

ABOUT your Partner

DN Venture Partners is a specialist business development consulting firm set up in 2001 with the specific mandate to help life sciences companies expand their business and R&D activities in Asia and Europe. We provide a full range of support services from initial strategy development to operational implementation.

Over the years, we have helped life sciences companies, ranging from small start-ups trying to raise funds to MNCs trying to establish greenfield operations in Asia. Our clients include companies such as Crucell, Edwards Lifesciences, Lundbeck, Merck KGa, Sanofi-Aventis and Serono EMD, to name a few.

DN Venture Partners also work closely with government agencies of countries such as China, Ireland and Thailand to promote their life sciences industry to the global community.

MARVIN NG Director, DNVP

Marvin Ng been involved in the life sciences industry in Asia since the late 1990s. He was with the Singapore Economic Development Board where he was responsible for investment promotion of European pharmaceutical and medical technology companies. Since setting up DN Venture Partners, he has consulted for prominent international pharmaceutical and medical technology companies as well as regional government organisations.

Aside from his consulting work, Marvin also co-publishes the Singapore Biotech Guide (www.biotechsingapore.com) and the Singapore Medical Engineering and Technology Guide. He is also the editor of the Thailand Biotech Guide (www.biotechthailand.com) since 2006.

Contact Information

in Singapore:
DN Venture Partners LLP
30 Raffles Place
#23-00 Chevron House
Singapore 048622
Tel: +65 6233 6899
Fax: +65 6233 6800
Email: info@dn-venture.com

in Germany:
DNVP (Germany) LLP
c/o Mr. Pierre M. Dubourg
Schlosstr. 47
D-66953 Pirmasens
Tel: +49 (0)151 1271 2995
Fax: +49 (0)151 13 1271 2995

URL: www.DN-Venture.com

Expanding your business to Asia?



**DN Venture Partners can
help you take the first step.**

Company Representation

Business Development

Manufacturing Outsourcing

Research Partnering

Foreign Direct Investments

Company Representation

TAPPING INTO ASIA'S EMERGING MARKETS

To remain competitive and capture long term opportunities within the industry, life sciences companies are increasingly seeking out new clients in the emerging markets of Asia. At the same time, they are leveraging upon the lower cost manufacturing and R&D capabilities in these countries to complement their existing operations.

SINGAPORE – YOUR REGIONAL HQ

We have chosen Singapore as the regional base from where we serve our clients' customers. Singapore is the ideal location because geographically, it is the centre of the life sciences business activities in Asia, allowing us to access markets as far as Australia, China and Japan within a 6 hours flight radius. Furthermore, given its superb infrastructure, business friendly environment and strong rule of law, it is well suited as a base of operations for Western companies that are new to the cultures and dynamics of businesses in Asia.

AN IDEAL PLATFORM – A REP OFFICE

We will help you register and set up a "representative office" in Singapore. In Singapore, a representative office is treated as an extension of your company and not a separate business entity. Although it does not have a legal status, a representative office can engage in activities such as business development, market research, promotions, liaising, or oversee your company's agents and distributors in the region.

A representative office is a quick, cost-effective and efficient way for your company to set up a presence in Asia. It is an ideal choice if you are considering expanding into the region and need to administer or coordinate your business activities while testing the market and preparing to establish a full fledged operation.

If you have any questions regarding the nature of the representative office, we will be happy to provide you with more information. Please contact Mr Marvin Ng at marvin@dn-venture.com

Scope of Services

We offer two representation service packages that can be customised to your company's unique needs and requirements:

CONTACT POINT™

With the Contact Point™ package, we will help your company create a physical presence in Asia. We will attend to enquiries from interested partners and potential clients on your behalf and direct relevant leads back to you. We will support you in the following manner:

- Registration of Representative Office
- Office Address in the Business District
- Secretarial Services
- Management of Enquiries
- Listing in Life Science Trade Directories in Asia
- Notification of Relevant Events/Exhibitions

COST: 500 EUR per month

ACTIVE BUSINESS DEVELOPER™

The Active Business Developer™ package provides great flexibility to companies looking to quickly ramp up business development activities in Asia. In addition to the support outlined in the Contact Point™ package, we will assist you in the following manner:

- Business Development Planning and Execution
- Regular Update of Useful Contacts and Leads
- Establishing Contact with Potential Clients/Partners
- Representation at Regional Events/Exhibitions
- Raising Company Awareness through PR Activities

COST: 1,800 EUR per month plus associated costs*

*Expenses such as traveling expenses (e.g. airfare and accommodation), exhibition/conference fees, costs of research reports, 3rd party consultant fees (e.g. public relations), etc., will be charged separately to the client.

Other Services

Aside from our representation packages, DN Venture Partners also provide a full suite of business development support services to life sciences companies in Asia and Europe. These include:

Business Strategy Development

Business Plan Development

Business Development & Licensing

Scientific and Technical Evaluation *

Regulatory Affairs *

Intellectual Property Advisory *

Partnering Opportunities

Strategic Alliances

M&A Transaction Support

Fund Raising

Market Assessment

Competitive Intelligence

Interim Management

Agency for Pharma/Biotech/Medtech Products*

*in collaboration with partners and associates

