

## Private Pitch @China Focus (Invitation Only)

### Featured Guests

**Jiangsu Hengrui Medicine:** a leading biopharmaceutical company based in China with annual sales of \$2.2 billion in 2017, established in 1970. Hengrui is devoted to empowering healthier lives through research, with a team of over 20,000 employees in China, the United States, Australia, Japan and Germany. Hengrui currently has 4 China NMPA approved new molecular entities, as well as over 35 new molecular entities in clinical development in China, the United States, and Australia, across oncology, anesthesiology and pain management, immunology & inflammation, and cardiovascular and metabolic diseases.

#### Representatives:

Lianshan Zhang, President of Global R&D;

Paul Lu, US Head of Global Business Development;

Dong Chen, Director and China Head of Business Development;

Zhenyan Yan, Director of Global Business Development

**OrbiMed:** A leading investment firm dedicated exclusively to the healthcare sector, with over US \$13 billion in assets under management. OrbiMed invests globally across the spectrum of healthcare companies, from venture capital start-ups to large multinational companies. OrbiMed's team of more than 100 employees manages a series of private equity funds, public equity funds, royalty/debt funds and other investment vehicles. OrbiMed maintains its headquarters in New York City, with additional offices in San Francisco, Mumbai, Shanghai, Herzliya and Hong Kong.

#### Representatives:

Nissi Darvish, Global BD Head of OrbiMed Israel

Roy Amariglio, Vice President of OrbiMed Israel

**Fosun Pharma:** As a Shanghai and Hong Kong Stock Exchange Dual (A+H) listed company, Fosun is China's No.1 pharmaceutical & healthcare distributor, the No. 6 of domestic sales revenue of prescription drugs for hospitals, with sales revenue of more than 100 million RMB, and with 75 IND approvals since 2015, including 5 IND approvals by US FDA.

#### Representatives:

Anjiang Liu, Senior Advisor

Ning Yuan, General Manager BD Department

**Sequoia Capital China:** Sequoia Capital China invests between \$100,000 and \$1 million in seed companies, between \$1 million and \$10 million in early venture, and between \$10 million and \$50 million

in growth investments. Sequoia Capital China was founded in September 2005 and is based in Beijing, China with additional offices in Admiralty, Hong Kong and Shanghai, China. Sequoia Capital China operates as a subsidiary of Sequoia Capital. It invests in the healthcare sector across medical treatment services, mobile healthcare, innovative medicine, generic and new medicine, diagnostic services, genetics services, lab services, medical treatment equipment and facilities, patient services, doctor-patient platforms, vertical medical consultation start-ups, product development services and enabling technology companies.

**Representative:**

Lynn Yang, Managing Director

**Zai Lab:** Zai Lab is an innovative biopharmaceutical company based in Shanghai focused on bringing transformative medicines for cancer, autoimmune and infectious diseases to patients in China and around the world. Since the founding in 2014, Zai lab has secured partnerships with leading global biopharma companies, generating a broad pipeline of innovative drug candidates, and become a trusted partner of choice for global biopharmaceutical companies seeking to access the Chinese market. It has built manufacturing capabilities to support the clinical and commercial production of our drug candidates in China, and expect to have further clinical production capabilities in the near future.

**Representative:**

Jonathan Wang, SVP & Head of Business Development

**Northern Light Venture Capital:** A leading venture capital firm targeting early stage opportunities of innovation in Healthcare, TMT and Advanced Technology. It is established in 2005 and today it has \$4.5 billion dollar managed capital. Leveraging successful investing and entrepreneurial expertise in both China and the United States, the NLVC team looks for partnering with world class entrepreneurs to build world class companies.

**Representative:**

Cynthia Cai, Senior Advisor

**Sanofi:** Sanofi is dedicated to supporting people through their health challenges. We are a global biopharmaceutical company focused on human health. We prevent illness with vaccines, provide innovative treatments to fight pain and ease suffering. We stand by the few who suffer from rare diseases and the millions with long-term chronic conditions. With more than 100,000 people in 100 countries, Sanofi is transforming scientific innovation into healthcare solutions around the globe.

**Representative:**

Olivier Reinhard, VP, Global Head of Business Development & Licensing

**Tasly Pharmaceutical Group:** One of the leading companies in the China pharmaceutical industry. It is a fully integrated company with its business in R&D, manufacturing and sales and marketing of the pharmaceutical products. It listed public on Shanghai Stock Exchange in August 2002 with a market cap over 3.8 billion dollars. The total revenue of fiscal year 2017 is over 2.6 billion dollars. Tasly's business scope includes modernized TCM, small molecule and biologics. Tasly's current portfolio comprises more than 150 branded drugs covering a wide range of therapeutic areas including cardiovascular and cerebrovascular diseases, oncology, diabetes, hepatopathy and so on. Tasly has closed deal with various overseas companies, including biotechs, Big Pharmas and mid-size pharmas from US, Europe and Japan. Some of the collaborative assets has successfully transferred to China and initiated clinical trials.

**Representative:**

Eugenia Yu, Business Development Associate Director

**Qilu Pharmaceutical:** One of the leading pharmaceutical companies in China, focusing on the development, manufacturing and marketing of innovative and generic drugs in various therapeutic areas such as Oncology, Cerebrovascular & Cardiovascular, Anti-infections, Psychological & Neurological Systems, Respiratory System, and Ophthalmological Diseases. Qilu is committed to build world class R&D teams around the globe and has established innovative drug discovery centers in Boston, Seattle, San Francisco, and Shanghai. Qilu has built state of art manufacturing facilities, which have been approved by USFDA, EMA, MHRA, PMDA of Japan, and other regulatory authorities. Qilu has assembled top sales and marketing teams which ranked number one in China for the past ten years. Qilu aims to establish extensive cooperation with domestic and international partners to bring innovative drugs to the China market and help the wellbeing of Chinese patients.

**Representative:**

Qun Dang, Vice President

**Cowin Capital Group:** Cowin was established in 26/6/2000 year as China's first professional private placement Equity investment company. Cowin Capital has 18 years of experience of capital management, whose capital management scale was among the front rank, which invested more than 300 companies, of which 60 more became public companies, and 150 more successfully exit. Our company focus on investing on pioneering enterprise in long-term basis, always keeping steady development. Our company is being in the lead in China, which operates as an excellent domestic investment organization with extraordinary return. Cowin Capital was successfully listed on NEEQ, with code 832793, as the third listed famous domestic venture capital institution in NEEQ.

**Representative:**

Yan Zhang, Investment Director

**Chia Tai Tianqing Pharmaceutical Group:** Founded in 1969, headquartered in Lianyungang and Nanjing, Jiangsu province, Chia Tai Tianqing (CTTQ) is a leading pharmaceutical company with integrated R & D, manufacturing, distribution, marketing, and sales in China. Its holding company Sino Biopharmaceutical

Limited has been listed in Hong Kong stock market (HK 1177) since 2003. CTTQ is the market leader in drugs treating liver diseases in China since mid-1990s. With marketed drugs for the treatment of liver disease, cancer, cardiovascular, respiratory and infectious disease, etc., CTTQ generated sales revenue of 2.7 billion USD in 2017.

**Representatives:**

Weigang Wang, Senior Director

Hanjian Wang, BD Director

**Shenzhen Salubris Pharmaceuticals:** Salubris is a globally integrated pharmaceutical group dedicated to the research, development, manufacture, marketing, distribution, and service of professional pharmaceutical and healthcare products to bring healthier and happier life to people worldwide through world-leading quality and innovations. In 2017, Salubris achieved >\$750M USD in sales and ~\$230M USD in profit (based on 2017 exchange ratios). Salubris is focused on cardiovascular and metabolic diseases, and oncology, and has completed several partnerships with US/EU companies in 2017/2018. Salubris focuses on the newest generation of innovative and specialty medicines, and has been recognized as an advanced technology enterprise and innovative high-tech company.

**Representatives:**

Sam Murphy, VP and Head of International Business Development

John Li, CEO of Salubris Biotherapeutics

**CSPC Pharmaceutical:** CSPC was recognized as the top brand for its compliance culture, ethical business and innovation. As a leading pharmaceutical company with first launch of new drugs and integrated strengths of R&D, Manufacturing, Marketing and Sales, CSPC has over 900 research and clinical scientists in China and the US dedicated to the discovery and development of a diversified product portfolio covering CNS, Oncology, Infective, CV and Diabetes franchise. CSPC's manufacturing facilities are approved by US FDA and EU.

**Representatives:**

Ronald Walls, Head of Business Development

Charles Wang, International CEO/President

**Simcere Pharmaceutical Group:** Simcere was founded in 1995 with a corporate mission of "Making Better Medicine Available to Patients Sooner". During the past 23 years, Simcere has established two R&D centers, two sales subsidiaries and four GMP facilities with over 4500 employees on board. Simcere is dedicated in the development and manufacturing of innovative medicines and branded generics in the therapeutic areas of oncology, neurology, rheumatology, immunology, anti-infectives, and cardiovascular diseases. The company is also actively exploring external opportunities with global partners to further advance internal capabilities. Currently Simcere has built long-term alliance with Amgen, BMS, Daiichi Sankyo and many others. The company has collectively invested over \$300 million into oversea biotech companies and 8 global venture capital funds including MPM, ABG, PIF, GT & etc.

**Representative:**

Lilly Zhang, Senior Director of Business Development

**BuChang Pharma:** Established in 1993 and listed in Shanghai Stock Exchange in 2016 (SH 603858), with 15 pharmaceutical factories, more than 180 pipelines in different stages, and more than 2,000 sale rep. offices. Buchang specializes in the R&D, production and sale of TCM patent medicines, supplemented by many fields, i.e., hi-tech industry and health industry. The Company has set up its production bases in Shandong, Shaanxi, Hebei and the Northeast China, with its marketing network spreading all over major provinces of China.

**Representatives:**

Zhankai Qi, Global BD Head

**3SBio:** 3SBio is a fully-integrated biotechnology company in China with market-leading biopharmaceutical franchises in oncology, auto-immune diseases, nephrology, metabolic diseases and dermatology. 3SBio is focused on building an innovative product pipeline, with over 30 products candidates under development. 3SBio's manufacturing capabilities include recombinant proteins, monoclonal antibodies and chemically-synthesized molecules, with production centers in Shenyang, Shanghai, Hangzhou, Shenzhen and Cuomo, Italy. 3SBio is actively pursuing international expansion through acquisitions, licensing and strategic partnerships. Please visit [www.3sbio.com](http://www.3sbio.com) for additional information.

**Representatives:**

Tom Folinsbee, Director of Corporate Development