

Haier Biomedical Distributor Conference Concluded

On May 21, Haier Biomedical's International Distributors Conference was successfully concluded in Qingdao, where distributors from multiple countries and regions around the world gathered to join Haier Biomedical in a grand event. The conference summarized the past achievements of Haier Biomedical and shared the future development strategies and plans, aiming to achieve mutual benefits and win-win outcomes with partners.



Group Photo of Haier Biomedical and Partners

Based on the concept of win-win cooperation, after 17 years of global expansion, Haier Biomedical, which focuses on globalization through localization strategy platform, has established business cooperation relationships with more than 135 distributors worldwide. At the meeting, several international partners took to the stage to share the fruitful achievements with Haier Biomedical.



Richard Jafrato, General Manager of Haier Biomedical UK, particularly emphasized the company's R&D capability in his presentation. It is unprecedented for a company to invest so much in R&D. With the full support of the head office, the UK branch's sales grew from £ 400,000 in 2016 to £ 5.7 million in 2022, with cumulative sales in the UK of over 2,000 ULT refrigerators in the UK in the past several years.

Mr. Eghosa OGEDEGBE, Managing Director of Inter-Trade West Africa Ltd, specifically mentioned that through the cooperation with Haier Biomedical, Nigeria has built a world-class experience center and advanced training center, continuously improving user experience and staff skills, achieving a qualitative change in user satisfaction and market share, and radiating the African service system in all aspects.

As a new partner, Mr. Michael Ratos, Vice President of the Assistance and Marketing of ESBE Scientific Canada, said that with the support of Haier Biomedical team, with high-quality service system and sufficient product supply power, brand trust and loyalty will be established to quickly penetrate the local market, expand product layout and realize single product to multi-category marketing.

Mr. Kenneth, Sales Director of Biotec from Malaysia, shared that Haier Biomedical provided them with comprehensive product solutions and an incredible 24/7 service model, demonstrating a comprehensive product matrix and a customer-first service philosophy.



After the case sharing presentation sessions, Haier Biomedical organized a factory tour, new product launch seminar and after-sales training session for the distributors who came to the conference, so that the distributors from all over the world could understand the advantages of the Haier Biomedical brand more intuitively.

At the site of the IoT Factory tour, Haier Biomedical showed customers the manufacturing process of the products, and the high level and automated production equipment attracted the high attention of the dealers.

At the new product launch, the Haier Biomedical team said that in the face of laboratory, sample bank, CDC, blood station plasma station, university research, pharmaceutical companies and other channel users, Haier Biomedical has created corresponding innovative solutions and launched more than 40 new products on site.



Among the new products released in the field of sample storage, the Stirling ULT Freezer gained widespread attention from our partners by virtue of its superior performance in energy saving, environmental protection, low noise and high efficiency. Other new products included Controlled Rate Freezer, Freeze Dryer, Liquid Nitrogen Container and the whole line of the upgraded inverter twin system ULT Freezer, Cryogenic Freezer, Freezer, etc. In the blood scenario solution, the Unattended Self-service Blood Distribution Refrigerator developed by Haier Biomedical received strong interest from dealers around the world. For blood transfer, the IoT intelligent blood refrigerator can realize efficient deployment of in-hospital blood and out-of-hospital emergency, and real-time monitoring of transfer temperature, alarm information, etc., to create an "emergency blood scenario" with 0 waiting and zero blood waste. In addition, Haier Biomedical also launched new products such as Smart Blood Bank Refrigerator, Platelet Incubator with Agitator, Plasma Blast Freezer and Plasma Apheresis System, together with detailed training explanation. In the field of laboratory products, Haier Biomedical brought new Animal Biological Safety Cabinet, Centrifuge, Hydrogen peroxide disinfection machine, CO₂ Incubator, Constant Temperature Incubator, sterilizer, biochemical Incubator and other new products in the whole scene. In the pharmaceutical scene, new Pharmacy Refrigerator and Fully automatic tablet packaging system were also unveiled at the scene, which solved the pain points of users and the industry. In addition, there were also series products such as solar vaccine, RKN and Consumables launched at the scene, which had a warm atmosphere and gained positive attention from customers.



In the after-sales service training, the Haier Biomedical team made detailed explanation on each product detail, from the product schematic diagram and circuit diagram to the analysis of product appearance and structure, button operation, technical parameters, alarm code processing, troubleshooting, routine maintenance, sample machine explanation, etc., to eliminate any doubts and continue to establish a solid foundation for further cooperation.

The four-day exhibition was exciting, and the representatives of participating distributors showed great interest in Haier Biomedical products and technology and gave high evaluation, and expressed their intention to cooperate.

Haier Biomedical is committed to contributing to the global medical cause, and firmly believes that health care services with technological innovation as the core can change the fate of mankind. With the social responsibility vision of "Smart Life, Shared Future", Haier Biomedical integrates global resources, works closely with global stakeholders and partners, adheres to the solution of mutual trust, mutual benefit and win-win situation, increases global market share, and joins hands with people around the world to build a community of human destiny.

Haier Biomedical Supports Pasteur Research

Recently, the World Health Organization (WHO) donated several sets of medical equipment manufactured by Haier Biomedical to Côte d'Ivoire to assist with the local health systems construction. Dr. Jean Marie Yameogo, WHO representative in Côte d'Ivoire, made a presentation of the donated equipment and handed them over to the Pasteur Institute of Côte d'Ivoire.

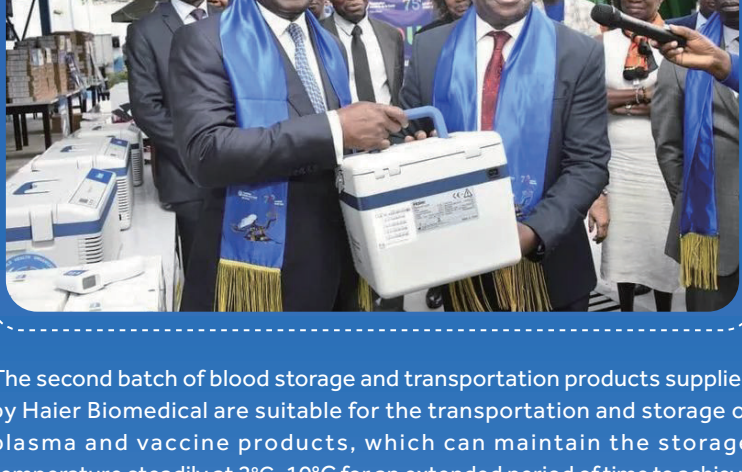


Haier Biomedical Products Receiving Ceremony

Pierre Dimba, Minister of Public Health and Universal Health Coverage of Côte d'Ivoire, expressed his gratitude for the donation and said that the donated materials include much-needed medical transport and storage equipment, which will be of great help to the local biological sample security and scientific research. In addition, Minister Pierre Dimba also expressed his recognition of the high standard of products provided by Haier Biomedical.



According to statistics, there are only about 30 blood transfusion and blood collection stations in Côte d'Ivoire. According to the data published by WHO, the domestic demand for plasma in Côte d'Ivoire is about 250,000 bags per year, but the supply of plasma is only about 160,000 bags per year, a huge gap between the supply and transportation of plasma products.



The second batch of blood storage and transportation products supplied by Haier Biomedical are suitable for the transportation and storage of plasma and vaccine products, which can maintain the storage temperature steadily at 2°C-10°C for an extended period of time to achieve adequate plasma supply and improve conditions for the production, preservation and distribution of blood products.

It is reported that the World Health Organization also donated a large number of medical supplies for Côte d'Ivoire, including medical equipment, computer equipment and logistical support for the construction and services of local general hospitals, district hospitals and community health.



Before that, Haier Biomedical has cooperated with the World Health Organization and other international organizations, with the mission of safeguarding life safety and human health, and has assisted Madagascar, Gabon, Burkina Faso, Senegal and other African countries, dedicated to improving the public health of developing countries and regions, accelerating the popularization of medical technology to promote the universal sharing of high-quality medical resources, and actively contributing to the cause of international immunization and health care support from Chinese brands!

How to view the new wave of crown infections

Recently, several Chinese netizens posted their positive antigens on social media platforms, claiming that they had a secondary infection with the COVID-19. Meanwhile, new cases of the XBB.1.16 mutant strain were seen in some areas. "The question of whether a second wave of the pandemic is coming" has aroused widespread concern in the community.

From the domestic clinical statistics in China, this time, the COVID-19 infection is concentrated in three groups of people: First, those who have never been infected with the COVID-19; second, those whose immunization level of the COVID-19 is at a low value; and third, those who are immunodeficient. Symptoms are mainly fever, cough, sore throat, malaise, generalized aches, and pains, and are generally mild.



So how do we respond to the symptoms of a suspected COVID-19 infection? If you have a sore throat due to acute pharyngitis, you can take oral antipyretic and analgesic drugs and pay attention to daily voice protection. Patients with strong resistance can relieve themselves in 2 to 4 days. If the inflammation is more serious, it may take 1 week or more to recover and prompt medical examination is required.

Regarding the prevention of secondary infections, the most basic method is to strengthen your immunity. The following are some measures that can help strengthen the immunity:

First, it is important to maintain a balanced diet. A balanced diet will provide the body with enough nutrients to help maintain a healthy immune system. It is recommended that the diet should be varied and include protein, vitamins, minerals and fiber;

Get enough sleep. Sleep is important for the body's immune system because it helps the body detoxify, repair tissues and strengthen the immune system;

Proper exercise can improve the body's immune system and make it healthier. At least 150 minutes of moderate intensity aerobic exercise per week is recommended, such as brisk walking, swimming, cycling, etc....

Finally, maintain good hygiene habits. Wash your hands regularly and do not touch your mouth, eyes, and nose with unclean hands. Ventilate regularly, open windows 2 to 3 times a day.

Boosting your immunity and effectively reducing the risk of secondary infection is the only way to build a health barrier for yourself and your family.

If a secondary infection is coming, we need not be alarmed, as there have been two waves of COVID-19 outbreaks in several countries and regions around the world (including Japan, Singapore, the United States, and the United Kingdom).

According to domestic experts in China, if a COVID-19 mutates, a second infection will slowly appear after 6 months, usually on a small scale, but if the next wave of virus mutation effectively breaks through the immune barrier formed by the body to fight the previous wave, a second wave of infection will peak.

Recently, the World Health Organization declared that the COVID-19 outbreak no longer constitutes a "public health emergency of international concern," but the panel still recommends that the elderly, people with severe comorbidity, hypotension individuals, pregnant women and frontline health workers should receive a booster 6 or 12 months after their last vaccination. This shows that timely vaccination is still an effective way to ward off a new wave of infections. Recently, Cspc Pharmaceutical COVID-19 mRNA vaccine was launched, which contains the Omicron BA.5 mutant strain locus, which may make this vaccine more effective against today's mutant strains.



While the development of new crown vaccines is advancing by leaps and bounds, it is also important to build a reliable transportation cold chain system for them. As we all know, vaccines require very harsh environmental conditions for storage and transportation, and once they leave the appropriate temperature, they can lead to failure or deterioration. To ensure that every vaccine is delivered safely and efficiently to the point of delivery, it is critical to have a well-established vaccine cold chain program. In this regard, Haier Biomedical executives said that the global public health vaccine cold chain safety scenario created by Haier Biomedical can achieve full coverage of vaccine safety solutions for the whole temperature range and scenario from -80°C to 8°C. This provides a guarantee of temperature compliance for the entire distribution and vaccination process of COVID-19 vaccines from the biopharmaceutical company to the CDC and then to the community vaccination sites. By constructing an IoT whole-process traceability platform, the whole process from production to transportation to storage of vaccines will guarantee vaccine safety.

The only way to effectively counteract a pandemic is to take adequate precautions. Although we are not yet able to completely eradicate the COVID-19 virus, but today is different from the past. We have sufficient stocks of COVID-19 drugs, vaccines, and an increasingly sophisticated epidemic prevention system, so we do not need to panic too much even in the face of a new wave of infection.

Africa CDC Receives Assistance from Haier Biomedical

Haier Biomedical has won the bid for a biosafety laboratory project by the Africa Center for Disease Control and Prevention (CDC). In March, a group of experts from the China Medical Equipment Association (CMA) held the first working meeting of the project acceptance in Ethiopia. Haier Biomedical, a laboratory equipment provider, reported on the project's status before acceptance during the meeting. This project is the company's first major foreign aid project with CDC since it was authorized by the Ministry of Commerce to provide foreign aid. The company's expertise in life sciences and medical innovation, as well as its ecological capabilities have enabled it to secure the bid to become the total solution provider of laboratory equipment for the project, and be responsible for providing all the necessary equipment for laboratory construction.



However, Haier Biomedical faced significant challenges in implementing the technically complex and demanding project to assist the construction of the Africa CDC, which is an immense undertaking.

First, Haier Biomedical faced intense competition, as other competitors participating in the tender are mostly strong and experienced state-owned companies. Then, the project schedule is tight. The project duration was shortened, and the laboratory equipment was crucial for its completion. The equipment needed to be delivered as soon as possible to ensure project completion, but problems such as product applicability in Africa and logistic delays due to the COVID-19 pandemic persisted. Finally, the installation conditions were challenging. After the completion of the Africa CDC's project, Haier Biomedical's team promptly traveled to Africa to follow up the installation and commissioning work at the site, despite challenging conditions. Nevertheless, Haier Biomedical persevered and assembled the backbone of its team, guided by the needs of its users, and worked diligently for the ultimate accomplishment of this glorious mission.

Recently, the China Civil Engineering Group Limited's construction and technical team for the African Union's Africa Center for Disease Control and Prevention Headquarters (Phase II) project sent a letter of commendation to Haier Biomedical, expressing recognition and gratitude for Haier Biomedical's dedication and services.



At present, the equipment for the Africa CDC is undergoing the acceptance process. Haier Biomedical collaborated with the project engineering and management team, and closely worked with the expert group to complete the on-site verification and system operation acceptance, fulfilling the requirements of the foreign aid work. Haier Biomedical is committed to maintaining chain group contracts and ecological co-creation mechanisms in the global market, and its members have successfully delivered satisfactory performance in foreign aid initiatives, gained unanimous approval from customers and relevant departments, established a positive image of national outstanding projects, and made significant contributions to China-Africa friendship and international public health security.

Strengthen Stirling Refrigeration Technology

In order to continue to enhance the Stirling refrigeration technology barriers, and to achieve independent control of core components, expand the business layout of the cryogenic field, Haier Biomedical released an announcement on the evening of June 7, the company intends to use its own funds of \$6 million USD in the form of installment payments to participate in the Shanghai ChaoLian Technology company to increase capital. Shanghai ChaoLian Technology Co., Ltd. is a leading global provider of Stirling refrigeration solutions. After the completion of the capital increase, Haier Biomedical shareholding ratio increased from 15% to 54.31%.

The acquisition will further enhance Haier Biomedical's leading position in cryogenic technology platform, solve the key problems of the core components of Stirling ultra-low temperature freezer technology, which will be further extended to new scenarios of cryogenic processing, infrared detection, hazardous chemical detection and cryogenic cold therapy in the future, providing new power for the company's long-term sustainable development in the field of cryogenics.

Stirling refrigeration technology has strong advantages in terms of safety, energy saving and stability. It uses helium as the refrigeration medium and the lowest temperature can reach below -196°C, while the refrigeration efficiency is higher, saving 50% energy and increasing 100% reliability compared to compressor refrigeration. In the context of carbon neutrality becoming an industry-wide development goal, the industrial application of Stirling refrigeration technology is an inevitable choice for the development of the refrigeration industry. In addition, the application field of the Stirling refrigeration machine is also expanding, in addition to the traditional medical, pharmaceutical, and other industries, the Stirling refrigeration machine will be a key solution for industries such as renewable energy, aerospace, military and other fields of application is also expanding, which will bring more opportunities and potential for the Stirling refrigeration machine market.

Since its establishment, the company has been committed to the industrial application of Stirling refrigeration technology in the industrial field, and its main products, Stirling refrigerators, have been used in many fields such as cryogenic storage, cryogenic processing, and infrared detection as key components. The company has a domestic first-class Stirling refrigeration research team, team members in the Stirling refrigeration technology applied to aerospace and other fields have a wealth of experience.

As a national high-tech enterprise, ChaoLian has completely independent intellectual property rights in the field of Stirling cryogenic refrigerator and vacuum encapsulation and has obtained 12 patents (including 4 invention patents), and its main business, Stirling refrigerator product series, will achieve batch industrialization from 2024.

Haier Biomedical began with the research, production, and sales of biomedical cryogenic storage devices, and is an ecological brand of life science and medical innovation digital scenarios based on the transformation of the Internet of Things. The company is committed to building high efficiency and high reliability of the leading ability, launched the "high-efficiency, anti-disturbance Stirling refrigerator control system and its application in ultra-low temperature refrigerators" scientific research project a few years ago, and successfully break through the high-efficiency Stirling refrigerator control technology problems, in the high-efficiency, high reliability control to reach the international leading level. Its domestic first Stirling ultra-low temperature refrigerator to achieve the traditional complex refrigeration to Stirling refrigeration leap, both more uniform refrigeration, energy saving half, safety zero downtime and other characteristics, for the deep cryogenic industry low carbon transformation and upgrading to explore a new path.

After the completion of this capital increase, the two sides will work together to build the technical barriers of Stirling refrigeration and accelerate the industrialization of Stirling refrigeration technology. By accelerating the key core technology research and industrialization application of Stirling refrigeration, we will provide users with safe and worry-free, green, and efficient scenario solutions.

A senior member of the management at Haier Biomedical told reporters that looking ahead, Haier Biomedical will also continue to play the role of Stirling refrigeration technology in the supply chain synergy to support ULT storage solutions, active Liquid Nitrogen Container storage solutions, Large Volume Sample Library Products and other program upgrades at the same time, to support the Controlled Rate Freezer, Freeze Dryer, Freeze-thaw Machine and other product differentiation competitiveness, and will further extend to infrared detection, hazardous chemical detection, cryogenic cold therapy and other new areas to open up new space for the company's future growth.

