

healthcare within reach

## Vision

Better healthcare for all

## Mission

Advance medical technologies to make healthcare more accessible

## Core values

Align with our customers

Value and enrich our people

Be precise and practical

Always forge ahead

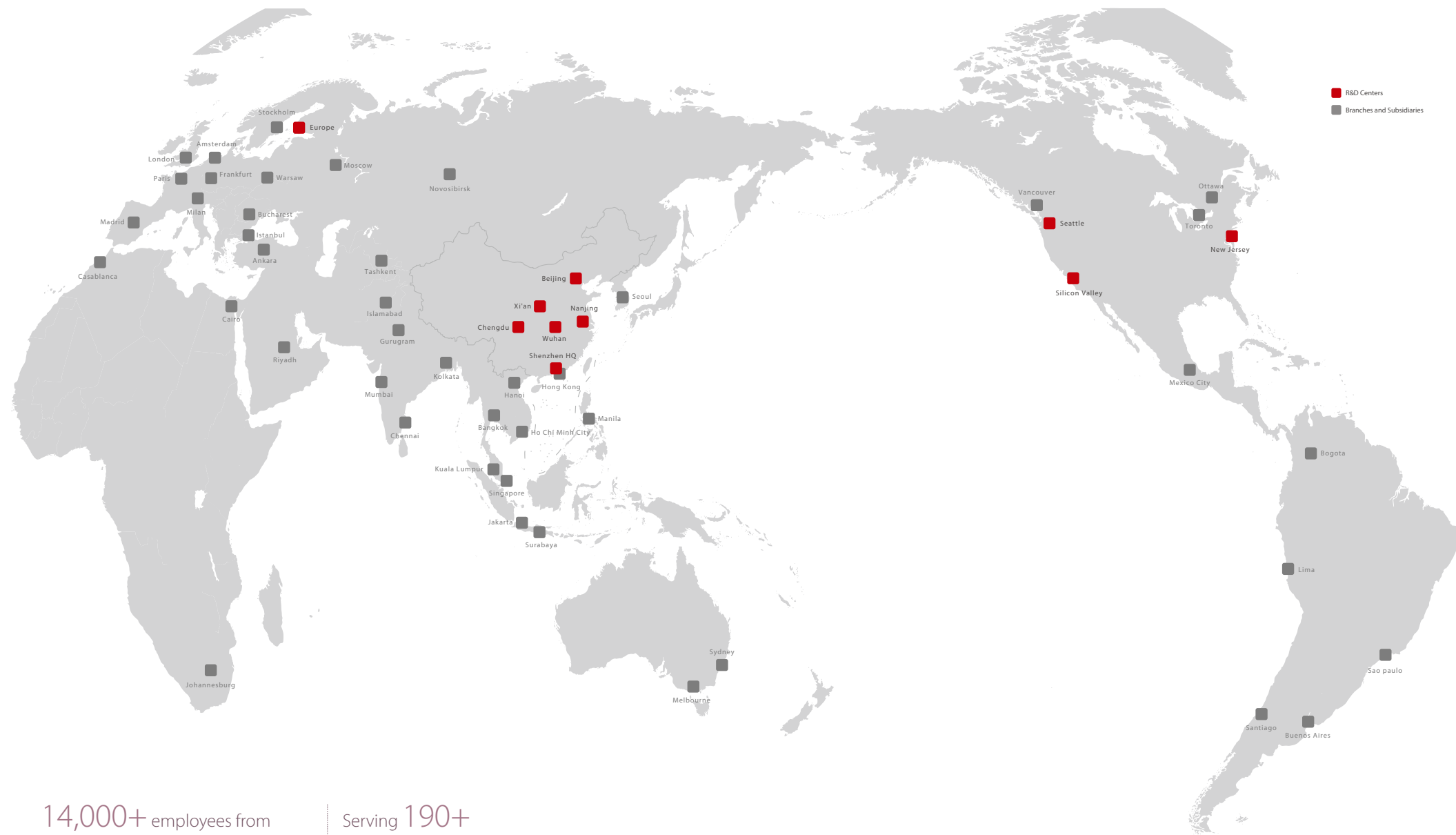
**mindray**



# About Mindray

Founded in 1991, Mindray is a leading global provider of medical devices and solutions. Firmly committed to our mission to “advance medical technologies to make healthcare more accessible,” we are dedicated to innovation in the fields of Patient Monitoring & Life Support, In-Vitro Diagnostics, Medical Imaging Systems and Orthopaedics, amongst others.

Mindray possesses a sound global R&D, marketing and service network. Inspired by our customers’ needs, we adopt advanced technologies and transform them into accessible innovations that bring healthcare within reach across the world. While improving quality of care, we help reduce its cost, making it more accessible to a larger part of humanity. Today, Mindray’s products and services are serving healthcare facilities in over 190 countries and regions.



# Sharing medical innovations with the world

Market presence

## Patient Monitoring & Life Support

- Patient Monitoring  
**No.1** in China, **No.3** in the US  
**No. 3** in the world
- Anesthesia  
**No.1** in China, **No.3** in the US  
**No. 3** in the world
- Defibrillator  
**No.1** in China
- Ventilator  
**No.1** in China
- Infusion Pump  
**No.1** in China

## In-Vitro Diagnostics

- Hematology  
**No.1** in China  
**No.3** in the world
- Biochemistry  
**No.1** in China  
**No.7** in the world

## Medical Imaging System

- Ultrasound  
**No.2** in China  
**No.4** in the world

14,000+ employees from  
30+ countries  
52 subsidiaries across the globe

Serving 190+  
countries and regions  
\$3.9 billion revenues in 2021





# Meaningful innovation in North America

Top 20 hospitals in the U.S are using Mindray solutions

Serving 2/3 of medical institutions in the U.S

Ranked #3 in the U.S. for patient monitoring\* and anesthesia

Ranked #3 in the U.S. emergency medicine PoC ultrasound

\*Multi-Parameter Vital Signs Monitoring Market  
Source: iData Research, Inc. 2020

North America has set high standards for innovation to ensure consistent quality care which meets the evolving needs of a diverse healthcare landscape. Mindray rises to this challenge by providing clinicians with cutting-edge solutions aimed at streamlining workflow, accurately monitoring patient status, enhancing diagnostic certainty and improving patient outcomes.

Supporting this drive to provide meaningful, high-value solutions to clinicians, Mindray is firmly established in the North American region. Mindray North America is headquartered in Mahwah, New Jersey with our Ultrasound Innovation Center located in the technology hub of San Jose, California.

In 2008, Mindray acquired Datascope’s patient monitoring business and has become one of the world’s leading brands in this segment, while at the same time preserving Datascope’s rich half-century legacy. Mindray’s commitment to the US marketplace has been reinforced by the acquisition of Zonare in 2013, a leader in ultrasound technology.

In the US, we’ve partnered with all major buying groups and our products are installed in more than two-thirds of all US hospitals. Additionally, we are honored to report that our solutions are at work within all 20 of the best hospitals in the U.S, as defined by the US News & World Report.





Salford Royal NHS Foundation Trust, UK



Centre Hospitalier Universitaire de Toulouse, France

# Tailoring integrated solutions for Europe

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Serving **660+** teaching hospitals and **60%** of all medical institutions

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Logistics center in the Netherlands, **8** service centers and **1,000+** certificated engineers

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For over 20 years, Mindray has been investing and expanding its presence across Europe. The company is ceaselessly committed to advancing innovation and the quality of care, striving to address customer needs and improving the business capability year on year.

To meet the diverse demands and high standards of Europe's top hospitals, Mindray has established 8 subsidiaries across the continent, which provide integrated and tailored solutions, and are all supported by sales and clinical teams. We also employ over 1,000 value-added service engineers who are based across 8 service centers to deliver timely and professional operational service to all our customers.

Through continuous innovation, Mindray is recognized by more than 660 teaching hospitals in ICU, ER, etc., to become one of Europe's most trusted partners for medical professionals.





# A firm foothold in emerging markets

## India

- No.1 in Anesthesia
- No.2 in Hematology Analyzer, Reagents and Patient Monitor
- No.3 in Ultrasound
- 90%+ local employees

## Latin America

- Serving 80%+ medical institutions across Latin America
- No.1 in Patient Monitor in Colombia, Argentina, Peru, Chile and Ecuador
- No.1 in Ultrasound in Colombia and Argentina
- 90% local employees

## Russia

- No.1 in Patient Monitor, No.1 in Infusion Pump
- No.1 in Surgical Equipment, No.2 in Anesthesia
- No.2 in Hematology Analyzer and Reagents
- No.3 in Ultrasound
- 90%+ local employees

## Africa

- No.1 in Ultrasound in Egypt
- 16 Ultrasound schools in Africa

## Asia Pacific

- No.1 in Patient Monitor in New Zealand and Malaysia
- No.1 in Ultrasound in Bangladesh
- No.1 in Surgical Equipment and Infusion Pump in Indonesia
- No.2 in Hematology in Indonesia, Thailand and Philippines
- 90% local employees

## Middle East

- Serving 80% medical institutions across Middle East
- 100+ medical institutions in Saudi Arabia are using Mindray products





Peking Union Medical College Hospital



West China Hospital of Sichuan University



Asia Medical Week



Ruijin Hospital of Shanghai Jiao Tong University School of Medicine



Academic Exchange in Harvard University



13rd Congress of Chinese Society of Critical Care Medicine

# Chinese tradition, global innovation

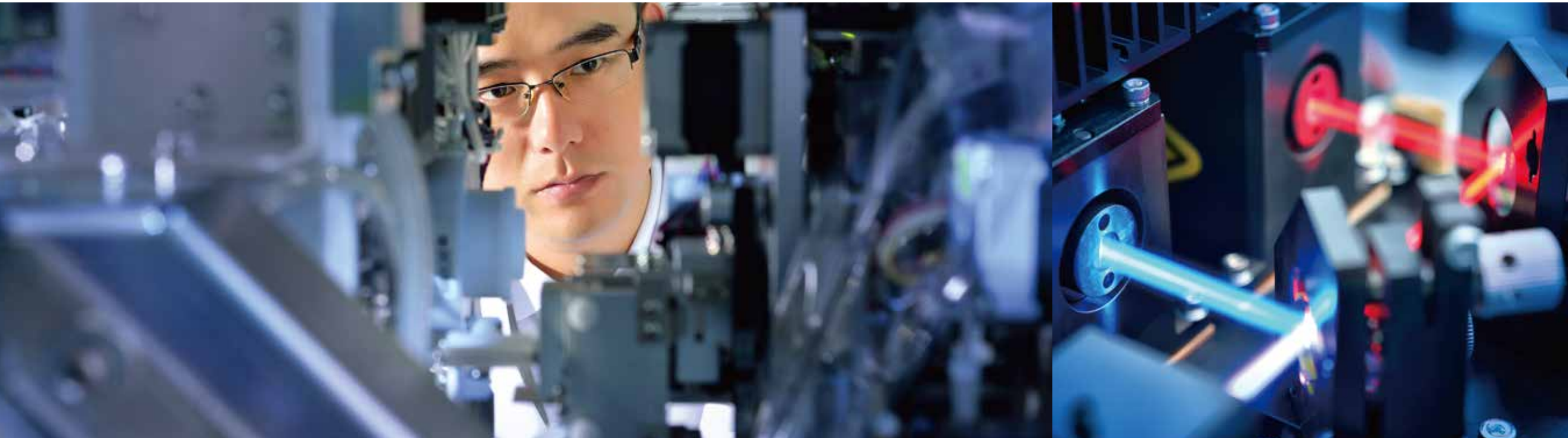
Serving **99%+** Tier 1 hospitals in China

Around **110,000** medical institutions have Mindray devices installed

As China's leading provider of medical devices and solutions, Mindray is actively engaged in national healthcare reform and is a constant voice in driving the implementation of the Healthy China 2030 Plan. With continuous technological innovation and outstanding customer service, Mindray has successfully won the trust of numerous top-class healthcare facilities and clinical experts in China. Mindray's solutions effectively promote the development of Chinese community-level healthcare.

Mindray is also devoted to establishing high-end platforms for seamless collaboration between Chinese and overseas medical institutions. Through international communication platforms and academic forums, Mindray brings advanced technologies from abroad into China, while introducing solutions and experiences from China to the rest of the world.





# Exploring new frontiers of innovation

Since the day Mindray was founded, we have maintained a huge investment in R&D and we now own a range of core technologies with intellectual property. Mindray plays a pioneering role in numerous sectors, injecting energy and vigor into innovation within the healthcare industry.

Through its worldwide R&D centers, Mindray is always mindful of global clinical requirements, and providing keen insights in response. Mindray's R&D centers are the starting point of the product development lifecycle, delivering advanced research into medical technologies and bringing ground-breaking concepts to life as working prototypes. To test the effectiveness of new technology fully, Mindray partners with first-class hospitals worldwide to conduct clinical trials.

10 R&D centers

Silicon Valley, Seattle, New Jersey, Europe, Shenzhen, Beijing, Nanjing, Xi'an, Chengdu and Wuhan

3,400+

R&D personnel

7,400+

patents issued



New Jersey R&D center



Silicon Valley R&D center

Invest 10%  
of annual revenues into R&D

The only medical device company in top 50  
companies with invention patent grants in China





# Reliability at the heart of everything we do

## Quality control and assurance procedures

100+ products  
gain FDA certificates

Product test  
laboratories for all products

Mindray understands the vital role medical devices play in patient treatment. Quality is always our top priority; we spare no effort in meeting the industries' highest and most rigorous standards. To ensure that all Mindray products are safe, effective, and reliable, we have identified five key phases to carry out strict quality control protocols. These are: engineering design, supplier quality assurance (SQA), manufacturing, service and training, and post-market surveillance. The work of each link in this cycle is carefully managed due to its impact on the following link, and the eventual effect on the quality which we provide to our users. Mindray products have gained the additional stamp of approval in the shape of FDA certification in the US and CE safety certification in the European Union.

Mindray has also established the first standardization lab in China in 2005. The lab calibrates test systems and reference measurements, ensuring the accuracy of all test results can be traced back to the original reference standards.





# Smart minds, intelligent manufacturing

Mindray possesses leading engineering and system design capability around the globe. Through a vertically integrated production model, Mindray is able to improve productivity while achieving better quality. Mindray has also introduced an intelligent manufacturing platform which can be viewed in real-time, as well as intelligent tooling, automated equipment and operational intelligence.

The comprehensive operational intelligence supports insightful decisions with real-time quality control and execution information, all of which guarantees a better balance of efficiency and quality.



Manufacturing center in Shenzhen



Manufacturing center in Nanjing

About 300 types of products

29,000+ characteristics for products configuration

6,000+ intelligent engineering tools

300,000m<sup>2</sup> manufacturing space





# Quality is our lifeblood

Benefitting from stringent quality control and a large production capacity, Mindray is able to deliver high quality products to customers across the globe. We understand that the quality of our products has a profound influence on the quality of care and patients' well-being. We build quality into every aspect of Mindray's solutions. Quality management is integrated into the whole production process, from research and innovation, design and manufacturing, and finally, testing and procurement processes.







## Proactive service with rapid response

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Service centers in **28** countries and regions

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**100+** customer service sites

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**24/7** customer support hotlines in multiple countries

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Training centers in the US, Netherlands, Colombia, India and Indonesia

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With the help of a wide-ranging global customer service network, Mindray is dedicated to providing a professional service and full value to every client.

Always working with a problem-solving mindset, we provide comprehensive and efficient support to the entire lifecycle of our devices, from commissioning to end-of-life, and from maintenance to repairs. Our teams strive to detect risks early and solve small issues before they become large problems, taking ownership for all aspects of the customer-usage journey.

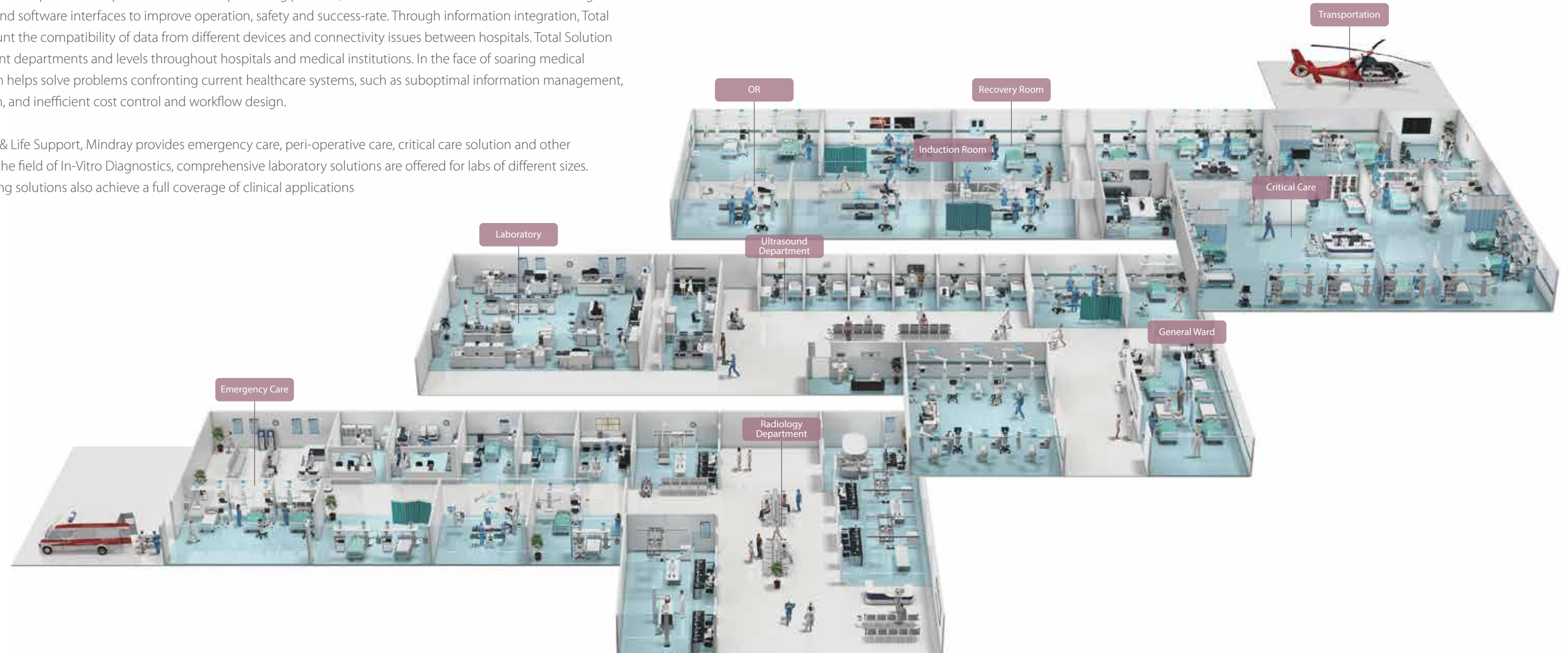
Our global presence supports 24/7 global access – covering both onsite and offsite support, as well as basic and technical training, and enabling caregivers to achieve better outcomes in healthcare.



# Total Solution for healthcare

Total Solution capitalizes on Mindray's broad product portfolio and offers hospitals a holistic and systemic solution to improve overall efficiency and quality of care. It provides hospitals with a one-stop sourcing platform, as well as a customizable solution including standardized hardware and software interfaces to improve operation, safety and success-rate. Through information integration, Total Solution takes into account the compatibility of data from different devices and connectivity issues between hospitals. Total Solution can be applied to different departments and levels throughout hospitals and medical institutions. In the face of soaring medical challenges, Total Solution helps solve problems confronting current healthcare systems, such as suboptimal information management, lack of device integration, and inefficient cost control and workflow design.

With Patient Monitoring & Life Support, Mindray provides emergency care, peri-operative care, critical care solution and other sub-critical solutions. In the field of In-Vitro Diagnostics, comprehensive laboratory solutions are offered for labs of different sizes. Mindray's Medical Imaging solutions also achieve a full coverage of clinical applications







# Patient Monitoring and Life Support

Transform healthcare with better connectivity and visibility of clinical information

## Technologies

- BeneVision Plus Patient Status Monitoring System with iAlarm and iStatus
- Intellicycle and EasySync technology for neonatal respiratory care
- Automatic Controlled Anesthesia (ACA)
- Multi-patch Superposition Technology (MPST) for better illuminance during the surgery
- InfusionView infusion management system
- M-Connect IT solution



- Patient monitoring solution
- Ventilators
- Anesthesia system
- Infusion system
- Defibrillators and ECG
- Surgical products
- Minimally invasive surgery instruments
- Accessories



“The outstanding UI design and applications have better streamlined our work flow and ensure patients’ safety.”

— Dr. Paul McAndrew, FRCA FFICM Consultant in Anaesthetics & Intensive Care Medicine  
Department of Anaesthetics City Hospitals Sunderland NHS Foundation Trust

Patient Monitoring and Life Support product line provides comprehensive solutions for emergency care, peri-operative care, critical care and other sub-critical solutions, to address medical challenges nowadays.

The emergency care solution covers the entire care process from pre-hospital rescue, ambulance transport and ER treatment to in-hospital transfer. The peri-operative solution combines advanced surgical units, monitoring innovations and anesthesia technologies, enabling an efficient workflow for surgeons. The critical care solution provides a set of reliable monitoring and life-support devices with seamless IT connection to the hospital's information system. The M-Connect IT solution provides a centric monitoring platform to seamlessly integrate medical devices, which optimizes workflows, enhances efficiency and eventually improves patient outcomes.



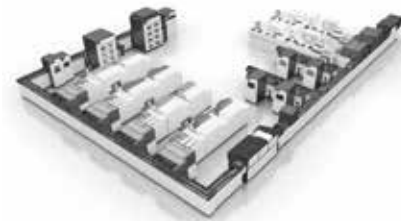


# In-Vitro Diagnostics

Empowering TRUST

## Technologies

- Digital cell morphology technology
- SF Cube 3D cellular analysis technology
- Accurate PLT-O counting with PLT clump de-aggregation technology
- Chemistry closed system with traceability
- CE List A-certified HIV 4th-generation & hepatitis B assays
- Vortex and ultrasound mixing technology



- Hematology
- Biochemistry
- Chemiluminescence
- Immunoassay
- Coagulation
- Urinalysis
- Microbiology
- Hemoglobin Analysis
- Flow Cytometry



“Mindray has rapidly become an industry leader in in-vitro diagnostics, particularly in hematology, and has considerable potential to continue growing in prominence and market share around the world.”

—— Prof. Khosrow Adeli, Head & Professor of Clinical Biochemistry at the Hospital for Sick Children of University of Toronto and President of International Federation of Clinical Chemistry and Laboratory Medicine (IFCC), Canada

At Mindray we believe that every test you perform is important because every patient is important. With the majority of healthcare decisions based on laboratory tests, it's critical that you have complete confidence in the results. Mindray's core values are centered on trust through technology, innovation, and our commitment to the advancement of In-Vitro Diagnostics science.

Mindray's In-Vitro Diagnostics division provides a wide range of IVD products and solutions for laboratories of every type and size. Our reliable and robust innovations, ranging from hematology, biochemistry and immunology, to coagulation, urinalysis, microbiology, hemoglobin and flow cytometry, are developed to deliver accurate results while meeting increasing demands on efficiency in laboratories worldwide.





# Medical Imaging System

Precision Empowers Confidence

## Technologies

- Diagnostic confidence powered by revolutionary **ZST+** platform
- Full-stack intelligent solutions for women and neonatal health
- Dedicated POC solutions for Anesthesia, Critical Care and Emergency applications
- Ongoing technology innovation for clinical demands



- General Imaging Ultrasound
- Obstetrics and Gynecology Ultrasound
- Cardiovascular Ultrasound
- Point of Care Ultrasound
- Primary care Ultrasound
- Mobile Radiography
- Digital Radiography



“(Mindray is) an innovative company that has been pushing the boundaries of technology further. The exceptional image quality will also help both the diagnostic and treatment.”

—— Dr. Edward Lyons, OC Professor of Radiology, Obstetrics & Gynecology and Human Anatomy and Cell Sciences

With insights into ever-changing clinical needs, Mindray Medical Imaging Systems have been designed to provide clinicians with comprehensive imaging solutions for more precise diagnoses and greater confidence in the proposed treatment. Solutions include general imaging, women’s health care, point-of-care, cardiovascular, primary care and digital radiology.

Delivering exceptional image quality and greatly enhanced processing speed, Mindray’s proprietary ZST+ platform is a powerful imaging architecture transforming the conventional beam-forming to channel data-based processing. This overcomes the traditional trade-offs of spatial resolution, temporal resolution and tissue uniformity, and brings clinicians optimized ultrasound performance.

Mindray dedicated imaging solutions provide clinicians reinforced confidence by delivering a new level of image clarity and intuitive workflow through advanced features, such as contrast-enhanced ultrasound (CEUS) , comprehensive elastography, as well as unparalleled efficiency through smart quantification measurement tools.





# Orthopaedics

A dedication to quality life



Mindray MH Family



Mindray Tibial Plateau Solution



MR-VA Volar Distal Radius Locking Plate



MR-IM Femoral Nail



GSS6.0 II Double Threaded and Thoraco-Lumbar Cage III



LCP Proximal Humeral Plate



“Modern concept of orthopaedic products, ergonomic tools and whole cycle post-sales service from Mindray are benefiting doctors and patients.”

—— Prof. Li Feng, Tongji Hospital, Tongji Medical College of Huazhong University of Science & Technology, Wuhan, China

Mindray Orthopaedics, the 4th product line of Mindray Group, is specialized in four major categories, which are trauma, joints, spine, and biomaterials. Innovating with users' needs in mind, Mindray Orthopaedics is dedicated to providing orthopaedic professionals with reliable and practical products, as well as total solutions. Mindray Orthopaedics aims to improve the clinical value of orthopaedic surgeries in all aspects while reducing the cost of the medical system.

After over 22 years of development, Mindray Orthopaedics has helped patients from over 40 countries across the world, and obtained international reputation and certifications such as ISO 9001, ISO13485, and CE certification issued by TÜV.





# Concerted efforts in the global battle

In the fight against COVID-19, Mindray has been working with more than 100 countries and regions, to provide a full set of medical devices such as ventilators, patient monitors, infusion pumps, ultrasound system and laboratory solutions to caregivers combatting this pandemic.

An active force in the war against this virus, we are committed to Mindray's vision and mission statement to fulfil our corporate responsibility as a leading enterprise in the healthcare industry. Mindray stands on the frontline alongside the heroes of the healthcare providers across the world, sharing the problems and successes in each battle.

700+ global suppliers work together with Mindray

33+ million RMB's worth of medical devices donated to Hubei province

500,000+ units of devices have been delivered in total, among which 200,000+ of them have been delivered to the overseas market

\*as of December 31, 2020





# Accessible healthcare at every corner of the world

- Medical assistance across borders
- Humanitarian aid
- Education support
- Environmental friendliness
- Primary healthcare support

Mindray takes its responsibility as a positive global corporate citizen. As a global provider of medical solutions, Mindray has made important charitable contributions in fundamental medical care and support to those most in need. Mindray shares its medical technologies with the world, in both equipment and training with humanitarian aid efforts for epidemics and disaster relief, as well as participating in special projects such as congenital heart defect screening, which brings vital medical care to communities in the most remote parts of the world.

In recent years, Mindray has dedicated global resources to donating medical devices to many developing countries including China, Indonesia, Vietnam, Myanmar, Thailand, Nepal, Pakistan and Zimbabwe. To encourage growth in the community, Mindray also supports education at a grassroots level with the establishment of the Hope Schools for children in rural areas of China.



Scan the QR code or just search #Mindray to follow us!



[www.mindray.com](http://www.mindray.com)

\* All data in this brochure were collected before the end of 2018.