



香港醫療及保健器材行業協會 Hong Kong Medical and Healthcare Device Industries Association

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Prof. John Chai 查逸超教授
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Date: 11st August, 2022

Dear HKMHDIA Members,

Invitation to join HKMHDIA MedTech Forum 2022:

"Opportunities in the Greater Bay Area"

On behalf of the Hong Kong Medical and Healthcare Device Industries Association (HKMHDIA), I am writing to cordially invite your company to join and support our HKMHDIA MedTech Forum at the Hong Kong Convention and Exhibition Centre, at 10:00am-18:00pm, on 9th November, 2022. Our objective of this Forum is to create a platform to share and explore the opportunities of medical innovation, the access to and the benefits for our patients via the support from infrastructure and ecosystem of the Greater Bay Area.

We are organising a very informative and professional full day program with the distinguished speakers from GBA and Hong Kong Government Officials, Industry Leading Professionals, Venture Capital, local and overseas innovation companies. We are planning to house 200 or more local attendees physically plus virtual attendance from overseas.

This Forum is an excellent opportunity for your company to exhibit its innovations to the audiences from administrators, medical service providers, medical industries, the public and the media. For the display area, booths are open for applications with different sponsorship packages. The Sponsorship Proposal and Reply Slip are attached for your reference.

The Forum is well on its way of finalisation. We will update you with the final program soon. Registration to attend the program will be further communicated in coming weeks. Stay Tune and save 9 Nov 2022 for the Forum.

Should you have any enquiries, please feel free to contact Cathy Wong at Tel: 852-21910923 or Email: cathywong@medicaldevice.org.hk

Thank you very much for your support and we look forward to your favorable reply!

Yours sincerely,

Martha Hao

Chairman

Hong Kong Medical and Healthcare Device Industries Association



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HKMHDA MedTech Forum 2022: Opportunities in the Greater Bay Area

The Hong Kong Medical and Healthcare Device Industries Association (HKMHDA) will hold our annual MedTech Forum in the HKTDC International Medical and Healthcare Fair 2022 at the Hong Kong Convention and Exhibition Centre on 9th November 2022.

Introduction

In the Meeting Celebrating the 25th Anniversary of Hong Kong's Return to the Motherland, one of the key directives from President Xi Jinping's Address is "The Central Authorities fully support Hong Kong in seizing the historic opportunities presented by our country's development and in aligning with national strategies such as the 14th Five-Year Plan ("The Plan", 2021-2025), the development of the Guangdong-Hong Kong-Macao Greater Bay Area (GBA) and the high-quality development of Belt and Road cooperation. ... fully support Hong Kong in developing more extensive and closer exchanges and cooperation with the world and in attracting more people who aspire to start-up businesses and fulfil their dreams ... in advancing reforms in an active and prudent manner, breaking the impediments of vested interests and fully unleashing the enormous creativity and development vitality of Hong Kong society."

One of the GBA strategies included in "The Plan" is promoting co-operation between Hong Kong and Shenzhen on innovation and technology research and strengthening intellectual property (IP) protection. Hong Kong is named as one of the four "core cities" of the GBA, along with Macao, Shenzhen and Guangzhou.

Specific measures on medical & healthcare technologies includes enhancement of the management of the cross-boundary use of medical data and bio-samples which are needed for R&D. Hong Kong providers will be incentivized to set up facilities on the Mainland through sole proprietorship, joint ventures and cooperation.

The Market

The Guangdong (GD) Province is the southern gateway of the People Republic of China. Its GDP in 2020 is over USD 1.6 trillion which ranked 11th Worldwide between Canada and South Korea.

The Greater Bay Area (GBA) surrounding the Pearl River Delta is the heart of GD with over eighty millions of population. GBA consists of 11 cities including two special administrative zones (Hong Kong & Macau) and nine mainland cities (Guangzhou, Shen Zhen, Dongguan, Zhuhai, Foshan, Huizhou, Zhongshan, Jiangmen and Zhaoqing) which are the hub of advanced manufacturing and innovative technologies.

The population and the infrastructure of GBA provides huge opportunities for import of medical technology, commercialisation of innovations, platform for entrepreneurship and breeding ground of R&D.

Hong Kong is the gateway of GBA with secure financial infrastructure and multinational connections, it is important for the medical and healthcare device development stakeholders from both Hong Kong and overseas get hold on this "much richer than Silicon Valley" (Note 1) platform and contribute as part of this growing opportunity.





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HKMHDIA MedTech Forum 2022

The Hong Kong Medical and Healthcare Device Industries Association (HKMHDIA) contributes to the growth of medical industries in Hong Kong and Mainland China since our establishment in 2003. We ensure that our members provide the latest technologies with quality products to benefit our healthcare system and end users.

HKMHDIA had held the “Digital Healthcare Forum” on 6th Oct. 2021. The stakeholders from the Hong Kong medical industry, universities, biomedical institutions, Consulates, HK & Macau private & public hospitals and overseas participants from Australia, Brazil, Canada, Chile, Mainland China, France, Germany, India, Italy, Japan, Malaysia, Mexico, Philippines, Romania, Singapore, Sri Lanka, Thailand, Tunapuna and United States attended physically in the Science Park as well as online.

In 2022, we will continue this exciting work and bring the **HKMHDIA MedTech Forum 2022: “Opportunities in the Greater Bay Area”** to all the stakeholders of the medical and healthcare industry in November this year to share wisdoms on Hong Kong’s role in the fascinating GBA opportunities.

Note 1: “The Rise of China Greater Bay Area”, McKinsey & Company





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HKMHDA MedTech Forum 2022:

Opportunities in the Greater Bay Area

9th November 2022

Time	Preliminary Program
10:00-10:15	Opening Guest of Honour HKTDC HKMHDA
10:15-12:00	Insight of MedTech Market Opportunities in the Greater Bay Area <ol style="list-style-type: none"> Hong Kong as a strategic location for MedTech Innovation in GBA GBA as a strategic location for MedTech Guang Dong prospective MedTech Market size and Trends in the GBA Medtech M&A opportunities in the GBA Panel Discussion
12:00-13:30	Medical Technology Innovation (Part 1) <ol style="list-style-type: none"> GBA Enterprises Digital Health and Technologies Distribution Startups Companies recommended by Consulates
13:30-14:30	Lunch Break
14:30-16:00	Access to GBA - Regulatory and International regulation on innovations <ol style="list-style-type: none"> GuangDong medical device regulatory framework Hong Kong medical device regulatory pathway Measure of using HK Drug and Medical Device in the GBA Adoption of Real World Evidences
16:30-18:00	Medical Technology Innovation (Part 2) <ol style="list-style-type: none"> GBA Enterprises Digital Health and Technology Distribution Startups Companies recommended by Consulates





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HKMHDA MedTech Forum 2022:

Opportunities in the Greater Bay Area

Industry promotion opportunity

Platinum Sponsor: HK\$120,000

- ✧ 2 booths with priority to select booth location.
- ✧ A full-page advertisement in the digital program book
- ✧ Company logo on Program flyer
- ✧ Company website link on digital promotion platform
- ✧ Media interview (+/-)
- ✧ Acknowledgement on the program flyer
- ✧ Acknowledgement by the master of ceremony
- ✧ Company presentation

Gold Sponsor: HK\$60,000

- ✧ 1 booth with priority to select booth location.
- ✧ A full-page advertisement in the digital program book
- ✧ Company logo on Program flyer
- ✧ Company website link on digital promotional platform
- ✧ Media interview (+/-)
- ✧ Acknowledgement by the master of ceremony
- ✧ Acknowledgement on the program flyer

Silver Sponsor: HK\$15,000

- ✧ 1 booth (booth location by lucky draw approach)
- ✧ A half-page advertisement in the digital program book
- ✧ Company logo on Program flyer
- ✧ Company website link on digital promotion platform
- ✧ Acknowledgement on the program flyer

Bronze Sponsor: HK\$8,000

- ✧ Company logo
- ✧ Company logo on Program flyer
- ✧ Company website link on digital promotion platform
- ✧ Acknowledgement on the program flyer



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HKMHDIA MedTech Forum 2022: Opportunities in the Greater Bay Area Industry promotion opportunity

Reply Form

Please complete and return this reply slip to HKMHDIA by E-mail:
cathywong@medicaldevice.org.hk

Our company _____,
agree to be the * Platinum / Gold / Silver / Bronze Sponsor of HKMHDIA MedTech Forum 2022.

HKMHDIA MedTech Forum 2022: Opportunities in the Greater Bay Area Date: 9 th November, 2022 (Wed) Time: 10:00 - 18:00 Venue: Hong Kong Convention and Exhibition Centre			
Items of Sponsorship	Amount (HK\$)		✓
Platinum Sponsor	HK\$120,000	A crossed cheque payable to "Hong Kong Medical and Healthcare Device Industries Association Limited"	
Gold Sponsor	HK\$60,000	A crossed cheque payable to "Hong Kong Medical and Healthcare Device Industries Association Limited"	
Silver Sponsor	HK\$15,000	A crossed cheque payable to "Hong Kong Medical and Healthcare Device Industries Association Limited"	
Bronze Sponsor	HK\$8,000	A crossed cheque payable to "Hong Kong Medical and Healthcare Device Industries Association Limited"	

Please send the cheque to HKMHDIA, Room 04, Unit 601, Core Building 1E, Hong Kong Science Park, NT, HK (Attn: Cathy Wong)

Enquiry: Cathy Wong (Tel: 852-2191 0923 / Email: cathywong@medicaldevice.org.hk)

Contact Person: _____ Position: _____

Contact Number: _____ Email: _____

Signature: _____ Date: _____

