Harnessing Market Forces for Sustainable Prevention of Blindness

—— Mode of the PB of Aier Eye Hospital Group

President             Mr. Li
Beijing               Oct. 2015
1. Challenges of PB in China

- A huge population: 1.368 billion; 56 nationalities
- A vast territory: 2861 counties; 345 cities
- Differences between urban and rural medical resources (urban and rural population ratio: 51.27%)

★ Current Situation of Eye Health

<table>
<thead>
<tr>
<th>TYPE</th>
<th>NO.</th>
</tr>
</thead>
<tbody>
<tr>
<td>CSR</td>
<td>1400</td>
</tr>
<tr>
<td>DR</td>
<td>0.114 billion (diabetics)</td>
</tr>
<tr>
<td>Glaucoma (over 40-year-old)</td>
<td>2.30% (Prevalence) 30% (Blinding rate)</td>
</tr>
<tr>
<td>Refractive Error</td>
<td></td>
</tr>
<tr>
<td>Pupils</td>
<td>30%</td>
</tr>
<tr>
<td>High school students</td>
<td>70%</td>
</tr>
<tr>
<td>College students</td>
<td>&gt;70%</td>
</tr>
<tr>
<td>Over 50-year-old</td>
<td>90%</td>
</tr>
</tbody>
</table>
2. The PB of Society

1. Government domination

2. Social responsibilities of corporate and hospitals

3. Mission of NGO
3. Business Philosophy of Aier EYE Hospital Group

Aier
Devotes to the course of human eye health care,
Conforming to the national policies and the industrial development trends,
In line with spirits of responsibility, coordination, innovation, and dedication,
Integrating various recourses, and be hand in hand with ophthalmologists and partners,
Continuously improve improving medical technology and create innovating medical service pattern,
Constantly explore and satisfy the needs of patient.
Let all people, enabling everyone, no matter rich or poor, lord or loon,
Can To enjoy the right of eye health care;
And enable Aier itself,
In regard to medical technology, innovation management, personnel management operation,
Serving the patient services and making social contributions to the society and so forth,
To Become the paragon of ophthalmology industry.
4. Chain mode of PB of Aier EYE Hospital Group

Let all people, enabling everyone, no matter rich or poor, lord or loon, can to enjoy the right of eye health care.

- **International**: 8 Hospitals, 8 × 20 million (population)
- **Province**: 25 Hospitals, 25 × 7 million (population)
- **City**: 200 Hospitals, 200 × 4 million (population)
- **County**: 1000 Hospitals, 1000 × 0.6 million (population)
5. System of PB in Hunan Province
6. Resource Pattern of Aier EYE Hospital Group

1. IPO, Using capital power for PB
2. *Partner Program* of ophthalmologists
3. Rich patients subsidize poor ones
4. Supports form government, enterprises, individuals and NGO
5. Ophthalmology PPP mode of public hospitals

Mr. Jin, president of World Bank, visited Aier in 2014
7. Aier EYE Hospitals Map
8. Annual CSR

(Until Sep. 2015)

- Hospitals: 87
- Employees: 11,138
- Ophthalmologists: 1,767
- Nurses: 3,178
- Ophthalmic technicians: 826
- Optometrists: 1,051
- PB screening coordinators: 2,224
- Executive services staff: 1,918
9. Sustainable Prevention of Blindness in Aier EYE Hospital Group

1. Aier Ophthalmology College
2. Aier Optometry College
3. Aier Optometry Institute
4. Training grant of Aier Eye Hospital Group
5. Aier eye bank 7+8
6. Eye Care Foundation
10. Information Construction of Aier Eye Hospital Group

1. 12 based information systems
2. IAAS; Big data platform
3. Remote; Moving system of PB
11. Future of Aier Eye Hospital Group

1. Optimization of Aier PB mode
2. Internationalization of Aier
3. Informationization of eye health care
4. Industrialization of upper eye health care
Sharing Wisdom of Global PB
Aier Eye Hospital Group Serving for China

Thank you!