

Asia Pacific Medical Technology Association

ANNUAL REPORT 2016



APAC **Med** ASIA PACIFIC
MEDICAL TECHNOLOGY
ASSOCIATION

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Our Mission

The APACMed mission is to improve the standards of care for patients through innovative collaborations among stakeholders to jointly shape the future of healthcare in Asia Pacific.

The Medical Technology Industry in Asia Pacific

Medical technology companies create lifesaving and life changing innovations. These medical devices and diagnostics allow people to live longer, healthier and more productive lives. Over the past thirty years, medical advancements have helped extend life expectancies in both developed and developing countries across the globe. These advancements also yield savings across the health care system by replacing more expensive procedures, reducing hospital stays and allowing people to return to work more quickly.

Half the world's population lives in Asia Pacific, and demand for healthcare there is correspondingly great. With a growing and aging population, as well as improved patient awareness, demand for quality healthcare has grown exponentially in Asia Pacific.

Currently, access to quality healthcare-in particular, modern medical technology, or MedTech - is difficult for many patients. Healthcare demand already outstrips supply in Asia Pacific, and the gap will grow in line with continued increases in income, population, disease burdens, and general awareness of health issues.

Addressing this growing demand will require a different kind of innovative thinking from all stakeholders in our economies. This means that patients, policymakers, payers, healthcare workers, hospital administrators, medical technology and pharmaceutical industries need to collaborate differently to solve our common health care challenges. By improving the quality of life of individuals requiring medical care, medical technology allows people to remain integrated, valued and productive members of society.

The region's healthcare needs reflect its size and growth projections, and the Asia Pacific MedTech market is expected to rise to about US\$ 133 billion a year in 2020, from about US\$ 88 billion a year in 2015.

Unmet needs in APAC



~3.7B people

51% of world's
population
lives in APAC



1.1B people

50+ years of
age by 2025



65M babies

born each year
(equivalent to
UK population)



2B people

in consuming class
by 2025 (~50% of
whole APAC)



2/3 global
disease burden
for major chronic
respiratory diseases

Asia Pacific is a complicated collection of individual markets, often with little in common other than a shared continent. Political systems, economic development, cultural traditions, and disease profiles, among other characteristics, vary widely from one country to the next.

To reach these patients and defend against new competitors, global companies will have to rethink their approach to the region, creating new business models that encompass multiple channels, developing market-appropriate products rooted in innovation, allowing greater local autonomy, and removing structural barriers.



By 2020, Asia Pacific is expected to surpass the European Union as the world's second-largest MedTech market (after the United States), and the majority of customers will lie beyond the premium segment.



Opportunities for industry-wide collaborations



Regulatory capacity

Partner with academia to expand pool of regulatory affairs professionals



Medical education

Use technology to enhance the pace and quality of medical education



New delivery paradigms

Accelerate adoption of new healthcare delivery models (e.g. homecare)

Source: McKinsey & Co "MedTech in Asia: Committing at scale to raise standards of care for patients", December 2015.



Asia Pacific Medical Technology Association (APACMed)

The APACMed mission is patient centric and calls for new creative partnerships among key stakeholders in the healthcare and medical technology ecosystem. Our key stakeholders include but are not limited to clinicians, governments, regulators, payers, healthcare providers, patient advocacy associations and academia.

We aim to achieve [our mission](#) through focused initiatives and activities addressing the needs of the diverse healthcare markets in the region relating to **access, innovation and collaboration**.

Access:

We strive to improve access to high quality healthcare for patients in need by working in close collaboration with regulators, policy makers, healthcare providers, payers and patients to develop and propose policies that ensure effective and efficient courses of treatment.

Innovation:

We promote a cost-effective, value-based approach to healthcare in Asia Pacific by showing the socio-economic value of innovative medical technology that improves healthcare outcomes and quality of care.

Collaboration:

We engage and collaborate with all stakeholders to raise awareness for and to develop new and unified solutions to meet the demands of the diverse and complex healthcare markets in Asia Pacific and provide a platform for knowledge exchange.



Foreword by APACMed Chairman Vladimir Makatsaria



Unified voice for the industry

Founded in 2014, APACMed brings together local industry associations, multinational, pan-Asian and local corporations, and innovative start-up companies to address the specific challenges of a heterogenous healthcare landscape in Asia Pacific. We provide a unified voice and champion how to advance the industry to best serve our patients; and collectively, we have a tremendous job to do to address the significant unmet needs of patients in our region.

Our organisation aims to foster collaboration among all actors in the MedTech ecosystem, to allow them to have a voice and play a role in shaping the future of healthcare. As disruptive medical innovations - from artificial intelligence to augmented reality, mobile health and big data - are profoundly transforming healthcare across the value chain, our industry needs to continually adapt and transform.

We endeavour to support members on this journey, by helping them effectively navigate regulatory challenges, providing insights on a shifting policy landscape, and facilitate best practice sharing. We also play an important role in articulating a compelling value proposition to attract talent to our industry and ensure that business is conducted with strong ethics and compliance.

With this in mind, we seek to connect MNCs with SMEs, and bring together trade associations from around the region. We also connect members with our knowledge partners, who play a critical role in helping us better understand the dynamics of the region, and identify ways in which the MedTech industry can make a significant impact.

We believe that only by working together and leveraging innovation will we be able to reach more patients and bring better quality healthcare to people in this region.

It has been an honour to serve alongside a distinguished Board, and I would like to take this opportunity to extend my heartfelt thanks to each one of our members. The diversity and commitment of our members is one of our biggest strengths.

I would like to extend our sincere thanks to our Functional Committee Chairs for their ongoing engagement as well as the APACMed Secretariat, responsible for executing our work. I thank them all, and look forward to a successful year ahead.

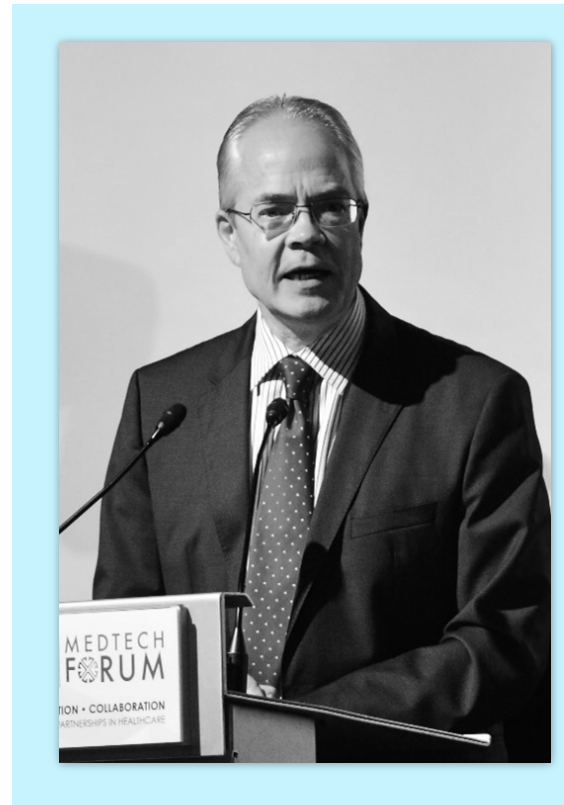
CEO Report

Fredrik Nyberg

As our organisation enters its third year of existence, the opportunity to publish our First Annual Report seemed timely.

Expanding our membership base

In 2014, APACMed counted a few founding members; we are now proud to count over 50 members, representing the spectrum of medical devices, equipment and in-vitro diagnostics. We are also delighted to partner with a number of national trade associations from across the region. As we grow, our membership base must reflect the diversity of our industry, and we hope to attract member organisations that span across therapy areas and geographies, from the largest MNCs to local Asian innovative pre-revenue start-ups and digital health ventures. We aim to provide more tailored services and support, to each of these different membership categories; from workshops and networking events, to market intelligence and curated news and insights.



Driving critical work streams

In 2016, we strived to be more proactive in our outreach and communication, to ensure all members are kept up to date with the activities of the Secretariat as well as those of the Functional Committees who drive and lead our work across Legal/ Ethics and Compliance; Regulatory and Government Affairs, Communications and Medical/ Clinical Affairs.

As CEO, I am proud to report that we have made significant progress over the last year and would like to take this opportunity to highlight some notable achievements:

- We introduced our Code of Ethical Conduct for Interactions with Health Care Professionals to establish the minimum standard by which our corporate members will interact with Health Care Professionals (HCPs) across Asia Pacific. We also hosted the Legal & Compliance Meeting Asia Pacific 2016, jointly with AdvaMed, MTAA and MTANZ.
- We fostered relationships with many national industry associations across the region including the Medical Technology Association of Australia (MTAA); Medical Technology Association of India (MTAI); Japan Federation of Medical Devices Association; Korea Medical Devices Industry Association (KMDIA); Association of Malaysia Medical Industries (AMMI); Gakeslab (Indonesia), China Association for Medical Device Industry (CAMDI).
- We significantly strengthened our regulatory capabilities and embarked upon multiple initiatives partnering with the Asian Harmonization Working Party (AHWP), APEC - RHSC, and China International Medical Device Regulatory (CIMDR) Forum. This included leading capacity building workshops in Indonesia and Vietnam. We also hosted the first RA Summit.

- 
- We published a whitepaper, setting out guiding principles for the implementation of Medical Device Registries across the region.
 - We hosted several very successful events, which, collectively, gathered over 700 participants: Asia Pacific MedTech Forum 2016; APACMed Regulatory Affairs Summit; Legal & Compliance Meeting Asia Pacific 2016; MedTech Workshop for Small and Medium Sized Enterprises (SMEs) in Asia Pacific, and MedTech Human Resources Summit.

The MedTech Forum Organising Committee will continue to play a key role in providing strategic input as well as helping us drive our flagship annual event. The overarching theme for the 2017 edition will be “Innovation”, in line with our strategic framework, and building on our 2016 “Collaboration” theme.

I would like to take this opportunity to extend my thanks to all APACMed members for their ongoing support, be it through our Functional Committees, or sponsorship of our events. This support is essential for us to grow and prosper as an association. The feedback and insights gained from our first APACMed Members Survey in December 2016 will allow us to better serve our members, and continue to add value.

Sincere thanks to all of our Functional Committee Chairs and members whose drive and engagement is so critical to advancing APACMed’s agenda, by ensuring we have a voice in the most critical discussions; that we build bridges with regulators, governments, academic institutions, professional medical societies and HCPs, and that collectively, we play a role in shaping the future of healthcare in Asia.

My thanks, to the Board of Directors for their support and ongoing guidance.

Lastly, my thanks go to the APACMed Secretariat team, which has grown to six people, since I joined as CEO in March 2015, and is now housed in a brand-new office in the Singapore Science Park I.

APACMed Highlights and Activities

Hosted



events attended by



700+ delegates:

- Asia Pacific MedTech Forum 2016
- APACMed Regulatory Affairs Summit
- Legal & Compliance Meeting Asia Pacific 2016
- MedTech Workshop for SMEs in Asia Pacific
- MedTech HR Summit

Members

51 members



31
Corporate
members

6
National
associations

Represented APACMed at

9 events

in

8 countries

including:

- CIMDR, Chengdu, China
- APEC-RHSC, Lima, Peru
- Advamed 2016, Minneapolis, US

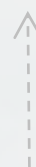
Gained



795 LinkedIn
followers



301 Twitter
followers
@APACMed



Featured in **9** articles in **6**
trade publications
in Asia Pacific

Active

Functional Committee

Participants:

144



**Strengthened the
Secretariat,**

to increase internal and
external capabilities:

- VP Regulatory Affairs
- Operations Manager
- Communications Manager



Our Work

APACMed Code of Ethical Conduct for Interactions with Healthcare Professionals



APACMed promotes ethical interactions between the medical technology industry and health care professionals to advance its mission. The purpose of the [APACMed Code](#) is to facilitate ethical interactions between its Corporate Members that develop, manufacture, sell, market, or distribute medical technologies in Asia Pacific and those individuals and entities that use, recommend, purchase, or prescribe medical technologies in Asia Pacific.

APACMed recognizes that collaborative interactions between members and healthcare professionals are essential to advancing medical technology and ensuring the safe and effective use of members' products and services. APACMed is committed to ensuring that these interactions meet the highest ethical standards, preserve healthcare professionals' independent decision-making, and reinforce public confidence in the integrity of patient care, treatment, and product and service selection.

In early 2016, the APACMed Board directed the Legal/ Ethics & Compliance Committee to review whether members should continue to be permitted to provide direct sponsorship funding to healthcare professionals to enable them to attend third party educational events (in those jurisdictions in Asia Pacific where direct sponsorship continues to be permitted) and to provide recommendations to the Board. Following that review, in September 2016 the APACMed Board determined that, as of as of January 2018, members' direct sponsorship of healthcare professionals to third party educational events would no longer be permitted. A working group of the Legal/ Ethics & Compliance Committee then drafted the necessary amendments to the APACMed Code, and all Members were invited to comment on those amendments, ahead of the Board's approval of the revised APACMed Code in February 2017.

The Legal/ Ethics & Compliance Committee in conjunction with the APACMed Secretariat, and under the strategic direction of the Communications Committee will continue to work on a detailed communication strategy around the elimination of direct sponsorship, that will include internal training/webinars for Members and stakeholders.

Regulatory and Government Affairs Work

In order to drive our regulatory agenda, as well as support our members in better understanding the complexities of the regulatory landscape in Asia Pacific, APACMed reinforced its RA capabilities, by appointing Ms. Quan Tran as Vice President Regulatory Affairs, in April 2016. She is also currently the Vice Chair of the Asian Harmonisation Working Party (AHWP).

International collaborations and partnerships

2016 was a pivotal year, as the Association cemented key relationships with several organisations. APACMed was the first region-wide trade association to be named APEC - RHSC industry coalition lead, alongside AdvaMed and the Japan Medical Imaging and Radiological Systems Industries Association (JIRA).

This year also marked a milestone in advancing our relationship with the Centre for Regulatory Excellence (CoRE). Established as neutral platform in the academic setting of Duke-NUS Medical School, CoRE played an important role in the inaugural Regulatory Affairs Summit, which closed the 2016 MedTech Forum.

Asian Harmonization Working Group (AHWP)

APACMed was named Official Liaison Member of the [Asian Harmonization Working Group](#), during the 21st Annual Meeting held in Cebu, Philippines. This is a milestone for our organisation, and we are proud to support AHWP's harmonisation and capacity building efforts.

In July and August 2016, APACMed collaborated with AHWP to organise capacity building training at country level in Indonesia (50 regulators and industry round table) and Vietnam (50 regulators, academia and industry). It is expected similar training will be held in 2017.

APACMed Supports China International Medical Device Regulatory Forum (CIMDR)

The 7th China International Medical Device Regulatory Forum (CIMDR), was held in Chengdu, in September 2016. As an official supporter of the event, APACMed helped source three keynote speakers; Fredrik Nyberg also introduced APACMed during a plenary address to the 2000 attendees. The event, organised by China Food and Drug Administration (CFDA) and CCFDIE (China Center for Food and Drug International Exchange), aimed to raise awareness of China's laws and policies with regards to the regulation and administration of medical devices.

Centres of Excellence (CoE) set up in India, China and ASEAN

Three RA Centres of Excellence were set up in 2016, to reinforce APACMed's focus on, and long-term commitment to these markets. The establishment of the CoE will not only broaden APACMed's footprint, but also help members with a presence in these markets to navigate imminent major regulatory changes in Medical Device rules and regulations.

Supporting local advocacy efforts in Australia and India

In 2016, the Government Affairs Committee followed a number of both emerging and ongoing issues across the region. The role of the Committee is to engage in dialogue with the relevant decision makers or partnering trade associations at country level, in order to keep members abreast of critical developments; as well as explore the potential for joint advocacy efforts, where required. The Committee supported the Medical Technology Association of Australia (MTAA) advocacy on 'Prosthesis List' Reform, and collaborated with the Medical Technology Association of India (MTAI) on the issue of Price Controls in India.

APEC Ministerial Meetings in 2017

Following the Committees' active engagement in APEC ministerial meetings in the Philippines in 2015 we look forward to further engagement in 2017, when meetings will be held in Vietnam.

Consensus Statement Medical Device Registries

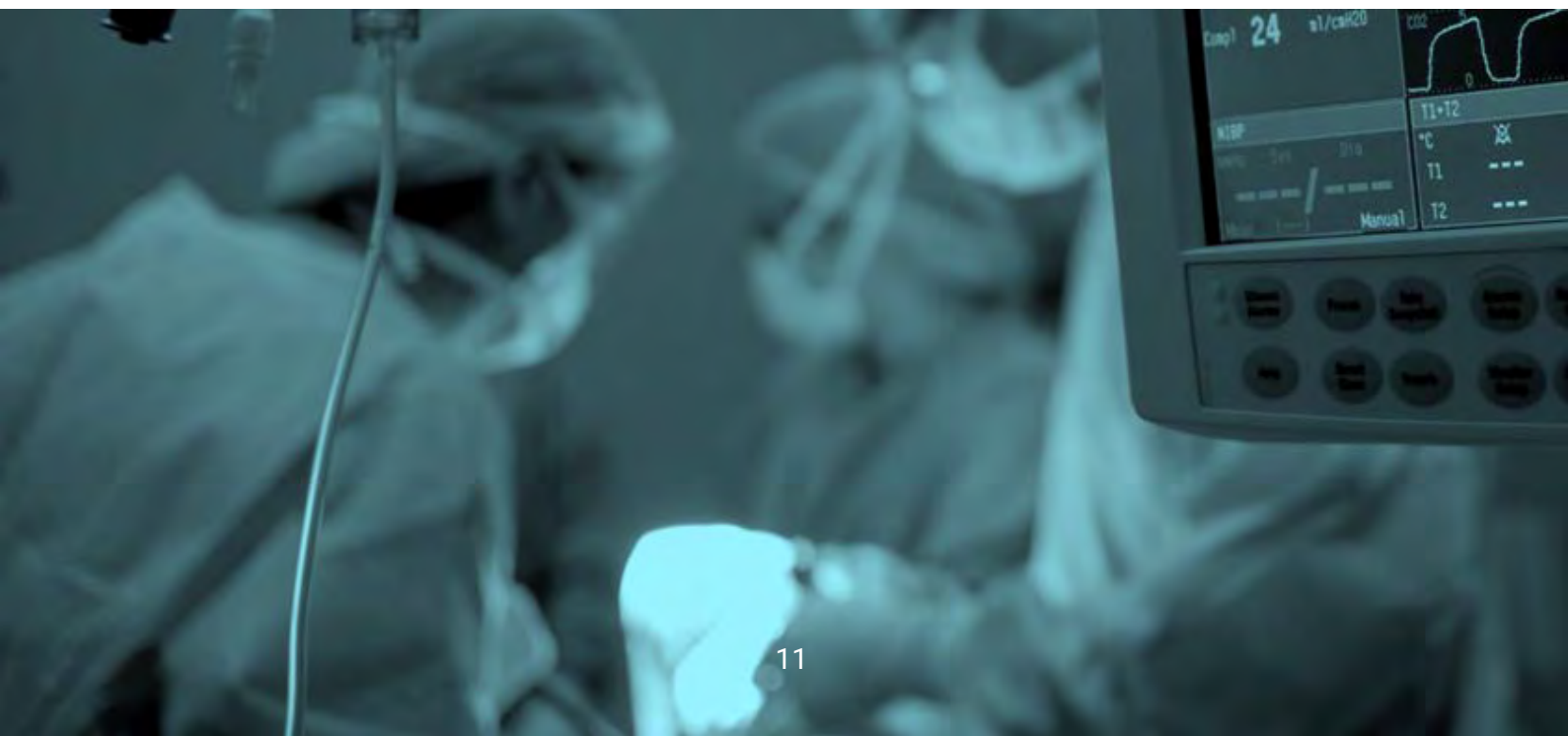


Published in November 2016, the APACMed Medical Affairs Committee officially launched [the whitepaper](#), in February 2017 in collaboration with the Medical Technology Association of Australia (MTAA) and Mecomed (Medical Technology Association Middle East and North Africa) announced today the release of a Consensus Statement on the Future of Medical Device Registries.

Medical device registries enable longitudinal tracking of patient outcomes and device performance serving as a compelling tool in providing real-world data. This landmark paper characterises current region-specific gaps across three continents and provides recommendations for the responsible development, implementation, and maintenance of a medical device registry.

Establishing credible data metrics is essential to facilitate safe, appropriate therapy access for our patients. To that end, we anticipate this document will serve as a reference standard for providers, payers, patients, policy makers, and other interested stakeholders.

A joint press release will be disseminated in 2017, and a series of members-only webinars will be hosted by the Medical/ Clinical Affairs Committee to raise awareness of the value of the Consensus Statement as an advocacy tool, as well as explain the guiding principles of the paper, such as transparent funding and governance; data collection, access and reporting. The Committee will continue its efforts, alongside its partners, to promote the value of this initiative across the region and beyond.



Asia Pacific MedTech HR Summit

Organised jointly with APACMed talent partner Korn-Ferry, the inaugural [Asia Pacific MedTech HR Summit](#), was held in Singapore in June 2016.

Under the theme “Managing Change Amidst Organizational Disruption”, the full day event saw MedTech commercial and HR leaders discussing approaches to effectively managing change in the current volatile environment, where organizational disruption has become the new normal.

Over 50 delegates attended the event, which comprised five keynote talks and two panel discussions.



MedTech Workshop for Small and Medium Sized Enterprises (SMEs) in Asia Pacific

Following the success of the first SME Workshop in 2015, APACMed held the second edition in August 2016, in conjunction with the [Medical Fair Asia 2016](#).

The workshop featured a program tailored to the needs of medical device and IVD start-ups, digital health ventures, mid-sized MedTech R&D and manufacturing businesses, as well as research institutes, investors and service providers.

As a regional event with a global outlook, participants of the [MedTech SME Workshop 2016](#) were provided with practical, hands-on guidance and deep insights into the challenges and opportunities in the medical technology industry.

The event, which attracted 110 delegates, saw an outstanding line up of 17 speakers including senior executives from Philips Healthcare Becton Dickinson (BD), Boston Scientific; Johnson & Johnson, Univac; Vertex Ventures, and Clearstate/ Economist Intelligence Unit, discussing a broad range of topics including: product design & development, regulatory strategy, clinical trial management, capital-raising, commercialization and distribution/channel management.

As the organisation actively seeks to build further partnerships within the SME Community across the region, events of this type, catering to the specific needs of start-ups/ incubators, can be expected in 2017.



APACMed Regulatory Affairs Summit and Legal & Compliance Meeting Asia Pacific 2016

APACMed held its inaugural [Regulatory Affairs Summit](#), a one day event, which closed the MedTech Forum and attracted over 60 delegates. This was an opportunity for regulators and APACMed members to share their views on the current medical device regulatory landscape in the region. Discussions highlighted the need for capacity building to address the paucity of qualified and dedicated regulatory professionals. From a regulatory standpoint, speakers reiterated the need to promote greater harmonisation.

A report entitled “Building Regulatory Capacity for Medical Devices in Asia Pacific” will be published in Q1 2017. The paper provides a comprehensive summary of the exchanges which took place during the summit, and puts forward recommendations for sustainable regulatory capacity building, drawing on the feedback from the RA Community.



Following the success of the last few years' legal and compliance best practices exchanges, APACMed along with AdvaMed (Advanced Medical Technology Association), MTAA (Medical Technology Association of Australia) and MTANZ (Medical Technology Association of New Zealand) jointly organised and hosted the **Legal & Compliance Meeting Asia Pacific 2016**. Attracting over 100 of the Associations' member company legal professionals, the event was an opportunity to discuss current compliance trends and share best practices in addressing the region's unique legal and compliance issues.



2016 Asia Pacific MedTech Forum



Our inaugural Asia Pacific MedTech Forum 2015 was the first event of its kind in the region, and while we had initially planned for about 130 participants, we saw over 500 delegates and speakers from around the world, attend the event.

The [second edition](#) was held in Singapore in November 2016, and counted some 85 speakers, and 20 panel discussions. Forum attendance surpassed that of 2015, attracting well over 500 delegates including clinicians and other healthcare professionals, policymakers, regulators, academic institutions, and of course senior executives from the medical technology industry.

We laid the foundation for partnerships that will help us unlock opportunities and tackle challenges in this fast-changing region. We heard lively discussions from leaders in industry, policy, and care provision. The Forum was the culmination of months of planning and preparation from our members and partners, and we at APACMed are deeply grateful for the contributions of everyone involved. Our hope and expectation is that the Forum will mark the beginning of constructive partnerships that will last for many years to come.

A summary of the main discussions and exchanges that took place during the event can be found in the [Highlights Report](#) published by the Association.

| | | | |
|-------|--|--|--|
| MEDIA | 10 journalist attended on-site across | 10 original articles to-dates, 6 expected pieces of coverage across regional and global publications | 10 onsite interviews, including |
| | 8 publications | | 7 with external speakers |



MedTech Forum Organising Committee

We are fortunate to have an outstanding Organising Committee with both a regional and global reach. Our [Communications Committee](#) have been instrumental in making the MedTech Forum the flagship regional event that it has become in just two years, and they have provided valuable support to the Secretariat behind the scenes, across all aspects of the Associations' communications and public relations efforts, beyond the MedTech Forum.

The [Government Affairs Committee](#) has also played a significant role in reaching out to high level policy makers and KOLs, to ensure this group was, and continues to be well represented at the MedTech Forum.

Their combined expertise and passion has allowed us to bring together exceptionally high caliber speakers who can share insights on critical topics that resonate with the entire industry. Our sincere thanks to all of them for their work in 2016 and their continued support in 2017.



2016 APACMed Engagements

| | Location | Event |
|-----------------|-----------|---|
| February | Singapore | CNBC Talking Innovation APACMed CEO took part in a Round Table Presentation |
| March | Singapore | Meeting with EU Asean Business Council Meeting with US Business Council |
| | New Delhi | Attended NATHEALTH Annual Conference Held discussions with Nat Health Senior Management |
| | Singapore | Meeting with Health Sciences Authority (HSA) CEO and Leadership Team |
| April | Singapore | Organised CEO Roundtable event with Koji Nakao, Terumo and JDMDA Chairman |
| May | Geneva | Represented APACMed at Global Medical Technology Alliance (GMTA) General Assembly Meetings were held with Advamed and MedTech Europe |
| | Singapore | Meeting with CEO Medical Technology Association of Australia (MTAA) |
| June | Tokyo | APACMed CEO Invited to present to members of Japan Federation of Medical Devices Associations (JFMDA) Annual Meeting |
| | Beijing | Meeting with China Association for Medical Device Industry (CAMDI) Meetings with China Food and Drug Administration (CFDA) |
| | Singapore | APACMed Chairman and CEO hosted Town Hall Webinar for members |
| July | Singapore | Meeting with Singapore Manufacturing Federation CEO |
| | Singapore | Presented at Microsoft Digital Health Event |
| | Singapore | Hosted Joint webinar with Quintiles UK on New EU Medical Device Directive |
| | Jakarta | Meeting with Gakeslab Indonesia Board of Directors |
| | Lima | Presented at APEC - RHSC Meeting Actively engaged with Senior Regulators from across APEC economies |

Location Event

| | Location | Event |
|------------------|--------------|--|
| August | Hanoi | Capacity Building Workshop held in partnership with AHWP Meetings with Director General Ministry of Health, Vietnam |
| | Singapore | APACMed exhibited at Medical Fair Asia Held SME Workshop in conjunction with event |
| September | Singapore | Members only Business Model Innovation Workshop hosted by McKinsey & Co. |
| | Singapore | Attended International Society for Pharmacoeconomics and Outcomes Research (ISPOR) Conference |
| | Chengdu | APACMed was one of the major sponsors of China International Medical Device Regulatory Forum (CIMDR) Presented in a plenary session Held multiple meetings with Regulators |
| | Singapore | Attended A*Start Central MedTech Incubator Official Launch |
| | Singapore | Presented as Plenary speaker at CoRE – Duke NUS Scientific Conference |
| October | Minneapolis | Organised and participated in panel "Device markets in Asia Pacific: Overcoming Challenges & Driving Growth", moderated by McKinsey & Co. Participated in AdvaMed Conference Held meetings with MedTech Europe and Mecomed CEO |
| November | Cebu | Attended Asian Harmonization Working Party Annual Meeting, as Official Liaison Member CEO gave Plenary Presentation |
| | Singapore | Organised Asia Pacific MedTech Forum Organised inaugural RA Summit |
| | Brussels | Attended GMTA General Assembly and Board Meeting Attended MedTech Europe Conference |
| December | Kuala Lumpur | Attended Association of Malaysia Medical Industries (AMMI) Annual Dinner |
| | Bangkok | APACMed CEO gave presentation to ThaiMed Board of Directors |

Board of Directors



Vladimir Makatsaria

Chairman, APACMed

Company Group Chairman
Johnson & Johnson

Vladimir Makatsaria is Company Group Chairman, leading the Medical Devices Group in Asia Pacific. Additionally, he serves as the Chairman of Johnson & Johnson China, with enterprise-wide responsibilities.



Anna Maria Braun

Vice-Chairman, APACMed

President, Asia Pacific & Member of the Management Board
B. Braun Medical Industries

Anna Maria Braun is President, Asia Pacific of B. Braun Medical Industries. In this role, she is responsible for the Group's pharmaceutical and medical technology business in the Asia Pacific region.



Stephen Ooi

Treasurer, APACMed

Senior Executive Advisor
Zimmer Biomet Asia Pacific

Stephen H. L. Ooi was appointed Senior Executive Advisor, Asia Pacific of Zimmer Biomet in June 2015. He previously served as President, Asia Pacific of Zimmer Holdings and was responsible for the overall operations, sales, marketing and distribution of products and business development in the Asia Pacific region.



James Lim

Executive Vice President and President, Greater Asia
Becton Dickinson & Co.

James is currently the first Asian on Becton Dickinson's Senior Leadership Management Committee reporting to the CEO. BD is a leading medical technology company engaged principally in the manufacture and sale of medical supplies, devices, instrument systems and reagents.



Supratim Bose

Executive Vice President and President, Asia-Pacific Middle East & Africa
Boston Scientific

Supratim Bose is Executive Vice President and President, Asia-Pacific, Middle East & Africa for Boston Scientific, and a member of its Executive Committee. In this role, Supratim oversees the Company's business and growth opportunities across Asia Pacific, Middle East & Africa, the world's fastest growing region.



Bob White

Senior Vice President and President, Asia Pacific
Medtronic

Bob is Senior Vice President and President, Asia Pacific at Medtronic, based in Singapore, and is a member of the Medtronic Executive Committee.



Harvinder Singh

Divisional Vice President, Asia Pacific and Japan
Abbott Vascular

Harvinder Singh heads Abbott Vascular's Asia Pacific and Japan business and is based in Singapore. Harvinder has been with Abbott for 16 years and in the healthcare industry for over 25 years. His work experience includes both medical device and pharmaceuticals.



Brent Scott

President, Asia
Stryker Corporation

Brent is the President of Stryker Asia Region, based in Singapore. He was previously the Vice President of Value Business, International and before that, was Vice President of Marketing for Emerging Markets, and Asia Pacific from Oct 2006 to Mar 2013.



Hideo Arase

Managing Director
Terumo Asia Holdings
Director & Senior Executive Officer
Terumo Corporation

Hideo Arase is Director & Senior Executive Officer, Regional Representative, India and Asia-Pacific, Terumo Corporation; and Managing Director, Terumo Asia Holdings.



Eric Van Oppens

President, Asia & Russia
Alcon

Eric Van Oppens is the Region President, Asia & Russia at Alcon. He leads more than 3,300 associates across three different franchises – Pharmaceutical, Surgical and Vision Care. Mr. Van Oppens was appointed to this role on July 1, 2015. He is a member of the Alcon Executive Leadership Team.

APACMed Functional Committees

Legal/Ethics & Compliance Committee



Chair: Campbell Clark
(Medtronic)

Vice Chairs: Valeria Cnossen
(Johnson & Johnson); Rich
Hamilton (Stryker); Benji Kwak
(Zimmer Biomet)

Objective

- To focus on legal/ethical compliance issues of member companies in Asia Pacific
- To provide legal advice and guidance to the APACMed Board and Secretariat
- To ensure proper governance of APACMed

Areas of strategic focus

- Compliance issues facing the industry in Asia Pacific
- Working alongside the other functional committees to provide necessary legal support and guidance
- Advice on conduct of meetings to ensure adherence to competition laws

Regulatory Affairs Committee



Co-Chair:
Carol Yan
(Johnson & Johnson)



Co-Chair: Miang
Tanakasemsub
(Alcon)

Vice Chair: Jason
Guo (Abbott)

Objective

- To improve access to innovative and high quality healthcare products and technologies for our patients

Areas of strategic focus

- Create visibility and aspire to be recognized as a preferred regulatory partner for dialogue with regulators, industry, MedTech associations and academia across the Asia Pacific region
- Provide access to relevant regulatory intelligence for all Asia Pacific countries
- Advocate for harmonization or convergence in regulatory requirements where possible across Asia Pacific countries
- Collaborate with regulatory authorities, industry and academia to enhance capacity building across Asia Pacific countries

Government Affairs Committee



Chair: Chris Colwell (Becton Dickinson)

Vice Chairs (Country Leaders):

Shakilla Shahjihan (Abbott) - Indonesia

Hitendra Joshi (B Braun) - Malaysia

Ravvi Awva (Boston Scientific) - South Korea

Bernard Tan (Becton Dickinson) – Vietnam

Objective

- To promote awareness by government and key influencers of the positive impact of the MedTech industry on health in the region
- To position industry as a partner and stakeholder to appropriately inform health policy

Areas of strategic focus

- MedTech industry reputation building with policymakers
- Market access in health care reforms
- Trade policy

Communications Affairs Committee



Chair: Hsien-Hsien Lei (Medtronic)

Vice Chair: Nicholas Schmidt (Siemens)

Objective

- To help bring the APACMed mission to life, creating excitement internally and externally

Areas of strategic focus

- Ensure consistency of positioning, messaging and lead Communications strategy
- Collaborate with stakeholders to create collateral/assets.
- Increase awareness of APACMed and encourage enrolment
- Raise the profile and reputation of APACMed among target audiences
- Consistently underscore the value of APACMed membership
- Create awareness and understanding of the MedTech industry position on key topic areas (including trends and issues) among external audiences

Medical/Clinical Affairs Committee



Chair: Dr Amit Shanker
(Boston Scientific)

Objective

- To facilitate patient access to required medical diagnostics and technologies congruent with guideline-directed medical therapy and universally accepted standards of care

Areas of strategic focus

- Internal capabilities build by providing medical and clinical insights:
 - a) Through collaborative counsel with APACMed functional units
 - b) For all planned APACMed activities






APACMed Membership

Membership Categories

| Category | Description |
|---|---|
| Corporate Members | Companies manufacturing and conducting R&D in innovative medical equipment, devices or in vitro diagnostics. |
| Industry Association Members | National associations representing the interests of the medical technology industry in any country in Asia Pacific. |
| Associate Members (non-voting) | Service providers (e.g. consultants, CRO's, recruiters), investors, distributors, contract manufacturers. |
| Small & Medium Enterprise (SME) Members (non-voting) | Companies manufacturing and/or conducting R&D in medical technology with annual sales less than US\$ 50 million. |

Benefits of Membership

| | | | |
|---|---|---|---|
|  | Be part of a collective voice focused on improving the standards of care, driving access and collaboration, and shaping the future of healthcare in Asia Pacific. |  | Join regular workshops, seminars, CEO Roundtables and other networking events. |
|  | Participate in Functional Committees and Working Groups with senior-level executives from the largest companies in the industry. |  | Demonstrate your commitment to the highest standards of ethics by signing on to our industry Code of Conduct that guides ethical interactions with healthcare professionals. |
|  | Benefit from exclusive market insights and analysis from APACMed Knowledge Partners. |  | Receive timely information providing early warning about regulatory and policy developments in the region and guidance on how to deal with them. |
|  | Participate in the annual Asia Pacific MedTech Forum, the industry's most impactful gathering of people and ideas in the region. |  | Stay informed – Receive the APACMed Members-only e-Newsletter. |
|  | Access extensive resources on our Members-only section on the website. |  | For SME's – Benefit from networking with your much larger industry peers. Join tailored workshops on IP protection, regulatory strategy, capital raising, commercialisation, market entry and more. |
|  | Get special rates on registration for APACMed events, including the annual MedTech Forum conference. |  | Display your organisation's logo on the APACMed web site. |
|  | Join to shape the association, the industry and the future of healthcare in Asia Pacific. | | |

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Industry Associations

- The Association of Malaysian Medical Industries (AMMI)
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- Gakeslab, Indonesia
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- Healthcare Federation of India (NATHEALTH)
- Singapore Manufacturing Federation - Medical Technology Industry Group (SMF – MTIG)

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