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.

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

INFORMATION SOURCES

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

China's independent clinical laboratory industry started late, and is still in its infancy. In 2016, it only saw the penetration rate of about 4%, far below 40% or more in Europe, the United States and Japan. Furthermore, Chinese independent clinical laboratories can provide more than 2,000 test items, while the counterparts in the United States can offer over 4,000 test items.

However, China's independent clinical laboratory industry is progressing rapidly, presenting the CAGR of 41.4% during 2010-2016, with the market size reaching RMB9.6 billion (an upsurge of 37.1% year on year) in 2016.

Pushed by the promotion of hierarchical medical system and other favorable policies, the growth of the outsourcing demand from public and private hospitals under the pressure of cost control, the acceleration of population aging as well as the people's ever growing awareness of health, etc., the independent clinical laboratory market size in China will maintain growth rate of at least 30% in the next five years and reach RMB41.4 billion by 2021.

As of the end of 2016, there had been 468 independent clinical laboratories in China, an increase of 112 ones over the same period of last year. They were mainly distributed in the developed coastal areas, about 50% of which were located in Shanghai, Beijing, Guangdong, Zhejiang and Jiangsu.

At present, major independent clinical laboratory companies in China include KingMed Diagnostics, ADICON, DIAN Diagnostics, DAAN Gene, Shanghai Labway Clinical Laboratory, MedicalSystem Biotechnology, Beijing Lepu Gene Technology and so forth. With cutting-edge advantages in the number of laboratories and inspection items which directly demonstrate the competitiveness of enterprises, KingMed Diagnostics, ADICON, DIAN Diagnostics and DAAN Gene held a combined market share of over 70% in 2016. In the future, leading enterprises will continue to accelerate the chain-based expansion of laboratory network nationwide, further enhance their competitiveness, and intensify the market concentration.

China Independent Clinical Laboratory Industry Report, 2017-2021 highlights the following:

 ◆ Overview of China’s independent clinical laboratory industry, covering policy, international environment, status quo, market size, competitive landscape and development trend;
 ◆ Upstream and downstream sectors of China’s independent clinical laboratory industry;
 ◆ Operation, revenue structure, gross margin and independent clinical laboratory business of 20 companies in China.
### Comparison between Leading Independent Clinical Laboratory Companies in China, 2017

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<th>DIAN Diagnostics</th>
<th>ADICON</th>
<th>DAAN Gene</th>
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<tr>
<td>Headquarters</td>
<td>Guangzhou</td>
<td>Hangzhou</td>
<td>Hangzhou</td>
<td>Guangzhou</td>
</tr>
<tr>
<td>Customers</td>
<td>21,000+</td>
<td>12,000+</td>
<td>15,000+</td>
<td>-</td>
</tr>
<tr>
<td>Laboratories</td>
<td>35</td>
<td>35</td>
<td>19</td>
<td>0</td>
</tr>
<tr>
<td>Business</td>
<td>Conventional biochemistry, immunocassays, pathology tests, genomics tests, etc.</td>
<td>Diagnostic products, clinical laboratory (pathology, clinical diagnosis, molecular diagnostics), forensic testimony, physical examination, scientific research and development</td>
<td>Clinical laboratory (pathological examination, clinical examination and special examination), drug clinical trials, health management, paternity tests (private), scientific research and development</td>
<td>Diagnostic reagents and instruments, clinical laboratory</td>
</tr>
<tr>
<td>Inspection Tally</td>
<td>23,000+</td>
<td>20,000+</td>
<td>20,000+</td>
<td>10,000+</td>
</tr>
<tr>
<td>Specimen Tested Per Annum</td>
<td>Over 40 million cases</td>
<td>-</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Strategic Cooperation</td>
<td>It conducts strategic cooperation with Roche, BioMérieux, Siemens, Abbott, Qiagen, Virion, and other international well-known companies. It has become the Chinese cooperation and demonstration base of Roche and BioMérieux in terms of new technologies and new products. It collaborates with American Society of Clinical Pathology (ASCP) to build ASCP Pathology and Clinical Laboratory Education and Certification Training Center (Greater China).</td>
<td>It cooperates with Roche in depth. At the same time, it has reached strategic cooperation with the US Johns Hopkins University, Johns Hopkins University, National Cancer Institute in the United States, Bureau of Justice of Maryland, South Korea SCL Health Management Group and many other world renowned institutions.</td>
<td>It is QUEST's co-partner in the clinical laboratory industry in the Asia-Pacific region. It has been authorized by Roche to become “Roche’s Demonstration Laboratory in China” and closely collaborates with Roche. It also works with Siemens Healthineers, Japanese SRL South Korean SCL and French BioMérieux</td>
<td>It cooperates with DAKO and Life Technologies</td>
</tr>
<tr>
<td>Market Share</td>
<td>27.9%</td>
<td>14.8%</td>
<td>20% or so</td>
<td>8.4%</td>
</tr>
<tr>
<td>Business Model</td>
<td>Services</td>
<td>Agent + Services</td>
<td>Services</td>
<td>Products + Services</td>
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<td>Expansion Speed</td>
<td>Fast</td>
<td>Fast</td>
<td>Moderate</td>
<td>Moderate</td>
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Phone: +86 10 82600828 ● Fax: +86 10 82601570 ● www.researchinchina.com ● report@researchinchina.com