



## FOR IMMEDIATE RELEASE:

### Chinese microfluidics industry: a fast-moving ecosystem

Extracted from: Chinese Microfluidics Industry report, Yole Développement – Release date: July 2018

**LYON, France – July 5, 2018:** The Chinese government has created a strategic plan to comprehensively upgrade the country's industrial sector and make China a major player that is independent from other countries. This plan, "Made in China 2025", includes a focus on pharmaceuticals and medical devices. Companies involved in these sectors will benefit from almost unlimited funding by 2025, with the goal to compete with foreign industries and retake significant market share. As a key tool for diagnostics and life sciences applications, microfluidic technology will surely benefit from this massive spend. The Chinese diagnostics market is currently dominated by large international companies like Roche and Abbott, but new Chinese companies are rising up to compete with them...

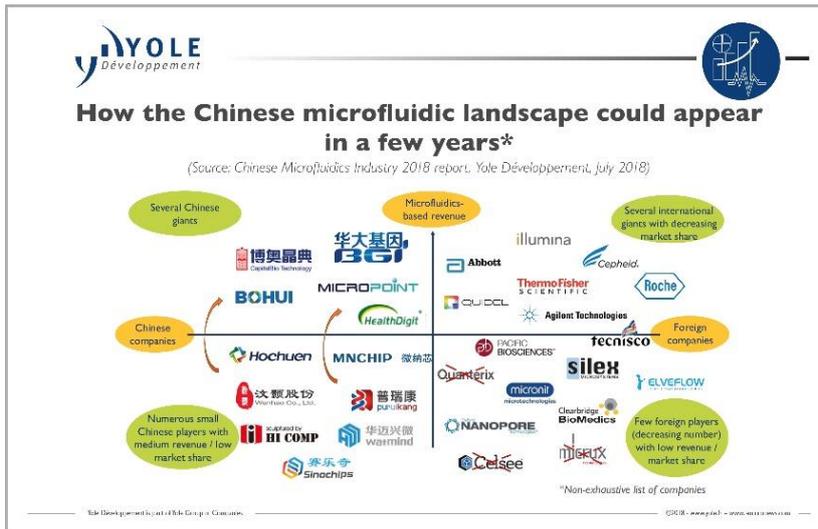
[Yole Développement \(Yole\)](#) expects that the market for microfluidic-based products sold by Chinese players will grow at 28% CAGR<sup>1</sup> between 2017 and 2023. The new report, [Chinese Microfluidics Industry](#) released today, is showing a US\$171 million market in 2017. According to Yole's analysts, this market should reach US\$754.1 million in 2023.

In this new microfluidic report, the market research and strategy consulting company, Yole proposes today a comprehensive overview of the industry in China, taking into account real industrial concerns, all along the supply chain. Considering the Chinese and foreign players, this report details microfluidic applications and the associated ecosystem. Yole's analysts identify local technologies and evaluate their ability to answer to the market needs. The differences between Chinese/Western players are also highlighted in this new report.

How is the Chinese microfluidic ecosystem evolving? Why is the Chinese government supporting the microfluidic industry? What are the microfluidic business opportunities in China? Yole proposes you today a snapshot of the Chinese microfluidic industry.

In addition to financial support, the Chinese government is recalling Chinese executives, researchers and engineers who have worked overseas for years in order to lead innovative Chinese companies and increase their chances of success. The goal is to compete with foreign industries and retake significant market share.

<sup>1</sup> CAGR: Compound Annual Growth Rate



The opportunity is huge for these emerging Chinese players, because the current domination of foreign players results in products that are considered too expensive and often way beyond reimbursement thresholds. Thus, Chinese players able to propose similar solutions at a lower price will seriously threaten international giants' position in the Chinese market.

*“We are not there yet because performance and quality still don't meet the expectations,”* explains **Sébastien Clerc, Technologies & Market Analyst, Microfluidics & Medical Technologies at Yole**. *“But the path to 2025 is long: China's industry is improving rapidly and demand is growing quickly.”*

Indeed, China already has the world's largest population, one which is aging rapidly and thus needs improved care. Additionally, the end of the “one-child policy” has resulted in numerous births and an increased demand in areas such as non-invasive prenatal testing.

For all these reasons, the Chinese microfluidic market will be strongly impacted.

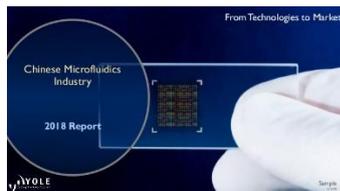
Among the Chinese companies that look promising, Bohui and Micropoint are two which have full capabilities for manufacturing their microfluidic-based products, and their position is clearly to propose alternatives to the diagnostic products sold by international giants. Such companies are growing well and finding success by proposing similar solutions to the international giants, but at a much lower price. *“Thanks to this strategy, some Chinese companies are beginning to attract foreign customers who cannot afford similar services at Western prices,”* comments **Sébastien Clerc from Yole**.

Currently, quality is still inferior to what foreign companies can offer, but this could significantly change over the next 5 - 10 years. Globally, this is the strategy of most Chinese microfluidic players, at all levels of the supply chain: propose “good enough” products or services at a low cost, gain contracts, and grow quickly.

The most obvious example is that of BGI. The genomics company has released DNA sequencers over the past three years, first in China and now worldwide. Though BGI's technology is said to still trail the field's gold standard (i.e. Illumina), its aggressive pricing policy allows it to rapidly gain market share and make significant progress in terms of performance.

Like BGI, certain Chinese companies have the potential to be a real threat to Western players, which must find solutions to contest these Asian newcomers in their respective markets, at all levels of the supply chain.

A detailed description of this report is available on [i-micronews.com](http://i-micronews.com), MedTech reports section.

**ABOUT THE REPORT:****CHINESE MICROFLUIDICS INDUSTRY 2018**

*Will the Chinese microfluidics industry change the worldwide microfluidic landscape?*

– Produced by Yole Développement (Yole).

**Companies cited in the report:**

3M, Abaxis, Abbott, Affymetrix, Agilent Technologies, Alere, Anatech, BaiCare, BD, Beijing Bohui Innovation Technologies, Beijing e-science, Beijing Genomics Institute (BGI Shenzhen), Beijing Unibio, Beijing University of Technology, Berry Genomics, Biocartis, bioMérieux, Caliper Life Sciences (PerkinElmer), CapitalBio, Celsee, Cepheid, Chinese Academy of Sciences, Chongqing University, Clearbridge Biomedics, CNRS, Corning, Coyote Biosciences, Dalian Institute of Chemical Physics, Dalian University of Technology, Daohui Biotech, Denz Bio-Medical, Digital Biosystems, Dolomite, Each-reach (Rongzhi Biotech), Elveflow, Excbio, Fapon, Fluidigm, Fluigent, Foxgene, Fudan University, Funai Electric, Genetel Pharmaceuticals, Getein Biotech, Guangzhou Sio Optics... [Full list](#)

**Authors:**

- **Sébastien Clerc** works as a Technologies & Market Analyst, Microfluidics & Medical Technologies at Yole Développement (Yole). Sébastien authored a collection of market and technology reports dedicated to topics such as microfluidics, point-of-care and more. In parallel, he is daily involved in custom projects. Thanks to its technology & market expertise, Sébastien has spoken in more than 10 industry conferences worldwide over the last 2 years. Sébastien Clerc is graduated from Grenoble Institute of Technology (Grenoble INP - Grenoble, France) with a Master degree in Biomedical Technologies. Then he completed his cursus with a Master degree in Innovation and Technology Management in the same institute.
- **Dr. Hong Lin** works at Yole Développement (Yole), as a Technology and Market Analyst, Compound Semiconductors within the Power & Wireless division since 2013. She is specialized in compound semiconductors and provides technical and economic analysis. Before joining Yole Développement, she worked as R&D engineer at Newstep Technologies. She was in charge of the development of cold cathodes by PECVD for visible and UV lamp applications based on nanotechnologies. She holds a Ph.D in Physics and Chemistry of materials.

**ABOUT YOLE DEVELOPPEMENT**

Founded in 1998, Yole Développement (Yole) has grown to become a group of companies providing marketing, technology and strategy consulting, media and corporate finance services, reverse engineering and reverse costing services and well as IP and patent analysis. With a strong focus on emerging applications using silicon and/or micro manufacturing, the Yole group of companies has expanded to include more than 80 collaborators worldwide covering MEMS & Sensors - Imaging - Medical Technologies - Compound Semiconductors - RF Electronics - Solid State Lighting - Displays - Photonics - Power Electronics - Batteries & Energy Management - Advanced Packaging - Semiconductor Manufacturing - Software & Computing - Memory and more...

The “More than Moore” market research, technology and strategy consulting company Yole Développement, along with its partners System Plus Consulting, PISEO and KnowMade, support industrial companies, investors and R&D organizations worldwide to help them understand markets and follow technology trends to grow their business. . For more information, visit [www.yole.fr](http://www.yole.fr) and follow Yole on [LinkedIn](#) and [Twitter](#).

- Consulting & Financial Services: Jean-Christophe Eloy ([eloy@yole.fr](mailto:eloy@yole.fr))
- Reports: David Jourdan ([jourdan@yole.fr](mailto:jourdan@yole.fr))

Yole Développement, System Plus Consulting, Knowmade, PISEO and Blumorpho are part of Yole Group of Companies.

Yole Group of Companies - Press Relations & Corporate Communication: Sandrine Leroy ([leroy@yole.fr](mailto:leroy@yole.fr))

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