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Press Release

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Medical Valley Solutions, Convergence Partners and Siemens Healthineers are establishing a joint China landing hub at Shanghai Zhangjiang Park

On August 3 an official signing ceremony took place at the Siemens Healthineers Innovation Center at Zhangjiang Park in Shanghai and at the Medical Valley Center in Erlangen to launch a comprehensive EU China cross-border acceleration program for European healthcare innovators. Medical Valley Solutions, Convergence Partners and Siemens Healthineers will collaborate with Zhangjiang Group to offer a wide range of landing and scale-up services including access to the state-of-the-art labs and resources at the Siemens Healthineers Innovation Center in Shanghai.

The signing of the LoI symbolizes the start of a strategic cooperation that intends to establish a Sino-European cross-border cooperation platform to enable a fruitful exchange between European and Chinese MedTech startups, identify game-changing HealthTech startups and establish a highly efficient network to realize cutting-edge know-how transfer and therefore innovations that will shape the future of healthcare.

The services provided by Medical Valley Solutions include essential topics such as:

- Identification of local cooperation partners and customers
- Initial market analysis
- Definition of an effective go-to-market strategy
- NMPA certification coordination and support
- CRO services including support in clinical trials
- Soft landing at the SHS Innovation Hub at Zhangjiang Park in Shanghai

Being one of the most renowned healthcare innovation hubs in China, Zhangjiang Park is home to the regional headquarters of 65 global healthcare companies, 30+ universities, 171 foreign R&D centers and 1,800+ high-tech companies including 100+ unicorns. The Siemens Healthineers Shanghai Innovation

Center offers the perfect environment for a successful business development including a co-creation space, a rapid prototyping lab, a digital lab, a supercomputer and an advanced imaging lab.

“With access to the Shanghai Innovation Center and in association with our strong partner Siemens Healthineers, we come up with the perfect conditions for your business roll-out in China”, says Dr. Martin Reimer, General Manager of Medical Valley GmbH. Since 2013 Medical Valley Solutions has been actively engaged in consulting Chinese healthcare technology zones as well as conducting market access consultancies for German healthcare companies. It has always been the company’s goal to establish a landing hub in China that combines a strong cooperation partner and an attractive headquarters. Now, both objectives have been met, since the Lol partners and the business location offer the perfect conditions to provide everything that is necessary to offer an excellent soft landing service portfolio to European HealthTech startups. “This collaboration will further enhance our ‘smart money’ investment strategy and give our portfolio companies the best possible inroad into the Chinese market. We look forward to hearing from European HealthTech startups with strong international growth ambitions”, adds Daniel Koppelkamm, Managing Partner at Convergence Partners.

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Medical Valley Solutions

Medical Valley Solutions is the commercial platform of Medical Valley EMN e. V. – Germany’s only cluster of excellence in the field of medical technology. From commercializing R&D results to dedicated market research to unlock national and international healthcare markets, or creating comprehensive healthcare ecosystems – thanks to the unique and diverse Medical Valley healthcare expert network, Medical Valley Solutions offers a variety of support opportunities to foster your healthcare business.

<https://www.medical-valley-solutions.de>

Convergence Partners

Convergence Partners AG (“Convergence”) is a Swiss HealthTech venture capital firm that actively supports the internationalization of its portfolio companies to the 4 largest healthcare markets, China, India, Germany and the US. Convergence, which is represented in Switzerland, Germany, Spain and Hong Kong, was established in 2018 by experienced healthcare industry operators and venture capital professionals with the mission to link EU technology excellence with large international scale-up and exit potential. Convergence is focusing on later-stage investments in Digital Health, Medical Devices and Diagnostics.

www.convergence-partners.ch