

Invitation au Forum d'investissement Franco-Chinois dans la filière Santé

Deloitte France en partenariat avec l'Association d'investissement Europe-Chine ont l'honneur de vous convier à son forum d'échanges économiques entre la Chine et la France sur la filière de la santé.

Ce forum abordera le thème :

« Partenariat gagnant-gagnant dans la filière santé entre la France et la Chine »

Date : le 19 Mai de 10h à 12h

Lieu : Amphithéâtre Deloitte, 136 Avenue Charles De Gaulle, Neuilly-sur-Seine

Pays le plus peuplé du monde, la Chine a enregistré une croissance à deux chiffres dans les soins de santé depuis plusieurs années. La demande croissante de soins de qualité par la classe moyenne et le vieillissement de la population continuera à créer des opportunités pour groupes du secteur souhaitant s'implanter ou se développer en Chine. Face à un marché chinois incontournable, la filière santé française, fort de son excellence mondiale est amené à réfléchir sur le mode de partenariat avec leurs partenaires chinois.

Une délégation chinoise composée des experts sectoriels et des dirigeants des sociétés du secteur vous exposera son besoin et les opportunités des industries de santé en Chine. De prestigieux intervenants, politiciens, conseillers ou encore témoins de la coopération du secteur santé avec la Chine vous proposeront d'expliquer les enjeux du partenariat gagnant-gagnant :

M. Jean-Marie Le GUEN	Secrétaire d'État auprès du ministre des Affaires étrangères et du Développement international, chargé du Développement et de la Francophonie
Mme. Yuanyuan GAO	Ministre Conseillère aux Affaires Economiques et Commerciales près l'Ambassade de Chine en France
M. Yuzhong ZHANG	Vice-Directeur Général de l'Agence de Promotion de l'Investissement du Ministère du Commerce de la Chine
M. Charles BEDIER	Associé Conseil en Fusion & Acquisition de Deloitte France
Mme. Catherine MARCADIER SAFLIX	Directrice Générale, FRANCE SILVER ECO
M. Yonggang LI	Président de l'Europe-China Investment Association

Places limitées, merci de vous inscrire avant le 12 mai 2017 au lien :

<https://goo.gl/forms/wO5vTcFng hafJ9Q23>

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Programme

- 10:00-10:10 Discours d'ouverture de Jean-Marie Le GUEN
 10:10-10:20 Discours d'ouverture de Yuanyuan GAO
 10:20-10:30 Intervention de Business France (à confirmer)
 10:30-10:40 Présentation de l'Agence de Promotion de l'Investissement du Ministère du Commerce de la Chine par Yuzhong ZHANG
 10:40-10:50 Présentation de FRANCE SILVER ECO par Catherine MARCADIER SAFLIX
 10:50-11:20 Table ronde
 11:20-11:30 Clôture de la cession par Charles BÉDIER
 11:30-12:00 Echange libre

Annexe : Liste de la délégation chinoise

No.	Nom	Etablissement	Qualité
1	Zhang Yuzhong	Investment Promotion Agency of Ministry of Commerce of the P.R.C	Deputy Director General
2	Jiao Wei	Investment Promotion Agency of Ministry of Commerce of the P.R.C	Deputy Director of the Pharmaceutical and Chemical Department
3	Gao Chengcheng	Investment Promotion Agency of Ministry of Commerce of the P.R.C	Official of the Pharmaceutical and Chemical Department
4	Chen Hui	Weihai Investment Promotion Center	Deputy Director
5	Song Yifeng	Weihai Investment Promotion Center	Section Chief
6	Sun Ping	Bureau of Commerce of Weihai Economic and Technological Development Zone	Section Chief
7	Yin Zhiwei	Bureau of Commerce of Weihai Economic and Technological Development Zone	Interpreter
8	Shi Yongchen	Jiangmen Sugarcane Chemical Factory (Group) Co.Ltd	President
9	Zeng Shuang	Jiangmen Sugarcane Chemical Factory (Group) Co.Ltd	Manager
10	Fan Yongtian	TianJin President Group Technology Co.,Ltd	General Manager
11	Xu Jian	3SBio Inc.	Deputy Director
12	Li Bin	3SBio Inc.	Manager
13	Li Jian	Tianjin Binhai BETA business consulting Co. Ltd	General Manager
14	Wang Yongjiang	TEDA No. 4 Investment Promotion Bureau	Head of Department
15	Lu Guangjun	Leboo Healthcare Products Limited	General Manager
16	Tang Yonghong	DOING Biomedical Groupe	Vice President

Annexe : Enterprise List and their Needs

Enterprise Name	Jiangmen Sugarcane Chemical Factory (Group) Co.Ltd
Type	private enterprise
Capital Scale (CNY)	100 million-1 billion
Cooperation Intention	<p>Mergers and acquisition:</p> <p>Current investment objectives are: 1.Medicine (including biological medicine, Chemical medicine preparations, and traditional Chinese medicine preparations); mainly prefer the high use level and high incidence of diseases product which in serious illness areas and chronic disease areas. Such as tumor, cardiovascular, cerebrovascular, diabetes mellitus and nervous system.2.Medical equipment (including detection reagent); 3.Cell therapy and at the forefront of technology and development, with good concept and imagination.4.Specialist Hospital</p>
Investment & Cooperation Partner	techniques and products of bio-medicine; medical devices and diagnostic reagents, pharmaceutical enterprises and medical device manufacturing enterprises, medical services (such as hospitals, pension institutions)
Subdivision Field	"Oncology, cardiovascular and cerebrovascular disease, diabetes, neurological system disease
Brief Description of Cooperation Intention	<p>Basic requirements :</p> <p>a) Conform to the above industry direction. The stage of the enterprise can be the start-up period, growth period and mature period.</p> <p>b) The profit cannot be a mandatory requirement if the enterprise belongs to be the R&D of start-up company and has room and scope for growth. Net profit in 2015 is expected to be more than 20million (RMB) if the enterprise is in the growth or maturity period.</p> <p>c) Has a good management team, and the management team is willing to service corporation in the future.</p>
Enterprise Profile	<p>Jiangmen Sugarcane Chemical Factory (Group) Co., Ltd was founded in 1992, and had been listed on the Shenzhen stock exchange in 1994 (Stock abbreviation: Guangdong Ganhua, stock code: 000576). Its predecessor, Jiangmen Sugarcane Chemical Factory, was founded in 1957. In Sep. 2011, the company was restructured to a private holding company from the state holding, and the current controlling stockholder is Delixi Group Co., Ltd., which is in the forefront of the top 500 private enterprises of China. Its tremendous strength brings us the brand-new development opportunities. The company have three major subsidiaries: Guangdong Deli Optoelectronic Co., Ltd, Guangdong Jiangmen Center for Biotech Development Co., Ltd, and Hubei Deli Paper industry Co., Ltd. The company is majorly engaged in the production and sales of the LED epitaxial wafer, chip and yeast products and paper trade. Up to the end of 2014, the company total assets had amount to RMB 1.46 billion and the net assets was RMB 1.02 billion.</p> <p>In future the company will keep on making the current industries stronger and more refined, and expand to health industry step by step. It will march towards the field of medicine/ medical service by taking full advantage of capital markets platform and strive to foster the merged companies to be a local leader company by means of stronger resource allocation. The company devotes to be a conglomerate which has clear structure of main business, strong core competence and outstanding comprehensive strength.</p>

Enterprise Name	3SBio Inc
Type	Sino-foreign joint venture
Capital Scale (CNY)	5 billion-10 billion
Cooperation Intention	Investment cooperation: equity investment, cross-border M&A, setting up R&D center, introducing mature technology and strengthening domestic manufacturing.
Investment & Cooperation Partner	techniques and products of bio-medicine; medical devices, pharmaceutical enterprises and medical device manufacturing enterprises
Subdivision Field	Oncology, diabetes, nephrology, dermatology therapeutics
Brief Description of Cooperation Intention	The Group continues to seek selective merger and acquisition and commercial collaboration opportunities to enrich its existing product portfolio and pipeline so as to provide growth engine for the long term. The Group is collaborating with international partners to develop and market the Group's product candidates, especially in oncology, nephrology, metabolic and dermatology therapeutic areas. The Group aims to continue to focus research and development ("R&D") efforts on providing innovative therapeutics for patients in China and globally.
Enterprise Profile	<p>"3SBio is a leading biotechnology company in China. As a pioneer in the PRC biotechnology industry, the Group has extensive expertise in developing, manufacturing and marketing biopharmaceuticals. The core products of the Group include TPIAO(特比澳), the only commercialized recombinant human thrombopoietin ("rhTPO") product in the world; Yisaipu (益赛普), the first-to-market recombinant human tumor necrosis factor-α receptor II (TNFR) – IgG Fc fusion protein for the treatment of rheumatoid arthritis; and EPIAO (益比奥) and SEPO (赛博尔), recombinant human erythropoietin ("rhEPO") products.</p> <p>3SBio is focused on building an innovative product pipeline. As at 31 December 2016, of the 24 product candidates within the Group's active pipeline, 15 have been developed as National Class I New Drugs in the PRC.</p> <p>3SBio manufacturing capabilities include recombinant proteins, monoclonal antibodies and chemically synthesized molecules, with production centers in Shenyang, Shanghai, Hangzhou, Shenzhen and Como, Italy.</p> <p>The Group's extensive sales and distribution network in the PRC was supported by approximately 1,929 sales and marketing employees, covering the oncology, rheumatology, nephrology, metabolic and dermatology therapeutic areas. The Group's sales team covered approximately 7,800 hospitals and medical institutions, reaching all provinces, autonomous regions and special municipalities in the PRC.</p> <p>TPIAO, Yisaipu, EPIAO, SEPO and some of the Group's other products are exported to a number of countries through international promoters. 3SBio is actively pursuing international expansion through acquisition, licensing and partnerships.</p>

Enterprise Name	Tianjin Tongyi Group Technology Co., Ltd
Type	private enterprise
Capital Scale (CNY)	230 million
Cooperation Intention	Trade cooperation
Investment & Cooperation Partner	Healthcare
Subdivision Field	cardiovascular and cerebrovascular disease, diabetes
Brief Description of Cooperation Intention	With the development of the society, pollution has become more and more serious. Health nowadays is one of the hot topics of human society. Tongyi Group in the recent years is entering the field of healthcare product and hopes to bring quality product to consumers. The company expects to find good partners in this visit and to build up trade cooperation and talent exchanging with reliable partners in France and Israel.
Enterprise Profile	<p>Tianjin Tongyi Group is a private joint-stock enterprise with 80 million RMB of the registered capital and 230 million RMB of gross asset. The company has 23 branches and a research center located in USA, Canada, and Romania. The company integrates researching, manufacturing and trading and has more than 300 million RMB of the annual sales revenue.</p> <p>Tianjin Tongyi Group Technology Co., Ltd is a wholly-owned subsidiary of Tianjin Tongyi Group. It has 3 million RMB of the registered capital, with business mainly in import and export.</p> <p>Business scope: international trade, real estate, building materials, healthcare products, wine, beverage, transportation and coal, pet products and toys.</p> <p>With the understanding of healthcare, more and more Chinese tend to buy healthcare products to keep their body in good condition. As the market demand is expanding, the company is gradually entering the market of healthcare products. It is committed to providing the consumer with the best products and conveying the idea of healthcare. The company expects to find good partners in market expanding, research and development.</p>

Enterprise Name	Leboo Healthcare Products Limited
Type	private enterprise
Capital Scale (CNY)	100 million-1 billion
Cooperation Intention	<p>Investment cooperation:equity investment, cross-border M&A,setting up R&D center, renting warehouse, participation in bidding and in hospital purchasing.</p> <p>Trade cooperation:Products trade with local agent and retail dealer.</p> <p>Technical cooperation:Medical technique cooperation and new medical product R&D</p>
Investment & Cooperation Partner	<p>"Medical device technology and products, medical device manufactuer,</p> <p>Medical service projects (such as hospitals, pension institutions</p>
Subdivision Field	To provide protective medical articles and sterile disposable products to operating room relating with oncology, cardiovascular and cerebralvascular, gynecology, pediatrics and ophthalmology.
Brief Description of Cooperation Intention	<ol style="list-style-type: none"> 1. Seeking some medical cooperation with local government, to give the biggest assistance on the healthcare industry. 2. Cooperate with Local distributor/ vendor. 3. Participate in tenders for hospital supplies. 4. Cooperate with Israel companies on Medical Advanced Technology or New medical products R&D.
Enterprise Profile	<p>Leboo is a leading ISO and CE certificated manufacturer of medical disposable supplies,such as surgical packs, surgical gowns, protective apparels, dental and hygiene products, that are widely used in hospitals, clinics, laboratory, food industry etc.Leboo has have one 5600 m² clean room and one nonwoven& PE factory, with total area of 15 800 m² in Hubei, China.</p> <p>Leboo factories are equipped with 210 three-stitch sewing machines, 86 flat sewing machines, 30 sets of five-stitch sewing machines, 45 sets ultrasonic seam machines and 10 facemask machines etc. The monthly production capacity is more than 100 containers.</p> <p>Leboo always put highest focus on quality control. Except the international certificates, such as FDA, ISO and CE certificates. The company still has EN 13795 and food contact certificates for raw material.</p> <p>Leboo has rich experience on OEM service. The sales office and R&D department is in Beijing, with 75 professional employers. The logistics department is an efficient team, with well organized each order, providing strong support on timely delivery.</p> <p>In this filed for more than 10 years, Leboo products have been exported to 200+ customers from 70+ countries, especially the main market in Europe, Russia, Middle east, Australia, South America, Africa etc. The company has established high reputation with stable price, reliable supply as well as excellent quality and services.</p>

Enterprise Name	DOING Biomedical Groupe
Type	private enterprise
Capital Scale (CNY)	N/A
Cooperation Intention	Investment cooperation:equity investment, cross-border M&A,setting up R&D center, renting warehouse, participation in bidding and in hospital purchasing. Trade cooperation:Products trade with local agent and retail dealer. Technical cooperation:Medical technique cooperation and new medical product R&D
Investment & Cooperation Partner	N/A
Subdivision Field	N/A
Brief Description of Cooperation Intention	N/A
Enterprise Profile	N/A

Enterprise Name	Tianjin Binhai BTEA Business Consulting Co., Ltd.
Type	State-owned enterprise
Capital Scale (CNY)	N/A
Cooperation Intention	The main function of our company is to assist the local government in attracting investment and to promote the enterprises to invest in China. BETA provides related consulting services to help enterprises communicate with government bodies. It is also committed to solving problems that enterprises confront when setting up their factories or operating business in China, especially policy related issues. BETA itself has no functions in investment, trading, or research. It hopes to have more communication with the bio-medicine, medical device and other industries which are interested in investing in China, especially in Beijing, Tianjin and Hebei region.
Investment & Cooperation Partner	N/A
Subdivision Field	N/A
Brief Description of Cooperation Intention	N/A
Enterprise Profile	"Tianjin Binhai BTEA Business Consulting Co., Ltd. is a state-owned company under the management of No.4 Investment Promotion Bureau of Tianjin Economic and Technological Development Zone (TEDA). It currently has 8 employees. BETA assists the Investment Promotion Bureau in carrying out the investment promotion related business, includes: (a) Execution of investment promotion in biomedical industry, high-end textile industry, energy saving and environmental protection industry, machinery and equipment industry, etc. To organize and implement professional investment promotion events. (b) Develop and maintain sources of investment project from all levels of government, enterprises, and intermediary agencies to prosper the regional economy. (c) Reception, follow-up, communication and negotiation with delegation from domestic and abroad.