

Aier Eye Hospitals – building world-class private eye care in China

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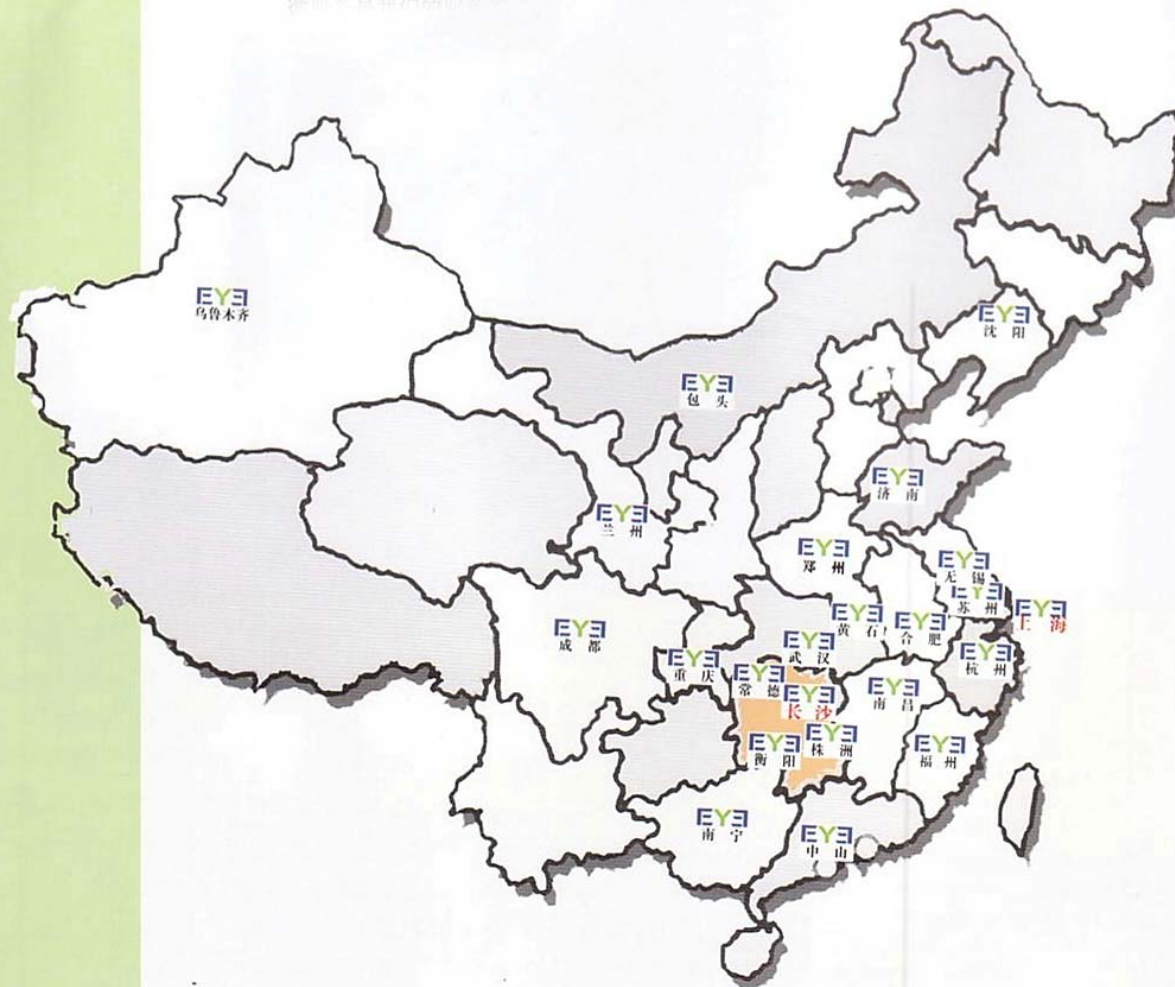
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China... the sleeping giant that has awoken!

微眼在臺灣的佈局







The far-reaching influence of China in Asia

- 5,000 year history;
- Language influence on neighboring countries (Japan, Korea, etc);
- Philosophy;
- Culture;



Why the giant has been sleeping?

- The conservativeness and inward-lookingness have locked the Chinese to within;
- The sad human experiment of 20th century (communism);



The inherent characteristics that will make China successful

- Diligence and industriousness;
- Intelligence;
- Tenaciousness/ability to sustain hardship
- Quiet personality and function well in a "cell" in a modern economy;
- Strong sense of family and cultural root;
- Disciplined;



The China miracle

- Never in the history of mankind has so much economic development, with such a speed, in such a short period of time, involving such a big chunk of human population.





The background is a deep blue gradient. A horizontal line, likely representing a horizon, divides the image. Above the line, there are wispy, white clouds. On the left side, a bright light source, possibly the sun, creates a strong glow and a lens flare effect that extends across the horizon. The water below the horizon is depicted with subtle, darker blue ripples.

What has China miracle taught us?

The China miracle taught us that...

- Economic development can proceed in the absence of political freedom;
- There are more than one way of developing a country. It depends on history, culture and people.

Why China matters? Why should I study China today?

- The world most populous country is growing!
- China is U.S.' #1 creditor.
- China has recently surpassed Japan and became the world's #2 economic power (GNP).
- 10,000 to 1 ratio opportunities for a student from the West.



China's unique characteristics

- Chinese are very hard working.
- Unlike India there is no cast system so people of country are united.
- Unlike Middle East and rest of the world there is no religious prejudice-in other words it is not yet contaminated by people who think their religion is the best or use religion to advance their own agendas.
- Unlike other countries specially the U.S., money and energy is not spent on two parties fighting with each other tooth and nail over power.
- Unlike other countries China is not owned by her banks and she still punishes the corrupt-admittedly not all of them at the same time.
- Unlike other countries China is learning, and is not arrogant to say "we have the best system" or "this is the best system there is"
- China "plans" its growth. She plans ahead several years- so it does not matter who is in charge they pursue the plan, because of this unity if plan has problems they will realize it and correct it. Unlike other countries that cannot get anywhere because of labeling each other Republican, Democrat or whatever and argue not for merit of issue but for political control.
- China will follow her own path. It is very clear to many in China that she needs to chart her Spiritual Destiny, balancing material and scientific advancements with spiritual and moral advancements. To accomplish such an achievement she will have no choice but to turn to religion-a vibrant religion that contributes to society and helps build the country, obedient to government, free of dogmas and superstitions.





Tennessee Chinese Chamber of Commerce

Mission:

- Help Tennessee businesses learn about China and increase export to China.
- Help Chinese manufacturing firms to relocate to TN to help create jobs here.



TN is #1 in US in the growth rate of export to China

- 2000: \$200 million/year;
- 2010: \$1.3 billion/year;
- Ranked #1 in the U.S. in growth rate of export to China over this decade!

Top TN exports to China

- Crop production;
- Chemical manufactures;
- Machinery manufactures;
- Waste and scrap;
- Computers and electronic products;
- Primary metal manufactures

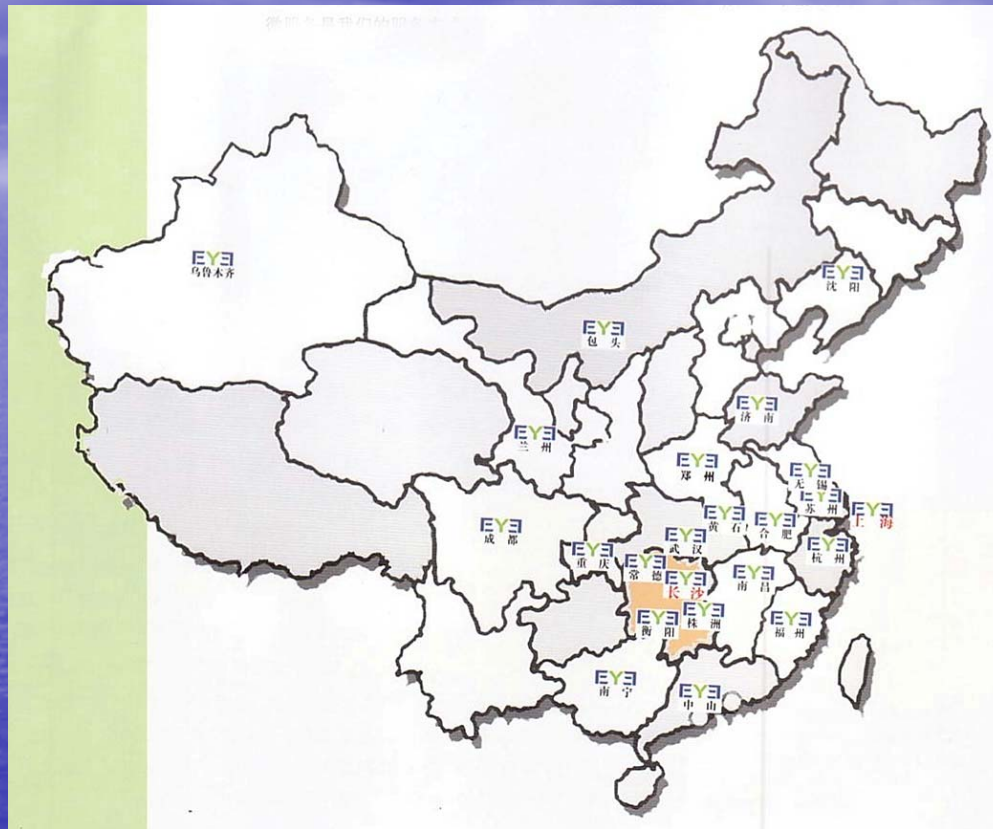
What defines modern TN today?

- Healthcare
- Religion
- Music

Balancing US-China trade deficit

- Low-level labor (sweaters, DVDs);
- High-level labor (e.g., business infrastructure, management, medial insurance system, legal system, financing, real estate, etc)
- "The world is flat"

Aier Eye Hospitals – offering
world-class private eye care in
China



Aier Eye Hospital Group – the HCA of China
10% of China's eyecare market

Aier Eye Hospital – the largest private eye hospital group in China (the “HCA of China”)

- Currently the largest private eye hospital system in China;
- 30 free-standing full service private eye hospitals (80,000 LASIKs, 10% of the entire China’s volume, which has surpassed US for the first time in history in 2010);
- Went IPO in October 2009.



上海爱尔眼科医院



长沙爱尔眼科医院



成都爱尔眼科医院



沈阳爱尔眼科医院



武汉爱尔眼科医院



衡阳爱尔眼科医院



沈阳爱尔眼视光医院



常德爱尔眼科医院



济南爱尔眼科医院



重庆爱尔眼科医院

Aier – the largest private eye hosp group in China
10% of China's eyecare market

Participating in the building of the largest private eye hospital group in China

- Investment is long term,
- The **love-and-hate relationship** between government and private business.
- Rules are sometimes laid down AFTER the fact!
- To balance trade deficit is thru **high-level labor**.

Shanghai Aier Eye Hospital





Private healthcare opportunities in China

- **Training and education;**
- Importing technologies into China;
- Systemization of its medical record system, and management structure;
- Establishing medical legal infra structure;
- Real estate development and hospital management;
- Investment and joint partnership;
- Public education of eye diseases, prevention and treatment, charity mission work, spectacles, cataracts.



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Shanghai Aier Eye Hospital - China

bladeless LASIK training center:

- **INTRALASE**
 - Femtosecond laser surgical skill training center
- **B & L**
 - Excimer laser surgical skill training center
- **NIDEK**
 - NIDEK excimer laser surgical skill training center
- **ZEISS**
 - Zeiss refractive surgical skill training center
- **VISX**
 - VISX excimer laser surgical skill training center;
- **Wavelight lasers in Aier Eye Hospital locations in China;**
- **Donghua University**
 - Donghua University Education Hospital & Optometry Education center

Refractive Surgery In China, mailed to 6,000 Chinese ophthalmologists.

China's first bladeless LASIK (8/05)
TN's first (11/02)



The First bladeless LASIK in 1.4 billion people, on 8/22/05, at Shanghai Aier Eye Hospital







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Shanghai Aier Eye Hospital Optical dispensary



Shanghai Aier Eye Hospital Preop area



Shanghai Aier Eye Hospital reception area



Shanghai Aier Eye Hospital Entrance to teaching center and auditorium



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Charity eye care - Shanghai Aier Eye Hosp



International charity medical care

40 states in US and 55 countries

All physicians donate their services



Wang Foundation for Sight Restoration

The Wang Foundation for Sight Restoration Presents...
the 6th Annual

Eye Ball

From Darkness to Sight



Aier Eye Hospital Group

- 10 year history
- 30 full-service private eye hospitals
- Hold 10% of the entire China's eyecare market
- Provide the **best** quality eyecare in China
- At a cost which less than **10%** of that of the corresponding governmental hospitals serving equal population

Participating in the building of the largest private eye hospital group in China

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China – the world's new #2 economic power

- Forget that currency row. The real story is that China is now investing in its people.
 - China is the largest creditor to U.S. (of the 14.1 trillion U.S. national debt, 1.0 trillion were owed to China).
 - China wants healthcare reform too, just like U.S., the only difference is that China does have the money to pay for it (\$250 billion annual trade surplus against U.S., \$123 billion universal healthcare initiative in China).
 - **What we need to do: increase export to China!**
- Tennessee Chinese Chamber of Commerce (www.tccc.us)



China: the sleeping giant has awoken.
"Young man, go **East!**"

