



生长
THRIVING
— 增强CIPC生态系统 —
STRENGTHENING CIPC ECOSYSTEM

FOSUN 复星

Fosun's Global Strategies: Opportunities to Link Fosun and Australia

复星的全球战略：将复星与澳大利亚相连的商机

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Managing Director

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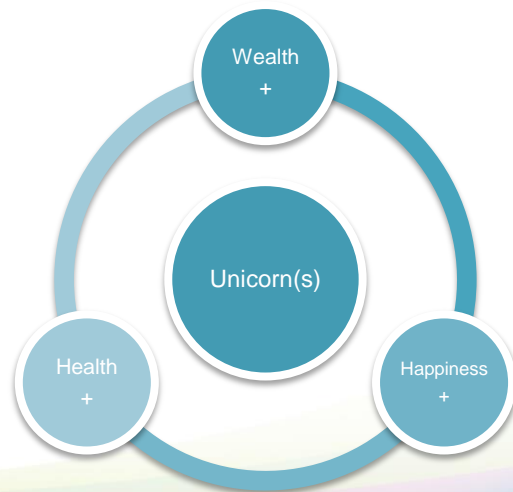
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Fosun was founded in 1992 in Shanghai. Fosun International (00656.HK) was listed on the Main Board of the Hong Kong Stock Exchange on July 16, 2007. The group has been actively implementing its investment model of “Combining China’s Growth Momentum with Global Resources”. It’s business lines include insurance, investment, wealth management, healthcare, aged care, tourism and resort, fashion, entertainment, property development, steel and oil, etc.

“Insurance + Investment” - Buffett model

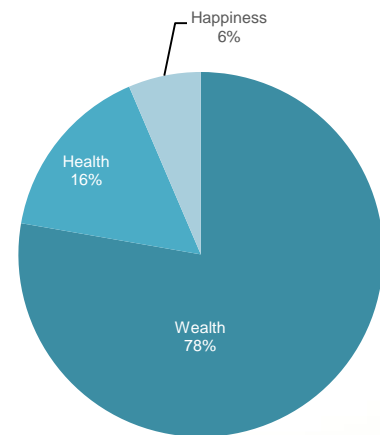
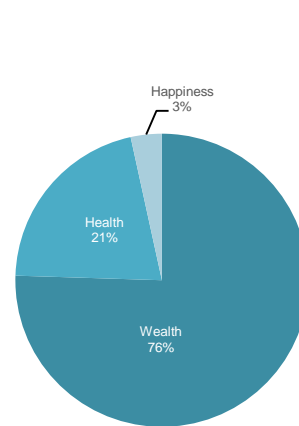
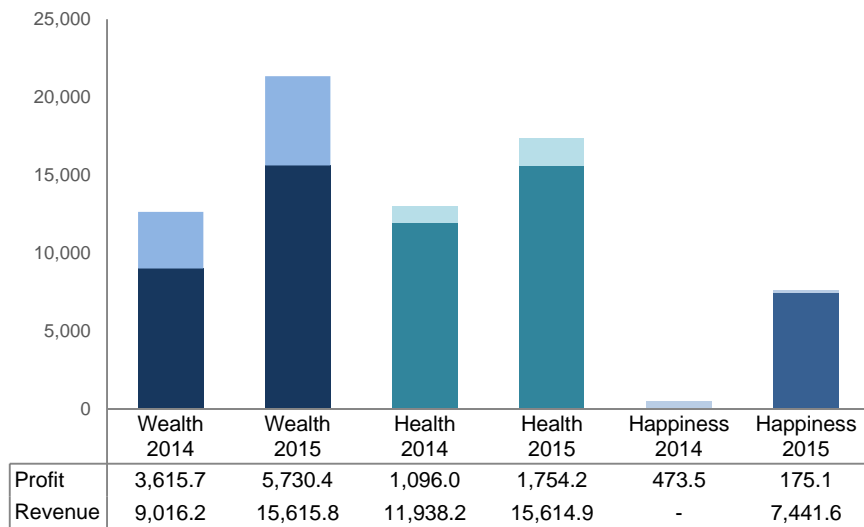
“保险 + 投资” - 巴菲特模型





Wealth, Health & Happiness · 富足、健康与快乐

Revenue & Profit (2014 – 2015, RMB million)
收入与利润 (2014 – 2015, 百万人民币)





NoMad Luxury Residential Tower at Madison Avenue, New York
2015 USA

Ironshore*
2015 USA

MIG*
2015 USA

Studio 8
2014 USA

St. John
2013 USA

28 Liberty
2013 USA

Cirque du Soleil
2015 Canada

REN
2014 Portugal

Luz Saúde
2014 Portugal

Lloyds Chambers
2013 UK

Fidelidade
2014 Portugal

Thomas Cook
2015 UK

Caruso
2013 Italy

Club Med
2010 France

Folli Follie
2011 Greece

BHF Kleinwort Benson Group SA
2014 Belgium, Germany

Osborne
2014 Spain

Tom Tailor
2014 Germany

IDERA
2014 Japan

Secret Recipe
2014 Malaysia

ROC OIL
2014 Australia

Alma Lasers
2013 Israel

73 Miller Street
2015 Australia

Fosun's Healthcare & Elderly Care · 复星的医疗与养老



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Medical service system of Fosun - hospital and senior living*

复星的医疗服务体系 - 医院与老年社区

Hospitals	Healthcare Units	Private Clinics	Total Beds
13	2	7	3,777
Existing Senior Community 96,700 m ² (1,090 beds)		Senior Community under Construction 342,259 m ² (2,977 beds)	

*As of 31 December 2015

“Insurance + Medical Care + Rehabilitative Elderly Care”

“保险 + 医疗服务 + 老年康复护理”

In Portugal, Fosun Insurance Portugal and Luz Saúde cooperated in launching the product MultiCare.

In China, Yong'an P&C Insurance launched health insurance products with United Family Hospital and Foshan Chancheng Hospital and launched healthcare management with Star Healthcare.

LUZ SAÚDE



廣州南洋腫瘤醫院

FIDELIDADE

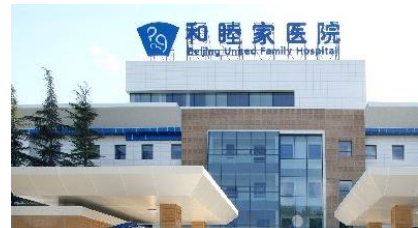


Strategic Investment in Healthcare · 医疗战略投资



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Current Situation · 现况

- Total healthcare expenditure accounts for only about 5% of the total GDP.
- Approximately 600 Million people are considered urban residents.
- 700 Million are considered rural residents.
- Huge difference between the tier one cities and the rural areas.
- Rural population is disadvantaged in terms of access to quality of care.
- In the cities, there exist huge difference in the level of healthcare services provided by the hospital and small clinics.
- Chinese healthcare market is very diverse in nature due to presence of multiple hierarchies of healthcare institutions.
- Large population base with large proportion of elderly people.
- Growing prevalence of lifestyle diseases.



Macro Economic Drivers · 宏观经济驱动力

- People's income increasing
- Incredibly high disease-related death rate
- Increase in urbanization
- Population is aging
- Government investments on social insurance and healthcare services

Healthcare in China · 中国医疗行业



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Trends and Opportunities · 趋势与机遇

- Chinese Healthcare Industry is entering into a new era of development.
- Healthcare system in transformation driven by reform process.
- Government spending, has accelerated the development of healthcare infrastructure .
- Increasing private sector participation.
- Double digit growth in recent years.
- Healthcare market would continue growing at an intense pace.
- The pharmaceutical market will continue to be one of the main sectors in the economy of China.
- China has growing market in the area of bio-pharmaceuticals.
- Many of overseas pharmaceutical corporations have already set up or expanded their presence in China.



Summary · 总结

- The Healthcare industry in China is in transformation. It faces the new reality that the high, noncyclical growth rates.
- This recognition triggered increase in M&A activity among local healthcare firms, which bolstered their portfolios with growth assets, shedding low-growth assets and tried to take advantage of financial opportunities.
- As a result, strategic healthcare M&A activity in China has reached an all-time high, even after adjusting for deals that were canceled after announcement.



The state Council of China has encouraged the opening of the healthcare market to private investments. The demand for high quality of healthcare products is steadily rising. The health care sector in China has increased from pharmaceuticals to medical products to consumer health. China will remain as the world's most attractive markets as it is growing faster in the field of health care.



- Investors in China and Australia should broaden their companies' portfolios or deepen their penetration of a product category.
- Pharmaceutical and medical technology companies and private equity owners with assets in these industries have more to gain from pursuing category leadership, whether by acquiring assets that expand a company's market share within a category or by divesting non-core businesses.



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Thank You

Q&A

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