



China Hospital Industry Report,2016-2020

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STUDY GOAL AND OBJECTIVES

This report provides the industry executives with strategically significant competitor information, analysis, insight and projection on the competitive pattern and key companies in the industry, crucial to the development and implementation of effective business, marketing and R&D programs.

REPORT OBJECTIVES

- ◆ To establish a comprehensive, factual, annually updated and cost-effective information base on market size, competition patterns, market segments, goals and strategies of the leading players in the market, reviews and forecasts.
- ◆ To assist potential market entrants in evaluating prospective acquisition and joint venture candidates.
- ◆ To complement the organizations' internal competitor information gathering efforts with strategic analysis, data interpretation and insight.
- ◆ To suggest for concerned investors in line with the current development of this industry as well as the development tendency.
- ◆ To help company to succeed in a competitive market, and

METHODOLOGY

Both primary and secondary research methodologies were used in preparing this study. Initially, a comprehensive and exhaustive search of the literature on this industry was conducted. These sources included related books and journals, trade literature, marketing literature, other product/promotional literature, annual reports, security analyst reports, and other publications. Subsequently, telephone interviews or email correspondence was conducted with marketing executives etc. Other sources included related magazines, academics, and consulting companies.

INFORMATION SOURCES

The primary information sources include Company Reports, and National Bureau of Statistics of China etc.

Abstract

In recent years, "Opinions on Promoting the Development of Health Service Industry" and other related policies, the people's growing awareness of health care and the acceleration of population aging have prompted the rapid development of China's hospital industry. As of October 2016, there had been a total of 28,584 hospitals in China, an increase of 7,666 compared with that in 2010. It is estimated that Chinese hospitals gained the revenue of RMB2,708 billion in 2016, soaring 163.3% over 2010.

Chinese medical insurance system has been gradually perfect and medical resources have swelled radically, laying the foundation for the healthy and orderly development of the hospital industry. As of the end of 2015, a total of 666 million Chinese people had enjoyed urban basic medical insurance and 670 million people had held new rural cooperative medical insurance, marking the full coverage of medical insurance. At the same time, the national medical and health institutions had offered 7.015 million beds, namely 5.11 beds for per thousand population. According to Circular on Accelerating the Construction of Health and Old-age Service Project, medical and health institutions should provide 6 beds for per thousand population (including inpatients) averagely by 2020.

Driven by the reform of public hospitals and other policies, China has set off a wave of social capital inrush to the medical industry and witnessed an upsurge in the number of private hospitals. By the end of October 2016, there had been 15,798 private hospitals in China, accounting for 55.3% of the total hospitals. However, the revenue of private hospitals is less than 10% of the total hospital revenue. In the forthcoming years, Chinese private hospitals will grow by leaps and bounds, with the number registering 20,262 and the revenue reporting RMB639.6 billion by 2020.

Specialized hospitals need low investment costs but trigger high return on investment; coupled with the robust demand, they have attracted the fanatical investment of social capital. Private hospitals occupy more than 65% of Chinese specialized hospitals. In recent years, the revenue of Chinese specialized hospitals has been growing at around 20%; the current revenue exceeds RMB300 billion.

Layout of Some Chinese Private Enterprises in Hospital Industry, 2016

	Layout
Aier Eye Hospital	In H1 2016, the company participated in the establishment of Nanjing Aier Anxing Ophthalmic Industry Investment Fund, Ningbo Honghui Equity Investment M & A Fund, Shenzhen Dachen Chuangkun Equity Investment M & A Fund and Tianjin Xinxinsheng Equity Investment Partnership.
Jinling Pharmaceutical	In H1 2016, Yizheng Hospital DSA Treatment Center co-founded by Yizheng Hospital under Jinling Pharmaceutical and Cardiology Department of Gulou Hospital was opened. As of early June 2016, nearly 30 cases of cardiac interventional surgery had been successfully carried out. At the same time, rehabilitation specialists of Gulou Hospital settled down in Anqing Hospital and established a medical treatment combination with Anqing Daguan District Hospital to expand the influence of the hospital.
Furui Medical Science	On June 22, 2016, Furui Medical Science, Baoding Municipal Health and Family Planning Commission and Ali Health Technology (Beijing) Co., Ltd. signed a cooperation framework agreement to co-found "Baoding Network Hospital", optimize the hospital service process, improve the patient experience and explore the construction of network hospitals.
Phoenix Healthcare	In August 2016, the company announced that it took over Ample Mighty Co., Ltd. which is a wholly-owned subsidiary of CR Healthcare for RMB3.72 billion. In October, Phoenix Healthcare lavished a total of HKD1.24 billion to acquire 60% stake in CITIC Huizhou Hospital under CITIC Medical and 70 % equity in Hangzhou Plastic Surgery Hospital. After the completion of the aforementioned acquisitions, Phoenix Healthcare will have more than 100 medical institutions and 11,900 open beds.
Guizhou Yibai Pharmaceutical	In January 2016, the company acquired 32.5% equity in Chaoyang Hospital for RMB260 million and intended to add RMB350 million to the hospital management company. Upon the completion of the capital increase, Yibai Pharmaceutical will hold 53% equity of the hospital management company. In April 2016, Yibai Pharmaceutical joined hands with Shanghai Puyi Medical Technology Co., Ltd. and Guizhou Zhilian Zhonghe Investment Co., Ltd. to set up a subsidiary - Guizhou Yibai Aikang Oncologist Group Medical Co., Ltd. Herein, Yibai Pharmaceutical contributed RMB10.2 million to enjoy 51% stake. In May 2016, the company subscribed to invest RMB41 million in erecting a subsidiary --- Heilongjiang Yibai Tumor Medical Investment Management Co., Ltd. with Heilongjiang Century Daheng Investment Management Co., Ltd. jointly, and Yibai Pharmaceutical seized 51.25% stake in the joint venture. In the same month, the company planned to invest RMB15.3 million in acquiring 51% equity in Guizhou Deyao Medical Investment Management Co., Ltd. in order to invest in Bijie Tumor Hospital Co., Ltd. On June 21, 2016, it fulfilled the capital injection into Deyao Medical. In June 2016, the company invested RMB2.55 million in establishing Hangzhou Yihan Investment Management Co., Ltd. jointly with Shanghai Maihan Medical Investment Management Co., Ltd.; herein, the company held 51% stake. In the same month, the company signed a preliminary cooperation agreement with Australian Integrated Clinical Oncology Network Pty Ltd. to found a joint venture -- Shanghai Yibai Aikang Tumor Medical Management Co., Ltd. with a registered capital of USD5 million. Each of them contributed USD2.5 million and held 50% stake.
Kangmei Pharmaceutical	In May 2016, the company signed a tripartite cooperation agreement with Meihekou Municipal Government and Meihekou Municipal Central Hospital to jointly initiate the joint-stock reform of Meihekou Municipal Central Hospital. In September, the company reached a strategic cooperation agreement with Chongqing Municipal People's Government to fully participate by multiple means in medical and health undertakings, reform and development of the pharmaceutical industry, as well as reform of public hospitals in Chongqing. In December, the company tied the strategic cooperation relationship with Chongqing Rongchang District People's Government to further bolster public hospitals in capital, equipment renewal, specialties, personnel training and management, for improving the comprehensive strength and services of public hospitals.

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Among specialized hospitals, ophthalmic hospitals, stomatological hospitals as well as orthopedics & beauty hospitals enjoy exceedingly high profitability, with the profit margin of above 10%. For instance, Aier Eye Hospital, the nation's largest chain ophthalmic institution – boasts over 100 stores in the country and serves more than 3 million outpatients annually; in the first half of 2016, the company achieved the revenue of RMB1.92 billion, the net income of RMB280 million and the net profit margin of 14.6%.

The report highlights the following:

- Overview of China hospital industry, including number of hospitals, revenue, medical services, competition pattern, forecast and prospect, etc.;
- Status quo of specialized hospitals in China, including overview, analysis on specialized hospitals of all sorts, summary and forecast;
- Overview of Chinese medical insurance system, embracing status quo and development trend;
- Investment in China hospital industry, including related policies, comparison between public and private hospitals, investment of social capital, development directions and business models of foreign-funded hospitals;
- Operation, hospital industry layout, development forecast, etc. of 15 enterprises.

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