

# Hesai Technology's success story

**Yu Chao and Yu Hong**

DURING the COVID-19 outbreak, Jiading-based Hesai Technology, which researches and manufactures sensors for intelligent connected vehicle, provided technical support for the "White Rhino," a driverless distribution robot working in the Wuhan No. 3 People's Hospital's Guanggu branch in Hubei Province, the former epicenter.

Its production Pandar 40P, the main sensor on the White Rhino, has many advantages including high accuracy and anti-interference.

Hesai, which was launched

in Jiading in 2014, has become a leading company in the industry.

It first produced an unmanned aerial vehicle, earning more than 10 million yuan (US\$1.44 million) from the first batch which were equipped with LidAR (a laser detector).

"Not only a cluster of research centers gathers in Jiading, but also the most complete auto industrial chain in the country is located here. Jiading is valuable to us when we transferred our business to the driverless car area," said Yang Cailian, vice president of Hesai.

"Usually, if a Chinese company wants to enter the high-end

manufacturing industry, it has to make domestic substitutes for low-end products at first," said Li Yifan, CEO of Hesai Technology. "However, we did exactly the opposite, entering the high-end market of LidAR directly and winning the middle and low-end markets afterward."

The tactics helped Hesai's "Pandora," an all-in-one sensing kit, win a Red Dot Design Award, an international accolade, in 2018.

For Hesai, the engineering team is the key. It has expanded from tens of employees to more than 700 over the past few years, attracting many

graduates from overseas universities and researchers who once worked for technology giants such as Apple or Samsung.

Liu Yue switched his job from a world-renowned auto company to Hesai. He said that except for company's business strength and future development, residency policies, housing allowance and living subsidies it offered were among the reasons to stay, both in the company and in Jiading.

So far, the LidAR Pandar series has gained recognition from 18 countries and 42 cities and regions.

## Services for residents continue to improve

**Zhang Jian, Yin Qinqin and Yu Hong**

JIADING is optimizing medical resources, installing new elevators in old residential buildings and enhancing the quality of tap water.

### Medical services

The launch of Shanghai General Hospital's Jiading campus, also called Jiangqiao Hospital, is good news for residents in southern Jiading.

The hospital is a tertiary grade A hospital, and operation rooms are equipped with high-quality equipment including a 4k high-definition laparoscope which can recognize small lesions so patients can be treated as early as possible.

Cameras in the operation rooms enable doctors in Shanghai General Hospital's main campus to instruct the Jiangqiao Hospital doctors remotely.

### New elevators

The district has accelerated the installation of elevators in old residential buildings.

One was recently installed in the eighth building of the Jia De Fang neighborhood.

"Before and during the construction, we discussed with each other, which resulted in our neighborhood relationships becoming more harmonious," said a resident surnamed Huang who lives on the sixth floor. "I planned to move, but with the newly built elevator and better relationship with neighbors, I'm reluctant to leave now."

Since 2017, four elevators in two real estates have gone into service in the district, while four more will be completed before the end of the year.

### Water solutions

An advanced treatment project at the northern water plant of Shanghai Jiading Water will be completed before the end of the year.

Daily water treatment ability should reach 150,000 tons and 300,000 tons after the completion of the second phase.

The project includes an ozonation contact reactor and deep treatment reactor. The smell and taste of the water will be greatly improved after the ozone and activated-charcoal technologies are applied.

New technologies can improve the treatment ability of organic pollutants and some heavy metals.

"It can raise 20 to 30 percent of chemical oxygen demand removal rate, while the pollutant removal rate of ammonia and nitrogen can reach 90 percent," said Li Xinmao, chief of the water company's quality test center.

## Industrial zone firms see rises in output

**Zhu Yajun and Yu Hong**

MANUFACTURING and consumer demand have revived in Jiading Industrial Zone after the novel coronavirus outbreak, according to the zone's half-year economic report.

The biomedical industry achieved an output value of 2.89 billion yuan (US\$42 million) with a 52.7 percent year-on-year growth, while the high-performance medical equipment and precision medicine industries gained an output value of 2.53 billion yuan with a 48.3 percent year-on-year growth.

Jiading-based United Imaging gathered its research, production, supply chain, after-sales and clinical training teams to deliver 1,000 pieces of equipment throughout China. Global orders also increased.

Many AI products were promoted during the pandemic created by the United Imaging subsidiary. For instance, an intelligent auto scanning navigation machine helps radiologists do their work without patient contact.

Another piece of medical equipment, the uAI system, helps analyze novel coronavirus and can cut scan reading time from 10 minutes to 1 minute, while maintaining the accuracy.

Other businesses in the zone see steady progress. Forty-one above-designated-size companies gained 125.87 billion yuan, among which Zhaogang.com, a steel e-commerce company, achieving 95.77 billion yuan in online commodities trading with a year-on-year growth of 5 percent.

Companies engaging in online businesses have developed rapidly, and the profits of JD.com and Alibaba Li Ren Gou surged in the second quarter.



### • Residents working up a sweat

Jay Stephensanale does a burpee, a squat thrust with an additional stand between reps, at a sports meeting in Jiading before winning first prize on August 8. Initiated by Zhang Siyuan, a veteran who is now working as a fitness coach, the sports meeting has attracted hundreds of residents to participate and get wet with sweat. — Zhu Yajun

## Economy recovering from double hit

**Li Huacheng and Yu Hong**

THE district's economy is recovering following the double hit of the novel coronavirus epidemic and a depressed auto industry.

Manufacturing in Jiading slowed in the first half, but the auto industry had a gross output of 144.67 billion yuan (US\$20.9 billion) for the first six months. Companies producing auto parts achieved an output value of 15.58 billion yuan in June and were in profit for the second consecutive month.

Enterprises such as Shanghai

Volkswagen Powertrain and Shanghai Automobile Gear Works have resumed production. Six projects, including the Fosun FFT global headquarters and Shanghai hydrogen energy and fuel cell test center, have been given approval.

"The total investment of our project is close to 100 million yuan, and samples have already been put into production. Sales revenue in the second quarter increased 12 percent compared with the same period last year and surged 61 percent year on year in the first quarter. We feel full confidence in the auto

market," said Cheng Jinsong, general manager of Valeo, an automotive supplier and technology company based in Jiading.

Three foreign-owned enterprises — Vitesco Technologies, Duyu Information and Chongbang Group — signed contracts with the district last month with the total investment of 2.48 billion yuan.

The Jiading Shopping Festival and mall promotions spurred consumption.

Life Hub@Anting mall saw 70,000 people daily during the festival, with the sales at the same level as last year.