

mindray 迈瑞

AI applications in medical equipment integration

Weijia TAN



Mindray at a glance

Strong business performance with increasing global presence and impact



Serving 190+ countries and regions	Over 21,000 employees from 30 countries	Over 60 international subsidiaries around the world
\$5.13 B revenue in 2024	5,200+ R&D engineers worldwide	12 R&D centers across the globe

Europe | **660+** teaching hospitals in Europe

US | **Top 20** hospitals in the U.S. | **9** of top 10 cardiac hospital in the U.S.

China | **99%** of Top Tier hospitals in China

our business segments

Three global leading business units with a broad portfolio

Patient Monitoring & Life Support



- Patient Monitoring Systems
- Defibrillator
- Anesthesia Machines
- Ventilators
- Infusion Systems
- Surgical Lights
- Operating Tables
- Medical Supply Units
- Laparoscopic Products
- OEM
- Electrocardiograph



In-Vitro Diagnostics



- Hematology Analyzer and Reagents
- Chemistry Analyzer and Reagents
- Chemiluminescence Immunoassay Analyzer and Reagents
- Coagulation System
- Microorganism Analysis System
- Urine Analysis System
- Flow Cytometry
- Hemoglobin System



Medical Imaging System



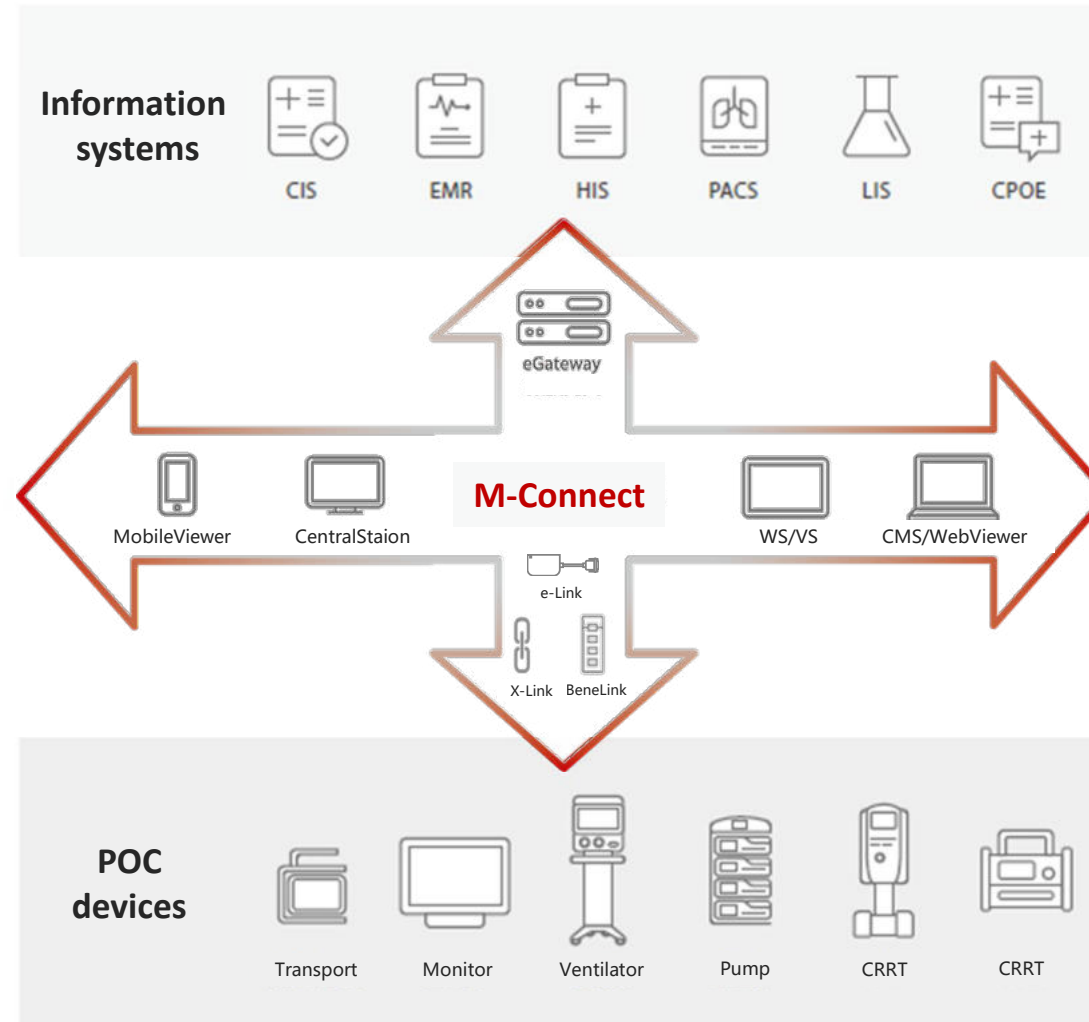
- Ultrasound
- General Imaging
- OB/GYN
- Cardiology
- Point-of-Care
- Primary Care



- Radiology
- Mobile Radiology
- Digital Radiology

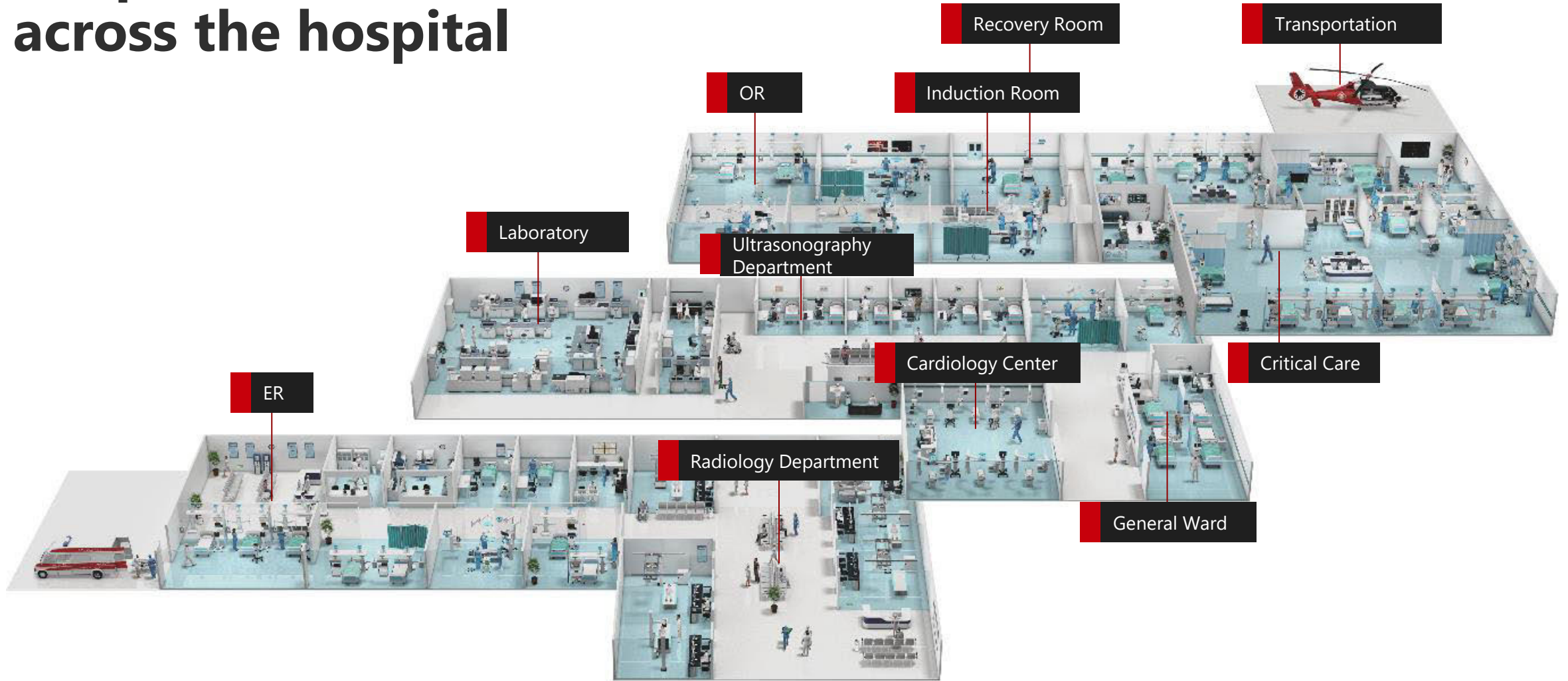


M-Connect IT Solution



our business

We provide holistic solutions across the hospital



Our Position: Trusted by Global Top Hospitals



All **TOP 10** hospitals

80+ of **TOP 100** hospitals

2/3
medical institutions

US

Top 20
hospitals

9 of top 10
cardiac hospital



Europe

60%
medical institutions

660+
teaching hospitals



China


99%
Tier 1 hospitals



Leading in market value (vs global TOP 20)

5-yr avg market value (USD)

2020-2024

1st-5th	 \$410.5B	 \$274.4B	 \$203.4B	 \$194.8B	 \$178.0B
6th-10th	 \$123.9B	 \$114.9B	 \$102.3B	 \$78.9B	 \$75.1B
11th-15th	 \$70.6B	 \$62.1B	 \$59.8B	 \$55.3B	 \$41.5B
16th-20th	 \$37.0B	 \$34.0B	 \$32.3B	 \$31.3B	 \$28.6B

Average total value of 2nd to 10th in A-shares: **\$59.4B**
 (2020-2024 every half-year end values)



More to Explore: Smart Hospitals Ecosystem

Device + IT + AI

For an intelli-digital future

AI

*i*Alarm *i*Status *Physio-View* AnaeSight™ **InnoLab** QiYuan AI

IT



CPOE



LIS



EMR



PACS



HIS

Device



Healthcare delivery



QiYuan Intelligent Doctor Assistant

The worlds' first critical care AI

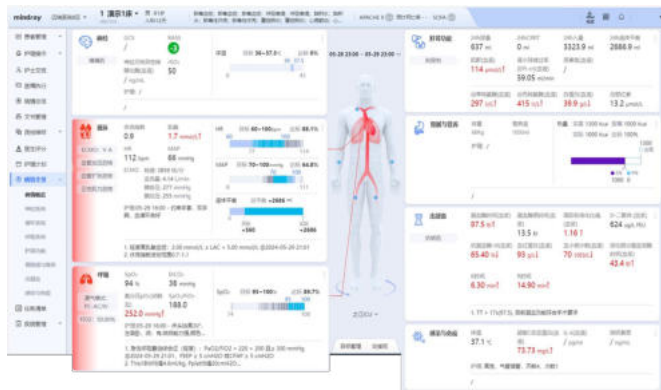


QiYuan Large Language Model

Intelligent critical care physician assistant

"Medical Sentinel"

24-hour continuous dynamic monitoring
Early warning, early detection, early treatment



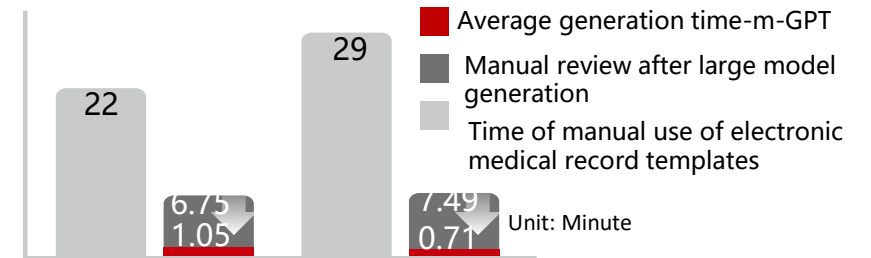
"Treatment Assistant"

Standardization: The world's leading bundled treatment management
Individualization: Ask about the condition and provide treatment suggestions within **5 seconds**



"Document Assistant"

Automated medical record output in **1-minute**
over 30 times more efficient



Record of first illness

Discharge Summary

* Clinical validation data

Medical Sentinel

Early warning of deterioration



Neurology



Cardiovascular



Respiratory



Hepatic



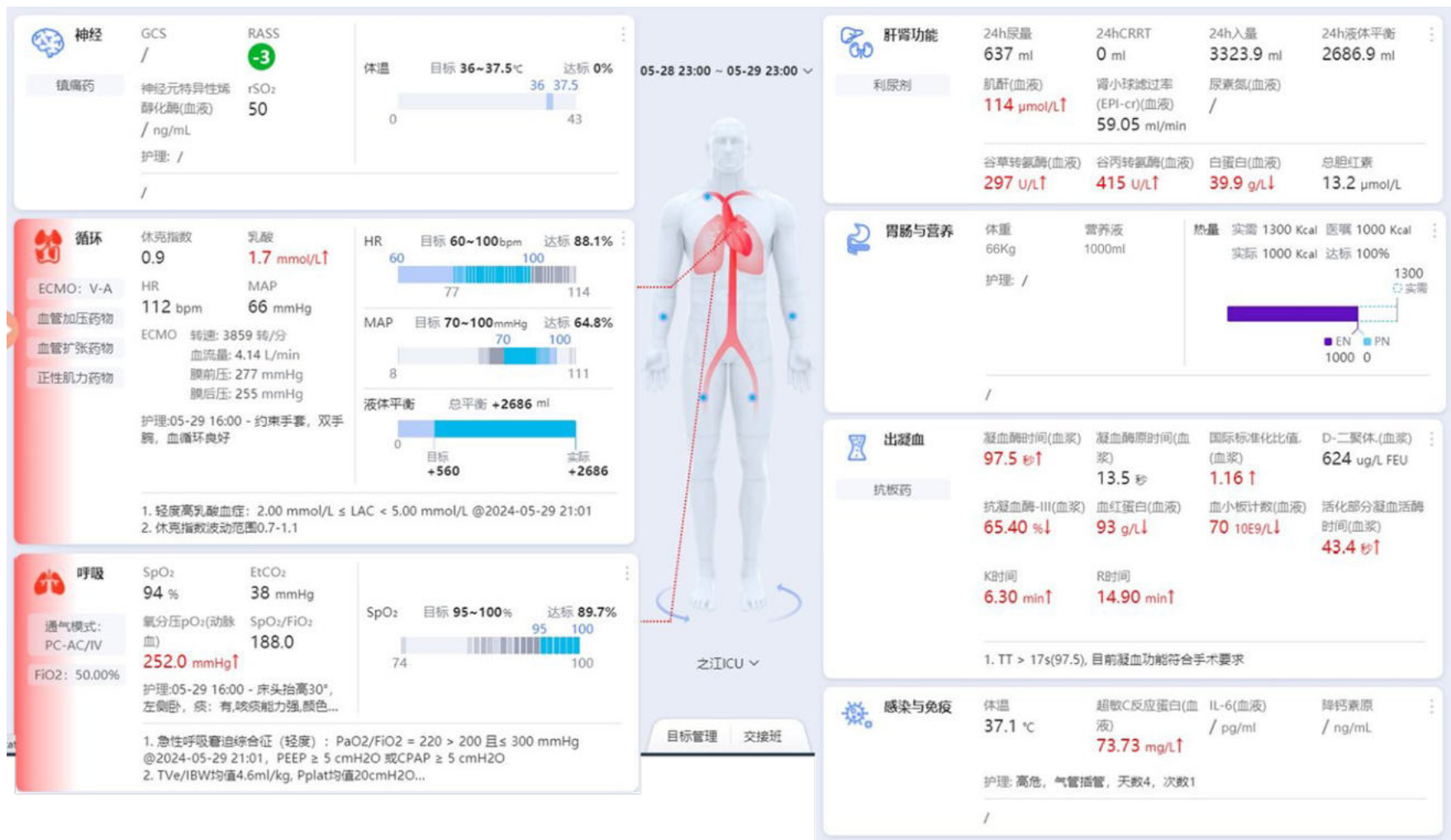
Gastrointestinal



Infectious Diseases



Hemostasis and Coagulation



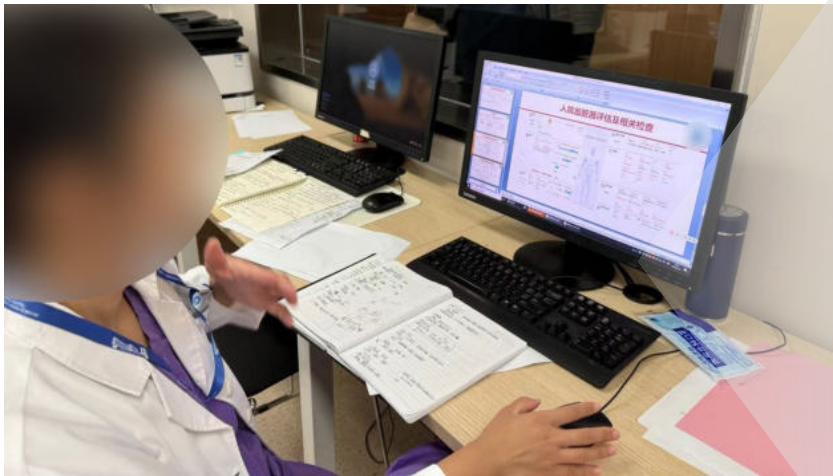
Treatment Assistant

Access patient's individualized disease profile



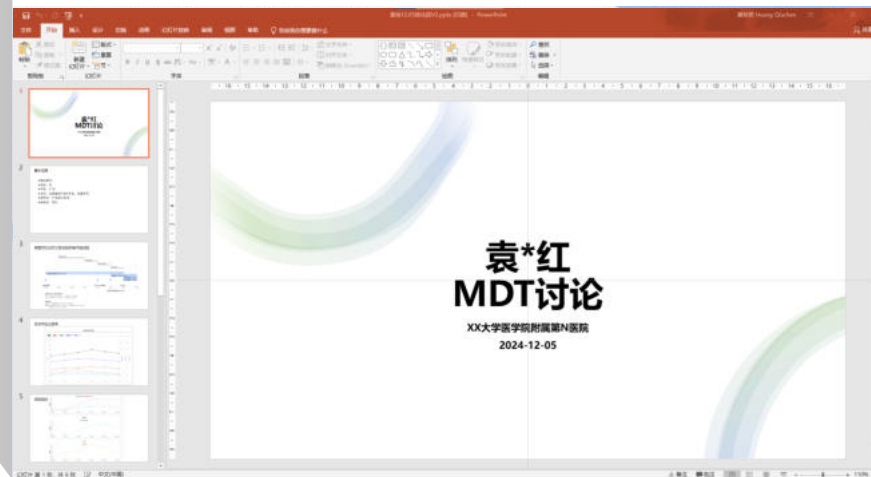
Document Assistant

From 30-minutes to 1-minute



Automatically generate 70% of documents

- First medical record
- Daily medical record
- Invasive operation record
- Blood transfusion record
- Transfer/discharge summary
-



Generate consultation Slides with one click

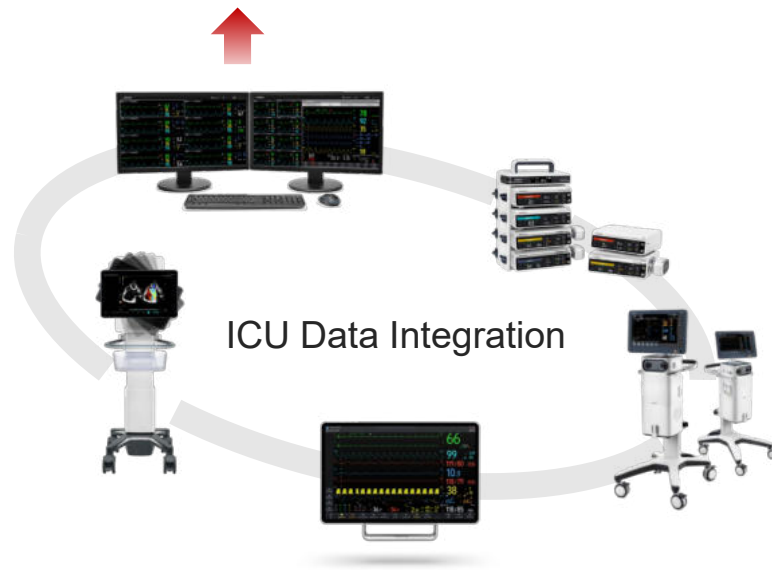
QiYuan Intelligent Doctor Assistant

The worlds' first critical care AI

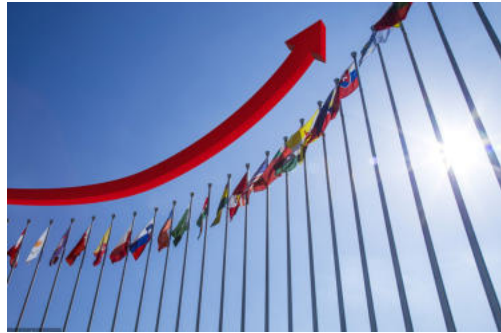
- The First Affiliated Hospital of Zhejiang University
- Renji Hospital of Shanghai Jiaotong University School of Medicine
- Peking University Shenzhen Hospital
- The Affiliated Suzhou Hospital of Nanjing Medical University

Digital twin for ICU

Developed with The First Affiliated Hospital, Zhejiang University



Transition to Smart Hospitals Unlocks High Value Creation Potential



- Significant Cost Control

For most OECD countries, adoption of digital technologies in healthcare delivery has brought about **> 10% cost savings** of overall annual national healthcare expenditures.

adapted from McKinsey research, *Finding the Future of Care Provision*, 2019

Better Patient Safety

Mayo Clinic



AI-enabled Patient Blood Management

- Enhances rehabilitation, hospital stay **down by 15%.**

Optimized Hospital Workflow

Johns Hopkins Hospital



Hospital Capacity Command Center

- ER beds allocation **30% faster.**

More Efficient Devices Management

China-Japan Friendship Hospital



Equipment Management System

- Procurement budget **down by \$ 1.1 million.**



VISION

Better healthcare for all

MISSION

**Advance medical technologies to make
healthcare more accessible**

CORE VALUES

**Align with our customers
Value and enrich our people
Be precise and practical
Always forge ahead**

THANK YOU