

## Haier Biomedical Dubai No. 001 Training Center Opened!

Haier Biomedical Dubai No. 001 Training Center Opened June 2022—the three-day's product and technology training were successfully completed! Opened and hosted by the Director of International Business Operations Peter Pedersen, the training attracted 45 partners and key stakeholders from different countries and regions in Asia, Europe, and Africa to attend. The training focused on a variety of application scenarios, including Liquid Nitrogen Container Solutions, ULT Solutions, Pharmaceutical and Reagent Solutions, Blood Solutions, Vaccine Solutions, and Laboratory Biosafety Solutions, and explained various technology and after-sales problems in detail through on-site product experience, functional demonstration, and face to face product handling.



Many customers showed great interest in different scenario solutions and strong cooperation intention on site, and the local partners were very satisfied with the training.



"The event was attended by our key stakeholders across several regions, a real pleasure for me to speak freely with our partners to fully understand and appreciate each individual market. The training was a two-way street that the Haier Biomedical team also got firsthand market feedback direct from the attendees—a great experience and sharing of knowledge was well received by all—and a big thank you to our local partner LSS" said Mr. Pedersen, Director of International Business Operations.

During the training, our partners, and key stakeholders had close contact and in-depth exchanges with Haier Biomedical Team on the products and market situations. They also put forward many valuable suggestions that are of great significance for Haier Biomedical to improve product development and optimize product design for localized market conditions. In the future, Haier Biomedical will continue to take the lead in innovations to deliver more professional products, services, and solutions.

## Conference of Haier Biomedical and Partners in West Africa!

The Conference, Training Center & Showroom Opening Press Conference of Haier Biomedical and Partners in West Africa was successfully held in Nigeria on July 21, 2022. The event was attended by representatives of National Primary Health Care Development Agency (NPHCDA), Executive Secretaries responsible for primary immunization from more than 20 states in Nigeria, and major clients of Haier Biomedical in the life science field of vaccine safety. Also the was participated by nearly 90 personnel from UN, NGOs, and WHO, and the Federal Ministry of Health of Nigeria. All who were present at the conference expressed their appreciation for the event.



At the press conference, Peter Pedersen, Director of International Business Operations of Haier Biomedical said, "we will focus our new product R&D efforts on multiple vertical fields, including public health, medicine, blood and laboratory, to create more values for international partners, stakeholders and of course end users."

The conference pointed out that Haier Biomedical is the world's complete cold chain solution manufacturer and provider. Dedicated to offering quality after-sales services, the company has established a professional after-sales service system across 130 countries. Apart from product quality and technical development, Haier Biomedical also prioritize the quality and speed of localized services. Meanwhile, Haier Biomedical intends to use this platform to build and maintain a closer relationship with users, key stakeholders for last mile healthcare.



The following guests attended the seminar and conference:

- ◆ Dr. Audu Mushood, Cold Chain Specialist of Sydani Initiative for International Development
- ◆ Dr. Bello Yahaya, Executive Director/CEO Representative, National Primary Immunization Administration, Nigeria
- ◆ Dr. Muhammad Usman Adis, Chairman of the Committee of Executive Secretaries of Primary Institutions in Nigeria
- ◆ Yusuf Ibrahim, Chief Scientist of the largest biobank in Africa

The seminar, which revolves around vaccine safety, sample safety and cold chain management, explored future development and current challenges of the cold chain industry. The seminar gained the recognition from the Ministry of Health and other parties concerned and received extensive coverage from local media outlets. This will open the door of opportunities for UNICEF and other NGOs to procure products from Haier Biomedical, paving the way for the company to offer timely services in the future.

Nigeria, home to the world's largest vaccine cold chain market, is a country where 8 million newborns are born every year. However, this market is still plagued by slow after-sales service responses and inadequate training sessions. Against this backdrop, and thanks to the joint investment of Haier Biomedical, its local strategic partner Inter-Trade Ltd, and Mr. Eghosa, who is the CEO of Inter-Trade Ltd, the Haier Biomedical Cold Chain Equipment Experience Center (Floor 1) which covers an area of 2000m<sup>2</sup> and a training center which comprises 6 vaccine safety technology training classrooms (Floor 2) were officially opened. This has diversified the range of services that Haier Biomedical provides to local people which has increased their trust in Haier Biomedical and our partners.



Haier Biomedical is not only a global manufacturer and supplier of complete cold chain solutions, but also a major partner of the World Health Organization and UNICEF. Amid the covid-19 pandemic, we have been taking greater corporate social responsibilities by providing solar direct drive products such as solar vaccine refrigerators and solar cold storages to areas plagued by power shortages to help store lifesaving vaccines, blood, and samples.

This conference further expanded the cold chain for Haier Biomedical vaccines in Nigeria and West Africa, and allowed more customers, key stakeholders, and our partners gain further insight into Haier Biomedical, opening the door for future cooperation. Committed to the "Life Science and Medical Innovation" strategy, Haier Biomedical will continue to innovate and provide more users with professional services and safety management solutions for localized samples, blood, and vaccines to make life better through the intelligent protection of life science.

## HB Supports Senegal with Pandemic Prevention and Control!

Emerging infectious diseases are a major public health problem in developing countries. Through international transport and trade, these diseases also pose a threat to developed countries. Over the past five years, the resurgence of emerging and re-emerging diseases has been reported around the world, and three of them were declared by the WHO as public health emergencies of international concern.

"Routine diagnosis of these diseases usually relies on platforms only available in urban and semi-urban areas of developed or developing countries, while most cases occur in rural areas and remote districts with poor infrastructure. Another major obstacle is the availability of electricity in affected areas, which may make them unable to power the diagnosis platforms. Therefore, portable, accurate, user friendly, and rapid pathogen detection methods are needed in resource-poor settings," said a researcher from Institute Pasteur.

To overcome these obstacles, the Pasteur Institute chose to cooperate with Haier Biomedical upon repeated comparisons with competitors across the globe, to achieve instant disease detection and control in power-starved areas of Senegal, thus quickly locating the source and cutting off the transmission, through the Solar-Powered Laboratory Solution and the advanced solar technology.



Haier Biomedical has successfully delivered the solar-powered mobile laboratory as expected. In terms of product design, Haier Biomedical's R&D team has pre-built and fitted the laboratory with all professional and advanced internal systems, from circuits to water pipes to ensure faster use. For optimized functional zoning, the solar-powered mobile laboratory sets up two core laboratories, a buffer room, and an equipment room. The product also comes with the IoT technology to monitor the whole process of sample collection and storage and the solar direct-drive vaccine refrigerator to provide a double guarantee for reagent and sample storage.

Additionally, the Haier Biomedical's R&D team has customized the solar-powered mobile laboratory according to the local application areas and operation requirements. Considering the all-year-round high temperatures and obvious dry and wet seasons in Senegal, the R&D staff have selected the optimal materials, construction, and heat insulation coatings and installed a canopy for the solar panels to avoid high-temperature exposure and ensure normal operation even during the rainy season. Haier Biomedical also provides one-stop pre-sales and after-sales services and sound schemes to improve the ease of installation and use, helping medical staff to quickly start. Eye washers and other medical and professional work practices with complete detail are also designed to effectively protect the safety of personnel.



Professor Amadou Alpha Sall, Director General of Pasteur (Senegal), General Manager of the Institut Pasteur International Network, and Academician of the Senegalese Academy of Sciences, attended the ribbon-cutting ceremony



Haier Biomedical's products and services have transformed Senegal's pandemic prevention and control from "passive acceptance" to "active defense" and received high recognition and sincere gratitude from Institute Pasteur.



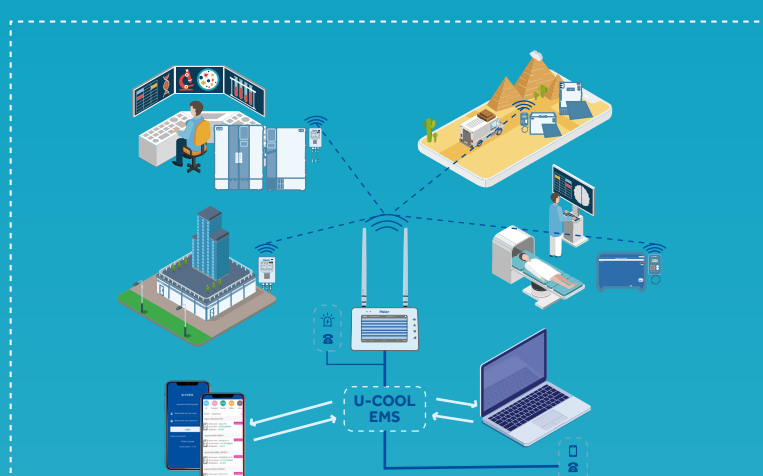
In addition to the customized and humanized design, Haier Biomedical's solar-powered laboratory also allows free configuration and can be pre-installed with all the required equipment to achieve flexible applications around the world.



Considering the pandemic now as well as before, power shortage, hard to reach health facilities, equipment shortage, and various other problems in remote areas are common challenges faced by the world on the road to immunization and health. As the best option for solving these problems, Haier Biomedical's solar-powered laboratory keeps contributing strength to the last-mile healthcare and to global public health and immunization.

## Haier Biomedical Won the Bid for a Complete Cold Chain Monitoring System for Egypt's Largest Vaccine Cold Storage Warehouse!

Recently, the WHO announced that the global goal to vaccinate 70% of every country's population would not be reached, with only 58 countries hitting the target. The Economic and Social Council (ECOSOC) President Kelapile said: "we need solidarity, goodwill, and the awareness that this is a pandemic on a global scale to hit the target. All of us must act together and support each other".



Egypt is the first African country that cooperates with China in manufacturing COVID-19 vaccines. To help Egypt reach the 70% target as soon as possible and build a "Great Wall of Health" for the Egyptian people, Sinovac has been assisting the country in building a fully automated cold storage warehouse that can store 150 million doses of vaccines. Upon completion, the facility will become the largest vaccine storage center in Egypt and even the entire African region.



This time, Haier Biomedical is mainly responsible for the complete cold chain monitoring system of the vaccine cold room, which achieves remote temperature real-time monitoring, automatic recording, and detection of temperature status, and alarms in real time. In addition, the staff can monitor the storage status of the vaccines in real time in the control room, and an alarm will be raised once the temperature of the refrigerator room deviates, so that the staff can solve the problem as soon as possible and ensure the safety of the vaccine. This is another breakthrough of Haier Biomedical in international projects.

◆ What Features for the monitoring system?



- ◆ The only vaccine temperature monitoring system in China that has obtained WHO/PQS certification, and supports network operation in 180 countries around the world.
- ◆ Automatic operation and automatic network connecting system, no need for user to install on site.
- ◆ Support global SMS, telephone and email alarm; Automatically generate certificate operation to designated personnel.
- ◆ With CE certificate.
- ◆ The physical address of the server is in Europe; Low delay of data communication; 5-year data backup.

At beginning, the team found out that the monitoring system is pretty complex, and the delivery time is very urgent. In this case, Haier Biomedical quickly established a project team, deployed technicians to work in extra shift to improve the original plan, and finally completed a new and customized solution based on the actual cold room in the shortest time. The customer was very satisfied with this, and highly praised the product quality, customized design, and thoughtful service attitude of Haier Biomedical.

