

China Future of Health 1.0

Jens Ewert, Life Sciences & Health Care Industry Leader, Deloitte China David Xie, Life Sciences & Health Care Consulting Director, Deloitte China November 6th, 2020



Agenda



Future of health: a global view



Future of health: a view with Chinese characteristics

© 2020. For information, contact Deloitte China.

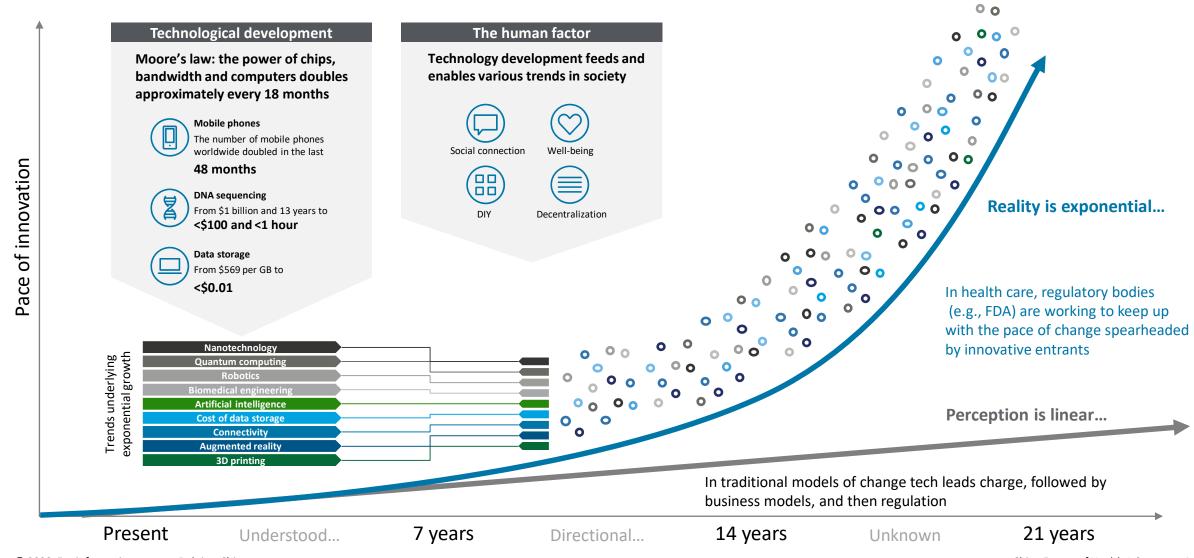
2

Future of health: a global view



Change accelerates disruption

Exponential change will accelerate the pace of disruption



Trends driving a new Future of Health by 2040



Changes are taking place in the health care industry, driving towards large-scale industry disruption

The **empowered consumer** is becoming increasingly focused on their **well-being** and demanding more **customized products and insurance offerings**



Affordable health for all



Native data-oriented entrants disrupting incumbents



From care to health to well-being



Acceleration of digital health evolution



Interconnected health communities



Regulation encouraging long-term accountability



Evolution of trusted patient/caregiver relationship



Health data ownership by consumers



"N of 1" personalized care

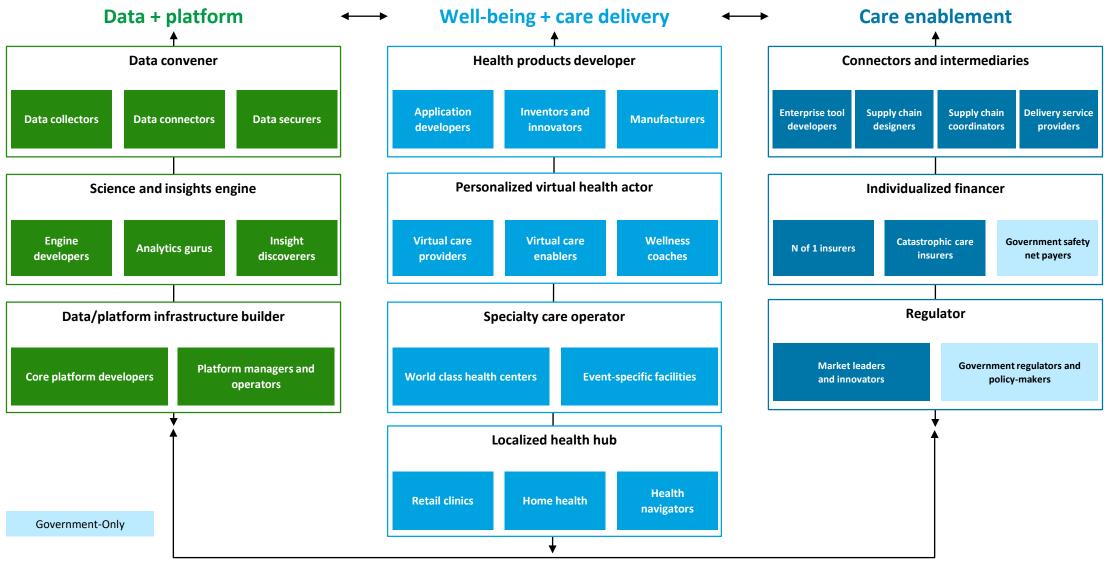


Personal cognitive and AI for improved outcomes

The future of health will be driven by digital transformation enabled by radically interoperable data and open, secure platforms



Global View Outlook: There are 10 winning business archetypes in the Future of Health



Powered by radically interoperable data for a personalized and seamless consumer experience

7

The impact of Covid-19 on the global healthcare system

High lightening just a few of the impacts, which we have seen consistently across the globe

Patient treatment (and diagnosis) were disrupted

Patients refrained from entering and engaging physicians and hospital services. Health risks have increased. Collaboration models have increased significantly

Global pharma co's have started collaboration models that were unseen before.

clinical trials and innovation programs have become delayed

Innovation programs had to be restructured to consider reduced patients and new real world evidence mechanisms.

Global supply chain are scrutinized

The risk of dependency has crystalized and will likely lead to some rethinking from a health security perspective.

© 2020. For information, contact Deloitte China.

8

Future of health: a China view 1.0



China Future of Health 1.0

China's current healthcare has large gaps to bridge

Population changes

Changing disease spectrum caused by aging population, urbanization, and environmental Changes Chronic, oncologic, immunological diseases are increasing the burden into the system

Raising demand for healthcare

Raising awareness and desire for high quality care both in terms of outcome and experience Required structural rebalancing

Current healthcare system focusing on treatment rather than health management is not sustainable, and contains very large gaps between regions

Managing talent shortages

China has among the lowest HCP per capita as a major economy, and highly specialized talents such as pathology, nursery, etc. are still in big shortages

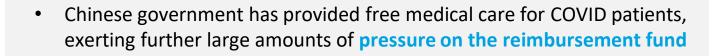
10

COVID-19 outbreak brings new challenges and opportunities to the industry

Challenges Descriptions



Tremendous pressure on the reimbursement fund





Increasing policy supports for innovation

 The COVID-19 further accelerated government's efforts to promote innovations in healthcare and life science



Roaring awareness of disease prevention

The pandemic has significantly increased the public's attention and awareness of disease prevention and early treatment



Rapid development of online channel

 Under COVID-19, government's encourage and consumer's behavior change has given online channel unprecedented significance in the healthcare ecosystem

Key trends are re-defining the future of health in China

The 8 trends that Deloitte believe will re-define the future of health in China



Aging population and chronic diseases accelerate upgrade in senior care



The rise of public and private health big data enterprises



Exploding genomics and next-generation therapies



Smart health deliveries with tele / virtual medicines



E-commerce directly connecting products with patients / consumers



Expanded adoption of Al and automation

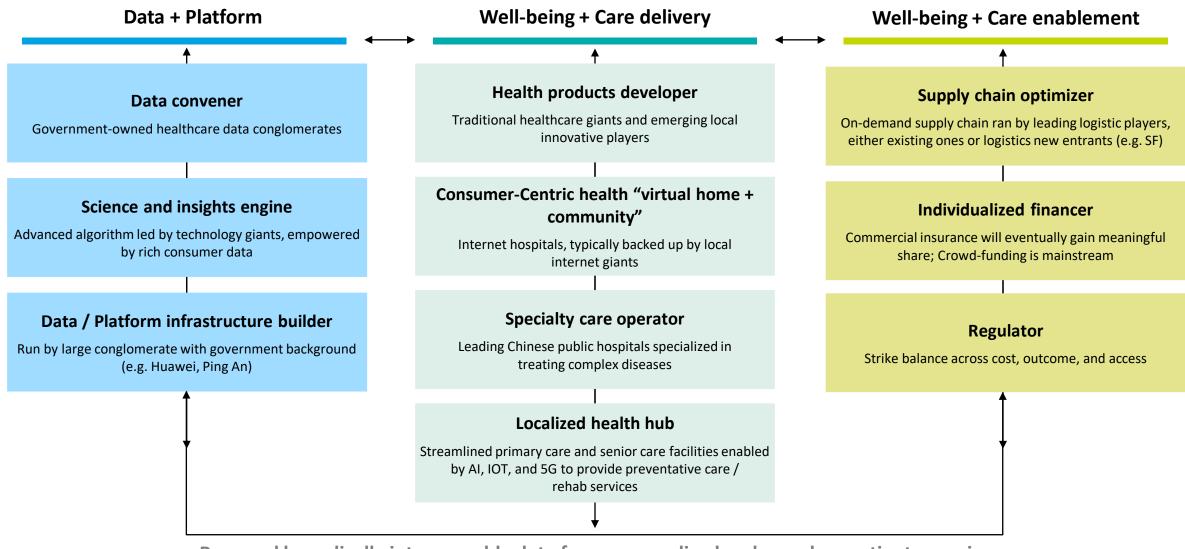


Platform-based business model innovation



An emerging new health ecosystem defined with cross-sector convergence

In the future China healthcare system will look very different



Powered by radically interoperable data for a personalized and seamless patient experience

13

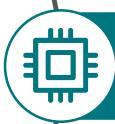
Perspectives and conclusions

China's future of health care will certainly continue to provide a large range of opportunities to industry actors allowing value creation and important patient care

A few final thoughts



The next 14th five-year plan, in finalization by the end of 2020, will more than likely emphasize China's health care ambitions and highlight areas of particular attention by the central government.



As new technologies roll out, facilitated through large nationwide investment programs, will impact health care, how services are being delivered, how products are brought to market, and ultimately benefit patients in China.

14



China's pharma and health care market will continue to provide opportunities for global players in a market that will not only see more local and domestic innovation and competition, but also see new entrants who will want to get a value share of the "future of health" in China.

Deloitte ChinaYour Industry contacts

Key contacts



Jens Ewert
Industry Leader
China Life Sciences & Health Care
+86 21 6141 1858
jensewert@deloitte.com.cn



David Xie
Consulting Director
China Life Sciences & Health Care
+86 21 61411209
daxie@deloitte.com.cn

Additional contacts

Andrew Yu
Consulting Leader
China Life Sciences & Health Care
andryu@deloitte.com.cn

Lawrence Jin
Assurance & Audit Leader
China Life Sciences & Health Care

lawrjin@deloitte.com.cn

Bob Chen
Financial Advisory Leader
China Life Sciences & Health Care
bobchen@deloitte.com.cn

Yvonne Wu

Risk Advisory Leader China Life Sciences & Health Care yvwu@deloitte.com.cn

James Zhao

Tax & Legal Leader China Life Sciences & Health Care <u>jazhao@deloitte.com.cn</u>



About Deloitte

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms, and their related entities (collectively, the "Deloitte organization").

DTTL (also referred to as "Deloitte Global") and each of its member firms and related entities are legally separate and independent entities, which cannot obligate or bind each other in respect of third parties. DTTL and each DTTL member firm and related entity is liable only for its own acts and omissions, and not those of each other. DTTL does not provide services to clients. Please see www.deloitte.com/about to learn more.

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax and related services. Our global network of member firms and related entities in more than 150 countries and territories (collectively, the "Deloitte organization") serves four out of five Fortune Global 500® companies. Learn how Deloitte's approximately 312,000 people make an impact that matters at www.deloitte.com.

Deloitte Asia Pacific Limited is a company limited by guarantee and a member firm of DTTL. Members of Deloitte Asia Pacific Limited and their related entities, each of which are separate and independent legal entities, provide services from more than 100 cities across the region, including Auckland, Bangkok, Beijing, Hanoi, Hong Kong, Jakarta, Kuala Lumpur, Manila, Melbourne, Osaka, Seoul, Shanghai, Singapore, Sydney, Taipei and Tokyo.

The Deloitte brand entered the China market in 1917 with the opening of an office in Shanghai. Today, Deloitte China delivers a comprehensive range of audit & assurance, consulting, financial advisory, risk advisory and tax services to local, multinational and growth enterprise clients in China. Deloitte China has also made—and continues to make—substantial contributions to the development of China's accounting standards, taxation system and professional expertise. Deloitte China is a locally incorporated professional services organization, owned by its partners in China. To learn more about how Deloitte makes an Impact that Matters in China, please connect with our social media platforms at www2.deloitte.com/cn/en/social-media.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms or their related entities (collectively, the "Deloitte organization") is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser.

No representations, warranties or undertakings (express or implied) are given as to the accuracy or completeness of the information in this communication, and none of DTTL, its member firms, related entities, employees or agents shall be liable or responsible for any loss or damage whatsoever arising directly or indirectly in connection with any person relying on this communication. DTTL and each of its member firms, and their related entities, are legally separate and independent entities.

© 2020. For information, contact Deloitte China.

Designed by CoRe Creative Services. RITM0553469