

**HEALTH FOCUSED TRADE DELEGATION TO CHINA
BY THE HONOURABLE JILLIAN SKINNER MP
MINISTER FOR HEALTH
9-21 APRIL 2016
POST DELEGATION
REPORT**

MISSION PURPOSE

Building and strengthening commercial partnerships with China is a core objective of the NSW Government's China Strategy.¹

Consistent with this strategy, the purpose of the NSW Minister for Health's Trade Focused Delegation to China was to:

- learn more about the Chinese healthcare system and the commercial opportunities that exist in one of the fastest growing healthcare markets in the world;
- showcase the State's expertise in healthcare, education and medical research across the public and private sectors with the aim of developing new commercial partnerships;
- engage with the Chinese government sector with the aim of entering into formal agreements to support long term cooperation in areas of common interest and mutual benefit;
- support NSW based private hospital operators, universities and technology/innovation companies explore and formalise commercial partnerships with peer entities in China;
- explore the level of interest and potential amongst Chinese companies to invest in NSW infrastructure and services;
- participate in the Australia Week in China events in Shanghai to highlight and promote commercial business opportunities at both a state and national level.

To further these objectives, 26 representatives from the NSW healthcare, university and medical research sector accompanied the Minister on her delegation.

MISSION DESCRIPTION

The Minister visited four cities as part of this delegation to promote NSW's world leading work in the field of health and medical research, forge new partnerships and identify commercial opportunities.

Hong Kong, 10-11 April and 20-21 April 2016

The Minister met with the Hong Kong Hospital Authority and visited the Queen Mary Hospital. The Minister also met with the Secretary for Food and Health of the Hong Kong Special Administrative Region Government and key senior medical leaders from the Hong Kong health system. In addition, Price Waterhouse Coopers (PWC) provided a briefing on doing business in China.

¹ 2014, NSW International Engagement Strategy

Jinan, 12-13 April 2016

The Minister visited Jinan where she met with the Vice Governor of Shandong Province and the Director-General from Health and Family Planning Commission of Shandong Province to discuss future cooperation and investment opportunities, including early negotiations to formalise opportunities to collaborate through a Memorandum of Understanding. The Minister also paid a visit to the Qilu Hospital of Shandong University.

Shanghai, 14-16 April 2016

The Minister attended the Opening and Plenary of Australia Week in China Shanghai and hosted the NSW table at the Gala Lunch with the Prime Minister, as part of promoting NSW as a trading and investment partner.

The Minister and delegates also attended a number of key meetings with leading Chinese stakeholders including: Shanghai Municipal Commission of Health and Family Planning, Shanghai International Medical Centre, Huashan Hospital affiliated to Fudan University, Tongji University School of Medicine and Luye Pharma Group Ltd.

Beijing, 17-19 April 2016

The Minister met with representatives from the Beijing Municipal Commission of Health and Family Planning and the China Chamber of Commerce for Import & Export of Medicines & Health Products.

Other meetings with delegates were held with leading Chinese organisations including: World Health Organization China, Peking Union Medical College, Zhongguancun Development Group Corporation and Beijing Hospital.

KEY OUTCOMES

1) Enhanced NSW's understanding of the Chinese health and medical research sectors

The delegation provided an opportunity to meet with Chinese representatives from the health, academic and medical research sectors and learn more about the challenges faced by China in delivering health services given the scale required, the potential to enhance medical research through greater partnerships, and potential commercial opportunities for NSW particularly in the area of technology such as medical devices.

2) Showcased the State's expertise in healthcare, education and medical research

Meetings with Chinese Government representatives, along with private sector health care providers, academic institutions and research entities provided an opportunity to promote NSW expertise in public health, quality and safety, eHealth, health education and training, infrastructure and research, including clinical trials. The WHO Health Dialogue in Beijing enabled the Minister to profile the State's leading role in preventing and managing HIV.

3) Laid the foundation for Government – Government Healthcare

Partnerships

The Minister agreed to the development of a [Memorandum of Understanding \(MoU\) between the Health and Family Planning Commission of Shandong Province and NSW Health](#) which will facilitate cooperation in medical research (such as the conduct of clinical trials) and the establishment of formal linkages with a peer public hospital in NSW. It is expected that the MoU will be signed when the Vice Governor of Shandong visits NSW in June of this year.

The meetings with the Shanghai and Beijing Municipal Health and Family Planning Commissions also laid the foundation for further discussions about the formalisation of long term cooperation with NSW.

4) Facilitated the formation of partnerships between NSW and China

The Minister attended meetings between various NSW based organisations and Chinese peers to facilitate and support the development of key partnerships including:

- an exchange of letters of intent to support a research collaboration between Melanoma Institute Australia, Garvan Institute of Medical Research and Peking University Cancer Hospital and Institute;
- a partnership and/or licencing arrangement between Endoluminal Sciences and peer Chinese companies to advance a medical device developed by the company;
- research and education partnerships and investment opportunities between the National Centre of Complementary Medicine at the University of Western Sydney and Beijing University of Chinese Medicine and Shineway Pharmaceutical Group.
- the signing an MoU between the Tasly Group, Australia Soon Ching Ling Foundation and the Australian Longyan Commerce Association for the development of healthcare services in China.
- the signing of an MoU between an Australian government organisation and a private company for the development of an IT platform to support the delivery of healthcare services in rural China.

5) Promoted investment opportunities in NSW

The Minister promoted NSW's highly developed and sophisticated MedTech sector to potential investors from key organisations including the China Chamber of Commerce for Import and Export of Medicines and Health Products, Zhongguancun Development Group and Luye Pharma Group.

A meeting with the China Chamber of Commerce for Import and Export of Medicines and Health Products enabled the Minister to promote NSW as the ideal destination for clinical trials.

Meetings with companies with expertise in infrastructure development, including CCC International Holding Limited (CCCI) and the Luye Group, provided an opportunity to explore capital investment and development opportunities in NSW.

DELEGATION

The Honourable Jillian Skinner, MP
Minister for Health

Accompanied by:

Mr Andrew Kirk
Chief of Staff
Office of the Minister

Dr Kerry Chant PSM
Chief Health Officer and Deputy Secretary, Population and Public Health
NSW Ministry of Health

Based in China:

Mr Tony Zhang
Trade & Investment Commissioner for North and East China
NSW Government Trade & Investment Office, Shanghai

ESTIMATED COSTS AND DETAILS OF TRAVEL
APPENDIX B

Minister	The Hon. Jillian Skinner, MP
Portfolio	Minister for Health
Destinations visited a) Countries b) Cities	a) China b) Hong Kong, Jinan, Shanghai and Beijing
Dates of travel a) Departure date b) Return date	a) Saturday 9 April 2016 b) Thursday 21 April 2016
Number of official travel days	Thirteen
Number of accompanying a) Minister's staff b) Government officials c) Other Delegation	a) One b) One c) Twenty-Six
Accompanied by spouse a) in an official capacity b) in a private capacity c) security	Nil
Costs*	
Airfares a) Minister and Minister's staff b) Government officials	a) \$13,914.78 b) \$9,730.09
Accommodation (includes any meals/incidentals charged to room) a) Minister and Minister's staff b) Government officials	a) \$13,973.07 b) \$11,245.57
Transport a) Minister and Minister's staff b) Government officials	a) Incorporated under other expenses below b) \$4,771.68
Official hospitality a) Minister and Minister's staff b) Government officials	a) Nil b) Nil
Other expenses including a) Official gift presentation b) Interpreter c) Translation and printing d) Other miscellaneous costs (including meals, ground transport, incidentals)	a) \$2,076.25 b) \$18,612.00 c) \$8,188.40 d) \$1,968.73
Total travel costs a) Minister and Minister's staff b) Ministry of Health	a) \$29,390.47 b) \$55,090.10
TOTAL travel costs	\$84,480.57
Currency conversion rate	The exchange rate on statements ranged between: 1HKD: 0.16943 – 0.18459 AUD 1RMB: 0.20180 – 0.21122 AUD

NOTE: This information may be updated to reflect further costs should they be provided.

* This report does not include costs for data roaming, insurance, mobile phone costs or internet use.

MEETING DISCLOSURE SUMMARY

APPENDIX C

Date	Organisation/individual	Purpose of Meeting
10/4/2016	Price Waterhouse Coopers (PWC)	PWC provided an industry briefing on China.
11/4/2016	China Communications Construction International Holding Limited (CCCI) and John Holland Group	To discuss investment opportunities in NSW.
11/4/2016	Hong Kong Hospital Authority	To review Hong Kong's reform journey since the Minister's visit in 2013 including progress in addressing growing demand for services through new models of (integrated) care, ICT initiatives (including electronic patient records) and public private partnerships.
11/4/2016	Prof John Chi-yan LEONG, Chairman, Hong Kong Hospital Authority	To discuss the health care challenges faced by NSW and Hong Kong and the strategies being implemented to address them.
11/4/2016	Dr Che-Chung LUK, Hong Kong West Cluster Chief Executive, Hong Kong Hospital Authority	To visit a leading Hong Kong public hospital, meet with staff and learn more about the models of care being introduced to deliver safe, quality care.
12/4/2016	Ms WANG Suilian, Vice Governor of Shandong Province	To discuss discuss future cooperation and investment opportunities between NSW and Shandong Province.
13/4/2016	Health and Family Planning Commission of Shandong Province and Qilu Hospital of Shandong University	To discuss how NSW Health and the Shandong Health and Family Planning Commission might continue to work together on areas of common interest and mutual benefit, supporting long-term cooperation between jurisdictions.
14/4/2016	Australia Week in China, Opening, Plenary and Gala Lunch	To promote NSW as a trading and investment partner, through hosting the NSW table at the AWIC Gala Lunch hosted by Austrade.
14/4/2016	Shanghai International Medical Centre	To learn about the private health care sector in China, including the funding and regulatory environment in which private hospitals currently operate.
15/4/2016	Shanghai Municipal Commission of Health and Family Planning	To discuss how NSW Health and Shanghai Municipal Commission of Health and Family Planning might work together on areas of common interest and mutual benefit, supporting long-term cooperation between jurisdictions.
15/4/2016	Mr Ashish MITRA (Endoluminal Sciences) and potential Chinese partners	To discuss a potential partnership and/or licencing arrangement with a suitable Chinese investor to a device developed by the company.
15/4/2016	University of Newcastle and John Hunter Medical Research Institute and representatives from Huashan Hospital affiliated to Fudan University	To facilitate cooperation opportunities between the University of Newcastle, Hunter Medical Research Institute and Huashan Hospital affiliated to Fudan

Date	Organisation/individual	Purpose of Meeting
		University in the area of telestroke using advanced brain imaging and clinical trials.
16/4/2016	Dr Hao ZHENG, Director of International Office and Associate Professor (Public Health), Tongji University School of Medicine	To gain an understanding of the quality and safety agenda in China and opportunities for commercial partnerships between China and NSW.
16/4/2016	Luye Pharma and Health Care	To meet the CEO and founder of the Luye Group and discuss its role in healthcare, pharmaceuticals and construction. And to discuss potential investment opportunities in NSW.
17/4/2016	Peking Union Medical College	To discuss potential academic and research links between the Peking Union Medical College with NSW in areas of common interest and expertise.
17/4/2016	University of Western Sydney, National Institute of Complementary Medicine, Tasly Group, Healthpac and potential investors and partners: <ul style="list-style-type: none"> • Beijing University of Chinese Medicine • Shineway Pharmaceutical Group • China Academy of Chinese Medical Services • Tasly Pharmaceutical Group • BioClub 	To assist the University of Western Sydney's National Institute of Complementary Medicine (NICM) secure investor and donor support for the NICM's integrative Chinese medicine facility medicine/treatment on the Westmead Campus and related complementary medicine research initiatives. To support the partnership between Tasly Healthpac (a joint venture between the Tasly Pharmaceutical Group and Healthpac Medical Group) to witness the signing of two MoUs to progress business partnerships between NSW and China.
18/4/2016	Professor Julian Gold, Professor and Director at the Albion Institute	To be briefed on WHO Health Dialogue on HIV convened by the WHO Representative in China, Dr Bernhard Schwartlander.
18/4/2016	Beijing Municipal Commission of Health and Family Planning	To discuss how NSW Health and the Beijing Commission of Health and Family Planning might work together on areas of common interest and mutual benefit, supporting long-term cooperation between jurisdictions.
18/4/2016	China Chamber of Commerce for Import & Export of Medicines & Health Products and various pharmaceutical companies: <ul style="list-style-type: none"> • Zhejiang Medicine Co., Ltd • Tasly Research Academy • WuXi AppTec • Betta Pharmaceuticals Co.Ltd • BioSciKin • Atridia Pty Ltd. (subsidiary of Jiangsu Hengrui Medicine Co., Ltd.) • Sinopharm • BeiGene • H&J International, Inc. 	To discuss clinical trial cooperation and potential opportunities for Chinese companies to undertake clinical trials in New South Wales.

Date	Organisation/individual	Purpose of Meeting
18/4/2016	Dr Bernhard Schwartländer, World Health Organization Representative in China	To profile the work NSW Health is leading in the prevention and treatment of HIV, while also learning more about the challenges and opportunities presented by this major public health issue in both China and elsewhere.
18/4/2016	Professor Jun GUO, Professor Yang KE, Dr Xuan WANG, Dr Lu SI (Peking University Cancer Hospital and Institute)	On behalf of Melanoma Institute Australia and The Kinghorn Cancer Centre (Garvan Institute of Medical Research), support research collaboration focussed on mucosal melanoma with the Peking University Cancer Hospital and Institute.
19/4/2016	Z-Park (Zhongguancun Science Park, China's Silicon Valley)	To learn more about China's significant and highly successful investment in research and commercialisation.
19/4/2016	Beijing Hospital	To learn more about China's public healthcare system and to strengthen the training and education partnership between Beijing Hospital and Bankstown-Lidcombe Hospital.
20/4/2016	Professor John WONG and medical colleagues from the Hong Kong health system	To gain insight into the Hong Kong Health system from senior clinicians' perspective.
21/4/2016	Dr KO Wing-man, Secretary for Food and Health of the HKSAR Government	To discuss the health policies the Hong Kong Government is implementing in response to the global challenges presented by growing demand, increasing chronic disease and rapidly changing technologies.

LIST OF OTHER DELEGATES**APPENDIX D**

Alan Bensoussan	Director, the National Institute of Complementary Medicine, Western Sydney University
Ashish Mitra	Co-founder, CEO & CTO of Endoluminal Sciences
Bennie Ng	General Manager Partnerships and Strategy, Healthscope
Carl Adams	Executive Consultant, Flowtint Pty Limited
Craig Anderson	Senior Director Neurological and Mental Health, George Institute for Global Health
Daniel Chan	Director, Aged Care and Rehab Bankstown Hospital, Bankstown-Lidcombe Hospital
Greg Procter	Public Private Projects Manager, Health Care
John Aitken	Pro Vice-Chancellor, Faculty of Health and Medicine, University of Newcastle
John Daly	Dean of Health, University of Technology Sydney
Julian Gold	Director, the Albion Centre
Kevin Hall	Deputy Vice-Chancellor, Research and Innovation, University of Newcastle
Kim Chant	Group Business Development Manager, Ramsay Health Care
Lisa Nelson	CEO, Scientia Clinical Research, University of New South Wales
Longting Lin	Postdoctoral Researcher, University of Newcastle Priority Research Centre for Stroke and Brain Injury
Michael Nilsson	Director, Hunter Medical Research Institute
Michael Solomon	Clinical Professor of Surgery, University of Sydney, Academic Head, Department of Colorectal Surgery, Head, SOuRCe (Surgical Outcomes Research Centre), Chairman, The Institute of Academic Surgery at Royal Prince Alfred Hospital
Michelle Campbell	Executive Dean, faculty of Health Sciences
Nicole Cockayne	Director of Research and Strategy, Black Dog Institute
Paul Wellings	Vice Chancellor, University of Wollongong
Pauline Nugent	Provost, Australian Catholic University
Peter Wejbora	Head of Research Development and Operations, Children's Cancer Institute Australia
Rob Phillips	Founder, Uscom Premium Cardiovascular and Pulmonary Devices
Russell Howard	Head of Commercial Strategy, Kinghorn Centre for Clinical Genomics, Garvan Institute of Medical Research
Sam Sangster	Chief Executive, Health Infrastructure, NSW Health
Ven Tan	General Practitioner and founder of Healthpac Medical Centres
Yi Qian	Professor, Medicine and Health Sciences Macquarie University