

Domestic Sales Overview



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This material contains forward-looking statements with respect to the company's outlook regarding drivers, developments, and trends affecting its worldwide markets, opening of international offices, new product development and commercial launch dates, projected revenues, net income margins, earnings per share, revenue growth targets, net income growth targets, salesforce and distributor targets, projections of the size of China's healthcare market, estimated government expenditures, research and development expenditure targets, the company's manufacturing development plan, and the anticipated results of its product development activities. These statements are based on information available at the time they are made and are subject to a number of risks and uncertainties. Actual results could differ materially from those anticipated by these forward-looking statements as a result of a number of factors, some of which may be beyond the company's control. Factors that affect the Company's business operations and product development, as well as a further list and description of risks and uncertainties associated with Mindray's business, are discussed in its reports filed with the Securities and Exchange Commission, including its most recent annual report on Form 20-F. Mindray disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

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Industry Overview

Domestic Industry Overview

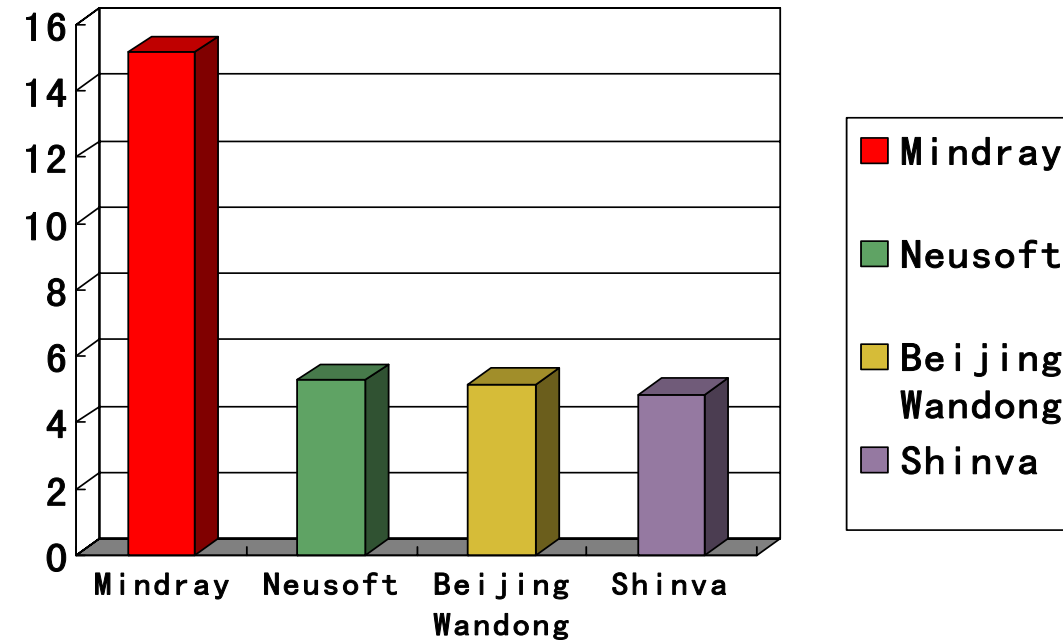
- As of September 26, 2006, there were 7,240 medical device manufacturers and 40,310 medical device distributors in China
- Medical device market (expected annual growth rate of 14-15%)
 - RMB60 billion in 2006
 - RMB70 billion in 2007E
 - RMB100 billion in 2010E
- By 2010, China will be 5% of global medical device market

Source: State Food and Drug Administration (SFDA)

Domestic Medical Device Manufacturers

2006 Annual Revenues

Rank	Company Name	Revenues (RMB million)
1	Mindray	1,515
2	Neusoft	528
3	Beijing Wandong	515
4	Shinva	483



Source: 2006 Listed Company Financial Reporting

Domestic Medical Institutions and Practices

- At the end of 2006:
 - 300,000 registered medical institutions and practices
 - 19,246 hospitals
 - 23,000 community healthcare centers
 - 40,000 rural medical practices
- Classification of Hospitals:
 - Level 3 Hospital 1,045
 - Level 2 Hospital 5,151
 - Level 1 Hospital 2,738
 - Unclassified Hospital 10,312
- Domestic medical institutions installed 3.5 million beds in 2006

Rural Healthcare Network

Government estimated expenditures from 2005 to 2009:

- RMB21.7 billion on:
 - Building out and improving the overall rural healthcare network
 - Approximately 22,000 town medical practices
 - 1,300 county hospitals
 - 400 level-2 and above county hospitals
 - 950 women and children healthcare practices
 - Includes RMB6.77 billion medical devices

New Rural Healthcare Program

By the end of 2007:

- 720 million rural healthcare program participants
- 82.8% of the total rural residents

Under the new healthcare program, more rural residents are seeking medical care from hospitals. As a result, rural hospital revenues are rising, allowing them to invest in more advanced medical device equipment.

Domestic Sales Force

Domestic Sales Force

- **29 sales and sales support offices**
- **Extensive coverage across China**

Category	07 Headcount	08 Projection	Number Increased
Sales	484	601	117
Marketing	76	107	31
Service and Support	153	183	30
Administration	132	148	16
Total	845	1,039	194

Exclusive Distributors

Category		Number
Patient Monitoring Devices	Patient Monitoring Devices	409
	Anesthesia Machines	105
Hematology	3-Part Differential Analyzers	199
	5-Part Differential Analyzers	86
Bio-Chemistry		206
Ultrasound Imaging Systems	Black & White	191
	Color	134
*Total		879

*As of September 30, 2007. Some distributors may distribute two product lines or more, but only are counted once

Competitive Landscape

Competitive Advantages in Domestic Market

Competitive Price to Performance Ratio

- 30-40% discount vs. international players
- 20%+ premium vs. domestic players

Extensive Sales Network

- 29 sales and sales support offices
- 500 direct sales staff
- 800+ exclusive distributors

Sales Force Management

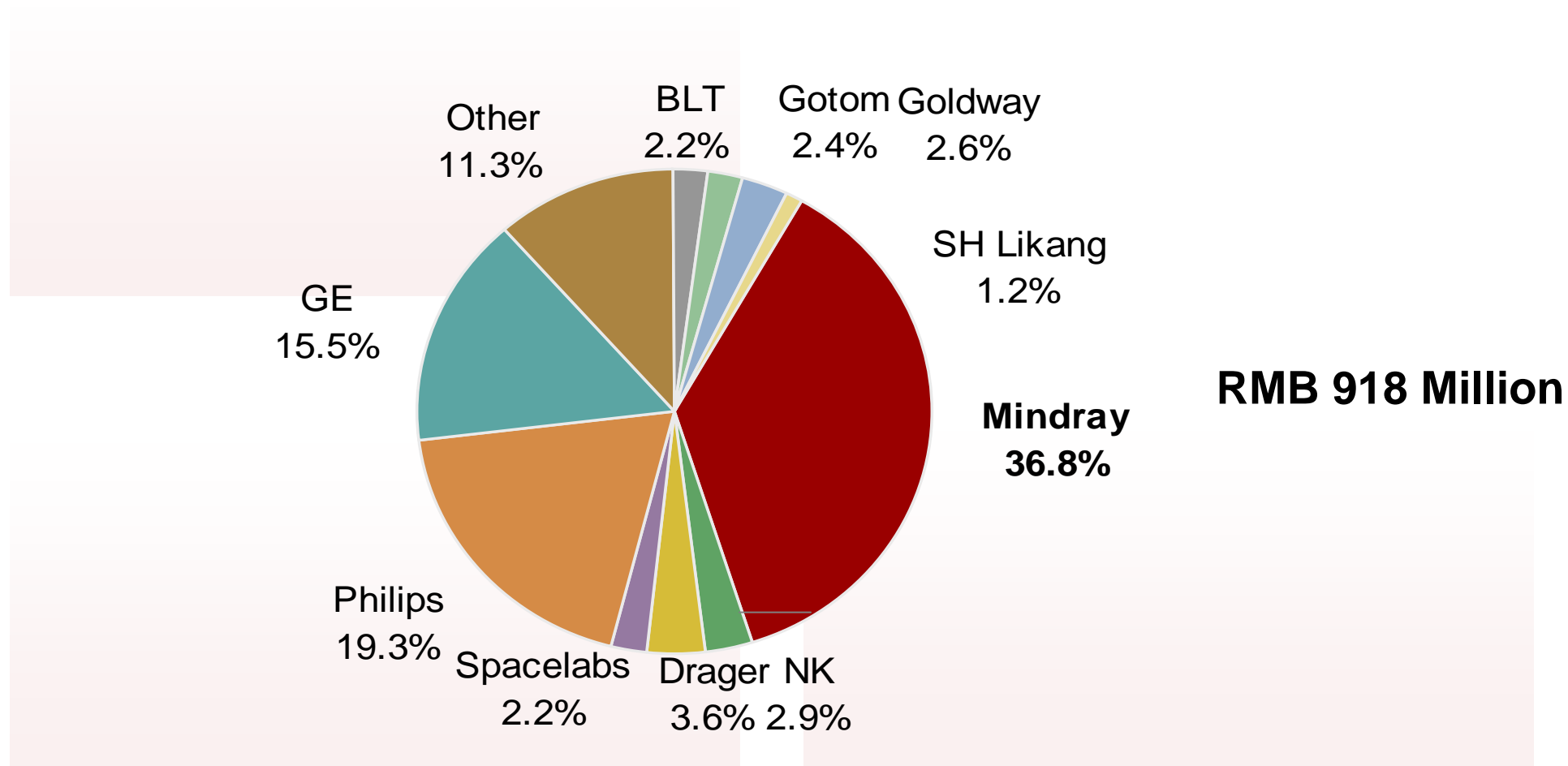
- Low employee turnover rate – less than 7% in 2006
- 200+ experienced sales employees, average of 3 years or more of tenure with Mindray

Strong Brand Recognition

- Brand loyalty – recognized by domestic hospitals across China
- High-quality products and customer support services

Domestic Market Share (2006)

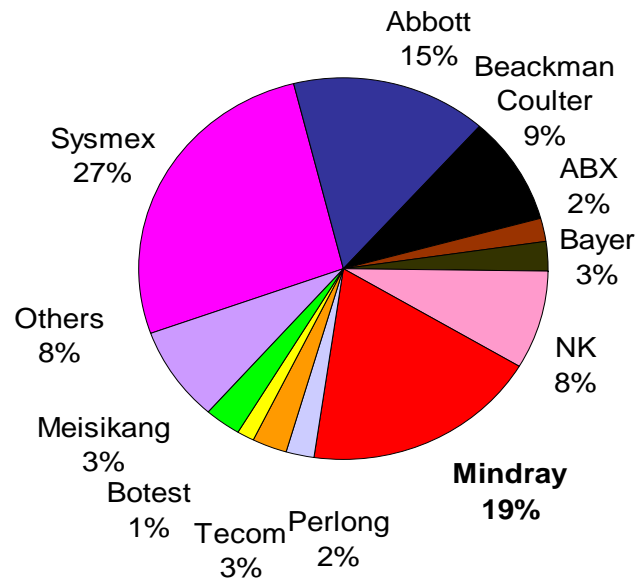
Patient Monitoring Devices



Source: Frost & Sullivan

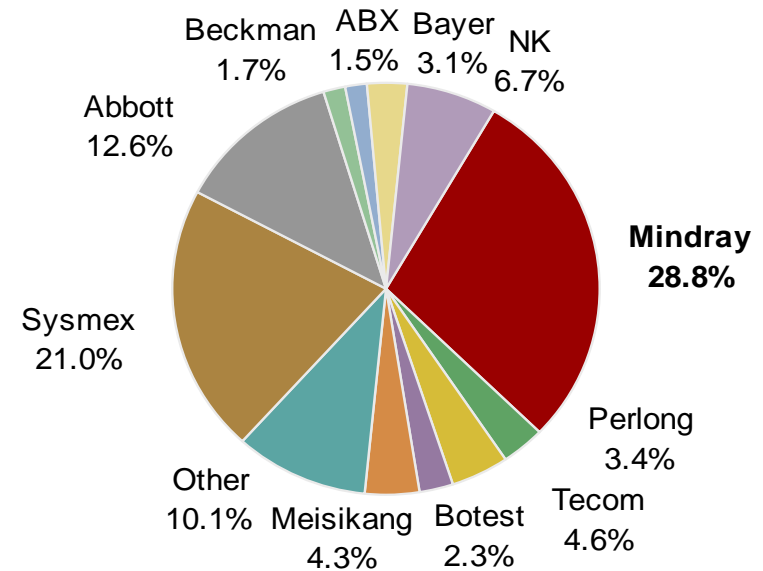
2006 Domestic Market Share Continued...

Hematology Analyzers



RMB913 Million

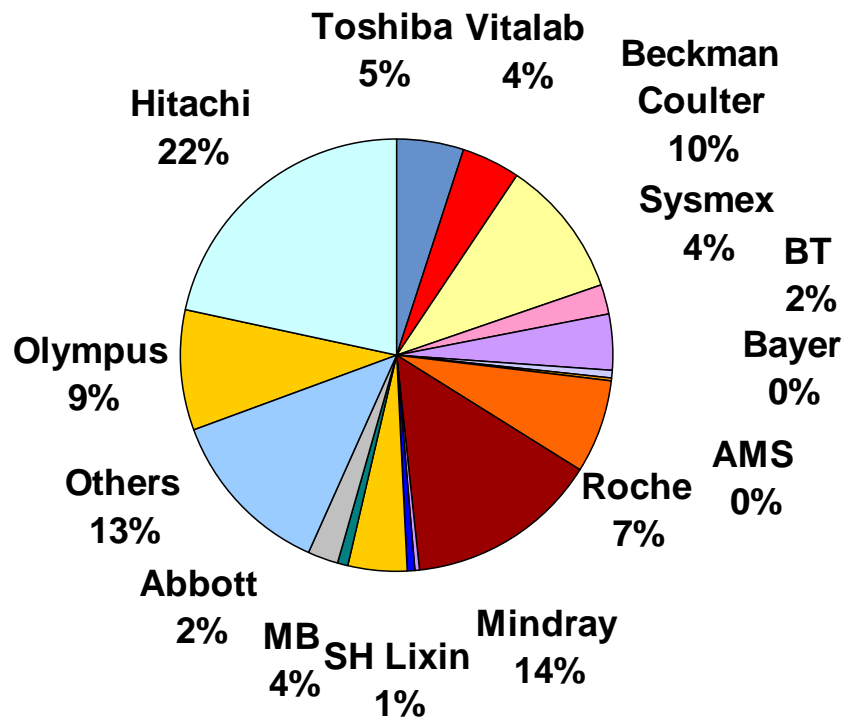
3-Part Hematology Analyzers



RMB566 Million

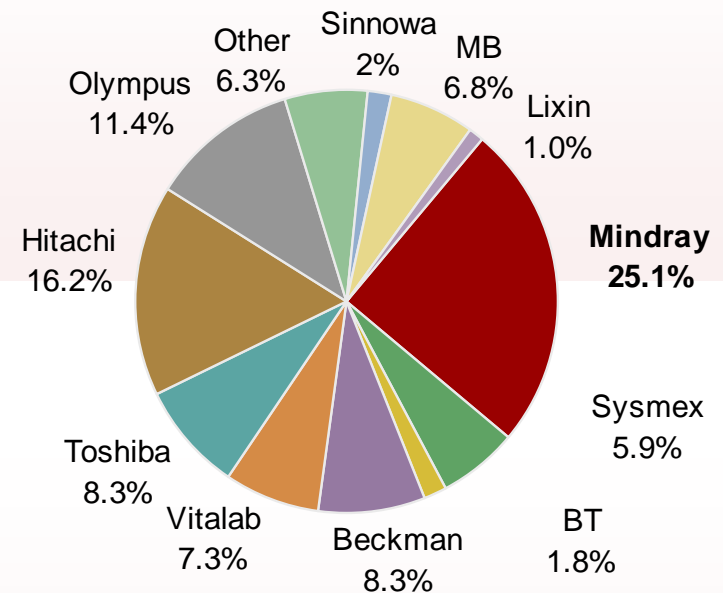
2006 Domestic Market Share Continued...

Bio-Chemistry Analyzers



RMB 989 Million

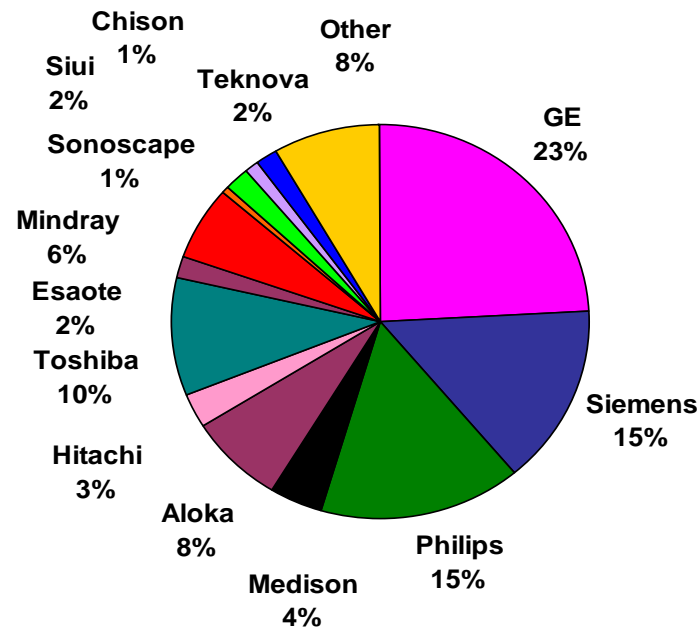
200~400 T/H Bio-Chemistry Analyzer



RMB 572 Million

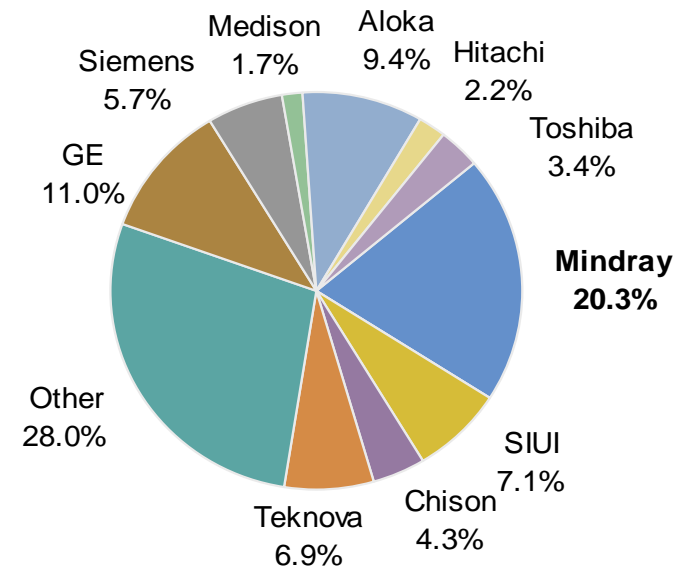
2006 Domestic Market Share Continued...

Ultrasound Imaging Systems



RMB2.9 Billion

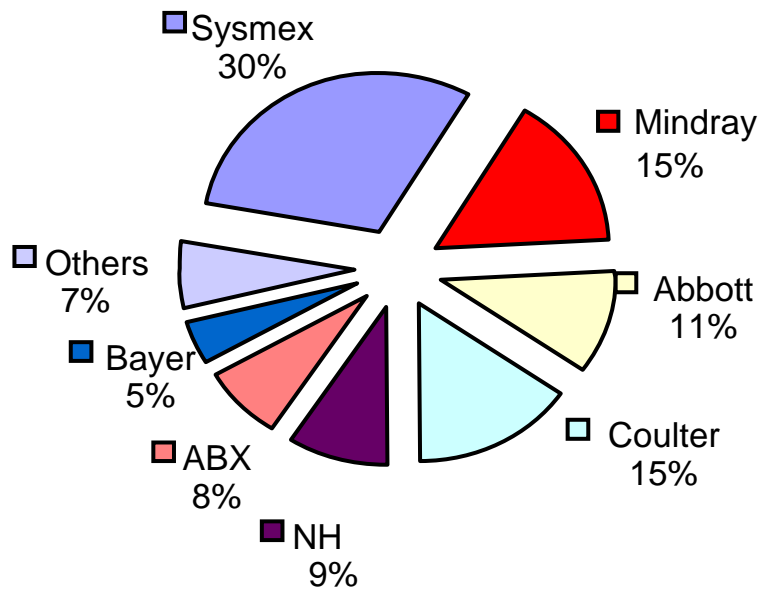
B/W Ultrasound Imaging Systems



RMB770 Million

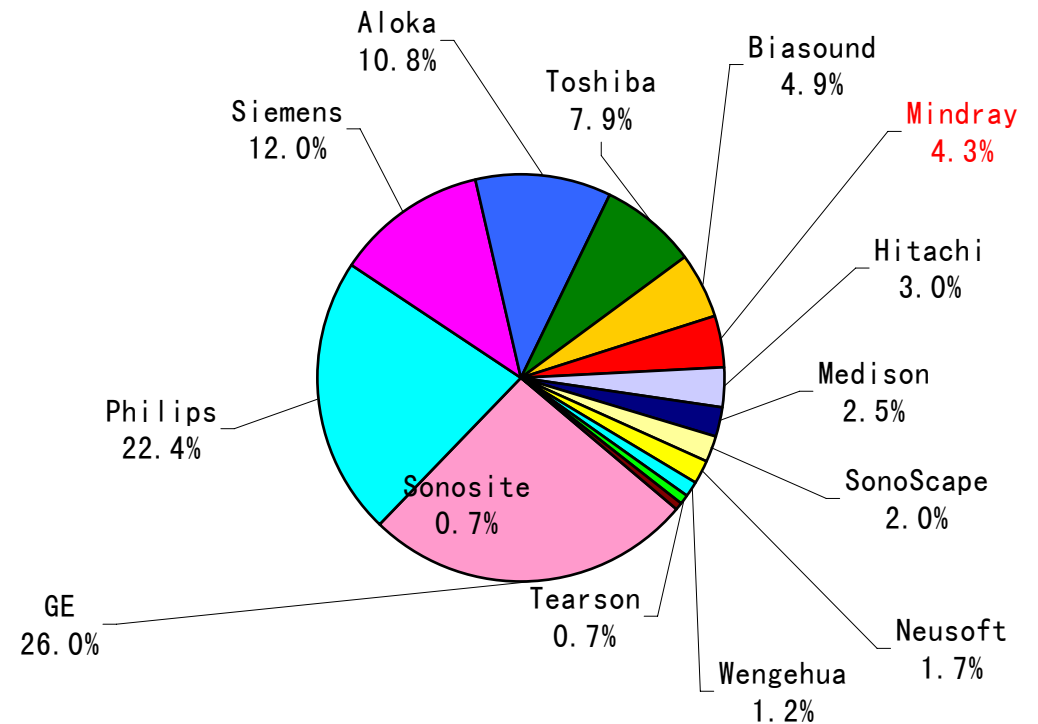
1H2007 Domestic Market Share

5-Part Hematology Analyzers



RMB155 Million

Color Ultrasound Imaging Systems



RMB1 Billion

Source: Company estimates

Growth Drivers

Growth Drivers in Domestic Market

New product and product lines for low- to high-end markets

- M5, BS-100, DC-3, EX55 and EX65, BC-5300
- Digital Radiography + Defibrillators + Surgical beds & lights

Patient Monitoring Devices

- Anesthesia machines – new product segment, significant market potential
- Enhance market position in high-end patient monitoring devices

Diagnostic Laboratory Instruments

- 5-Part Hematology Analyzer – newly released, significant market potential
- Biochemistry analyzers with speeds from 100 to 400 test per hour
 - Products for low- to high-end markets

Ultrasound Imaging Systems:

- DC3, low-end color ultrasound
 - First color ultrasound targeted rural hospitals (significant market potential)
 - Strong government tender potential
- Broaden the reach to middle- and high-end market

- Separate internal sales force and distribution channels
 - By product segment (e.g. PMD vs. anesthesia machines; biochemistry vs. hematology)
 - By product functionality/specialization (grayscale ultrasound vs. color ultrasound; expansion into non-traditional ultrasound clinics)
 - By market segment (low- vs. high-end market for PMD)
- Build sales and marketing team for Digital Radiography products and other new products



Thank you!

Q&A