

**Shanghai**  
**Beijing**  
**Suzhou**

**China Life Sciences Business Mission**

1 June – 5 June 2009

business mission brochure



**DN Venture Partners LLP**

## **LIFE SCIENCES BUSINESS MISSION TO CHINA**

1 June to 5 June 2009

*The rising costs of R&D, coupled with low research productivity and thinning margins, are forcing companies in the pharmaceutical and biotech industry to re-look their fundamental research and business approach. Increasingly, large pharmaceutical companies look to outsource parts of their research, clinical development and manufacturing activities to countries such as China, India and Singapore in order to lower costs and save time. Amidst the current global economic turmoil, tapping on the research and manufacturing capabilities of these lower-costs countries is an option that pharmaceutical and biotech companies cannot afford to overlook.*

*Is your company looking to improve its R&D productivity and shorten the time-to-market of its products? Is it exploring research or manufacturing outsourcing options in China? Are you charged with setting up a research partnership or a new manufacturing operation in China? To improve the chance of success, you will need accurate first hand information, a good working knowledge of the operating environment in China and a strong network of contacts. Our China Life Sciences Business Mission is here to assist you!*

DN Venture Partners has been conducting business missions to Asia since 2005, helping top executives and investors from life sciences industry gain a broad perspective and in-depth understanding of the sector in Asia. More importantly, we have been helping these organisations establish critical links to the regional life sciences industry. Now, we are organising our 2nd China Biotech Business Mission with the aim of helping participants that are looking to tap into the country's research and manufacturing capabilities gain a working knowledge of setting up a presence in China and establishing a valuable network of contacts within the local industry.

The mission builds upon our earlier mission in 2008 when participants from top pharma companies met with close to thirty companies, industry organisations and government bodies in the pharmaceutical and biotech sectors in Shanghai, Beijing and Suzhou over a period of 5 days. The participants also visited the Zhangjiang Hi-tech Park in Shanghai, the Zhongguanchun Biomedical Park in Beijing and the BioBay in Suzhou. The participants also met with the senior management of leading local companies including Wuxi Pharmatech, Sundia and Pharmaron, as well as multinational companies such as Eli Lilly and MDS Pharma. The upcoming mission will be organised in conjunction with the Biotech China 2009 ([www.biotech-china.com](http://www.biotech-china.com)) trade fair taking place from 1 June to 3 June in Shanghai, giving participants even greater exposure to the pharmaceutical and biotech scene in China.

Participating in this mission is a cost and time effective way to rapidly build up essential knowledge and relevant connections within the pharmaceutical and biotech sector in China. If your company is considering establishing its presence or expanding its activities in China, do your preparatory work by joining us in Shanghai this June!



**DN Venture Partners LLP**

## About the Organiser

DN Venture Partners, a Germany/Singapore-based business consultancy, is organising this private mission. We are offering a highly customized visit programme:

Dates/Venue:	1 June 2009 to 5 June 2009 1-2 June, Shanghai 3 June, Shanghai/Suzhou 4-5 June, Beijing
Objectives:	<p>To gain first-hand information from senior executives of China-based pharmaceutical and biotech companies and develop a working knowledge on the industry in China.</p> <p>To meet with government officials, representatives of local biotech organisations, service providers and potential business partners so as to establish a strong local network.</p>
Participants:	Senior executives and managers from pharmaceutical and biotech companies who are responsible for establishing manufacturing, R&D and business activities for their companies in China.



**DN Venture Partners LLP**

Tentative Schedule:

DATE	CITY	REMARKS
31 May	Shanghai	Arrival in Shanghai Programme briefing
1 June	Shanghai	Biotech China Trade Fair
2 June	Shanghai	Shanghai programme
3 June	Suzhou	Suzhou programme
4-5 June	Beijing	Beijing programme

Tentative Programme:

*Shanghai*

Attend the Biotech China trade fair

Meetings with government agencies, including representatives from:

- Shanghai Investment Promotion Bureau
- State Food and Drug Administration

Meetings with Shanghai-based pharma/biotech companies

Meetings with industry consultants (e.g. intellectual property)

Tour of Pudong Zhangjiang (the “Drug Valley”)

*Suzhou*

Meetings with government agencies, including representatives from:

- Suzhou Industrial Park Administrative Committee
- Suzhou Investment Promotion Bureau

Meetings with Suzhou-based pharma/ biotech companies

Tour of Suzhou Industrial Park and Bio-Bay

*Beijing*

Meetings with government agencies, including representatives from:

- Beijing Economic and Technological Development Area
- Zhongguancun Science Park
- Beijing Investment Promotion Bureau

Meetings with Beijing-based pharma/biotech companies

Meetings with industry consultants

The 5-day visit programme will include meetings with a selected number of companies, research institutes and government agencies in the Shanghai, Suzhou and Beijing. The tentative plan is to arrange for the participants to meet with organisations including:

- Administrative agency for the Zhangjiang Hi-Tech Park (Shanghai)
- Representatives from the Beijing Development Area (Beijing)
- Administrative agency for the Suzhou Industrial Park (Suzhou)
- National level research institutes (Shanghai and Beijing)
- Leading Chinese contract research organisations (Shanghai and Beijing)
- Leading Chinese contract manufacturing organisations (Shanghai and Beijing)
- Innovative Chinese biotech startup companies (Shanghai, Beijing and Suzhou)
- Foreign MNC with major operations in China (Shanghai, Beijing and Suzhou)

Cost: 6,500 EUR per participant (packages for group attendance will be priced individually)

Price includes:

- (a) 4 stars accommodation in China
- (b) economy airfare within China
- (c) ground transport
- (d) most meals
- (e) programme costs and briefing materials
- (f) other common expenses e.g. gifts, networking functions, etc.

Participants should anticipate limited additional expenses such as meals not listed on the itinerary and individual hotel incidentals. Those delegates requesting individual appointments as part of the mission may incur additional expenses for assistance by local organisations. Business class airfare, double-room occupancy, and spouse rates are available upon request.

The start point of the mission is Shanghai and the end point of the mission is Beijing. Please note that price does not include two-way airfare from your home country to China. If you need our assistance in making special travel arrangements, please contact us directly via email or phone.



**DN Venture Partners LLP**

**Registration:** Registration for this mission is due by 24 April 2009. Decisions will be made on 24 April 2009 regarding the content of the programme and if needed, the viability of the mission based on the number of confirmed participants at that time. DN Venture Partners LLP reserves the right to cancel the mission if there is insufficient number of participants. In such a situation, participants who have signed up and paid will be given a full refund of the amount paid.

To register for the mission, please complete the attached Mission Registration Form and send it along with a deposit payment of 700 EUR by 24 April 2009. After receiving your deposit, DN Venture Partners LLP will provide you with a draft itinerary, company profile and interest forms, and other necessary materials. An invoice for the remaining balance will be mailed or faxed shortly thereafter.

**KEY DATES FOR REGISTRATION:**

Friday, April 24, 2009  
Registration deposit of 700 EUR is due.

Friday, May 8, 2009  
Full payment is due.

**Refund/Cancellation:** DN Venture Partners must receive in writing all cancellations.

**KEY DATES FOR REFUNDS & CANCELLATIONS:**

Friday, May 8, 2009  
Cancellations made before this date will receive full refund.

Saturday, May 9 - onward  
Cancellations are subject to a 700 EUR penalty.

**Participation:** DN Venture Partners will be working with the various government agencies in China to arrange business meetings, events and briefings for your company. It will be greatly appreciated if all participants of this business mission be present at official networking receptions and briefings, and attend all business appointments made for the company.

**About DN Venture Partners**

DN Venture Partners is a strategic market research and business consulting company specializing in the Asia-Pacific region. We offer customized, comprehensive business intelligence for companies looking to develop their business in Asia. With our experience and in-depth knowledge of Asia, we help our clients grow their businesses here.

For more information about us, please visit [www.dn-venture.com](http://www.dn-venture.com)

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**DELEGATE REGISTRATION FORM**

*(Please complete and return to DN Venture Partners with 700 EUR deposit by 24 April 2009)*

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Name & Title: \_\_\_\_\_

Company/Organisation: \_\_\_\_\_

Nature of Business: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Form of Payment:    Cheque ☐    Telegraphic Transfer ☐

**Disclaimer**

I acknowledge that DN Venture Partners LLP accepts no liability for any loss or damage suffered by any individual or company arising from or in any way connected with acts, incidents and occurrences happening in the lead up to, on or after the mission whether such acts, omissions, incidents and occurrences occur in countries visited or at any points in between. I hereby hold harmless DN Venture Partners LLP and its officers in respect to any claim which I may have arising in any way from my registration or participation of the mission.

DN Venture Partners LLP reserves the right to make changes to the visit programme at any time. DN Venture Partners LLP makes no representation that any meetings or events arranged by or on behalf of DN Venture Partners LLP are guaranteed to take place. Participants understand that no compensation will be given if such changes are made.

Participants are reminded that they should take out travel and other insurances that they may deem necessary to cover them for any accident, ill health, loss or damage which may occur during the mission.

I acknowledge that I am aware of the participant obligations as stated above and in the mission brochure and that this registration form is accurate and complete.

Name:

Signature:

Date:



**DN Venture Partners LLP**

Please return completed form by any of the following ways:

email: [marvin@dn-venture.com](mailto:marvin@dn-venture.com)

fax: +65-6777-9363

mail: DN Venture Partners LLP  
30 Raffles Place, #23-00 Chevron House  
Singapore 048622

Deposit of 700 EUR can be made in any of the following manner:

Cheque

Please send cheque to the above mailing address and make it to "DN Venture Partners LLP".

Telegraphic Transfer of EUR funds

Please provide the following information to your bank:

Pay to: Commerzbank, A.G., Frankfurt  
SWIFT address: COBADEFF

For account of: DBS Bank Ltd, Singapore  
SWIFT address: DBSSSGSG  
Account Number: 400884345000

Favouring: account number 063-900384-5

Beneficiary name: DN Venture Partners LLP

DN Venture Partners can help you to achieve your commercial objectives, including contacts and market information. Good preparation is essential to make the most out of your participation and the valuable time and money you plan to invest in it. Please consider carefully whether you need any help. For further information, please contact:

Asia: Mr Marvin Ng at +65 9684 2133 or by email at [marvin@dn-venture.com](mailto:marvin@dn-venture.com)

Europe: Dipl.-Kfm. Pierre M. Dubourg at +49 (0) 151 1271 2995 or by email at [dubourg@dn-venture.com](mailto:dubourg@dn-venture.com)





# DN Venture Partners

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