

HKUST Shanghai Center

Medtech Executive

China Bootcamp

Introduction

Nov 2025

Organizers:



香港科技大學
THE HONG KONG
UNIVERSITY OF SCIENCE
AND TECHNOLOGY

上海产教融合中心
HKUST Industry and Education
Development Corporation
(Shanghai) Limited



Strategic Partners:



The Challenge

China is now a strategic imperative for many, but remains out-of-reach

Why are leaders turning to world's second largest medtech market now?

- Continuing massive demand and needs from China's ageing population: In 2030, population with age 60+ is projected to reach ~30% of total population, up from ~19.8% in 2022
- Increasingly favorable government initiatives and policy to incentivize business owners, and tapering effects from volume-based procurement
- Growing need to de-risk market exposures due to growing policy uncertainties in US



However, we continue to hear following challenges from startups and leadership teams:



Understanding current realities and future shifts in China's market, policies, and geopolitical context



Pinpointing real business opportunities specific to their ventures in China and its alliance countries.



Clarifying the essential steps - from regulatory pathway to partnerships - for effective China entry



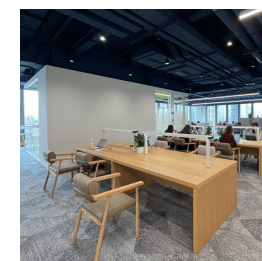
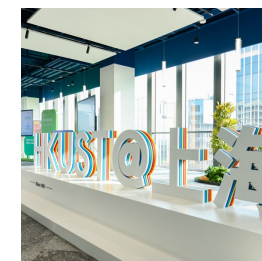
Assessing the viability of securing funding and local support for their strategic plans

Introducing Hong Kong University of Science & Technology Shanghai Center

The Hong Kong University of Science & Technology Shanghai Center is a joint initiative between HKUST, the Xuhui District Government, and the Caohejing Hi-Tech Park Development Corporation, anchored at the Shanghai AI Tower in the West Bund. Its funding and strategic partnerships are reinforced by agreements with Shanghai's municipal authorities and a host of leading technology firms, ensuring robust support across five areas: education, research and innovation, entrepreneurship, alumni outreach, and higher education policy.

The HKUST SH Center is a strategic gateway for ventures aiming to succeed in China's vast and fast-evolving market, offering a holistic platform that integrates strategic, operational, funding, and talent support. Located in Shanghai's premier innovation district, the Center uniquely connects global companies to a powerful ecosystem of government agencies, top research institutions, leading industrial partners and investors for hands-on guidance and actionable strategies.

By fostering synergies between industry and academia, the Center provides a seamless landing pad for international startups and enterprises, translating innovative ideas into real-world business achievements and sustainable success.



Introducing

Medtech Executive China Bootcamp (MECB)

Designed by operators, for ambitious ventures to get China insights in days, not months

Overview

**Shanghai/
In-Person**

Location

4 Days

Duration

**<15-20
Ventures**

Cohort Size

What You Get



Unfiltered Market & Policy Insights

Candid, up-to-date perspectives on China's healthcare, regulatory environment, and policy landscape.



Personalized Venture Impact

Test and refine your China entry or scale-up strategy with expert input.



Direct, Actionable Networking

Engage with top investors, hospital leaders, regulators, and operators.



All-Inclusive, High-Impact Format

Selective cohort, with hotel, meals, ground transport, and full programming included.



Board-Ready Strategic Output

Leave with a shareable, well-reasoned China strategy – built across the week, integrated with on-the-ground insights and research, ready for your team and board engagement.

4-day Core Program Structure

Cross topic and formats to get ventures China-Ready

Topic	Keynote / Panel	Workshop / Case Study	Field Visit	Networking	Q&A
China Health Innovation & Trends	✓		✓		✓
Regulatory & Compliance (NMPA, etc.)	✓	✓		✓	✓
Market segmentation & Product- Market Fit	✓	✓			✓
Go-to-Market & Partnerships	✓	✓	✓	✓	✓
Legal, IP, and Cross-Border Deals	✓	✓		✓	✓
Investment Ecosystem & Fundraising	✓			✓	✓
Experiencing Real China (Social)			✓		
Capstone: Build Your Board Deck		✓			✓

Day-by-day content builds toward a final capstone board presentation — prepared with expert input and peer feedback.

Sample Daily Schedule

Regulatory & Legal deep dive for actionable insights

Time	Session
9:00	Morning Kickoff: Regulatory Briefing
9:20	Keynote: Real-World NMPA Approval Journey
10:30	Networking Break: Connect with Legal & Compliance Experts
11:00	Deep Dive: Mock Regulatory Scenarios
12:30	Lunch & Learn: Emerging Regulations with KOLs
14:00	Workshop: IP & Cross-Border Legal Strategies
16:00	Field Visit: Shanghai Healthcare Innovation Hub
17:15	Day Wrap & Ask Me Anything (AMA)
18:30	VIP Dinner with Regulators & Key Partners

Who You'll Meet at MECB

Operators with entrenched insights for China Landing

Years in Healthcare / China

Professional Expertise

Company Experience /
Recognitions

**Fangning
ZHANG**



**Partner
McKinsey & Co**

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Strategy, BD, Digital, Organization
Formation & Transformation

Leading Multinational and Local
Companies in China Life Sciences
Industry

**Cynthia
CHEN**



**Chairlady & President
Pulnovo Medical**

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Venture-Building, Strategy, Global
Expansion, Fund-Raising

Forbes - "30 Under 30" Asia & China
(2X), Top100 Global Chinese Elites;
UN - Outstanding Tech Entrepreneur

**Michael
WANG**



**Managing Partner
Medtronic GC Ventures**

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Venture Investment, Strategy, BD,
Technology Innovations

PE/VC, Medtronic, ZS Associates,
Cisco, World Bank, IBM

**Evan
ZHANG**



**CEO
Curatia Medical**

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Venture-Creation, Strategy, BD, Go-To-
Market, Fund-Raising, Medical Practice

Boston Scientific, Medtronic, Stryker,
Hua Medtech

**Sean
ZHANG**



**Vice President
Genesis Medtech**

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Strategy, BD, Partnership, M&A,
Venture Investment, Fund-Raising

Boston Scientific, Goldman Sachs, ZS
Associates

**Julia
YUAN**



**General Manager
CCRC Medtech**

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Clinical Trial Management, Regulatory
Strategy, Market Access

Boston Scientific, IQVIA

**Jihong
QU**



**Chief Medical Officer
LenFon & Cryofocus MT**

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Medical & Regulatory Strategies,
Clinical Development, R&D, BD

Guidant, Abbott, Boston Scientific,
PeiJia Medical, Genesis Medtech

**Raymond
LAW**



**Managing Partner
Bioworld Ventures**

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General Management, Go-To-Market,
Transformation, Strategy, BD

Johnson & Johnson (Janssen/Vision
Care), Bayer, Genesis Medtech

Our speaker lineup continues to grow with top operation, investment and legal experts. For the most current information, please visit our website: <https://ec.hkust.edu.hk/hkust-shanghai-center-medtech-executive-china-bootcamp>

How is MECB Different? - I

Unlocking accelerated, on-the-ground advantage"

Feature	Desk Research w/ AI	Market Consultants	Government-Sponsored Events	Medtech Exec China Bootcamp
Direct Access to Decision Makers	None	Limited	Limited	✓ Direct access to regulators, hospitals, investors
Practical, On-the-Ground Exposure	No local visibility	Rarely included	Filtered version	✓ Hospital visits, trial vendor tours, peer insights
China Regulatory Clarity (NMPA)	Outdated or generic	Advisory-level only	Filtered version	✓ Firsthand input from experts with lived experience
Actionable Market Strategy	Generic output	Often templated	Generic output	✓ Customized entry strategy based on real discussions
Speed and Efficiency	Quick turnaround, but needs validation	Requires long engagements	Quick turnaround, but needs validation	⚡ High-impact learning compressed into 4 days
Final Strategic Output	None	Internal memo/slides	Internal template	✓ Board-Ready China Plan

How is MECB Different? - II

Landing in China made easy

The "China Landing" Prize



Beyond learning, MECB is your gateway to establishing a successful presence in China's healthcare market.

The bootcamp serves as the primary selection mechanism for the HKUST Shanghai Center's comprehensive acceleration program. Selected ventures may receive:



Funding Connections

Direct introductions to capital sources and investment opportunities specifically focused on China market expansion



Strategic Partner Introductions

Connections to key stakeholders in the Chinese healthcare ecosystem



On-the-Ground Guidance and Landing Support

Ongoing support for company setup, market establishment, growth strategies, and operational excellence

Logistics Overview



HKUST Shanghai Center



2026 Launch



Early Bird Offer for 2026 Cohort | **Spots Limited, Ends 31 Dec 2025 HKT**

of Participants per Venture

Regular Fee (USD)

Early Bird Offer (USD)

1 Executive

\$10,000

\$6,000

2 Executives

\$16,000

\$10,000

3 Executives

\$20,000

\$12,000

All inclusive of hotel, meals, local transport and programming (Travels to & from Shanghai not included)

Take the First Step - Applications Open Now

Who Should Attend?

- Founders / C-Suite of medtech companies ready to explore China market entry
- Heads of Business Development & Strategy leading international expansion
- Investors & VCs specializing in healthcare seeking deep market insights
- Ambitious innovators targeting the largest future healthcare market

Your pathway to China starts here.

Apply Now

Limited seats available for the inaugural cohort.

To apply, you will be asked to submit a non-confidential backgrounder, stage of development, number and roles of participants, and a wish list for learning and networking. Applicants are also encouraged to note fundraising needs and specific market entry challenges, so the team can tailor a high-impact experience for each venture.

Enquiry: ebootcamp@ust.hk

MECB Aims to Accelerate Medtech Innovations in China

Powered by a team of industry veterans, innovators, and hands-on partners

Hong Kong University of Science and Technology (HKUST)

A globally renowned science and technology university, HKUST ranks among the world's top for research, innovation, and entrepreneurship. Its cross-disciplinary leadership in engineering, business, and healthcare has launched hundreds of successful ventures in Asia and internationally.

HKUST Entrepreneurship Center

Established in 1999, the HKUST Entrepreneurship Center was the first initiative of its kind among Hong Kong universities. Its mission is to cultivate an entrepreneurial mindset among students and faculty, accelerate the growth of technology-driven entrepreneurship, and foster a self-sustaining entrepreneurial ecosystem. We empower our community to develop scalable and ethical innovations that generate substantial economic and social impact.

HKUST Shanghai Center

Launched in 2025 at Shanghai's AI Tower, the Center anchors the university's first major industry-academia base in China's Yangtze River Delta. It provides direct ecosystem access—labs, facilities, talent, innovation funds, policymakers, hospital networks, and technical support—to foster startup acceleration and market entry.

Bioworld Ventures

Bioworld Ventures is led by industry veterans (Johnson & Johnson, GE Healthcare, Boston Scientific, Genesis MedTech) with 150+ products launched, 50+ clinical trials led, \$1B+ in annual business, and 60+ transactions across China and Asia. The team specializes in hands-on China entry, regulatory navigation, capital efficient growth, and partnership-driven venture building for medtech startups.

We look forward to seeing you
in Shanghai!