

MedTechWorld

**MEDTEC**

*China*

**第十届中国国际医疗设备设计与  
技术展览会 · 中国**

**2014** | **展后报告**  
Post Show Report

2014.9.25-26

上海世博展览馆2号馆

Shanghai World Expo Exhibition & Convention Center



UBM

[www.medtecchina.com](http://www.medtecchina.com)

# 展会概况 Overview

2014年9月25-26日，第十届国际医疗设备设计与技术展览会·中国（MEDTEC China）成功在上海举办。本次展会的专业观众数量刷新历年记录，为期两天的展会共接待来自13个国家和地区的10,203名专业观众，同比增长近28%。其中54%为预登记观众，也凸显了行业内观众对于MEDTEC中国展的重视与极高的参与热情。

On September 25-26, the 10th edition of MEDTEC China (Medical Device Design & Manufacturing Exhibition) in China has been successfully held at Shanghai World Expo Exhibition & Convention Center, setting a number of new records in terms of overall scale, number of visitors and exhibitors. The two-day event attracted 10,203 professional visitors from over 13 countries and regions, representing an increase of nearly 28% versus last year, which is a reflection of the importance and high level of enthusiasm of these professionals.

今年上海世博展览馆云集了创纪录的265家来自25个国家和地区的参展企业，较上届展会增长12%，其中超过70家企业是首次参展的展商。其中包括弗伯哈精密模具、乐嘉文包装、Puracon, AMETEK、Molex Far East South, Elcam、STI laser, 肖特利模具, Teknor Apex, 特瑞堡密封系统以及中国大陆的江苏常美、上海微创、江天精密、深圳朗医、上海睿度等。

In 2014, a record 265 exhibitors from 25 countries and regions gathered at the Shanghai World Expo Exhibition & Convention Center, an increase of 12% versus last year, of which more than 70 exhibitors participated for the first time, which include FOBOHA, Rieckermann Paktech, Puracon, AMETEK, Molex Far East South, Elcam, STI laser, SCHÖTTLI, Teknor Apex, Trelleborg Sealing Solutions, Jiangsu Changmei, MicroPort Surgical, JT Mold, Lonyi Medcath, Shanghai Ruidu Photoelectric etc.

参展商对于2014 MEDTEC中国展的满意度和推荐指数分别为88%和90%。为期两天的展会结束后，2015年MEDTEC中国展 75%的展位已被现场预订，彰显了行业内企业对MEDTEC中国展商业价值的高度认可，也是对于中国医疗市场的认可。挥别10年，2015年9月22-24日，作为对行业内的反馈，MEDTEC中国展将展期延长为三天。

Exhibitor's satisfaction and recommendation indices for MEDTEC China 2014 were extremely high at 88% and 90% respectively. 75% of the exhibition booths available for the 2015 edition were booked onsite. MEDTEC China's business value and Chinese's huge market are highly recognized by the exhibitors.

In 2015, MEDTEC China will enter its second decade, and continue to expand the scale of the show, which will be extended to three days and held at Shanghai World Expo Exhibition & Convention Center during September 22-24, 2015.

展览面积 Floor Space: 12,000 m<sup>2</sup>  
 观众数量 Visitors Onsite: 10,203  
 展商数量 Exhibitors: 265

## 2014参展商 (部分)



主办单位  
ORGANIZED BY



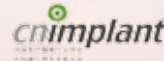
合作单位  
PARTNERING WITH



独家协办单位  
EXCLUSIVE CO-ORGANIZER



荣誉支持单位  
HONORABLE SUPPORTING ASSOCIATIONS



支持单位  
SUPPORTED BY



支持媒体 SUPPORTING MEDIA



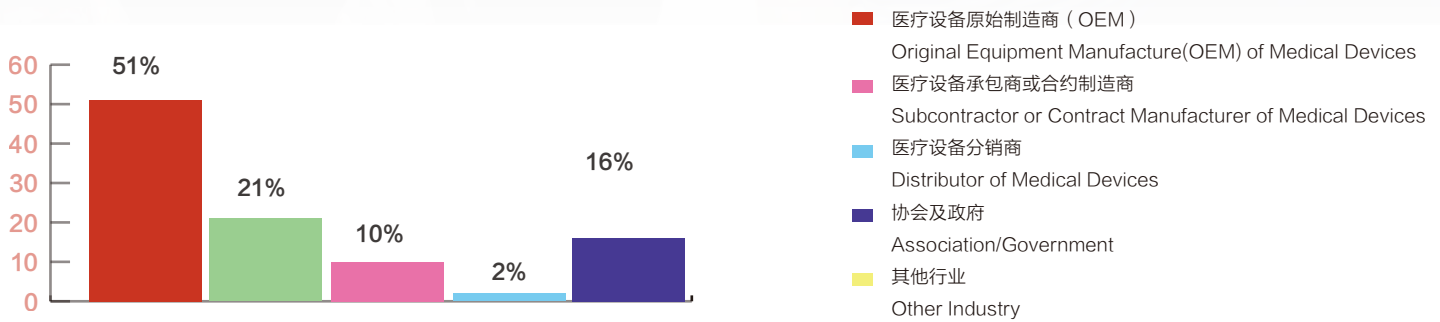
## 2014 观众反馈 Visitor Feedback

MEDTEC中国展进行了观众问卷调查和数据分析，其中绝大多数观众对展会给予了积极的肯定。  
MEDTEC China received overwhelming positive feedback from satisfied visitors.

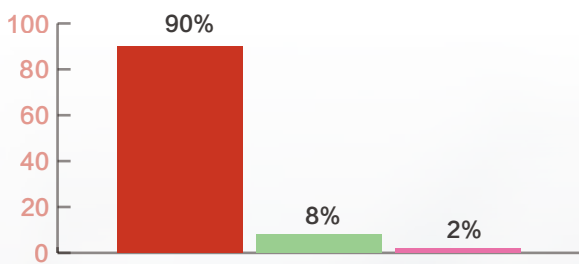
**95%** 的观众对MEDTEC中国展2014的总体印象表示满意  
of visitors were overall satisfied with MEDTEC China 2014

**92%** 的观众会推荐他们的朋友、同事和行业伙伴参加MEDTEC中国展2014  
of visitors indicated they would recommend their peers to participate in MEDTEC China 2014

### 参观者公司业务类型 Visitor Breakdown by Company Type

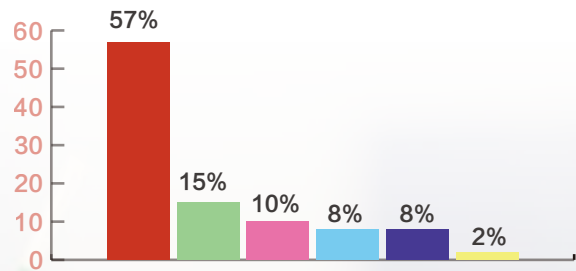


### 参观者分类—按地区 Visitor Breakdown by Region



- 90% From China  
中国
- 8% From other countries and regions in Asia  
其他亚洲地区
- 2% From outside Asia  
亚洲以外地区

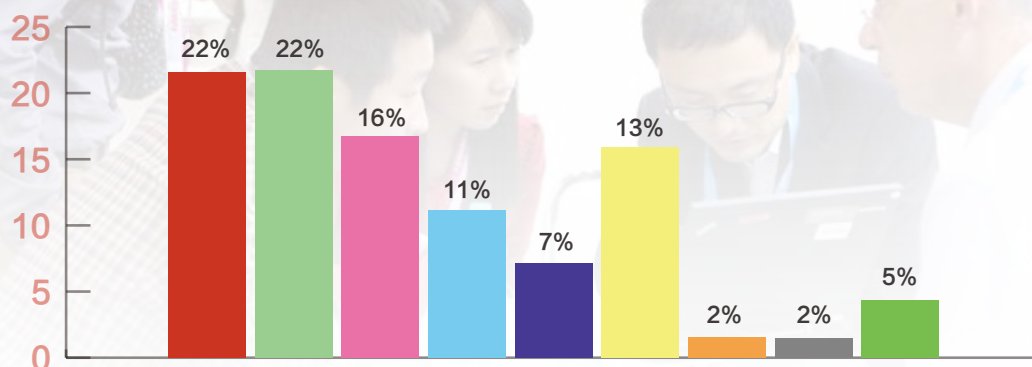
### 参观者分类—按工作职能 Visitor Breakdown by Job Function



- 57% R&D / Design / Manufacturing  
设计研发及制造
- 15% Procurement / Project Engineering  
采购/项目工程
- 10% QA / Testing  
质量监控/测试
- 8% Sales / Marketing  
销售/市场
- 8% General / Corporate Management  
管理人员
- 2% Others  
其他

## 参观主要目的

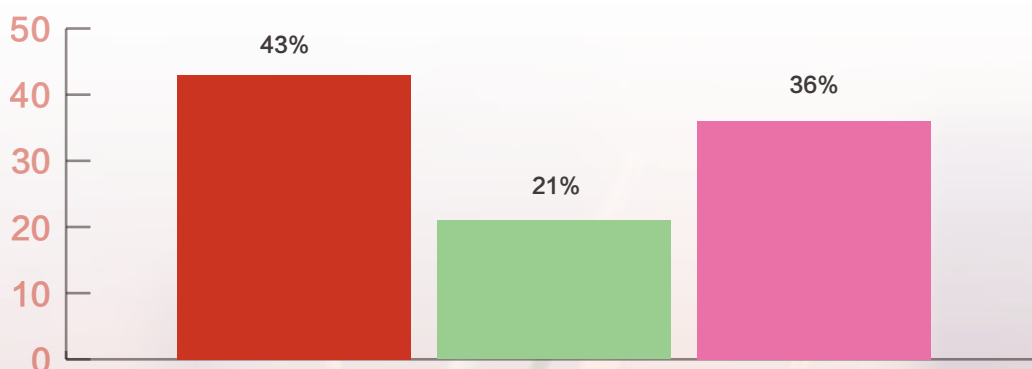
The Primary Objectives of the Visitors at MEDTEC China 2014 were to



- 建立新联系  
To make new contacts
- 寻找新的供应商  
To find new vendors
- 为了行业交流&感情联络  
For networking purposes
- 探讨市场上的新产品  
To learn about new products
- 为寻求具体问题的解决方案  
To find solutions for specific problems
- 为采购决定而搜集资料  
To gather information for a purchasing decision
- 评估是否参加下一年展会  
To evaluate exhibiting in the future
- 进行采购活动  
To make a purchase
- 其他  
Other

## 观众在购买决策中的作用

The Visitors' Role in Purchasing



- 作为决策者  
Decision makers
- 作为采购建议/影响者  
Advisors/Influencers
- 其它  
Others

# 2014展会亮点 2014 Highlights

## 十周年开幕庆典 The 10th Anniversary Opening Ceremony



MEDTEC中国展的发展离不开长期以来支持的参展商和合作伙伴。在十周年开幕庆典上，MEDTEC中国展特别为陪伴MEDTEC十年成长的18家展商包括3M, ACME, Amcor, 杜邦, Fort Wayne Metals, GW Plastcis, Machine Solutions, Medplast, Meko Laser, 耐普罗, Optinova, Porex, Precision Extrusion, Prent, Smiths Connectors, Tornos, Wipak, Zeus颁发了感谢奖牌，以及上海浦东医疗器械贸易行业协会、中国医疗器械行业协会外科植入物专业委员会以及中国塑料加工工业协会医用塑料专业委员会3家支持机构。

MEDTEC China's development is inseparable from the long-term support extended by exhibitors and partners. At the opening ceremony, MEDTEC China recognized this fact through the awarding of medals for 18 exhibitors boasting one decade's companionship, including 3M, ACME, Amcor, DuPont, Fort Wayne Metals, GW Plastics, Machine Solutions, Medplast, Meko Laser, Nypro, Optinova, Porex, Precision Extrusion, Prent, Smiths Connectors, Tornos, Wipak, and Zeus, as well as three supporting associations including Shanghai Pudong Medical Device Trade Industry Association, the Committee for Surgical Implants—China Association for Medical Devices Industry, and the Medical Plastic Professional Committee of the China Plastic Processing Industrial Association Council.

## MEDTEC INVESTMENT SUMMIT

## MEDTEC医疗创新产业投融资峰会 MEDTEC Investment Summit 2014

大会在开幕前一天首次举办了“2014 MEDTEC医疗创新投资峰会”，众多国内外知名专家、学者就植入介入类医疗器械与材料创新、诊断试剂与设备、移动医疗、医疗行业并购等专题进行探讨，共有150多名参会者前来现场聆听演讲和互动交流。One day before the exhibition on September 24, the 2014 MEDTEC Investment Summit invited many well-known experts and scholars to discuss implant interventional medical devices and materials innovation, diagnostic reagents and equipment, mobile health, medical industry mergers and acquisitions with over 150 attendees.

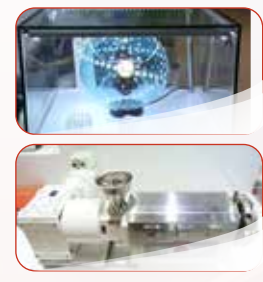
## 创新技术论坛与法规峰会 MDIT Forum & Regulation Summit



展会期间，以往备受好评的医疗器械创新技术论坛和法规峰会在展会同期继续成功举办，聚焦行业热点话题的高质量研讨会，吸引了200多名专业人士前来参会，就中国及国外法规更新与实施、医疗器械设计创新、新材料运用、风险管理与质量控制等话题进行了深入的探讨。The traditional high-quality Medical Device Innovative Technology Forum & Regulation Summit was successfully held during the exhibition, focusing on hot topics such as Chinese and foreign regulation updates, design innovation, new materials and risk management. The Summit attracted over 200 professionals.

### 会议话题涵盖 Topics covered

- 中国法规更新与实施解析 Chinese Regulatory Updates & Implementation
- 医疗器械设计创新 Design & Innovation of Medical Device
- 新材料运用 Application of New Materials
- 国外法规更新与市场准入 Overseas Regulatory Updates & Market Access
- 风险管理与质量控制 Risk Management & Quality Control



## 新技术演讲 New Technology Session



Lubrizonl, 斯泰隆, 苯领高分子, 拜耳, Porex, 台州迈得, Pulse, MeKo Laser Material Processing, Ximedica以及Zeus等10家公司分享了最新的技术以及行业发展趋势, 引众多观众驻足聆听。

Over 10 companies including Lubrizonl, Styron, Styrolution, Bayer MaterialScience, Porex, Taizhou Maider, HnG/Pulse, Meko Laser Material Processing, Ximedica and Zeus shared their new technologies and insights on industry trends, which attracted many visitors stopping by.

## 医疗设计卓越奖 (MDEA) 展示区 Medical Design Excellence Awards Display Zone



全球医疗设计卓越奖MDEA展示——展会现场, 有着16年历史的UBM医疗技术行业大奖'全球医疗设计卓越奖MDEA' 2014年33个极具创意的获奖产品进行展示, 观众可以通过视频更加具体地了解创新设计理念, 洞悉全球最领先的发展趋势。

33 creative award-winning products from the 2014 MDEA were displayed onsite, and visitors were able to learn about innovative ideas via video and gain inspiration.

## MEDTEC China创新区 Innovation Zone



首次特别设立的医疗创新区与各大高校科研单位、初创企业进行合作, 上海交通大学、上海大学、东南大学以及伊森医药科技展示了其研发成果和课题, 与企业沟通洽谈合作, 将高校科研成果真正投入市场。今后, MEDTEC将继续加大在创新领域的合作与拓展, 真正打造成为产、学、研交流的平台。

MEDTEC China set up a special innovation zone with the cooperation of universities and research institutes such as Shanghai Jiaotong University, Shanghai University, and Southeast University to present their research achievements, thereby promoting communication among manufacturers, suppliers and research organizations.



## 质量聚焦专区 Quality Focus



首次设立的质量聚焦专区也颇受好评，该展区聚集了博士视听系统、Camstar、英斯特朗、Minitab、MR:Comp以及中国质量俱乐部等医疗器械质量控制领域的专业公司，并带来了众多技术分享以及对医疗器械从业人员进行的质量专场培训。  
The Quality Focus area, established for the first time, also proved to be popular among QA/QC professionals. Leading companies such as Bose, Camstar, Instron, Minitab, and MR:comp delivered four presentations while the China Quality Club provided special medical device quality training.



## 新加坡展团 Singapore Pavilion



2014年，由新加坡精密工程模具协会SPETA组织的新加坡展团继续亮相MEDTEC中国展，其中包括JMEDTECH、Dou Yee Enterprises(S)、PCI Ltd、DNIV International、Yangbum Engineering、Autec Solutions以及Univac Precision Engineering等领先供应商。  
In 2014, Singapore Pavilion organized by Singapore Precision Engineering & Tooling Association (SPETA) continue to appear at MEDTE China, including leading suppliers as JMEDTECH, Dou Yee Enterprises(S), PCI Ltd, DNIV International, Yangbum Engineering, Autec Solutions and Univac Precision Engineering



- “这次是我们第一次参加MEDTEC展会，我们是一家在生物医疗技术领域融合超声波技术和自动化微纳米技术的科技型公司，目前国内正面临着诸如医用球囊、血管支架等心血管植入式装置的表面药物均匀涂覆等问题，但却没有良好且药物利用率高的喷涂方案，因此我们的产品在领域内有较大的需求并且相信此需求在可见的将来不会减退。正因如此，我们在展览中遇到了不少优秀的具潜质的客户。对我们而言，这是一个非常值得参与的展会，并深信此次参展对我们来说是个有利的投资！”

朱军辉，销售及市场经理，苏州微赛智能科技有限公司

This is our first time to exhibit at MEDTEC China. Weisaitec is a high-tech enterprise integrating automation, micro-nano technology and ultrasonic technology in the field of biological medical.

At present there are some challenges for drug coating of cardiovascular implantable devices such as medical balloons and stents in China, which will bring increased demand for our products that will continue to increase for the foreseeable future. Thus we met a lot of good potential customers at MEDTEC China. **It was very worthwhile for us to participate and I believe it's a good investment.**

Junhui ZHU, Sales & Marketing Manager, Weisaitec

- 非常棒的展会，能够为我们带来高质量的客户，展会组织一如既往地给力，强烈推荐！2015年再见！

Another excellent show delivering **high quality leads** for Vascutek OEM. Show organization is always perfect. Highly recommended – see you next year!

Jim Veitch, OEM Business Manager, Vascutek Ltd

- 专业性强；参展的厂商和参观观众，都是行业内技术/研发的资深人士。沟通方便，对口；客户覆盖面广。参展商以及参观观众来自全国各地以及世界各国，带来的商机/技术/服务等机会很多。

杜群祥，销售经理，毕玛时软包装（苏州）有限公司

**Very professional:** the exhibitors and visitors were mainly senior technical and R&D professionals, which is very convenient for us when it comes to communication; the exhibitors and visitors were from all over China and different countries, which bring many business opportunities.

Qunxiang DU, Sales Manager, Bemis Suzhou

- 我们很高兴从2009年就参与了MEDTEC中国展，可以看到参与者的数量年年增多以及更多的观众。借此机会感谢MEDTEC中国展的主办方举办了如此成功的展会。

We are glad to have been part of MEDTEC China since 2009. We could see that the number of participants had increased over the years and we are also seeing more visitors attending the show. I would like to take this opportunity to thank the organizer of MEDTEC China for a successful show.

Damien Teo, Asst. General Manager, DNIV International Pte Ltd

- 在MEDTEC中国展会为我们提供接触潜在客户并与现有客户维护联系的便利途径。对我们来说，这个展会可以让我们轻松赢得来自亚洲目标市场的客户和订单。

The MEDTEC China offers us an easy and simple possibility to come up or stay in contact with potential and existing customers. For us the fair is **an inexpensive way to win with little effort new customers and orders** from the target market of Asia.

Mr. Lüdger Grünewald, CIO, FLG Automation AG – Germany

- NGL是第一次参加MEDTEC中国展，非常满意，两天的展会日程很紧密。我们见到了很多国际化公司，中国本土制造商及潜在合作伙伴。技术方面，我们也通过与观众的交流了解具体的市场趋势和需求。此外，展会组织不错，团队非常灵活并且给予支持。我们决定参加明年的MEDTEC中国展。

As a first participation for NGL, MEDTEC China 2014 has been for us **a real satisfaction**, the 2 days show has been intense, as we had almost no time to walk around. We have been able to meet international companies, several Chinese Manufacturers & possible partners. On the technical part, we have also been able to identify specific trends and needs.

Good organization, flexibility & supportive team, that's all what we expect from this kind of Show. We have decided to participate to this fair on next year.

Ronan Collet, Business Development Manager, NGL Shanghai

- 这是Quadrant时隔几年再次参加MEDTEC中国展，这届展会非常成功，不仅参展商更加多元化，观众也对我们的产品和解决方案非常感兴趣。2015年我们将继续参展。

Quadrant has not participated the MEDTEC for several years, but I thinks **this year is very successful** as not only the exhibitors become more diverse, but the visitors show great interests to our products and solutions as well. We will participated MEDTEC 2015 again.

Peter wan, Business development manager, Quadrant Engineering Plastics Products



Indo-MIM公司参与好几届UBM集团在美洲、欧洲和亚洲的医疗器械制造类展会，观众的质量和数量都有不断的提升。MEDTEC中国展是医疗器械制造业领先技术的展示平台，来自全球领先医疗器械制造商汇聚一堂。全球领先制造商以及中国顶尖医疗器械制造商的高级研发人员和采购者参观了我们的展位，明年我们期待在MEDTEC中国展有更大的展示。

We have participated in UBM Cannon group Medical Device manufacturing exhibitions in the Americas, Europe & Asia for several years and have seen considerable improvement in the quality and number of visitors. MEDTEC China is a leading platform for new & leading technologies in Medical Device manufacturing and attended by both senior & junior professionals from world's leading MD companies.

Senior R&D & purchasers from world leaders as well as top Chinese MD companies visited our booth. We look forward to having **an even bigger presence in next year's MEDTEC China 2015.**

*Akhiljit Wangkheimayum, Chief Representative, China Technical Sales office, Indo-US MIM Tec Pvt. Ltd*

MEDTEC中国展会为我们提供了将我们的医疗产品和设备展示该领域内客户的平台，带来了**许多潜在的商业合作机会**，以及参观者的关注。我们通过本次展会上扩大了品牌影响力。

MEDTEC China provides us a platform for us to show our medical products and machines to related customers in this field which brings us **many potential business cooperative opportunities** as well as much attention from visitors. We expand our brand influence via this exhibition.

*Brent Fausett, President, Vante*

作为中国唯一专注于医疗设计与制造的展会，MEDTEC China给我们提供了一个向行业客户展示新产品、新技术和公司实力的机会。今年我们作为亚洲区代表，携17家美国公司的产品和设备参加了MEDTEC中国展，新颖的产品和先进的技术吸引了众多参展商的驻足，也获得了一些潜在的合作机会，**收获颇丰**。

*王莲，市场经理，加拿大HnG医学技术有限公司*

As China's only exhibition focusing on design & manufacturing, MEDTEC China offers us opportunities to show our new products and technologies, and our company's strength to the industry. This year as a representative in Asia, we brought 17 U.S. companies to participate, whose innovative products and advanced technologies attracted many exhibitors, and also **gained many potential opportunities to cooperate.**

*Elaine WANG, Marketing Manager, HnG*

MEDTEC中国展会已经被医疗器械行业的客户所认知和认同。目前国内导管行业的客户，都会派出大批的研发、工程、采购人员来MEDTEC展会，寻找上游供应商。

该展会对医疗行业来说，**帮助很大**。设计制造类的专业展会，国内目前较少，而像MEDTEC这么专注的，应该还没有第二家。现有客户的新项目，无论是在原料和设备上，都能在MEDTEC上找到解决方案或者灵感；该展会在制造设计方面，所带来的新信息很好很多。展会期间，关于材料，原料管材设计等的几个专业会议，内容很充实，很有针对性，尤其是在目前医疗器械行业大踏步，客户需要在制造和设计方面需要新鲜血液的时候，这种专业的会议，意义很大。

*曹刚毅，销售，福路明精密管材（北京）有限公司*

MEDTEC China has been well recognized by companies related to the medical industry. Every year many Chinese medical catheter manufacturers will send a large number of research and development, engineering, and procurement staff to MEDTEC China in search of upstream suppliers.

MEDTEC China is **really very helpful for the entire industry**, because there is no second professional exhibition like MEDTEC China which is so focused on design and manufacturing. No matter the material or the equipment, our clients can always find solutions and inspiration for their new projects at MEDTEC China. Besides, this exhibition delivers a lot of good information on design, and there are many professional seminars involving materials and tube design, where the content is substantial and purposeful, especially when companies are demanding new information.

*Gangyi CAO, Sales, Finlumen*

非常荣幸的能够参加2014年MEDTEC中国上海展会，我们收获了很多。虽然这是我们的第一次参展，但是在整个过程之中我们得到了博闻中国工作人员的大力协助，一切进行顺利。

此次展会我们接触到了国内外知名的医疗器械公司以及资深的医疗行业人士，这对我们的医疗器械辐照有了更深的了解和相关信息的掌握。在参会过程中，跟我们直接达成合作意向的医疗器械公司有五六家，有潜在合作意向的也有七八家。祝MEDTEC中国越办越好！

*迟守波，销售部主管，青岛青迈高能电子辐照有限公司*

We're very honored to participate in MEDTEC China 2014, and enjoy very good results. Though this was the first time for us, everything went well with the strong assistance of UBM staff. Via this exhibition we came to know many well-known domestic and global companies and senior professionals, which gained us deep understanding of the medical device irradiation industry. 5-6 companies cooperated with us directly onsite, and there are at least seven potential clients. We wish MEDTEC China even more success!

*Shoubo CHI, Sales Director, Qingdao Qingmai High Energy Electron Irradiation Ltd.*

🌀 展会主办方高效，服务也比较满意；借助此次展会，Merit有机会接触更多的**新客户（超过40家客户）**，同时也从其他展位学习到了很多信息。

The organization was effective, the service was basic satisfactory; Gave Merit a big chance to know more **new customers (more than 40 effective customers)**; Learned more information from the other booths.

*Sky Lu, Business Development Manager, Merit Medical OEM*

🌀 我司连续多年参加MEDTEC展会，今年很高兴MEDTEC特设“质量聚焦”专区，不仅使我们的产品有了更好的宣传和曝光，也使用户能更有针对性地找到我们。尤其是“质量聚焦”技术研讨会，反响热烈，在现场取得了不错的效果反馈，吸引了众多用户前来展台，**极大地促进了我们在MEDTEC上销售线索的收集。**

*蒋敏华，市场主管，英斯特朗*

We have participated MEDTEC China for many consecutive years, this year the specially established Quality Focus area not only increased our products' exposure, but also make easier for the clients to find us, especially the Quality Focus seminar, which achieved good effect onsite. Many clients were attracted to the booth, which greatly **promoted our sales leads collection.**

*Kelly JIANG, Marketing Supervisor, Instron*

## 2014 观众说 Voices of Visitors

体验比较好，领略了全球领先公司的最新产品，丰富了眼界。

*肖海清，中国区业务发展经理，戴固耐*

I had a good experience. I enjoyed the latest products of leading global companies, which enriched my horizons.

*Haiqing, XIAO, Business Development Manager, Dicronite China*

国外参展商较多，新技术产品较多，认识不少以后可以交流的朋友。

*杨路鹏，技术部科员，山东颐兴医疗器械有限公司*

There are many overseas exhibitors, leading technologies and new products. I have met many professionals as friends.

*Lupeng YANG, Technical Staff, Ethan Group*

在2014年  
MEDTEC中国展)开阔了眼界,找到了OEM的合作伙伴。

邢希娟, 质量部部长, 沈阳新智源医疗用品有限公司

**MEDTEC China 2014 broadened my horizons, and I found an OEM partner here**  
*Xijuan XING, Quality Department Head, Shenyang MasTech Medical Device Co., Ltd.*

展会规格比较高,  
管理有序,观众基本都是业内人士。在进行技术交流的同时,亦可以与行业内的朋友交流感情,增进了解,不仅仅是一个专业展会,亦是一个很好的社交平台。唯一遗憾的是两天的时间略显有些短。

时伟, 销售经理, Romaco China

**This is a high-level exhibition with orderly management, and the visitors are mainly professionals in the medical industry. MEDTEC China is not only a professional exhibition, but also an excellent social platform, where I can make technical communication and make friends. The only pity is that the two-day duration is a little bit short.**

*Wei SHI, Sales Manager, Romaco China*

与目标供应商进一步  
洽谈,与现有供应商保持沟通,寻找新的备选供应商。

徐勇, 采购主管, 深圳市新产业生物医学工程股份有限公司

**I had further discussions with our target suppliers (from MEDTEC China 2014) and maintained communications with our current suppliers. Also, we have found several new alternative suppliers.**

*Yong XU, Purchasing Manager, Shenzhen New Industries Biomedical Engineering Co., Ltd.*

MedTechWorld

# MEDTEC China

专注于医疗设计与制造的展览会



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**华南站—深圳** | SHEN ZHEN

**2015.4.20-21**

**深圳会展中心8号馆**



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