MSc**, Uppsala University, SE



**Jon WEI**  
**Co-CEO**

**Head of Healthcare Business**, Bosch Smart Life, China  
**Marketing Development Manager**, West Pharmaceutical Services  
**Product Manager**, Thermo Fisher  
**MBA**, BI Norwegian School of Management & Fudan Uni.  
**MSc**, 2nd Military Medical University



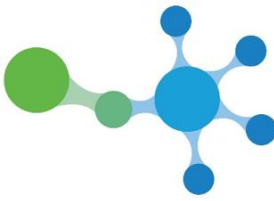
**Kelvin HUANG**  
**Assoc. GM**

**Director of Int'l Collaboration**, AVIC-Kotler Invest. & Manag.  
**Project Manager**, Mars Engineering  
**MSc**, University of Tennessee in USA,



**Sean CHEN**  
**Assoc. GM**

**Director**, Oxford University Innovation and GTA DATA LTD.  
**PhD Candidate**, University of Leuven, BE, in Artificial Intelligence & Bioinformatics,  
**MSc**, University of Leuven. BE



# Team members

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**Qian Wang**  
VP of Investment

**Associate**, Finance devel. program, Novartis, CH  
**Associate**, EQT Partners, SE  
**BD Manager**, STING Capital, SE  
**Analyst**, McKinsey & Company  
**MBA**, INSEAD, FR



**Leon SONG**  
VP of Smart Tech.

**Senior Tech Consult.**, Bosch China  
**Research Fellow**, Shanghai Institute of Microsystem and Information Technology, Institute of Intelligent Machines, CAS  
**MSc.** Detection Technology and Automatic Equipment, CAS



**Felix LI**  
Director

**Consultant**, ChinaBio  
**BSc**, Wuhan University



**Vanessa LIU**  
Director

**Product Specialist**, Mindray  
**Business Trainee**, Medtronic  
**BM**, Shanghai Medical College of Fudan University  
(Based in Germany)



**Kaya ZHAO**  
Director

**Junior Manager Programme** Bosch China  
**Ms.** Fudan University,



# Advisory board

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Prof. Dr. Erich R. Reinhardt

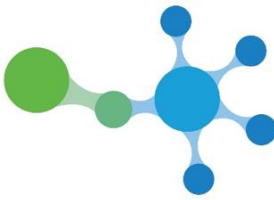
President of Medical Valley GmbH  
former CEO of Siemens  
Healthcare



Dr. Yudong Chen

President of Bosch (China)  
Investment Ltd.

More advisory board members invited or to be invited  
(Coming soon),

[illegible]