

# CHINA FOCUS @EUROPE VIENNA



**CHINA FOCUS**

Hilton Vienna Danube Waterfront  
Vienna, Austria

ORGANIZER:  |   
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**CHINA FOCUS @ JPM WEEK**  
2019. Jan. 06  
San Francisco, CA, U.S.



**CHINA FOCUS @ EUROPE VIENNA**  
2019. Mar. 27  
Vienna, Austria



**CHINA FOCUS @ BIO**  
2019. Jun.02  
Philadelphia, PA, U.S.



**CHINA FOCUS @ BWB**  
2019. Sep. 10  
Boston, MA, U.S.



**CHINA FOCUS @ JAPAN**  
2019. Oct  
Tokyo Japan



**CHINA FOCUS @ EUROPE HAMBURG**  
2019. Nov.  
Hamburg, Germany

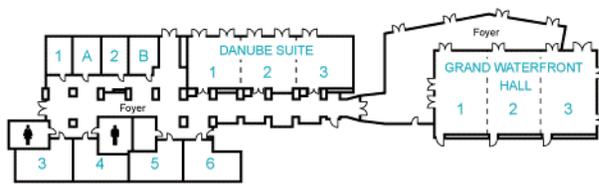


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# DIRECTION

## HILTON VIENNA DANUBE-GROUND FLOOR

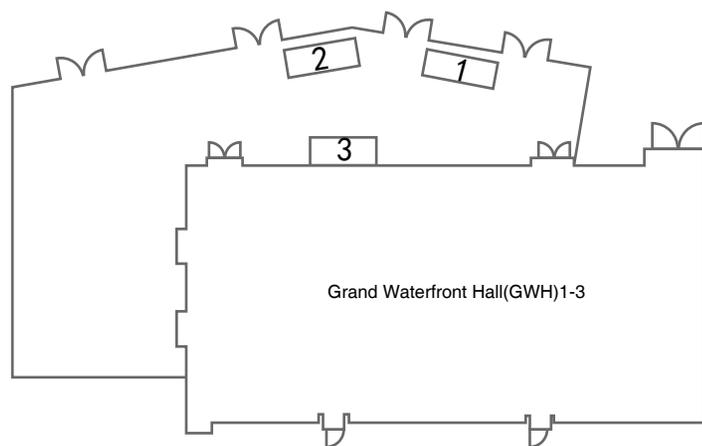
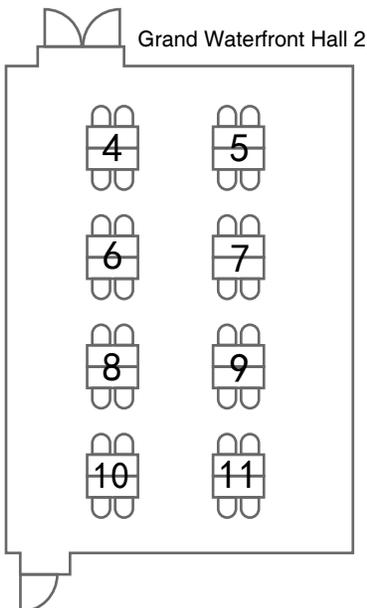


- A. BUSINESS CENTRE
- B. HILTON BOARDROOM
- 1. MEETING ROOM 1
- 2. MEETING ROOM 2
- 3. MEETING ROOM 3
- 4. MEETING ROOM 4
- 5. MEETING ROOM 5
- 6. MEETING ROOM 6

## QUICK GUIDE

Track 1: Plenary Session	9:00 - 17:00	Grand Waterfront Hall 1
Track 2: Private Pitch	10:30 - 15:00	Danube Suite 2
Partnering Area	13:30-17:00	Grand Waterfront Hall 2
Exhibition	8:00-17:00	Foyer
Lunch	12:00-13:30	Restaurant Waterfront Kitchen
VIP and Speaker Room	8:00-17:00	Board Room
Dinner (Seperate Registration Required)	18:00-20:00	Restaurant Waterfront Kitchen

## Partnering and Exhibition Area



- 1: SpinalCyte
- 2: Inceptua
- 3: Nevriy Patent Law Group

# EVENT CONTENTS

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CHINA FOCUS

# TRACK 1: PLENARY SESSION

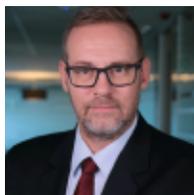
## AGENDA

TIME	TOPIC
8:00 - 9:00	Check-in
9:00 - 9:10	Opening Remarks
9:10 - 9:40	Keynote: Status and trends of Chinese investment in Europe Csaba Wolf - Business Development Director, Deloitte
9:40 - 10:30	PANEL 1: Opportunities and challenges with China-Europe partnership in life science and healthcare Andy Li - Founding Partner, BioSense Global LLC Dong Chen - Director and China head of business development, Jiangsu Hengrui Pharmaceutical Katherine Cohen - Venture Partner, Panacea Venture Olivier Reinhard -VP Head of business development transactions for China and Emerging Markets, Sanofi
10:30 - 10:40	Break
10:40 - 11:10	Cross-border Camp Talk: Strategic considerations for obtaining patents on your intellectual property assets Daniel J. Nevriy - Founder, Nevriy Patent Law Group P.L.L.C.
11:10 - 12:00	PANEL 2: European innovations meet China resources Aamir Shahzad - President, European Society for Translational Medicine Dianna Qian - Partner, Pivotal bioVenture Partners China Fei Tian - Principle, Vesalius Biocapital Gottfried Köhler - Chair of Advisory Board, European Society for Translational Medicine James Warr - Associate, Greenhill & Co.
12:00 - 13:30	Lunch
13:30 - 14:20	PANEL 3: Oversea strategies of Chinese innovative biotech & pharma Tom Du - Medical Partner, Shenzhen Share Capital Jun Bao - President and CEO, Impact Therapeutics Qingping Zeng - President and CEO, Fosun Orinove Ping Cao - VP business development, Henlius Biotech Sara Chen - Head of business development, Genfleet Therapeutics
14:20 - 15:30	Company Presentation
15:30 - 15:40	Break
15:40 - 16:10	Cross-border Camp Talk: Valuation of your licensing asset – deal or no deal Patrik Frei - CEO, Venture Valuation AG
16:10 - 17:00	PANEL 4: Partnering opportunities with Chinese pharma Echo Hindle-Yang - CEO, MSQ Ventures Qun Dang - VP Global head of business development, Qilu Pharmaceutical John Xu - CEO and co-founder, Jemincare Therapeutics Carlos de Sousa - CEO, Immunicum AB

# SPEAKER

## KEYNOTE

### Status and trends of Chinese investment in Europe



**Csaba Wolf**

Business Development Director  
Deloitte

Csaba Wolf is a Beijing University graduate majoring in international politics. He used to serve as the economic and commercial counsellor of the Hungarian Embassy in Pyongyang and Beijing. Currently, he is the business development director of Deloitte Hungary, and lead coordinator of Chinese Services Group at Deloitte Central Europe.

## PANEL 1

### Opportunities and challenges with China-Europe partnership in life science and healthcare



**Andy Li**

Founding Partner of BioSense Global LLC  
Chairman and CEO of BioSense Suzhou Global

Andy has more than 25 years of biomedical research and biopharmaceutical industry experience with proven track records in global drug development in multiple therapeutic areas, alliance management, and business development. He previously held management positions at GSK, Abbott and most recently, Daiichi Sankyo. During his extensive career, Andy worked directly on highly successful projects and products, including HUMIRA and Olmesartan. He also managed and led the development, registration, and commercialization efforts in key markets, including the U.S., Europe, Japan, China, Korea, Taiwan, Brazil and others.

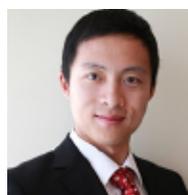
PhD from Albert Einstein College of Medicine and MBA from Duke University.



**Katherine Cohen**

Venture Partner  
Panacea Venture

Dr. Cohen served as CEO at Hookipa Biotech AG (now Hookipa Pharma Inc) from 2011-2016, where she led the company founding, Series A and Series B venture financing, and developed the company from early science to clinical stage. Prior to Hookipa, Dr. Cohen served as Senior Vice President for Corporate & Business Development at Intercell AG (now Valneva SE) and participated in the growth of the company from a start up to a successful public/commercial stage enterprise. Prior to her biotech entrepreneurial career, Dr. Cohen worked in academic research and industrial development at Sandoz/VIRCC. Dr. Cohen earned her Ph.D in Biology at the City University of New York and she is a qualified European Patent Attorney.



**Dong Chen**

China Head of Business Development  
Jiangsu Hengrui Medicine

Dr. Dong Chen is the China Head of Business Development at Hengrui Medicine. Dong is responsible for the global partnerships around product licensing, JV, and acquisition. Dong also manages ongoing alliances and new product pricing strategies at Hengrui. Before joining Hengrui, Dong spent 4+ years in healthcare consulting at Simon-Kucher & Partners and inVentiv Health Con-

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sulting (now Syneos Health Consulting). He completed 35 consulting projects, advised 14 of the world's 30 largest pharma in their commercial/clinical strategies, involving nearly half of the world's 50 top-selling pharmaceutical products. Dong is a cell biologist and microbiologist by training (BSc at Wuhan University, PhD at Yale University). He co-authored 6 papers in cell biology and microbiology with 150+ citations based on Google Scholar database. He also rotated in 8 disease sections at Yale New Haven Hospital (e.g., oncology, nephrology, pediatrics, and cardiology). Training grant came from Howard Hughes Medical Institute (HHMI).

**Olivier Reinhard**BD&L, China and emerging markets  
Sanofi

Olivier Reinhard currently manages the portfolio of Business Development & Licensing (BD&L) transactions for the Sanofi China and emerging markets Global Business Unit. He has an extensive experience in BD&L and M&A with over 15 years of experience working in transactions across multiple therapeutic areas and geographies.

Olivier joined Sanofi in 2001 where he held various business roles in Finance and Strategy & Business Development. Prior to Sanofi, Olivier started his career at UBS Investment Bank. Olivier holds a Master in Management from ESCP Europe and an Applied Mathematics, Statistics and Computing degree from Paris IX Dauphine.

**Aamir Shahzad**President  
European Society for Translational  
Medicine

Dr. Shahzad is a faculty member at the School of Medicine, University of Colorado, USA, and a visiting professor at the First Affiliated Hospital and at basic medical school, Harbin Medical University, Harbin. Dr. Shahzad is fellow of the Royal College of the Physician and Surgeons Glasgow, UK, and fellow of the American College of Rheumatologist. He is one of the pioneer in translational medicine and working for the progress and advancement of the experimental medicine field. He serves as Editor-in-Chief for the 'European Journal of Molecular & Clinical Medicine (EJMCM) journal and the founding Editor-in-Chief for the CME educational Resource Center on Biosimilars, hosted by NHTM Journal & Elsevier.

Dr. Shahzad was on management committee of the European Commission's COST action program to Focus and Accelerate Cell-based Tolerance-inducing Therapies (A FACTT) and also for the COST action program on the Development of a European-based Collaborative Network to Accelerate Technological, Clinical and Commercialisation Progress in the Area of Medical Microwave Imaging. He has advised and participated in many advisory and scientific boards for several organizations and consultation for industry. He is a senior expert evaluator in medical and life sciences for many organizations including European Commission.

## PANEL 2

**European innovations meet China resources****Jing (Dianna) Qian**Partner  
Pivotal bioVenture Partners China

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Dianna has extensive expertise in corporate development, private equity, and financial modeling. Her previous experience included BCG, McKinsey's, Baxter, Boehringer Ingelheim, Fidelity Asia Growth Partners, and Fountainvest.

Dianna started her career at BCG and later became an Engagement Manager at McKinsey's China and US offices specializing in healthcare sector. She became the Vice President at Boehringer Ingelheim China in 2010, in charge of Corporate Strategy & Business Development and New Product Planning, where she led the strategic alliance of BI and Eli Lilly and licensed in several products in different therapeutic areas. Later she worked at two well-established US dollar funds (Fidelity Asia Growth Partners and Fountainvest) as the core investment team members of their healthcare practice before she joined Pivotal China as a Partner in 2018.

Dianna graduated from Wharton Business School with an MBA degree in 2004 and she also holds a Master degree and a BA degree in Finance from ECNU.



### Gottfried Köhler

Chair, Advisory Board  
European Society for Translational  
Medicine

In addition to serving as a chief executive officer (CEO) for OnkoTec, a diagnostic biotech company, Prof. Köhler is group leader for bio-molecular optical spectroscopy at the Max F. Perutz Laboratories and University of Vienna. His main scientific interest is the use of fluorescence methods to obtain quantitative understanding of mechanisms in living cells. The application of these highly sensitive methods in medical diagnostics promoted the foundation of OnkoTec in 2007. Gottfried holds PhD in physics from the University of Vienna and has worked at the Max Planck Institute of Radiation Chemistry, the Los Alamos National Laboratory and the Institute

for Extreme Materials at the Osaka University. Prof. Köhler is management committee member (Subs) of the European Commission's COST action to Focus and Accelerate Cell-based Tolerance-inducing Therapies (A FACTT). He has been an invited speaker at various international biomedical conferences and an editorial board member for many international peer reviewed journals.



### Fei Tian

Principal  
Vesalius Biocapital

Dr. Fei Tian joined Vesalius Biocapital as an Analyst in 2012 and was promoted to Principal in 2017. Vesalius Biocapital is life science specialized fund from Luxembourg, where Fei is responsible for deal flow management, preliminary due diligence process, portfolio management and fund raising for various portfolio companies with Chinese investors. She holds a M.D. (Medical Doctor) degree (2008) from Shanghai Tongji University, and then pursued her interest in pulmonary oncology research for her scientific doctoral degree for a PhD at the Ludwig-Maximilian University and Thoracic Oncology Center, Munich, Germany.



### James Warr

Associate  
Greenhill & Co.

James is an Associate at Greenhill & Co., a leading independent investment bank with offices in 5 continents that is focused on providing financial advice globally on significant mergers, acquisitions, restructurings, financings and capital advisory to corporations,

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partnerships, institutions and governments. He is responsible at assess and M&A advising for the pharmaceutical industry. Prior to Greenhill, James has worked at Deloitte LLP for almost 6 years, with various roles including Associate and later Manager of Assurance & Advisory, and Manager of Corporate Finance.

## PANEL 3



### Tao (Tom) Du

Chief Consultant at Humpheries  
Pharmaceutical Consulting  
Medical Partner at Shenzhen Share  
Capital

Dr. Tao (Tom) Du is currently the Chief Consultant of Humphries Pharmaceutical Consulting, a global pharmaceutical consulting firm. Trained as a physician and a scientist, He got his medical degree from Tianjin Medical University and his Ph.D. in pathology from McGill University, followed by two years of postdoc training at Harvard University.

Dr. Du has previously worked at US FDA for almost 7 years and reviewed more than 100 INDs and NDAs while in the Division of Pulmonary, Allergy and Rheumatology Products, and later in the Division of Oncology Products. he is an expert in botanical drug development in the United States, and has been a member of FDA committees for Botanical Drug Products and Clinical Pathology.

Since leaving the FDA in 2000, Dr. Du has held several crucial roles in the pharmaceutical industry, including Sr. Director of clinical and regulatory affairs at Hutchison Whampoa Company based in Hong Kong, and Acting Managing Director of China operations and later Sr. Director of Global regulatory affairs at Ingenix

Pharmaceutical Services, a UnitedHealth Group Company. Dr. Du has helped more than 20 Chinese drug companies to submit ANDA or IND and initiate clinical trials for the development of herbal, biological, generic, and new chemical drugs in the United States. Dr. Du was selected in 2011 as a member of "1000 Talent Project", which is the highest honor awarded to oversea Chinese scholars by Chinese government.



### Ping Cao

VP Business Development  
Henlius Biotech

Ms. Ping Cao is a chemist by training, obtaining her MS in Organic Chemistry from Michigan State University. Prior to Henlius, she has worked at Tyger Scientific, Ferro, Bristol-Myer Squibb (BMS) and Abzena, and held positions of Director of Sales and Marketing, Sr. Manager of Business Development, Associate Director of Global Manufacturing and Supply Chain, and Sr. Director of Business Development. At Tyger Scientific, Ms. Cao increased the business revenue by 600% in 4 years. At BMS, she was responsible for global business development at CMO and accomplished significant sales growth, and then while in the business development team focusing on technology transactions, she negotiated and executed 36 technology collaboration deals to expedite the company's drug discovery and development process. As a result, Ms. Cao received the Distinguished Employee Award, Innovation Award, and etc. at BMS. At Abzena, she developed and executed the business strategy of offering integrated contract manufacture service of biologics and antibody drug conjugates based on company's core technologies, which greatly enhanced the company's business growth worldwide.

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### Jun Bao

President & CEO  
Impact Therapeutics

Dr. Jun Bao has over 20 years of combined business and R&D experiences. He is highly experienced in the field of new drug R&D, tech transfer, licensing and business development, M&A, venture investment, company start-up and operation. He currently serves as President & CEO of Impact Therapeutics. Prior to Impact, he served as Senior Vice President and Chief Business Officer at Shenogen Pharma Group, where he was also a member of board of directors as well as acting Chief Financial Officer. Before joining Shenogen, Dr. Bao was Director, Worldwide Business Development, Head of China at GlaxoSmithKline (GSK). Prior to GSK, he worked at Onyx Pharmaceuticals, ICOS Corporation and Cell Therapeutics as a business development executive with progressive responsibilities, as well as a finance manager in Procter & Gamble based in Cincinnati. He received a BS in Microbiology from Shandong University and a PhD in Neuroscience from University of Kansas. Dr. Bao completed his postdoctoral fellowship in Johns Hopkins University. In addition, he received an MBA in Finance from University of Chicago. He has authored/co-authored more than 30 research publications and co-founded three start-up biotech companies. Dr. Bao serves as a board member of BayHelix.



### Qingping (Zed) Zeng

Founder & CEO  
Fosun Orinove

Dr. Zeng has held the position of CEO of Fosun Orinove

since March 2017. He has more than 20 years of experience in drug discovery. He obtained his Ph.D. degree in Organic Chemistry from SUNY at Stony Brook. He started his career in the pharmaceutical industry in 1998 as a scientist at Searle. Since then he has held roles of senior scientist and specialist at Pharmacia and Amgen, Assc. Director and Director of Medicinal Chemistry and Lead Discovery at Mannkind, before he founded Fosun Orinove in March 2017.



### Yali (Sara) Chen

Head of business development  
Genfleet Therapeutics

Sara has 13 years of life science industry experience, including more than 5 years innovative drug discovery experience at Novartis in the US, and business development as senior BD director at Gloria Pharmaceutical in China. She is a very experienced biologist in molecular and cell biology by training, and is familiar to small molecule and biologics drug pre-IND research and development process and IND filing, with hands-on experience for life science program evaluation, due-diligence, and fundraising. At Genfleet, Sara leverages her business development experience in trans-pacific licensing, bridging life science professionals, venture investment and incubators, combining China local and overseas resources to speed up programs moving forward.

## PANEL 4



### Echo Hindle-Yang

CEO  
MSQ Ventures

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Echo is on a mission to make technology accessible by bridging the gap between western companies and Chinese corporations and investors. She has 20 years of experience in cross-border transactions for fortune global companies, such as IBM, Lenovo and J&J. In recent years, making the global movement of the healthcare industry has been her focus. She has been advising hundreds of western pharmaceutical and medical devices companies on advancing their success in China including subsidiaries of Novartis, Daichi, and other top global healthcare companies.

Echo holds an MBA from Duke University and the FINRA Series 7, 63 and 79 securities licenses. She is currently serving on DukeNY Board.

**Qun (Max) Dang**

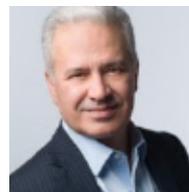
Vice President, Global Head of BD and External Innovation, PR&D  
Qilu Pharmaceutical

Dr. Dang received his BS from Jilin University with honors and earned a CGP national scholarship sponsored by the Chinese government; he obtained his Ph.D. in organic chemistry from Purdue University. He has worked at Merck & Co. and Eli Lilly as Principal scientist and Asia head of BD before joining Qilu Pharmaceutical as VP, Global Head of BD and External Innovation. In his current role at Qilu, he is responsible for all BD and external collaborations globally including in-license, out-license and setting strategies for drug discovery and external collaborations. He also has more than 20-years of experience as a manager of drug discovery programs spanning early to late stages; led programs that advanced multiple compounds into human clinical trials.

**Jun (John) Xu**

CEO and cofounder  
Jemincare Therapeutics

Dr. Xu had thirteen plus years of research experience in oncology and CNS areas when he worked in BMS and Wyeth. He also worked in many different CRO companies such as WuxiApptec, Crownbio and HD Biosciences as Senior director, executive director and vice president responsible for in US and global business development activities. Before he became the CEO of Jemincare Therapeutics, Dr. Xu was Senior Vice President of Strategic alliances in Abpro, a Boston based biotech company specializing in bi-specific antibody drug discovery, where he successfully initiated, negotiated, and closed the two collaborations with two large China based pharmaceutical companies.

**Carlos de Sousa**

CEO  
Immunicum AB

Carlos has over 25 years of experience from executive positions within the global pharmaceutical and biotech market, including experience from business development, acquisitions, global marketing, and clinical development. Prior to joining Immunicum, Carlos has held senior executive positions at Nycomed/Takeda, Pfizer, Novartis, BBB Therapeutics, Newron Pharmaceuticals and most recently as Chief Business Officer at Zealand Pharma in Denmark.



# PRESENTING COMPANIES

## Illustratum



ILLUSTRATUM is a British bio-technology company co-founded by Professor Francesca Cordeiro and Mr David Trevor commercialising DARC technology.

DARC technology uses a fluorescently labelled protein to identify stressed, sick and dying nerve cells which can be non-invasively imaged. Combined with a proprietary AI based algorithm, the no. and pattern of DARC spots enables the clinician to identify glaucoma patients 10 years ahead of current standard of care.

If you have a compound for glaucoma or AMD, including gene therapy or you are about to invest in such a company, we can de-risk your clinical development program & investment decision in 2-3 months instead of 2-3 years.

## Cardio-Renal



CardioRenal is a company based in Paris that is dedicated to improving the quality of treatment for heart failure patients through the use of state-of-the art technology (artificial intelligence, real-time diagnosis, microfluidics, etc.) combined with top medical expertise. We are developing a simple, non-invasive medical device that integrates biomarkers testing, artificial intelligence analysis, and telemedicine. This new and unique telemedicine medical device can measure three heart failure biomarkers in a single drop blood, and will allow frequent therapy

adjustment and foster personalized medicine.

## MT-Radiopharma



MTR is an early stage company developing a new class of radiopharmaceuticals for Dx and Tx of solid tumors utilizing the overexpression of PARP in tumor tissue. PARP is located on the DNA itself, making PARP an ideal target for radionuclide based precision medicine. The precisely targeting of tumors with a radio-labeled PARP inhibitor offers both an unique diagnostic & staging potential and highly efficient & precisely targeted tumor therapy with minimal side effects. The MTR platform technology is deeply rooted in the theranostics principle of molecular medicine combining both diagnostic imaging and therapy with the same molecule being radiolabeled differently. This integrated companion approach deposits a targeted lethal payload to tumor tissue addressing even small therapy-resistant refractory lesions without systemic toxicity.

## SpinalCyte



Based in Houston, Texas, SpinalCyte, LLC, is a regenerative medicine company developing an innovative solution for spinal replacement using human dermal fibroblasts. Currently, SpinalCyte holds 37 U.S. and international issued patents and has filed for an additional 100+ patents

pending and issued across a variety of clinical pathways, including disc degeneration, cancer, diabetes, liver failure and heart failure. Funded entirely by angel investors, SpinalCyte represents the next generation of medical advancement in cell therapy. CybroCell is the first off-the-shelf allogenic human dermal fibroblast (HDF) product for the treatment of degenerative disc disease. SpinalCyte's Phase 1/Phase 2 clinical trial for injected human dermal fibroblasts in the treatment of DDD demonstrated after 12 months, patients injected with CybroCell had sustained improvement in pain relief and increased back mobility.

## EyeTechCare



EYE TECH CARE is an ophthalmology company backed by European and Chinese investors. Its proprietary product EyeOP1® is a unique non-invasive device to treat glaucoma with ultrasound. Glaucoma is a chronic serious disease affecting 90 million people worldwide. The standard of care are eyedrops, which often lose their therapeutic effect over time, and surgery which is related to significant risks of complications. EyeOP1® is CE marked, 7,000+ patients treated, 100+ clinical articles and presentations published.

China is the company's core market where access and infrastructure for glaucoma surgery is limited and patients present with advanced disease. EyeOP1® is CFDA registered and revenues are entering since 2018. The company has offices in France and China.

## TRACK 2: PRIVATE PITCH (INVITATION ONLY)

### AGENDA

Time	Session
10:30-11:30	Company Pitch
11:30-12:00	Q&A
13:00-15:00	1-on-1 Partnering Meeting

**sponsor:**



**Henlius**

# PRIVATE PITCH

## FEATURED GUESTS



**Representative:**

Cao Ping, Vice President

**Shanghai Henlius Biotech:** With its R&D footprint in Shanghai, Taipei and Bay Area, Henlius specializes in the discovery, development, manufacturing and commercialization of high-quality biologics including biosimilar, bio-better and bio-innovative antibody to treat tumor and auto-immune disease. On 22-February-2019, Henlius first product HLX01 (rituximab biosimilar) was granted approval by China National Medical Products Administration (NMPA) for three indications: 1) relapsed or refractory, follicular lymphoma; 2) previously untreated stage III-IV follicular, non-Hodgkin's lymphoma; and 3) previously untreated, CD20-positive, diffuse large B-cell lymphoma. As of today, Henlius has completed IND/CTA filings of 13 products and 1 immuno-oncology combination therapy with 22 indications and obtained 29 successful IND/CTA approvals (19 approvals from China, 3 from the United States, 3 from Taiwan, 1 of each from the European Union, Ukraine, Philippines and Australia).



**Representative:**

Dong Chen, Director and China Head of Business Development

**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.



**Representative:**

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

**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.



**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

**Representative:**

Eugenia Yu, Business  
Development Associate Director

**Representatives:**

Cheng Qin, General Manager  
Lisi Huang, Senior Manager  
Business Development

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.

**Foncoo:** China-based publicly-listed specialty pharmaceutical company focused on the development and commercialization of high quality generic and innovative prescription pharmaceuticals with a focus on Central Nervous System (CNS). We are looking for distributions and licensing opportunities for China market, and highly interested in late-stage development assets (phase 3).

1. Innovative and proprietary products for in-licensing, with a focus on CNS, Neurology, Cardiovascular, and Antidiabetics.
2. Opportunities in Psychiatry diseases, i.e., schizophrenia, depression, Impulse control disorders, Alzheimer's disease, pain management, niche indications, repositioning and repurposing projects.
3. Co-marketing arrangement for products already on the market.
4. Co-operation on CNS products in late stage of development
5. Strategic marketing alliances in China



分享投资  
SHARE CAPITAL

**Representative:**

Tom Du, Medical Partner

**Share Capital:** Established in Shenzhen in 2007, Share Capital is the earliest limited partnership professional venture capital institution in China. In the focus area, Share Capital deploys more entrepreneurial projects in the early and mid-stage, and then extend investment in companies with outstanding value to improve the overall return of the fund. Among them, the investment scope of Share Capital in the field of healthcare covers new drug research and development, biotechnology, innovative medical devices, medical and health services and other sub-areas, and formed a new drug research and development, biotechnology as a prominent feature of the investment portfolio.

**Representative:**

Qun Dang, Vice President

**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:**

Dongxiang Liu, Collaboration  
and Innovation Director

**Representative:**

Jun Xu, CEO

**Representative:**

David Xu, Chief Business  
Officer

**Representative:**

Andy Li, Founding Partner

**Sanhome Pharmaceutical** : Sanhome mainly focuses on developing the molecules for cancer, infection and central nervous system diseases. It has 28 projects (including targeted macromolecules), among which, 5 projects are in the process of clinical trials, and 4 advanced to pre-clinical and IND stage. In addition, more than a dozen of effective molecules have been identified. The marketing and medical affairs team develop a deep partnership with around 2, 000 hospitals in major cities in China.

**Jemincare Therapeutics**: Jemincare is the US subsidiary of a large Chinese pharmaceutical company. The parent company ranked 6th among all the Chinese pharmaceutical companies with revenue reached \$4.5B US dollar in 2018. There are more than 12,000 employees in China and 6,000 of them are sales representatives covering more than 1,100 top tier hospitals and 440,000 pharmacies in China. Jemincare therapeutics is based in Princeton, New Jersey. Our main function is to license the global and China rights of the clinical stage programs from US and European pharmaceutical companies and continue the clinical development in China. We are also interested in introducing the FDA/EMA approved drugs and selling these drugs in the huge China market. The parent company invests \$200M US dollar in the US subsidiary. Our business collaboration is very flexible including investment, in license and joint venture, etc.

**Viva Biotech Holdings**: Viva builds upon its world-leading drug discovery CRO platforms, an incubation investment business (EFS), in which viva would provide everything necessary for a startup to get quickly started and successfully grow, including lab facilities, technicians, administrative operational support, CRO services, and cash. Since the inception of this unique model in 2016, Viva has evaluated hundreds of proposals and invested in over 30 companies. We invest in seed round and/or Series-A, with a typical investment in the range of \$0.5-6 million. We are expecting to fund 30 more companies in 2019.

**BioSense Global LLC**: In 2015, BioSense was established to address the business needs of the global biopharmaceutical market with a focus on China, Europe, and the U.S. The organization's mission is to bridge the gap between undercapitalized biopharmaceutical projects, companies, and investors. BioSense's expert team of international biopharma executives and investors offer cross-cultural expertise and advisory while navigating entry into new markets and access to additional resources and funds. BioSense's investment sector manages a venture fund emphasizing early to mid-stage biopharma projects, and are constantly vetting new investment opportunities in the biotech arena and seeking new partners to fund our work in the U.S. and China.

## TRAINING CAMP SPEAKER



### **Patrik Frei**

#### **CEO, Venture Valuation AG**

Dr. Frei is founder and CEO of Venture Valuation AG, Switzerland, the company he started in 1999 based on collaboration with the Novartis Venture Fund, which became his first client. Since then he has been involved in over 500 valuations around the globe for investors as well as Biotech, Pharma and Medtech companies. From 2013 to 2015 Patrik built the APAC Office of Venture Valuation in Singapore. Venture Valuation runs Biotechgate, a global Life Sciences database including company/asset profiles, deal information and investors and launched its premier business partnering software HelloPartnering in 2018.



### **Daniel J. Nevriy**

#### **Founder, Nevriy Patent Law Group P.L.L.C.**

Dr. Nevriy is a patent attorney and he counsels clients on domestic and international patent procurement. He has extensive experience helping clients maximize the value of their intellectual property and represents individuals, startups, emerging firms, leading research universities, and global corporations. He has particular expertise drafting and prosecuting U.S. and international patent applications in the biotechnology and pharmaceutical fields and has successfully assisted clients for over 17 years in these fields.

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# PARTNERS



## Premium Partnering Service: All-in-One

### Identify Targets

- Evaluate the company portfolio and strategic plan
- Identify potential targets

01

### Outreach

- Assist in the preparation of a clear, concise, and compelling pitch deck
- Arrange conference calls with targets

03

### Promotion

- Increase visibility in China capital market with a powerful network of relationships in China a professional marketing team a public platform with 5000+ subscribers
- Roadshow presentation on MyBioGate online platform

02

### Partnering Meetings

- Invite targets to China Focus conference
- Facilitate one-on-one meetings
- Assist in the pitch to 200+ executives and investors

04

Out-Licensing | In-Licensing | Fundraising | R&D Partnership | M&A

## An Ecosystem to Build Successful Partnership



China Focus International Conferences  
 Research Team of 100+ PhDs/Consultants  
 Powerful Network  
 Online Roadshow Platform  
 MyBioGate News With 5000+ Subscribers  
 CUBIO Innovation Center



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# We are CUBIO



A biomedical incubator provides healthcare startups with access to a wide platform of lab infrastructure to refine their solutions and connections of U.S. innovation with overseas market resources and networks. Our mission is to provide an unparalleled platform to serve innovators unmet needs in the biotechnology field of the Texas and the world.



## What we do?

### Investment: Angel, pre-seed and seed funding for:

- Therapeutics
- Medical Devices
- Diagnostics
- IT Health & Analytics Nanomedicine

### CRO service:

- Core facility for biomedical ventures
- Regulatory affairs services



### Office space:

- Furnished office space including conference-rooms, wireless internet, electricity, printing services, and more ...
- Co-working space as your local office
- Common space with kitchen facilities.
- A reception area.

### Incubation:

- Innovation ecosystem development
- Startup incubation
- Consulting services
- Mentoring & training