

## Chinese and big pharma to meet in Suzhou

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**Singapore:** The international biotech and pharma community will converge on Suzhou, China, for the ChinaBio Partnering Forum 2012, held at the Kempinski Hotel Suzhou, May 23-24. Co-organizers ChinaBio LLC, a leading life science consulting firm in Shanghai, and EBD Group report that over 700 industry leaders are set to attend the conference including Aosaikang, AstraZeneca, Bayer HealthCare, BeiGene, Boehringer Ingelheim, Eli Lilly, Fosun Pharma, Furen Pharma, Hanmi Pharmaceutical, Hengrui Pharmaceuticals, Hua Medicine, Janssen/J&J, Life Technologies, Lonza, Merck, Novartis, Shire, Simcere and Takeda.

"China is investing over \$200 billion in its life science industry which is stimulating the development of new, innovative drugs here," said Mr Greg Scott, CEO, ChinaBio LLC. "And with China's rise to the number 3 market last year, global pharma are now bringing western technologies to China, seeking partners to help them access this large and rapidly growing market. This has now become a significant part of our business - helping western companies find best-fit partners in China."

"Life science partnerships in China are growing," said Ms Carola Schropp, president, EBD Group. "Western companies are eager to invest in Chinese biotech innovation, helping mitigate costs and risks for both parties. ChinaBio Partnering Forum is where exciting new 'homegrown' innovation can be found and deals that drive the future of medicine can be made."

The Partnering Forum's program is designed to highlight the wealth of life sciences opportunities in China, and comprises high-level speakers to address pressing questions about China's business landscape, including questions about intellectual property protection, cultural differences, and other unique challenges of doing business in China.

Program highlights include the keynote panel "Partnering Landscape in China: Going Global," with panelists Dr Lianshan Zhang of Jiangsu Hengrui Medicine and Dr Mingqiang Zhang of Merck Sharp & Dohme. The plenary session "Novel Drug Development in China" features CEOs of four companies leading drug development in China: Dr Li Chen, Hua Medicine; Dr

Carl Firth, ASLAN Pharmaceuticals; Mr John Oyler of BeiGene; and Dr Jinzi Wu, Ascleptis.

"Capturing innovation is an important theme at ChinaBio this year," said Mr John Oyler. "Our panel on novel drug development will provide a forum for companies interested in doing business in China but who are unsure of the business development landscape. The session will answer some of these questions and discuss successful business models to capitalize on development and commercialization opportunities in China."

Other timely topics featured at ChinaBio Partnering Forum include "Venture Capital and Private Equity Landscape in China," "Deconstructing the China Deal," and "The Good, the Bad and the Ugly: Have You Got What It Takes To Participate in the China Life Sciences Market?"

Mr Mark Lotter, CEO of SciClone Pharmaceuticals China Operations, along with Mr Siddhartha Kadia, president of Life Technologies China, will participate in a fireside chat on Thursday moderated by Eric Pierce from BioCentury. The session entitled, "The Road to China: A Fireside Chat" is focused on the hurdles and rewards of doing business in China.

"The fireside chat format will open up discussion about the challenges and successes in establishing a business relationship with China. It will be revealing to hear some personal experiences and highlights from executives with a footing in the Chinese sector," said Mr Lotter.

"We can no longer underestimate China as a global force in any market," said Kadia. "And we can't assume that it is only Western markets that are creating the demand for top quality products. Chinese scientists, patients and doctors are also part of this demand, and this is a meaningful trend that will lead to impactful partnerships."

ChinaBio® Partnering Forum is the premier life science partnering event in China. Held in Suzhou, China, the event will attract biotech and pharma leaders from around the world along with hundreds of China-based developers of novel technologies for two days of productive partnering. The conference also features partneringONE, enabling delegates to efficiently identify, meet and network with companies from across the life science value chain.