SAPA 2018
Pharma & Biotech
Investment
Summit and
Roadshow

Saturday, June 16, 2018
Alfred Lerner Hall
Columbia University
New York, NY

Sino-American Pharmaceutical Professionals Association
Sino-American Pharmaceutical Professionals Association

The Sino-American Pharmaceutical Professionals Association (SAPA) was established in 1993 and is headquartered in the center of the pharmaceutical corridor in New Jersey, USA. Since its inception, SAPA rapidly became one of the most active Chinese professional associations in the US with five chapters and more than 6,000 members. SAPA’s members are primarily from large and mid-sized pharmaceutical and biotech companies in the US, with areas of expertise covering almost every aspect of pharmaceutical research and development as well as production. The organization’s large membership base and their superb scientific and technical abilities has allowed SAPA to be a key source for knowledge exchange on the latest developments in the pharmaceutical, biotechnology, and generic drug industries. As a non-profit organization registered in the US, SAPA receives generous sponsorship and support from numerous multinational companies in the US and overseas. SAPA will continue to provide a broad platform for scientific and technical discussion, talent exchange, and training for the colleagues in the pharmaceutical industry from the US and China.

SAPA Sites

- SAPA Headquarter: New Jersey, USA
- SAPA-NE: Boston and New England region, USA
- SAPA-GP: Philadelphia and other Pennsylvania areas, USA
- SAPA-MW (Mid-West Chapter): Illinois, Indiana, USA
- SAPA-WEST (West Chapter): California, USA
- SAPA-CT: Connecticut, USA
- SAPA-DC: District of Columbia and Maryland, USA
- SAPA-China: Zhengzhou China

Professional Expertise of SAPA Members

- Drug discovery, research and development
- Preclinical and clinical research and development
- Application and registration of new drug and biologics to the US FDA
- Production and manufacture of pharmaceuticals and biological products
- Commercial and marketing of pharmaceutical and biological products
- Generic product development and technology

SAPA Main Activities

- **SAPA Annual Conferences:** SAPA hosts its Annual Conference every 3rd quarter of the year in New Jersey, USA. Attendees include delegates from headquarters and the local chapters, members from US pharmaceutical and biotech companies, US FDA Officials, and representatives from China. Annual Conference speakers include Presidents, Senior Vice Presidents, and other senior executives from Fortune 500 companies, distinguished Nobel Laureates, and renowned professors from elite universities and research institutes in the US, China, and other Asian countries. The conference presentations provide insight on the current trends in the pharmaceutical industry, biomedical development, corporate strategies and vision, as well as on developments in both the US and China. As the premium event, the SAPA Annual Conference serves as a stage to introduce the latest discoveries and technological advances in pharmaceuticals and as an opportunity for members to gain a deeper understanding of the business outlook for the industry. The SAPA President and Executive Council are elected annually and announced during the Annual Conference. Each Chapter also hosts an Annual Conference.

- **Scientific Symposium and Seminars on Drug Discovery and Development:** Scientific Symposium is one of the flagship events by SAPA focusing on the innovation and cutting edge technologies in drug discovery and development. At the same time, each year several seminars are presented to address the development needs for new drug and generics. These seminars are open to all colleagues from the pharmaceutical industry and aimed to contribute to the development of medical and pharmaceutical sciences.

- **Career Development and Entrepreneurial Workshops:** To help members accelerate and enrich their careers, SAPA invites guest speakers to share stories on their entrepreneurial experiences and to discuss the keys to success in their careers.

- **International Professional Symposia:** Major international symposia on highly relevant, timely topics are organized by SAPA with invited speakers from key organizations and prominent academic institutions. Major international professional symposia include: Shanghai International Forum on Biotechnology and Pharmaceutical Industry (BioForum, co-sponsored with the Science and Technology Commission of Shanghai Municipality) in every May in Shanghai; and Beijing International Healthcare Industry Forum (HIF, co-organized by the Beijing Municipal Science and Technology Commission) in October of each year in Beijing. Over the years, SAPA has provided many speakers and moderators for these symposia to actively promote scientific and technology exchange and cooperation between the US and China.

- **Professional Training for Pharmaceutical R&D:** SAPA also provides short-term professional training courses tailored to the requirements of pharmaceutical groups from China. These training classes include drug development, process of new drug application to the FDA, GMP/GCP requirements and implementation, and market access and expansion.

- **Assist in Talent Exchange between the US and China:** SAPA has organized events and served as a platform to help recruit talented scientists from the US to join local Chinese companies. SAPA has made a significant contribution and played a major role in introducing experienced talent in pharmaceutical development and business investment to China.
Co-Chairs and Planning Committee

Summit and Roadshow Co-Chairs

Xiaodong Chen, PhD, Jin Wang, PhD, and Jun (Stephen) Xue, MS

Planning Committee

Bob Ai, PhD
Li Chen
Xing Dai, PhD
Weiguo Dai, PhD
Wei Ding, PhD
Frank Gan, PhD
Hong-Ping Guan, PhD
Andy Han
Mike Hu, PhD
Yang Huang, PhD
Yanming Jiang
Liangqiu Li
Jerry Li, PhD
Jia Li, PhD
Yongmei Li, PhD
James Liu, PhD
Jian Liu, PhD
Ling Liu, PhD
Jiajun Mei, PhD
Shirley Ruan
Xiaole Shen, PhD
Jie Shi

John Sun, PhD
Ruby Sun
Jun Tang, PhD
Lei Tang, PhD
Yi Ting, PhD*
Jansen Wang, PhD
Weigang Wang, PhD*
Jack Wu, PhD
Steve Wu, PhD
Xiaobin Xu, PhD
Aiguo Xu, PhD
Xiaojiao Xue, PhD
Dexi Yang, PhD
Guangyao Yang
Yonggang Yu, PhD*
Xiaowei Zang
Le Zhan, PhD
Aming Zhang, PhD
Yan Zhang
Yiming Zhao, PhD
Jin Zhou, PhD*
Tian Zhou, PhD

*SAPA-CT
8:00 - 9:00 am  Registration

9:00 - 9:20 am  Ice Breaker and Network

9:20 - 9:50 am  Introduction and Opening Remarks

SAPA Pharma & Biotech Investment Summit and Roadshow Introduction

Xiaodong Chen, PhD
Event Chair
Senior Research Investigator
Bristol-Myers Squibb

Xiaodong Chen is a Senior Research Investigator in the Drug Product Science & Technology department at Bristol-Myers Squibb. As a drug product development team leader, he is responsible for developing and implementing strategies of biologics drug product formulation development, device and primary packaging, tech transfer to commercial manufacturing, and registration filing. Xiaodong is the key driver and leading the efforts to reduce and optimize freeze drying cycles of commercial lyo products (NULOJIX®, EMPLICITI™). Xiaodong has authored papers in this field and co-authored two book chapters. In addition, Xiaodong is actively involved in scientific and professional services. He is currently serving as an Editorial Advisory Board member of Journal of Pharmaceutical Sciences and a reviewer for NIH contract proposals. He is a steering committee member for two AAPS Focus groups. He has advised two NSF funded projects and served as session chairs in AiChE and AAPS National Biotechnology annual conferences. He was elected as the SAPA Executive Council member since 2013 and appointed as the Director of Global Communication Team and Chair of China Affairs Committee. He chaired the 2017 SAPA Scientific Symposium and the first SAPA-HQ Roadshow event during the 2017 SAPA Annual Conference. Xiaodong received his Ph.D. from the Ohio State University.

SAPA Introduction and Opening Remarks

Jian Liu, PhD
SAPA 2017-2018 President
Principal Scientist
External Discovery Chemistry
Merck

Dr. Jian Liu is a Principal Scientist in the External Discovery Chemistry Department at Merck. Dr. Liu has managed many projects on target validation, lead identification, and lead optimization in the discovery chemistry department, and has generated multiple clinical candidates which went into first-in-man, Phase I and Phase II Clinical trials. Dr. Liu is an expert in drug discovery for many therapeutic areas such as osteoporosis, obesity, diabetes, cardio vascular disease, rheumatoid arthritis, oncology, infectious disease, pain, and neuro-degenerative diseases. Dr. Liu has also managed outsourcing and collaboration with several external CRO companies. Based on his research work, Dr. Liu has published 31 peer reviewed papers, and obtained 47 US and international patents. Dr. Liu obtained a PhD degree in organic chemistry from UCLA in 1998. Dr. Liu is now the 2017-2018 President of Sino-American Pharmaceutical Professionals Association (SAPA), and has been a member of SAPA Executive Council since 2013.
Welcoming Remarks

Jerry Kokoshka  
Senior Associate Director  
Columbia Technology Ventures  
Columbia University

At Columbia Jerry managed early development of novel treatment for chronic pain, cocaine overdose, heart attack, glioblastoma, pancreatic cancer. All of these projects are currently in late pre-clinical or early clinical development. Other products under development include treatment for macular degeneration, Alzheimer’s, colon cancer, cystic fibrosis, cardiac repair and biological pacemaker. Jerry coordinated product development and patent prosecution, screened and hired consultants, performed valuation and budgeting, managed fund raising and negotiated licensed for many spin-offs (SMART, Nociceptor, Acceplys, Sapience Therapeutics, Applied Therapeutics, Keren, BioBina, El Pharma, Prevail, SPR–Denali, and Mesoblast).

Special invitation of invocation Speech

Isaac Blech  
Vice Chairman  
Centrexion Corporation

Mr Isaac Blech is a Leader in the Biotechnology Industry and a renowned biotechnology entrepreneur who, over the past 35 years, has founded and served on the boards of companies which have produced major advances in a broad array of diseases, including the diagnosis of chlamydia, herpes, syphilis and HIV, and the treatment of cystic fibrosis, sexual dysfunction, multiple myeloma and many forms of cancer and hematological disease.

9:50 - 10:50 am Keynote Speakers

Pharma and Life Science Investment Trends and Outlook: US and Cross-border

Daniel Schnurman, JD, MBA  
Managing Director  
Head of Life Science Investment Banking  
PwC

- US Pharma and Life Science investment trends and recap of recent year activities  
- US Pharma and Life Science investment mover and shakers and outlook  
- China/US Cross-border Pharma and Life Science investment trends/drivers/outlook

Dan has over 19 years of experience in Investment Banking and is a senior member of PwC’s Global Origination Team focused on the global Life Sciences industry. Dan is focused on working with BioPharmaceutical companies to both divest assets and also to develop new proprietary ideas for acquisitions from our networks and Global Origination Platform.

He also leads sell side practice focused on the Specialty and Generics Pharmaceuticals industry and related areas, including Contract Manufacturing and Healthcare Consumer Products. Additionally, Dan has significant experience with Private Equity firms and works those companies to develop new strategic and financing ideas and also exits.
Before joining PwC, Dan was a Managing Director and Head of Specialty Pharma and Generics for UBS, where he was responsible for relationships throughout the industry, as well as select Large Cap Pharmaceutical companies, and also selected private equity, family offices and other major investors. Prior to UBS, Dan was the Head of Global Pharmaceuticals at RBC Capital Markets where he built RBC into major presence in the industry, having worked on both M&A transactions and financings for Pfizer, Zoetis, Valeant, Endo Pharmaceuticals, Teva Pharmaceuticals, Apax, Blackstone and several other accounts. Prior to RBC, Dan worked in investment banking roles at Credit Suisse and Lehman Brothers, focusing on Life Sciences and BioPharmaceuticals.

Dan earned an MBA at the Wharton School of Business and also had obtained a JD degree from Washington University School of Law. Dan received his undergraduate degree from Rice University.

Current Trends in Biotechnology

Dennis J Purcell, MBA
Founder and Senior Advisor
Aisling Capital LLC

Mr. Purcell is Founder and Senior Advisor to Aisling Capital LLC. Previously, he served as the Senior Managing Partner. Aisling Capital is a leading investment firm that invests in products, technologies, and global businesses across the Life Sciences industry. Aisling Capital has raised over $1.8 billion since inception. Prior to founding Aisling Capital, Mr. Purcell served as Managing Director of the Life Sciences Investment Banking Group at Chase H&Q (formerly Hambrecht & Quist, “H&Q”). While at H&Q, he was directly involved with over two hundred completed transactions and supervised over $10 billion of financing and advisory assignments in the pharmaceutical, biotechnology and medical products industries. Prior to joining H&Q, Mr. Purcell was a Managing Director in the Healthcare Group at PaineWebber, Inc.

Mr. Purcell is a frequent commentator on the industry and is actively involved with many of the industry’s professional organizations. He has been a member of the Board of numerous private and public healthcare companies and currently serves as Executive Chairman of Poliwogg Holdings, a company devising new financial products for the healthcare industry. He also currently sits on the board of Real Endpoints, Summus Global, Inc., Life Science Leader Magazine – Editorial Advisory Board, NY BIO Association and the New York Investment Fund as well as a Senior Industry Advisor for Bioscience Managers Pty Ltd an Australian based specialist healthcare fund manager.

Mr. Purcell is a member of The University of Delaware Investment Committee, Harvard Kennedy School - M-R CBG Advisory Council, and the New York Leadership Council. He received his M.B.A. from Harvard University and his B.S. in Accounting from the University of Delaware.

Journey as an Entrepreneur: Bringing Medicine from the Benchside to the Bedside

Lan Huang, PhD
Co-Founder, Chairman & CEO
BeyondSpring Pharmaceuticals, Inc.

BeyondSpring, a public NASDAQ company, Dr. Huang’s fourth entrepreneur venture, was formed to tackle the highly unsustainable cost problem with innovative drug discovery. Dr. Huang’s previous entrepreneur experience in novel drug R&D and CRO company generating US GCP data in China are foundation to BeyondSpring’s journey. BeyondSpring integrates global clinical resources – especially
clinical resources from China – to bring a paradigm shift to the R&D model so that innovative drugs can be developed in a more time and cost-efficient manner. BeyondSpring’s first case study is its lead asset, a first-in-class immune-oncology agent Plinabulin, which are in 2 global phase 3 trials in NSCLC and in prevention of chemotherapy induced neutropenia, both targeting billion dollar markets. Dr. Huang will discuss the lessons she learned in building her 4 companies, especially in starting with the right business model and projects, fund raising with strategic investors, and leading the companies to maximum growth potential and the right exits.

Dr. Huang is a scientist turned entrepreneur, who has over 15 years of biotech entrepreneurial experience in the US and China. She holds patents for products for oncology and dermatology indications. In 2009, she was the recipient of China’s “Thousand Talent Innovator Award”. Prior to founding BeyondSpring, Dr. Huang cofounded Wuxi MTLH Biotechnology Co. Ltd., whose self-designed cancer peptide drug’s China rights were acquired by Shanghai Pharmaceutical Group, one of the top three pharmaceutical companies in China, in 2010. She also co-founded Paramax International, a Clinical CRO company in China, which was sold to RPS, then to Warburg Pincus in 2011. In addition, Dr. Huang worked with Forward Ventures where she led partnering initiatives between Forward’s portfolio companies and Chinese pharmaceutical companies. Dr. Huang was trained at Memorial Sloan-Kettering Cancer Center and received her Ph.D. in Chemistry from University of California at Berkeley in 4.5 years, where she won the graduating Ph.D. woman award. Her research in cancer signaling pathways involving Ras and P53 were published in Science and Nature. Dr. Huang received her B.A., Magna Cum Laude and Phi Beta Kappa, from Lawrence University, where she served as a Trustee. She also studied at Fudan University in Shanghai, China.

10:50 - 11:10 am Coffee Break

11:10 - 11:50 am Fireside Chat Session I: Business Development and Strategic Investment

Session Moderator
Bob Ai, PhD, MBA
Senior Vice President
Trout Group

Bob joined the Trout Group in September 2016 and focuses on the Sino-US cross-border banking and strategic consulting service (mainly licensing) and investor relations. Prior to joining Trout, he was managing director, senior biotech analyst at WallachBeth Capital. Before that, he was the CFO of Aoxing Pharmaceuticals, a NYSE MKT listed Chinese specialty pharmaceutical company. He has also served as Principal in crossover life science private equity firm Merlin Nexus and senior equity analysts at assets management firms Bennett Lawrence and Merlin Biomed Group.

Bob received his PhD and MBA from Penn State University and did postdoctoral training at University of Pennsylvania. He has published eight articles in peer-reviewed scientific journals. He also won the prestigious Ray Wu scholarship for outstanding Chinese Student to study abroad. Bob holds Series 7, 63, 79, 86, and 87 securities.

Session Facilitator
Jerry Li, PhD
Principal Clinical Statistician
Global Clinical Development
Merck & Co, Inc.
Seamus is a Managing Director in the PwC US Deals practice with over 18 years of M&A and finance experience in North America and Asia. He has spent the last 13 years assisting strategic and financial buyers/sellers in evaluating over 140 M&A and investment transactions with an aggregate deal value of over $180 billion in a variety of industries including Aerospace & Defense, Automotive, Chemical, Education, Energy, Financial Services, Healthcare, Hospitality, Industrial Products, Pharmaceutical and Life Science, Retail & Consumer Products, Sports and TMT.

Seamus co-leads PwC US’s China/U.S. cross-border deals team and is a key member of China Business Network, a dedicated team of bilingual and bicultural professionals experienced in addressing the opportunities and challenges of US-China business and investment. In the past 4 years alone, Seamus has led over 50 China/U.S. cross-border M&A and investment projects.

Prior to joining PwC US, Seamus worked at GE Capital conducting due diligence and valuation for a $600 million diversified asset portfolio. Earlier in his career, Seamus worked at PwC China, whereby he provided financial audit and business advisory services for over 40 publicly traded companies and Fortune 500 subsidiaries, including several cross-border IPOs on NYSE and HKEx.

Seamus earned a B.A. in International Economics from Fudan University and an M.B.A. from Emory University. He is a CFA charter-holder and holds CPA licenses in both U.S. and China. Seamus is a regular speaker at Wharton China Business Forum, UCLA Wilbur K. Woo Greater China Business Conference and PwC Silicon Valley Deals Summit. He is also an author of PwC’s quarterly Deals Insights and PwC’s Deals Blog.

Vincent Liu, PhD
Senior Advisor Wanbang Biopharmaceutical
Shanghai Fosun Pharmaceutical (Group) Co., Ltd.

Dr. Liu worked in International Business Division and Wanbang Biopharmaceutical of Shanghai Fosun Pharmaceutical Group in 2009. His achievements including helping the company to raise a $500 million private equity fund from oversea and setting up two JVs with large US and Canadian companies in China, investment in healthcare service company in the US and completed several pharmaceutical business development transactions which could potentially bring to Chinese market total over $1 billion revenue product opportunities in the future.

Paul Lu, PhD, MBA
US Head
Global Business Development
Hengrui Medicine

Founded in 1970, Hengrui Medicine is the largest publicly traded and a leading biopharma based in China with more than 15,000 employees, devoted to empowering healthier lives through research. With over $2 billion annual sales, Hengrui has 3 new molecular entities approved in China, 3 applications under China NDA, as well as 25+ programs in clinical development in China, U.S., and Australia across oncology, pain management, autoimmune, and metabolic & cardiovascular diseases.
As the U.S. Head of Global Business Development at Hengrui Medicine, Paul helps drive licensing, partnership, investment, and M&A efforts to accelerate Hengrui’s strategic priorities, which include developing life-changing therapeutics for unmet needs as well as globalizing Hengrui’s impact through alliances centered on complementary capabilities.

Prior to Hengrui, he advised leading pharmaceutical, biotech, and healthcare services companies on M&A and corporate strategy as a member of Lazard’s global healthcare investment banking group, based in New York. In this capacity, he executed over $85 billion in M&A transactions. Before joining Lazard he was a co-founder and President of The BALSA Group, a life sciences consulting group. Paul earned an MBA from Harvard Business School, where he was a Robert S. Kaplan Life Sciences Fellow, a Ph.D. in Neuroscience from Washington University, and a BSc in Biology and Chemistry from University of Waikato.

Kimberly Nearing, MS
Managing Director and Head of Life Sciences
Cedrus Investments

Kimberly Nearing is the Managing Director and Head of Life Sciences at the Cedrus Group, a global boutique investment firm. Kimberly has over 22 years of life sciences experience, including as a senior manager, investor, investment banker and consultant.

In her current role, at Cedrus, she leads and manages two investment banking groups, one in the firm’s headquarters in Hong Kong and the other in its Shanghai office. Previously, Kimberly has managed a late stage biotechnology venture capital fund in San Francisco Bay Area. She has also held various senior management positions at Amgen, Merck, and IBM Healthcare, also in the U.S. Her experience and networks in the life sciences industry are primarily in the U.S., Europe, and China.

Kimberly received a Master of Science (MSc) with Honors from Harvard University (having attended both the Harvard Business School and the Harvard T.H. Chan School of Public Health) and a Bachelor of Arts (BA) with Distinction from the University of Michigan in Economics and English. She splits her time between New York, Hong Kong, and Shanghai. Kimberly’s affiliations include Rostropovich-Vishnevskaya Foundation (board member); Sino-American Pharmaceutical Professional Association (member); and Women in BIO (member).

Wendy (Wenseng) Pan, JD, PhD
Partner
Sidley Austin LLP

“Wendy” Pan focuses on mergers and acquisitions, technology-based transactions and strategic partnerships, especially in the life sciences industry and in cross-border settings. Her client said that she “is an incredibly intelligent lawyer who finds solutions for her clients. She is very personable and responsive – very good to deal with. I recommend her highly. She is one of the few lawyers in China on whom I rely, she understands both the Chinese and US markets.” She is a leader of the firm’s life sciences and technology transactions in Asia. She is a frequent speaker on Chinese outbound M&As and cross-border life sciences transactions. She is an active figure in the US/China life sciences community and has been recognized as a “deal broker” by BioWorld Today.

She has advised private equity firms in leveraged buy-outs and has represented financial institutions, technology, media and telecoms (TMT), biopharmaceutical, manufacturing, publishing, electronics companies and retail chains in stock and/or cash acquisitions, mergers, tender offers and going-private
transactions. Wendy has advised on mergers and acquisitions transactions with an aggregate value over US$10 billion. She also represents VC firms and start-up and growth stage companies in venture capital and pre-IPO financings. Wendy represented BGI-Shenzhen in its acquisition of a US Nasdaq company, which is the first successful acquisition of a US public company by a Chinese company.

Wendy has advised life sciences companies and technology companies in structuring and negotiating complex IP-based transactions and other commercial arrangements. Her practice covers product and technology licensing, strategic partnerships and joint venture formations and research, product development and commercialization collaborations as well as mergers and acquisitions and private investments. As a former scientist and a registered U.S. patent attorney, Wendy possesses a unique set of skills for counseling her clients on intellectual property related issues in non-contentious settings.

11:50 am - 12:30 pm  **Fireside Chat Session II: Entrepreneurship**

**Session Moderator**
Jin Wang, PhD  
Event co-Chair  
Managing Partner/Founding Partner  
Jianxin Capital/Manhattan Capital Group

In late 90s, Dr. Jin Wang joined Paramount Capital, serviced as an Asia/Great China Regional Director, he also provided value-added service as a venture partner & executive for a portfolio company, PolaRx Biopharma. After that, he became a China Head for business & clinical development of a public company, Cell Therapeutic, Inc. In 2002, he returned to China, started his own VC firm, MCG Group and invested more than 20 biotech or healthcare related companies in China and US. He is a co-founder of SAPA. In his early research career, he worked for Worcester foundation and Roche Pharmaceutical. He obtained his BS from Zhejiang University and PhD in Biomedicine from WPI in the US.

**Session Facilitator**
Jack Wu, PhD  
Manager  
Commercial Partnerships  
ATCC

**Distinguished Panelists**

Michael Aberman, MD  
President and CEO  
Quentis Therapeutics

Michael Aberman, M.D. is currently the president and chief executive officer of Quentis Therapeutics, Inc., an early stage biotech company. Prior to joining Quentis, Dr. Aberman spent over seven years at Regeneron Pharmaceuticals as the Senior Vice President of Investor Relations and Strategy. In that role, Dr. Aberman was a member of the senior management team and was responsible for the investor relations, corporate communications, business development, and corporate strategy functions at Regeneron. Prior to joining Regeneron, Dr. Aberman spent six years as a Wall Street research analyst covering the biotechnology industry at Credit Suisse and Morgan Stanley. Before moving to Wall Street, Dr. Aberman was Director of Business Development at Antigenics, Inc., an oncology-focused biotechnology company. Dr. Aberman received B.A. from Cornell University ('93), his medical degree from the University of Toronto ('97), completed residency training at New York Presbyterian Hospital, and received an M.B.A. from The Wharton School of Business ('01).
Peter Donnelly, MS, MBA
Managing Director
Accelerate NY Seed Fund

Peter is the Managing Director of the Accelerate NY Seed Fund, a venture firm making early stage investments in science and engineering based startups. In parallel, Peter is the Director of Technology Commercialization at Stony Brook University, where he is broadly responsible for the identification, development, and commercialization of promising early stage technologies.

In prior roles, Peter led the innovation and product development consulting practice for Accenture in China and built and managed a very large internal innovation pipeline. Earlier, he led innovation development at Argonne National Laboratory and the University of Iowa, where he was also adjunct MBA faculty in innovation.

As an entrepreneur, he was CEO of an early-stage biotech firm that raised venture capital and grants totaling $20 million and which he successfully sold. Peter was also a co-founder and COO of a thin film startup company that raised $30 million in venture capital and reached $10M in revenue. The founders of over 50 startups have engaged him as a consultant.

Peter gained early professional development with Intel and The Boston Consulting Group. He has an MS in Biotechnology and MBA from the Johns Hopkins University.

Steven Ferguson, MBA, CLP
Special Advisor
NIH Office of Technology Transfer

Steven M. Ferguson currently serves as Special Advisor for Technology Transfer for the NIH Office of Technology Transfer where he has worked since 1990. The biomedical technology transfer program at NIH is one of the world’s largest with a portfolio that includes about 1300 active licenses, 400 of which report product sales in aggregate greater than $6B per year.

A former chemist at the National Cancer Institute and biotech industry product manager, Mr. Ferguson holds Master's Degrees in Business Administration (George Washington University) and Chemistry (University of Cincinnati) as well as a Bachelor's Degree in Chemistry (Case Western Reserve University).

A registered Patent Agent and a Certified Licensing Professional (CLP), Mr. Ferguson is faculty and Technology Transfer Department Chair at the Foundation for Advanced Education in the Sciences (FAES) Graduate School at NIH and the Biotechnology Industry Organization “BIO Boot Camp” along with being a former Executive-in-Residence at the Johns Hopkins University Cary Business School.

He has received the AUTM President’s Award (AUTM Band), the NIH Director’s Award, the FAES Instruction Award, three “Deal of Distinction” awards from the Licensing Executive Society, six Federal Laboratory Consortium Awards, and fifteen NIH Merit Awards in recognition of his service and activities in the area of technology transfer and education.
Norman Gray, PhD
Chairman
Vanessa Research, Inc.

Norman Gray is a senior biomedical scientist with 33+ years of experience of executive management across a wide range of healthcare disciplines. Gray holds twelve U.S. and international medical device and drug patents. In 1984, Gray founded and launched Gammahealth. Under Gray’s leadership, the company evolved from an incubator medical research and development organization to a multinational group of companies encompassing product development, manufacturing, distribution and sales worldwide. Gammahealth was eventually acquired in 2008.

Saini Vaibhav, PhD
Licensing Director (Life Sciences)
University of Connecticut

As Licensing Director for Life Sciences at the University of Connecticut, Vaibhav puts his passion for transforming life sciences research into products for public benefit. He is contributing toward 4 faculty start-ups in the areas of nanotechnology, therapeutics, medical devices, and animal health. He introduces faculty members at the university to non-dilutive and dilutive investment opportunities. He develops patenting, marketing, and licensing strategies. Prior to his role at the University of Connecticut, he worked at Harvard Medical School, where as an Instructor in Medicine he researched hormonal regulation of osteoporosis, alopecia, and hepatic steatosis. He participated in the Johns Hopkins University Carey Business School INNoVATE program. He was also an intern for a year at Partners HealthCare Innovation in Boston.

Chong Xu, PhD, MBA
Senior Associate
F-Prime Capital Partners

Chong is a Senior Associate at F-Prime Capital. He focuses primarily on biopharmaceutical and medical technology sectors and works closely with the Eight Roads Ventures Asia team to manage portfolio companies and new investment opportunities in China. Prior to joining F-Prime in 2015, Chong was an associate in McKinsey and Company’s Boston office, a hedge fund healthcare equity analyst with Massif Partners and Affirmed Healthcare, and a researcher focusing on developmental neurobiology at Temasek Life Sciences Laboratory in Singapore.

Chong holds a Ph.D. in Cell Biology from University of Virginia and a MBA from Darden School of Business, University of Virginia. He received his B.S. in biology from Zhejiang University, China. Our roots are in one of America’s great entrepreneurial success stories. Fidelity Investments was founded in 1946 and grew from a single mutual fund into one of the largest asset management firms in the world, with over $2 trillion in assets under management. For the last forty years, our venture capital group has had the privilege of backing other great entrepreneurs as they built ground-breaking companies in technology and life sciences, including Atari, MCI, ROLM Corp., Alibaba, Ironwood Pharmaceuticals, and Ultragenyx.

Today our funds are larger and more global, but our teams are still small and local. We stay true to our entrepreneurial roots. In the US and Europe, we are F-Prime Capital investing in healthcare (formerly Fidelity Biosciences) and in technology (formerly part of Devonshire Investors). In other geographies, our
sister fund is called Eight Roads (formerly Fidelity Growth Partners), with investment teams in London, Shanghai, Beijing, Hong Kong, Tokyo, and Mumbai. Together we bring a world of insight, domain expertise and relationships to support our entrepreneurs. Without the pressure of fundraising from outside investors, we focus all of our time finding and helping great entrepreneurs build important companies.

12:30 - 1:30 pm  **Lunch Network**

1:30 - 5:30 pm  **Pre-Scheduled Private 1:1 Meetings** (20 minutes)

*In parallel:*

1:30 - 5:30 pm  **Showcase and Roadshow Oral Presentations**

6:30 - 9:00 pm  **Dinner Reception** (by invitation only)

**Private 1:1 Meeting Coordinator**

**Jun (Stephen) Xue, MS**  
Event Co-Chair  
President  
ASNS NJ Consulting, LLC

Jun Xue is the President of ASNS NJ Consulting LLC, which provides expertise and service in the areas of statistical programming, and Clinical Data Interchange Standards Consortium (CDISC) standards needed for the clinical drug development. With over 15 years intensive pharmaceutical industry experience, Jun has worked for many major pharmaceutical companies, including Roche, Sanofi, BMS, Celgene, Galderma, Eli Lilly and Amicus. He has participated and supported several FDA NDA and European MAA submissions in various therapeutic areas, including immunology, oncology, dermatology, diabetes, and cardiovascular disease. Before coming to the USA, Jun was one of the first generation of Merck China employees, working in sales and marketing. Jun holds a Master of Science degree in Computer Science (minor in Statistics) from Montclair State University, and a bachelor degree in Biochemistry from Sichuan University.

**Showcase and Oral Presentation Facilitators**

**Li Chen, PhD Student**  
Department of Chemistry  
Princeton University

**Jiajun Mei, PhD**  
Senior Project Manager  
Aleon Pharma International
Xiaojiao Xue, PhD
Scientist II
PTC Therapeutics

Le Zhan, PhD
Research Associate III
Rutgers Cancer Institute of New Jersey

Jansen Wang, PhD
Senior Formulation Scientist
NAL Pharma

Le Zhan, PhD
Research Associate III
Rutgers Cancer Institute of New Jersey

Additional Judges and Investors

Yubo Bao
Co-founder, BIX Capital
Senior Partner, MSQ Ventures

Yubo Bao is an entrepreneur and investment banking professional. Yubo is currently the co-founder of BIX Capital, an investment banking advisory firm based in New York with a focus on technology, healthcare, and energy investment, where he manages the execution effort and buy-side clients. Yubo recently served as a partner for Alpinne Capital Advisors, a NY based placement agent and institutional advisory firm and MSQ Ventures, a boutique investment bank that specializes in China-US M&A advisory. Prior to that, Yubo has worked at JP Morgan’s capital market group and the family office of Michael Bloomberg in New York. Before that Yubo has worked in technology venture investment and has co-founded two internet based technology start-ups. Yubo received B.A. from Connecticut College.

Mike Guo, PhD, CFA
Senior Associate
OrbiMed Advisors

Dr. Mike Guo is a Senior Associate at OrbiMed Advisors venture capital / private equity team. OrbiMed has been investing globally for over 20 years across the healthcare industry. The firm manages over $14 billion across public and private company investments worldwide. Prior to joining OrbiMed, Dr. Guo worked at SunTrust Robinson Humphrey’s biotechnology equity research team and as a management consultant at Scientia Advisors. Dr. Guo received a Ph.D. in Biochemistry from Boston University and a B.S. from Wuhan University.
Nicholas Hemmerly
Director
Life Science Investment
PwC

Nick is a member of the PwC Corporate Finance Team focusing on Mergers & Acquisitions in the Life Sciences space with a focus on Specialty and Generic Pharmaceuticals as well as Healthcare Consumer Products and Contract Manufacturing. Nick also works with Biopharmaceutical companies to both divest assets and also to develop new proprietary ideas for acquisitions leveraging PwC’s global network and origination platform.

Nick has over 10 years of investment banking experience having advised over 70 transactions and executed over $20 billion in transaction value, predominately across the Healthcare sector. Prior to joining PwC CF, Nick worked at Jefferies LLC, as a Vice President focused on executing M&A and financing transactions within the pharmaceutical and life sciences sectors. Prior experience includes investment banking roles in JPMorgan’s Healthcare Group as well as JMP Securities Healthcare Group. Nick began his investment banking career as an analyst with Wachovia Securities. Nick graduated with honors from the College of Charleston with a B.S in economics. Nicholas holds Series 7 and 63 licenses.

Yang Huang, PhD
Senior Associate
Citi’s biotech equity

Dr. Yang Huang is a senior associate at Citi’s biotech equity research team. He and his team cover ~20 US small to mid cap biotech stocks, with therapeutics areas across cancers, infectious diseases, cardiovascular diseases, rare diseases and others. Before Citi, he worked at RBC and Oppenheimer in equity research. Before that, he worked in healthcare consulting at Enrich Consulting and computational biology research at NIH. He got his PhD from Rutgers.

Joanne Jiang, PhD, MBA
CEO, Founder Partner
ReINNO

Dr Jiang and her team established several investment deals into US and EU medical device and biotech companies in the past three years, successfully registered and launched innovative products into Asia and China market.

Dr. Jiang previously worked for Sanofi, Bayer and Daiichi Sankyo, with 13 years of pharmaceutical management experience. She led the global development team on new drug development and delivered NDA filing at FDA, EMEA, China and Japan, as well as new drug launch and marketing. Dr. Jiang also has working knowledge of building and managing high performing project teams that deliver breakthrough results. Dr Jiang was previously Co-founder, Chief Business Officer, for the largest international clinical research organization in China: Fountain Medical Development (FMD). FMD has successfully conducted over 60 medical devices and new drug clinical trials in China since 2007.

Dr. Jiang holds a PhD in pharmacology and toxicology from Indiana University Medical Center, and an MBA from University of Michigan Dearborn. Dr. Jiang has been invited to present at numerous and drug development conferences nationally and internationally.
Derrick Li
Managing Director
Healthcare Investment Banking
B. Riley FBR

Mr. Li is a Managing Director in the healthcare investment banking group at B. Riley FBR, helping to lead the capital markets and private placements practice and primarily focusing on leading the China Market Access Advisory practice. Mr. Li led the planning of the Inaugural China Healthcare Investment & Partnering Symposium, held in March 2018 in Hangzhou, China where 65 Western healthcare firms met with over 1,000 Chinese strategic partners and investors. Prior to joining B. Riley FBR, Mr. Li was a Co-Founder and Partner at TPP Healthcare specializing in business development consultancy for market access between Chinese and Western healthcare institutions. Mr. Li was responsible for building TPP's core operations in North America and led the entire business development team close multiple high profile partnerships. Mr. Li speaks at numerous healthcare conferences including BioTech Showcase, AdvaMed and other conferences, advocating for more collaboration between Chinese and US/European healthcare firms.

Mr. Li also co-founded Admissions Formula, which provides college application and financial aid strategy advisory to Asian-American, first-generation college applicants. Since their founding in 2012, they have assisted over 300 students in gaining acceptance to schools such as Harvard, Princeton, Stanford, MIT, CalTech among other top tier colleges. Mr. Li also co-founded SinoBeer Distribution, which specializes in distributing American and European craft beer in China. They currently distribute high quality beers like Evil Twin and Thornbridge in major Chinese markets including Shanghai and Beijing.

Mr. Li started his career as an Equity Research Analyst for the Royce Funds, a subsidiary of Legg Mason, and is a graduate of Villanova University with dual degrees in Finance and Accounting.

Mark Tang, PhD, MPH
Managing Director
Good Health Capital

Mark Tang is a managing director of Good Health Capital, a healthcare private equity firm with offices in Asia and New York. Mark has over two decades of experience in the field of biotechnology as an entrepreneur, educator, advisor and investor. He was formerly a research associate at Rockefeller University, an investment banker and a biotech director at Rutgers Business School. Mark holds several degrees including an MPH from Harvard.

John Wang, PhD, DVM, MBA
Director, Corporate Development
Merck

John Wang is currently a Director of Corporate Development at Merck & Co. Before joining the Corporate Development team, John has worked as a Director of Business Development & Licensing at MRL where he led a great number of due diligence teams to conduct in-depth evaluation of licensing opportunities in multiple therapeutic areas including immunology/inflammation, oncology and infectious diseases. Before joining Merck, John had worked at Sanofi in the External Innovation and Business Development team to conduct search/evaluation, due diligence, negotiation and alliance management of external licensing opportunities in multiple therapeutic areas including neuroscience, immunology/inflammation, and infectious diseases. John started his pharmaceutical career with Wyeth/Pfizer as a principal scientist in neuroscience, cardiovascular/metabolic disease and Women’s Health.
# Showcase presentation

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<td>S1</td>
<td>Vancouver Biotech</td>
<td>1989</td>
<td>BC, Canada</td>
<td>Cancer Therapy with CAR-T Cell Constructs of RP215 and GHR106 Monoclonal Antibodies</td>
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<td>S2</td>
<td>Affinano</td>
<td>2017</td>
<td>MD</td>
<td>A platform technology for fragment-based drug discovery</td>
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<td>S3</td>
<td>Nestnn</td>
<td>2018</td>
<td>NJ</td>
<td>Developing the next generation of machine learning technologies</td>
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<td>S4</td>
<td>Hopstem Biotech</td>
<td>2018</td>
<td>MD</td>
<td>Human induced Pluripotent Stem Cell (hiPSC) for Neural diseases</td>
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<td>S5</td>
<td>BioPharm Solutions</td>
<td>2003</td>
<td>NJ and Shanghai</td>
<td>Advanced dosage forms of biological medicines for diabetes therapy</td>
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<td>S6</td>
<td>Protheragen</td>
<td>2009</td>
<td>NY</td>
<td>Mitochondria-Targeting Therapeutics for Treatment of Type 2 Diabetes, NASH, and Cancer</td>
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<tr>
<td>S7</td>
<td>Diagnostic Photonics</td>
<td>2009</td>
<td>IL</td>
<td>Foresee™ Imaging System</td>
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<td>S8</td>
<td>PiRNAgen Therapeutics</td>
<td>2018</td>
<td>CT</td>
<td>piRNA-based Therapeutics for Liver Cancer</td>
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<tr>
<td>S9</td>
<td>Strategic pacing system</td>
<td>2010</td>
<td>NJ</td>
<td>Innovative Cardiovascular Products</td>
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# Roadshow presentation (with Q&A session)

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<td>R1</td>
<td>Natrogen Therapeutics</td>
<td>2002</td>
<td>NY</td>
<td>Treat multiple autoimmune/inflammatory diseases</td>
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<td>R2</td>
<td>DeckTherapeutics</td>
<td>2016</td>
<td>NY</td>
<td>Omega-3 diglyceride emulsion</td>
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<td>R3</td>
<td>Teclison</td>
<td>2013</td>
<td>NJ</td>
<td>A first-in-class new therapy for liver cancer</td>
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<td>R4</td>
<td>Propagenix</td>
<td>2014</td>
<td>MD</td>
<td>Advanced Tissue Engineered Skin Substitute “chassis”</td>
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<tr>
<td>R5</td>
<td>Thetis Pharmaceuticals LLC</td>
<td>2011</td>
<td>CT</td>
<td>Autoimmune disease - IBD</td>
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<tr>
<td>R6</td>
<td>Jupiter Orphan Therapeutics</td>
<td>2015</td>
<td>FL</td>
<td>A unique platform product, JOTROL</td>
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<tr>
<td>R7</td>
<td>Immunicom Inc.</td>
<td>2013</td>
<td>CA</td>
<td>Disease Fighting Plasma Filtering Platform Technology</td>
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<td>R8</td>
<td>CombiPhos Pharmaceutics</td>
<td>2001</td>
<td>NJ</td>
<td>Deuterium Drug，氚代药</td>
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<td>R9</td>
<td>Avelas Biosciences</td>
<td>2008</td>
<td>CA</td>
<td>fluorescence labeling tumor cells and tissues</td>
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<td>R10</td>
<td>Avotres</td>
<td>2016</td>
<td>NYC</td>
<td>Breakthrough clinical stage immuno-cell therapy and novel immune-oncology antibody drug development</td>
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For questions and inquiries: please email roadshow.sapa@gmail.com
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<td>6J Biotechnology</td>
<td>2017</td>
<td>HongKong, China</td>
<td>Developing anti-metastasis drugs based on vesicle trafficking or autophagy processes</td>
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<td>P2</td>
<td>AI Molecules</td>
<td>NA</td>
<td>NJ</td>
<td>Artificial Intelligent with Small molecules in big data</td>
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<td>P3</td>
<td>Azure8</td>
<td>2014</td>
<td>Boston</td>
<td>Product: QuickSEAL</td>
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<tr>
<td>P4</td>
<td>BeyondSpring</td>
<td>2014</td>
<td>NY</td>
<td>Small-molecule IO therapies</td>
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<td>P5</td>
<td>BioPegasus</td>
<td>2006</td>
<td>PA</td>
<td>Applications of an Innovative Lambda Phage cDNA Expression Library Technology in Novel Therapeutic and Diagnostic Development</td>
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<tr>
<td>P6</td>
<td>Gemphire Therapeutics</td>
<td>N/A</td>
<td>MI</td>
<td>Advancing cardiovascular and NASH opportunities</td>
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<td>P7</td>
<td>GI Biopharma</td>
<td>2014</td>
<td>NJ</td>
<td>Impaired Deactivation of Digestive Proteases Due to Decrease in Gut Microbiota as Target for Treatment and Prevention of IBD and Other Diseases</td>
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<td>P8</td>
<td>NeuForm Pharmaceuticals</td>
<td>2014</td>
<td>Great Boston</td>
<td>NP-101 has better therapeutical window than Osimertinib</td>
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<td>P9</td>
<td>Olive Health Tech</td>
<td>2017</td>
<td>DE</td>
<td>Personalized virtual psychotherapy driven by individual’s real-time biometric data</td>
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<td>P10</td>
<td>OriMAbs</td>
<td>2015</td>
<td>DE</td>
<td>Discovery and development of therapeutic human antibodies using novel platforms</td>
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<td>P11</td>
<td>Overseas Pharmaceutical</td>
<td>2011</td>
<td>China</td>
<td>Applying novel proprietary controlled release platform technologies to develop next generation products</td>
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<tr>
<td>P12</td>
<td>Riva BioTarget Inc</td>
<td>2018</td>
<td>DE</td>
<td>current program exploits proprietary technology to diagnose prostate cancer using liquid and/or surgical biopsy tests.</td>
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<td>P13</td>
<td>Sveikatal</td>
<td>2014</td>
<td>NYC</td>
<td>Novel Therapy for Head and Neck Cancer/Oral Cancer</td>
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<tr>
<td>P14</td>
<td>TCONNEX</td>
<td>2001</td>
<td>VA</td>
<td>innovPV system</td>
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Since the founding of our company in 2004, our integrated services across biology, chemistry and preclinical services are uniquely designed to help clients developing their research and discovery programs from the initial idea stage to the IND filing phase.

Our headquarters is located in Zhangjiang High-Tech Park in Shanghai, China, with an additional facility in Chuansha Economic Park, Shanghai, China. We occupy over 300,000 sq. ft. in lab space and have over 800 employees cross biology, chemistry and preclinical research. Over 50% of our employees have M.S. and Ph. D., over 10% of them have foreign education and/or working experiences.

Medicilon has been recognized as one of the top drug discovery contract research organizations (CRO) in China and is managed by a team of scientists with a wealth of experience in US-based pharmaceutical and biotechnology companies. As our areas of expertise and service capabilities continue to expand, more and more pharmaceutical and biotechnology companies have taken advantage of our integrated drug discovery and development services.
第二届“红船杯”嘉兴全球创业创新大赛
启动仪式

2018年4月 中国 • 嘉兴

第二届“红船杯”嘉兴全球创业创新大赛纽约赛区火热报名中

2018“红船杯”嘉兴全球创业创新大赛即将拉开序幕，面向全球招募精英创业人才，全球富有梦想的“创客”们，赶紧报名吧！纽约赛区比赛将于7月28日在纽约曼哈顿举行。

创业大赛时间：7月28日，10AM-5PM
地点：纽约大学Hall Faymarie 301 East 17 St., New York, NY 10003

社交晚宴 6:30-9:30PM 夏茉餐厅 216 East 49 street. New York, NY 10017

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• To promote scientific exchange and business cooperation between US and China
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