



# BOAO YILING LIFE CARE

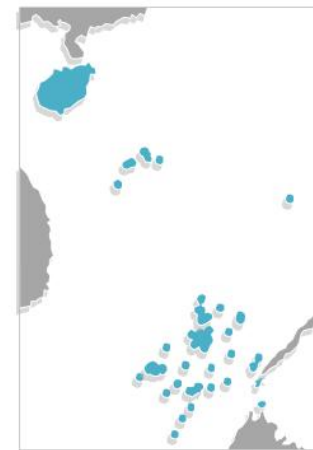
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SCIENTIFICS



# HAINAN

Free Trade Port





# About Hainan FTP

“ On June 1, 2020, Chinese authorities released the Overall Plan for the Construction of Hainan Free Trade Port (“the Masterplan”), a large-scale plan to transform the entire island province into a free trade port (FTP) – making it the largest special economic zone in China. “

Posted by China Briefing





# Objectives





## Relax Offshore Duty-Free Shopping Policy

- Quota raised to RMB100,000 per person/per year
- Off-shore duty-free categories expanded from 38 to 45



## Reduce Restrictions on Cross-Border Trade in Service

- Release the Negative List for Cross-Border Trade in Service
- Grant National Treatment to Overseas Service Providers



## Most-Simplified-Approval Investment Management System

- Special List to Relax Market Access
- Negative List for Foreign Investment



## More Convenient Visa-Free Entry

- Foreigner's Self-Declaration
- Invitation and Reception by Local Entities
- 15-day Visa-Free Stay Policy to Foreign Tourist Groups Traveling by Cruise Ships



## Shipping Policy

- Establish the International Ship Registration Center and Yangpu-Port-of-China as a Port of Registry
- Remove the Limitation on Foreign Shareholding Proportion for Ship Registration Body
- Domestic Ships Registered at Yangpu-Port-of-China and Engaged in International Shipping are Entitled to Export Tax Rebate



## Air Transportation

- Expand the Arrangement for the Fifth and Seventh Freedom Rights of Air
- Support Airline Companies with Hainan as Their Core Base to Expand International Flight Routes
- Allow Both Inbound and Outbound Flights to Refuel With Bonded Aviation Oil Traveling by Cruise Ships

# POLICY HIGHLIGHTS



## Facilitate Cross-Border Data Transfers

Launch Pilot Projects on Security Management of Cross-Border Data Transfers



## Low Tax Rates

- Enterprises in the Encouraged Industries are Entitled to a Reduced Corporate Income Tax Rate of 15%
- Enterprises in Tourism, Modern Service and High-tech Industries Enjoy Tax Exemption for Income from Newly Increased Overseas Direct Investment Before Year 2025
- Capital Expenditures are Allowed to be Fully Deducted from the Taxable Income or Depreciated and Amortized at an Accelerated Speed
- Highly-Demanded Talents Enjoy an Personal Income Tax of 15%



# 11

## Industrial Parks

have been highlighted in the masterplan

- Yangpu Economic Development Zone
- **Boao Lecheng International Medical Tourism Pilot Zone**
- Haikou Jiangdong New Area
- Haikou National High-tech Industrial Development Zone
- Haikou Integrated Free Trade Zone
- Sanya Yazhou Bay Science and Technology City,
- Sanya Central Business District
- Wenchang International Aerospace City
- Lingshui Li'an International Education Innovation Experimental Zone
- Hainan Resort Software Community
- Fullsing Town Internet Innovation Park



# 2

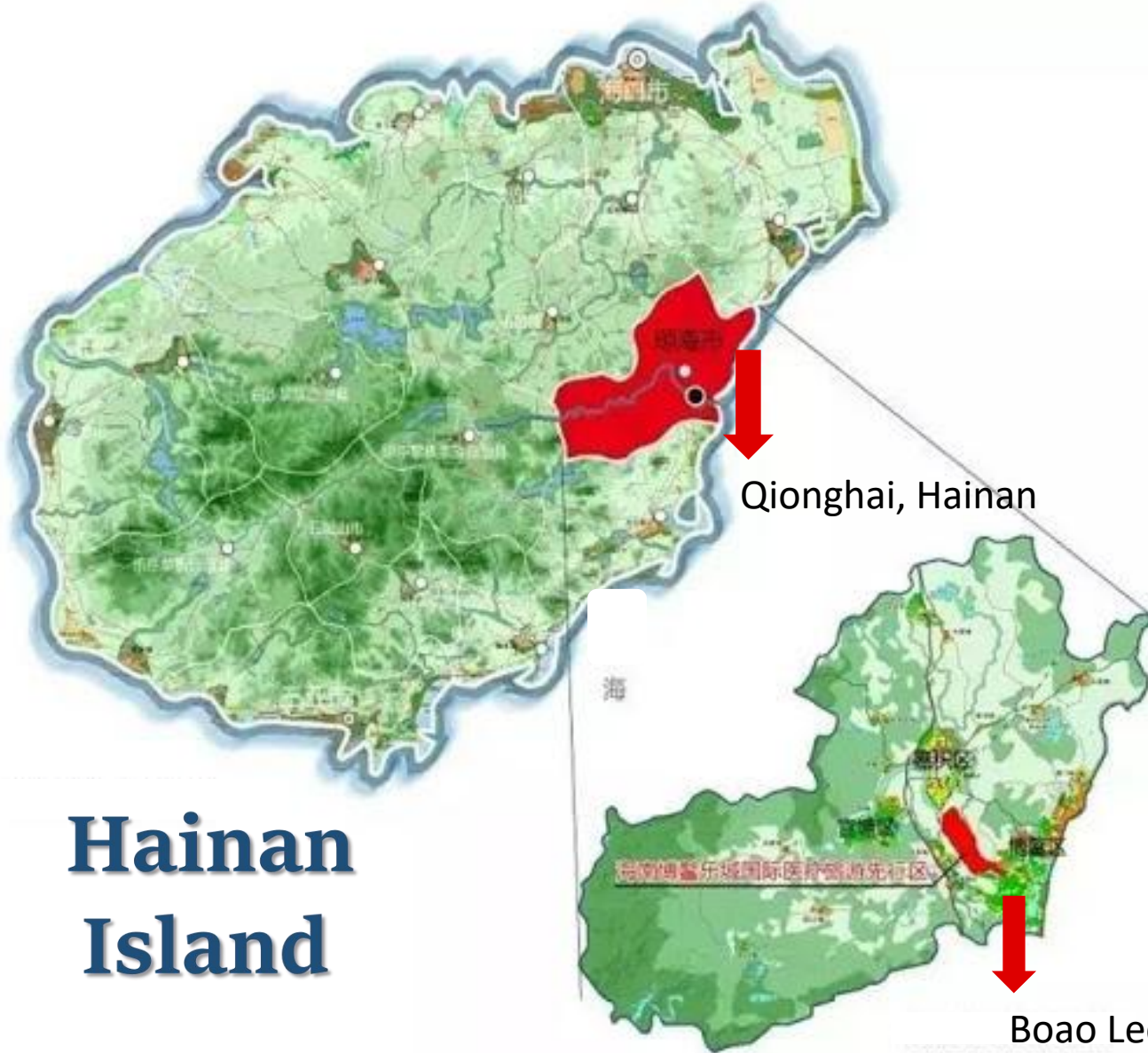
# BOAO

Lecheng International  
Tourism Pilot Zone





# Hainan Island



Qionghai, Hainan

Boao Lecheng  
IMTPZ, Qionghai

## Basic introduction

The park is **located on the banks of the Wanquan River of Qionghai City.**

The total area is 20.9 square kilometers, and the **planned construction land area is 10.64km<sup>2</sup>.** This pilot zone **consists 9 units in total** and each unit has different focuses on medicine.

The east line **expressway**, round-island **high-speed railway** and **Boao Airport** have been completed and put into service, forming a three-dimensional and **convenient transportation network.**

From 2015 to 2020, there are **over 10 hospital have been fully completed and opened** for service in unit 9.

# Franchised Policies Overview



## **a. on medicine**

The latest drugs and medical devices that have been approved by FDA, CE, PMDA, etc. but have not been marketed in China can be approved and registered for use in medical institutions in the pilot zone, various medical institutions assist in the approval process for drugs and medical devices;

Medical companies can rely on real-world clinical data research in the pioneer zone, save the economic and time costs of clinical research (clinical data can be accumulated for a fee), obtain NMPA certification more efficiently, and promote the listing of products in China;

Drugs that have been approved for use in the pilot zone can be used outside the pilot zone on the premise of a small number of patients for their own use; medical device import tariff reduction and exemption support, and the regulatory system is systematic and individualized.

## **b.on medical research**

Carry out research and transformation of cutting-edge medical technology such as stem cells —Stem cell medical research and clinical application projects are initially opened in the pilot zone, and detailed rules are yet to be implemented; Mature stem cell research projects can apply for approval and be transformed into clinical application projects;The clinical application of stem cells can be used in the fields of medical beauty, anti-aging and health care; Regenerative medicine project research is also initially opened.



### **c. on medical operation**

Relax some medical approval powers and remove restrictions on the proportion of foreign investment——Encourage overseas investment, the proportion of investment increased from the original 30% to 70%, and some projects can be 100% controlled after approval and evaluation;Chinese medicine, stem cells, and genetic testing cannot currently hold 100% foreign capital.

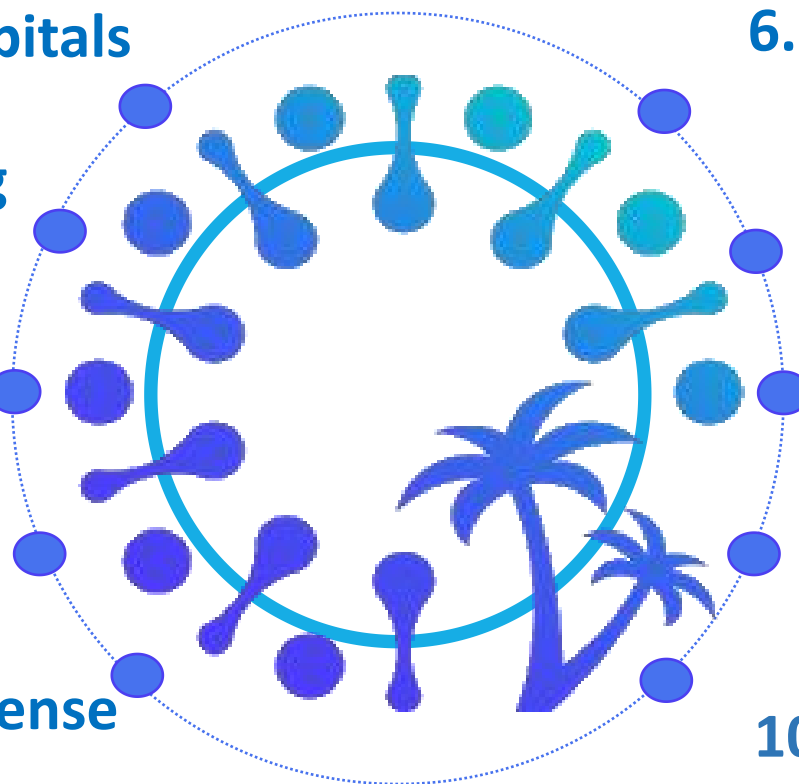
### **d. on medical exchanges**

Introduce or create international organizations, hold international conferences ——Encourage the creation of NGOs and international medical tourism related organizations;Encourage international medical device manufacturers to land in after-sales service centers and new product display windows;The upper limit of the number of foreign participants has been raised, which can eliminate relevant procedures and directly hold meetings efficiently.



# Urgently-required medicine approval process in Hainan

1. **Match up products and hospitals**
2. **HNFDA accessment meeting**  
(medical device applied)
3. **Prepare application dossier**  
(for final accessment & approval)
4. **IRB approval**  
(within the hospital)
5. **Issue muti-site work license for national doctors**  
(preferential work permit will be issued for foreign doctors/physician/specialists)
6. **Officially appointed shipping agent or server purchase the medical products**
7. **Submit the dossier to the digital regulation platform**
8. **HNNHC/HNFDA approval**
9. **Product Training**
10. **Adverse Event monitoring**





# CASES REVIEW

(partly)

**Over 117 medical products including medical devices and drugs have been approved by HNFDA and some of them have obtained NMPA clearance.**

**All approved products have been applied in the hospital when offering treatment.**





## ENT

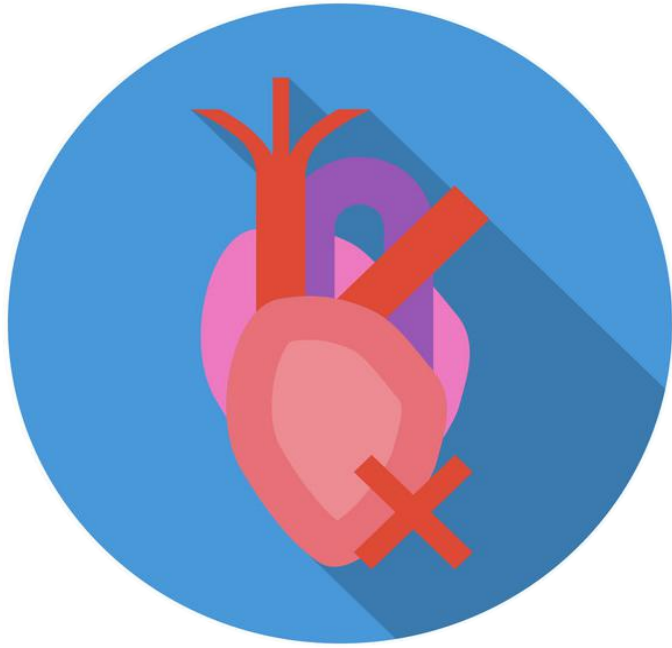
- 08/28/2018 COO vs 09/01/2019 Lecheng: **Advanced Bionics - Cochlear Implant System (USA)**
- 05/2017 COO vs 10/10/2019 Lecheng: **Cochlear-Cochlear Implant System and N7 Sound Processor (Australia)**
- 2014 COO vs 04/18/2019 Lecheng: **MED-EL-SYNCHRONY ABI Cochlear Implantation Surgery (Austria)**

## Ophthalmology

- 10/12/2018 COO vs 08/29/2019 Lecheng: **EyePoint Pharmaceuticals - YUTIQ (USA)**
- 04/06/2018 COO vs 09/01/2019 Lecheng: **NKL - time xl Scleroscope (Netherland)**
- 12/2016 COO vs 04/25/2019 Lecheng: **Allergan-Glaucoma Drainage Tube (USA)**





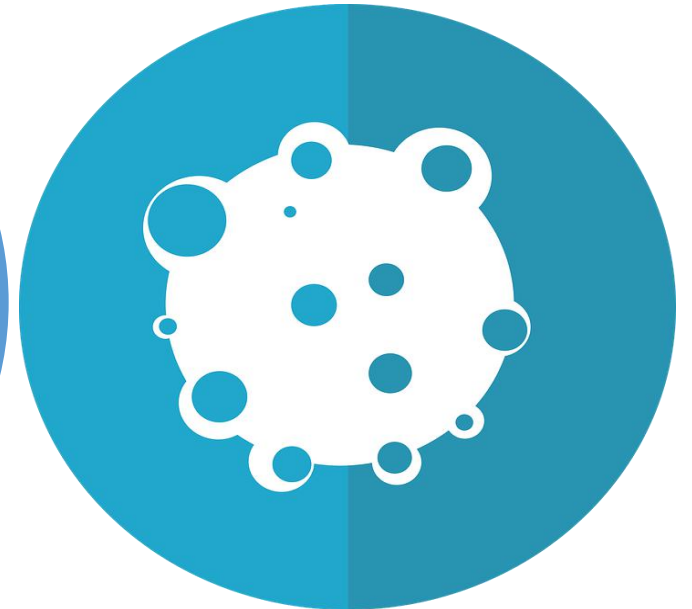


# Cardiology

- 04/06/2016 COO vs 12/10/2018 Lecheng: **Medtronic-Micro Implantable Wireless Pacing System**

# Oncology

- 12/01/2017 COO vs 01/08/2019 Lecheng: **Roche-Pertuzumab Injection (for breast cancer)**
- 02/2018 COO vs 11/12/2019 Lecheng: **Catalent Imfinzi-Durvalumab Injection (USA)**
- 02/03/2015 COO vs 04/2019 Lecheng **Pfizer-Palbociclib Capsules (German)**



# UNIQUENESS

- **RWD APPLICATION**  
Save budget & time for NMPA application;  
Obtain marketing advantage;
- **DIGITAL MEDICINE AND 1ST GLOBAL COMMERCIAL ISSURANCE  
BASED ON THE NEWEST DRUGS & MEDICAL DEVICES**  
Improve drug safety and increase the availability  
of the newest approved medicine
- **FUTURE HIGHLAND OF INNOVATIVE MEDICINE**  
As the 1<sup>st</sup> medicine exhibition fully based on the newest drugs and  
medical device & equipment, Boao Lecheng Ever-lasting  
International Innovative Medicine Exhibition is gaining momentum.
- **ONE-STOP ADMINISTRATION SERVICE FOR LANDING PROJECTS**  
Guide you throughout the registration and medicine approval  
procss
- **BASED IN HAINAN FTP**  
lower tax, easy shippment, etc





# CURRENT COOPERATION PARTNERS (PARTLY)



# 3

# YILING

**HOSPITAL MANAGEMENT GROUP**

- Boao Yiling Life Care Center
- Boao Yiling Life Quality Improvement Center







- **Overview**
- **Boao Yiling Life Care Center**
- **Boao Yiling Life Quality Improvement Center**
- **VIP Medical Care System**
- **International Medical Cooperation Review**

# OVERVIEW

**Headquarter: Beijing (since 2005)**

**History of development:** Established in 2005 in Beijing as Dr. Yiling, Yiling back then was a small company focusing on selling wellness products. With 8 years' persistence, Dr. Yiling had made many breakthroughs and became bigger. It was **renamed as Yiling Hospital Management Group in 2013**. As the society becomes more aware of the importance of health and wellness, health industry has been gaining momentum. **At the same year**, Yiling Hospital Management Group has started to expand its market and **established its 1<sup>st</sup> private hospital in Chengmai, Haikou city, Hainan**. Inspired by the plan of setting up Boao Lecheng International Tourism Pilot Zone and the preferential policies this pilot zone has been granted by the central government. The Group has **invested nearly 154 million dollars in 2015 and built up Boao Yling Life Care Center**, this center is a licensed tier-3 private hospital operated on the basis of VIP system and bases in Boao Lecheng IMTPZ, Qionghai. Up to the last quarter of 2018, the life care center has registered nearly 300k high-value VIP clients around the country. To make yiling's life care accessible to the general public, **Boao Yiling Life Quality Improvement Center has been constructed and put into service in early 2020.**





# Boao Yiling Life Care Center

- Total construction coverage: **37.76 km<sup>2</sup>**.
- Total investment: nearly **154 million dollars**.
- Full-time **employee: over 1000** of which 37% are medical staff.
- Offer exclusive service to VIPs all around China.
- Direct **1300 regional service centers** in China for follow-ups;
- Regarding **health care**, it focuses on **diseases prevention, chronic diseases treatment & management and holistic life care**.
- Regarding beauty care, it offers **personal image design, non-surgical and surgical procedures, and fine Chinese culture & arts**.
- It consists **9 sectors**.



# 9

## SECTORS

Precheck

Medical imaging

Diseases management

Precise medical research

Cosmetic surgery & non-surgical beauty care

Personal image design

Natural medicine

Functional medicine

Culture & Art







# Photos display of those sectors 9





# Boao Yiling Life Quality Improvement Center

Total construction coverage: **72 km<sup>2</sup>**.

Total investment: over **128 million dollars**.

Full-time **employee: nearly 1000** of which 30% are medical staff.

## Consists

- Sino-French Medical Rehabilitation Center
- Boao Super Hospital of TCM
- EaseHeal Wellness Resort

## Service layout

- Rehabilitation of nerves system injury, sports injury, cardiovascular diseases and postoperative rehabilitation for oncology patients
- Medical tourism service, FIT, Group, Conventional, Incentive travel, etc
- Profound natural and traditional medicine\alternatives, more than TCM





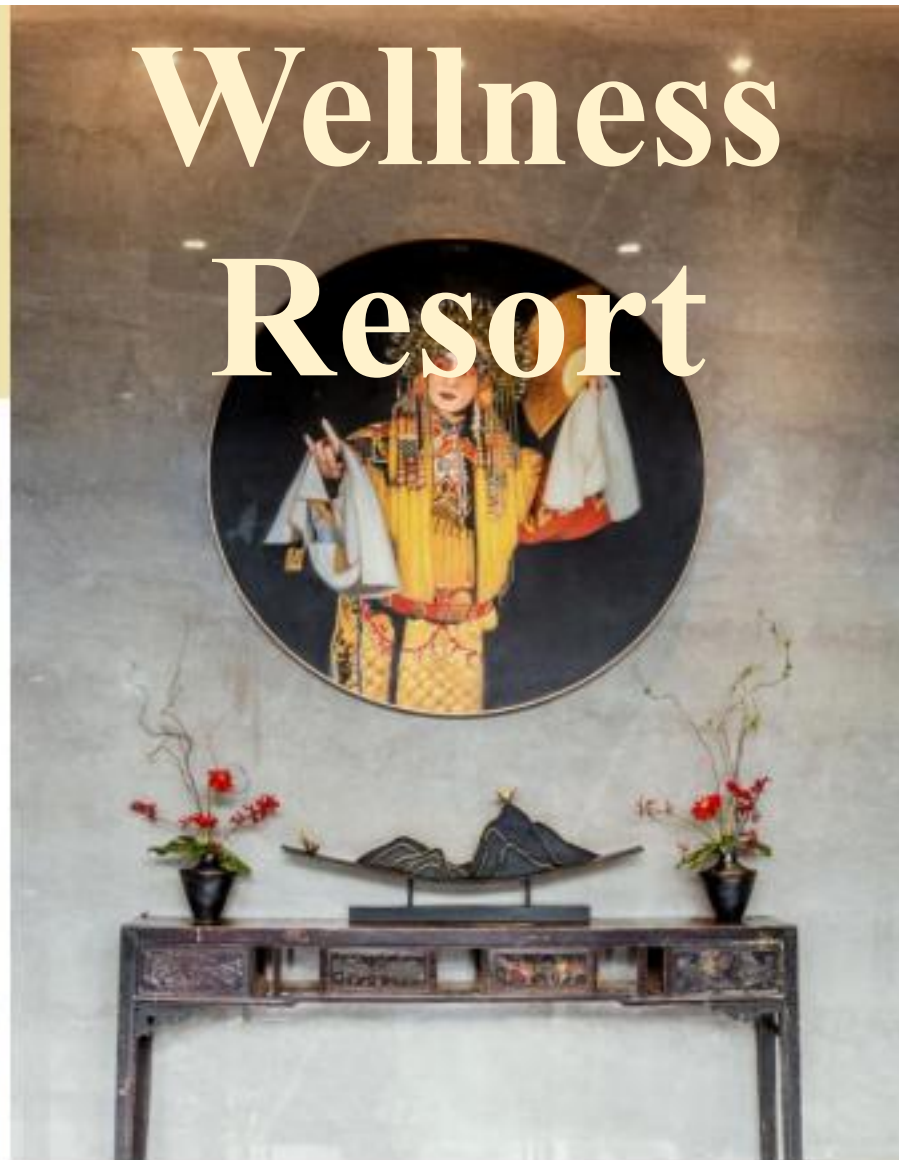
**Sino-French Medical  
Rehabilitation Center**







# EaseHeal Wellness Resort







### **VIP Medical Care System**

This system is applied by Boao Yiling Life Care Center only, All VIP clients ( patients) will receive one-stop butler medical service based on their treatment package.

Clients will be classified into different package groups based on their location and complaints, and they will receive all service in the center. Follow-up service will be offered by Yiling's authorized regional service center.

# Basic understanding of Yiling's VIP

**Age range:** 35-65

**Gender distribution:**

around 65 % are female;  
around 35% are male.

**Income level:** medium and above

**Package price range:** 10k dollars- 200k dollars  
(including accommodation & other value-added services)

**Average stay:** 1 week

**Average group size:** 150 people

**Visit frequency per client:** 3 times per year



# INTERNATIONAL MEDICAL COOPERATION REVIEW

By **2020**, there are

- **47 cooperated franchised medical products** (mostly medical devices and equipment) have gotten the approval of HNFDA;
- **35 companies from over 9 countries** worked with Yiling in terms of franchised medical products;
- **10 medical sectors** relevant to the products



# Approved product list

(partly)

PRODUCT NAME	MANUFACTURER	ORIGIN	TYPE
ERIGO PRO	HOCOMA AG	Switerland	Ila
(Ekso Robotic Exoskeleton	Ekso Bionics, Inc.	USA	Ila
icelab-110 °C	Zimmer MedizinSysteme GmbH	Germany	Ila
MemoryGel Xtra	Mentor	USA	III
Rezūm Generator & Rezūm Delivery Device	Boston Scientific Corporation	USA	III
Femtosecond laser	SCHWIND eye-tech-solutions GmbH	Germany	III
(icosapent ethyl) capsules	Amarin Pharmaceuticals Ireland Ltd.	USA	capsule



Advancing care for life

**BOAO YILING BOSTON**  
**LIFE CARE SCIENTIFIC**

Advancing science for life





Final assessment meeting

# Review

**Date:** Nov 31, 2020

**Venue:** HNFDA Conference Room

**Attending party:** HNFDA medical device regulation department, ADR Dept., International cooperation Dept. of Boao Yiling, team of Boston Scientific (Shanghai), etc

**Result:** Application approved  
**Date of getting the approval letter:** Dec 3, 2020.





New product launch  
event- Rezūm

## Review

**Date:** Dec 12, 2020

**Venue:** Boao EaseHeal  
Wellness Resort

**Event:** New product launch  
event- Rezūm

**Attending party:**

HNFDA,  
HNNHC,  
BOAO YILING,  
BOSTON SCIENTIFIC,  
UROLOGY SPECIALISTS,  
SPECIAL GUESTS,  
MASS MEDIA AND PRESS  
REPORTERS, etc







rezūm

最前線·新蒸程



博鰲一齡  
BOAO YILING

Boston  
Scientific®  
为生命创新

**WE ARE HERE**  
**AND**  
**WE ARE READY**  
TO HELP MORE PATIENTS  
TOGETHER WITH YOU





# **For more info or if you have any questions, please contact us directly**

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## **or check the websites listed below:**

**For further understanding the policies**

<http://www.investhainan.cn/>

<http://en.hainan.gov.cn/>

<http://www.lecityhn.com/international/#/>

**For knowing more about Boao Yiling**

<http://en.yilinglife.com/>

<http://en.yilingquality.com/>





THANK YOU