

# Company Presentation (Pitch & Match)

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Connect with Chinese Pharma and Investors

**CHINA FOCUS@BWB**

September 10, 2019

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# China Focus 2019 ~ 2020



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# Vision from Cross-border Leaders

(selected speakers from previous China Focus events)



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Solebury Trout



Katherine Andersen  
Head of U.S. Life Science  
& Healthcare  
Relationship Banking,  
Silicon Valley Bank



Cynthia Cai,  
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Yuanhua Ding  
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Herwig Janssen  
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Scott Liu  
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Hear the latest regulation reform, industry landscape  
in China and cross-border collaboration opportunities



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# Participating Chinese companies

(selected companies from previous China Focus events)



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# Participating Investors

(selected investors from previous China Focus events)



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# Company Presentation

**Pitch & Match: on-target partnering for efficient business development**



## Company Presentation (Pitch & Match)

**\$3000** – includes presentation, immediate partnering, partnering consultation and one registration

Public and private companies that are seeking investment, licensing and commercializing partners in China are invited to join the Pitch & Match

Presenting companies will receive

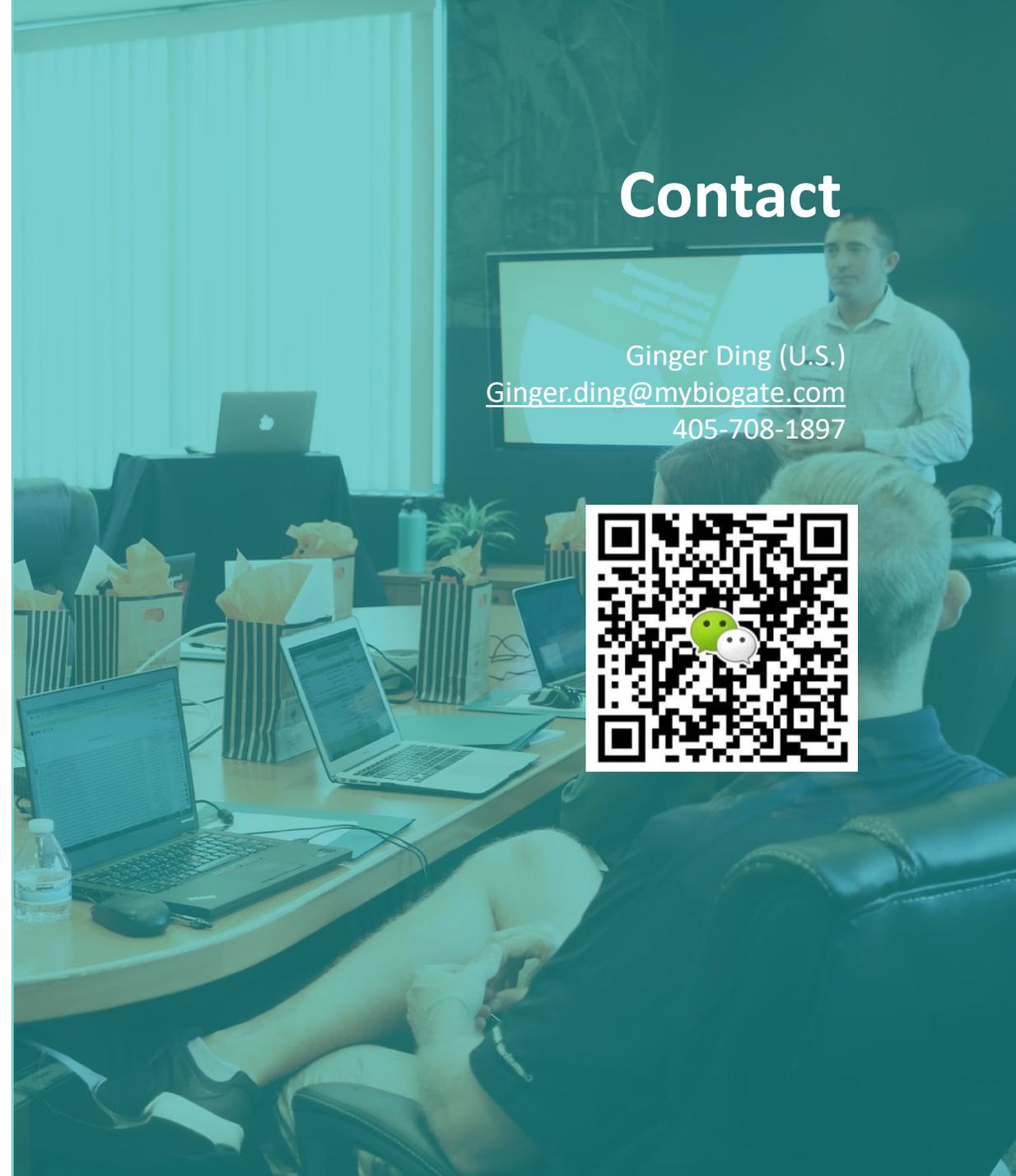
- Free consultation on 1-on-1 partnering
- Receive a list of featured audience and their partnering demand prior to the event day
- Pre-conference promotion to all conference attendees
- 8-min PowerPoint presentation during the conference
- Immediate follow-up meetings through on-target partnering

[Request Audience List](#)

[Apply to Present](#)

## Contact

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405-708-1897





# About Pitch & Match

Through Pitch & Match, we provide our investors and presenting companies the opportunity to know each other before event day, get engaged through presentation and Q&A and arrange immediate follow up meetings.

## Presentation Companies Can

- Meet pre-vetted decision makers from top Chinese pharma and investment firms
- Know your audience prior to the pitch
- Maximized your company visibility through pre-conference promotion
- Schedule Immediate follow-up meetings through on-target partnering





# Featured Audience

## Hengrui Pharmaceuticals



**Description:** A leading biopharmaceutical company based in China with annual sales of \$2.2 billion in 2017 and a market cap of \$31 billion.

**Recent Deal:** Mycovia and Hengrui Medicine have signed an agreement to develop and commercialise the former's investigational drug, VT-1161 for RVVC

**Interests:** oncology, autoimmune, metabolic and CV

## Fosun Pharma



**Description:** Established innovative chemical drugs platform, biologics platform, high-value generic drugs platform and cell-therapy platform.

**Recent Deal:** Revance Therapeutics grants Fosun exclusive Chinese rights to RT002.

**Interests:** oncology, cardiovascular disease, CNS, liver disease, medical device

## Luye Pharma



**Description:** Luye Pharma is an international pharmaceutical company with a robust pipeline of 40 drug candidates in China and more than 10 drug candidates overseas.

**Recent Deal:** Luye Pharma and PharmaMar Sign Licensing Agreement for the Development and Commercialization of Zepsyre® in China.

**Interests:** Oncology, CNS, CV, diabetes, digestive disease and metabolic diseases

## CSPC Pharmaceuticals



**Description:** CSPC was recognized as the top brand for its compliance culture, ethical business and innovation

**Recent Deal:** Verastem grants CSPC exclusive rights to develop and commercialize the cancer drug Copiktra duvelisib in China.

**Interests:** Oncology, CV, Autoimmune

## Salubris Pharmaceuticals



**Description:** Salubris is a globally integrated pharmaceutical group dedicated to the research, development, manufacture, marketing, distribution.

**Recent Deal:** Viracta Therapeutics Inc. granted Salubris exclusive rights to develop and sell its virus-related cancer therapy nanatinostat/valganciclovir in the great China.

**Interests:** Oncology, CV and metabolic diseases

## Huadong Medicine



**Description:** A fully integrated pharmaceutical company focused on discovery, development, manufacturing and commercialization of medicines, with annual revenue of 4.5 billion USD.

**Recent Deal:** Huadong Medicine Co Ltd. Gains Access to Sinclair Pharma's Highly Differentiated Aesthetics Products to Expand Business Beyond China into United States and Other Markets

**Interests:** Diabetes, Aesthetics, autoimmune disease, digestive disease, CV, oncology, and infectious disease.

IF YOU ARE LOOKING FOR



## Who Should Apply



### Investment

Angel and Seed  
Venture Capital



### Licensing

Giving the right to market a  
drug in the China market



### Co-Development

Co-developing drugs by  
receiving financial and  
research support



### Others

Distribution Deal  
M&A  
Joint Venture  
Asset Sales  
Contract Sales/Marketing/Manufacturing

# Testimonial

I attended and presented my company at the Pitch&Match session conducted by MyBioGate at the JPM week in SF. In all the decades that I have been involved in partnering and fund-raising, I must say that the private pitch session was the most efficient and productive 8 minute presentation I have ever made, due in large part to how Ginger and her associates at MyBioGate executed this program. I also saw how this program worked for many other CEOs, in obtaining instant meetings with investors and medical company executives. Amazing! For me, this meeting and the associated networking enabled me to meet and talk with Starlink Capital, JITRI, PHARSCIN PHARMA, Cedrus Group, Accent, ANLONG, LIVZON, LILLY, BAYER, PFIZER, AISLING, KATAI CAPITAL, CELLO HEALTH, SHENZHEN SHIYU INVESTMENT, QILU PHARMA and BUTTON CAPITAL. A great meeting and MyBioGate team effort to be sure!



Lonnie Bookbinder  
CEO ARIZ Precision Medicine

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Realize The Power of Partnership With China



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