

2019 Chinese-American BioMedical Association

# Investment and Entrepreneurship Symposium

- Investment of Pharma Companies in Novel Technologies
- CABA Entrepreneurs' Stories
- All Things Considered about Establishing and Growing the Business
- Cross-border Investment and Healthcare
- Rapid Fire Roadshow of Biotech Start-Ups or Panel Discussions by Venture Investors



Sep 28, 2019  
Boston Marriott Newton  
2345 Commonwealth Avenue  
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CABA IE 2019

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CABA IE 2019

## AGENDA

**8:00-8:30**      **Registration**

**8:45-9:00**      **Welcome**

Introduction of CABA and the Annual Bimedical Investment & Entrepreneurship Symposium  
**Lan Cao**, CABA

**Morning Session I      Investing in Novel Biomedical Technologies**

Moderator: **Shujia Dai**

**9:00-9:30**      **Early Stage Investing and a Changing Venture Landscape**

**Nandita Shangari, Ph.D.**, Principal, Novartis Venture Fund

Every young biotech is needed to raise funds to cultivate their scientific ideas and develop their long-term strategies. Identifying the right investors who will help guide the company through its milestones is key. This talk will focus on early stage investing and how to navigate a changing venture landscape as entrepreneurs build their companies.

**9:30-10:00**      **Investing in Value Creation**

**Hong Cheng, Ph.D., M.B.A.**, Head of Global Research Strategy & Effectiveness, Sanofi

Over the past two decades, the quantum leap of technology advancement has led to numerous scientific breakthroughs in healthcare industry. Medical treatments have advanced significantly over the years. However, the pharma industry is still struggling to translate the exponentially increased R&D expenditure in to a proportionally increase in NMEs. Across the pharma industry, every company has been desperately seeking innovative solutions to boost overall R&D productivity. This talk takes the audience through a system dynamics view and root cause analyses to dissect these challenges. It introduces a new way of thinking and emphasizes the true meaning of innovation.

**10:00-10:30**      **Novo Ventures and Biomedical Investment**

**Karen Hong, Ph.D.**, Partner, Novo Ventures

**10:30-10:40**      **Morning Break**

**Morning Session II      CABA Entrepreneurs' Stories**

Moderator: **Xixi Sun**

**10:40-11:10**      **What Learnt from the Howfond's Failure**

**Lixin Shen, Ph.D.**, Founder, Chief Executive Officer, Guangzhou Alagen PharmTech

As the founder and CEO of Wuxi Howfond Biopharma Co., Ltd., Dr. Lixin Shen spent about 8 years for creating and operating the company. Since its establishment in 2007, the company had expanded quickly and wholly held 4 subsidiary companies and two medicinal research institutes. However, in 2015, it was closed and Dr. Shen ended this journey. At this IE Symposium, Dr. Shen decides to share the story with CABA members and suggests CABA friends to avoid some of the mistakes when they also start entrepreneurship in China.





11:10-11:40 **Shenzhen TargetRx: A Biotech start-up for Next-generation Precision Medicines**

**Yihan Wang, Ph.D.**, Founder, Chief Executive Officer, Shenzhen TargetRx

Shenzhen, China's Silicon Valley, is very strong in terms of IT and the communications industry. It is the home to the world's largest Telecommunication companies – Huawei – and one of the world's largest IT companies – Tencent. But their biotech industry is rather weak. So how would one set up and operate a biotech company in Shenzhen? Dr. Wang will share his personal experience with you.

11:40-12:10 **Innovations Across the Border-A Personal Journey**

**Yongzhong Wang, Ph.D.**, Chief Executive Officer, CMAB Biopharma

From the first batch of FDA-approved cell-based therapies in the USA to the first large molecule drug with an INN from China, from innovative companies to a CDMO, from research to business, my journey on innovations and business in the USA and China took quite a few unexpected turns

**Lunch Break**

12:10-13:00 **WORKSHOP: SUCCESSFUL PARTNERING AT LIFE SCIENCE CONFERENCES**

*Please see page 13 for more about the workshop.*

Moderator: **Winnie Wang**

**Greg Mannix**, Vice President of International Business Development, Life Science Nation  
**Jessica Yang**, Senior Investor Research Analyst, Life Science Nation

Life Science Nation connects life science companies with investors and strategic partners in several ways. The Redefining Early Stage Investment (RESI) Conference is a unique partnering opportunity where connections have been made to help over 300 companies get funded. Now the RESI conference series is expanding to Asia for the first time, with a conference in Shanghai and Taipei this fall. How can players get the most advantage from a partnering conference? How can you attract the attention of the players you want to meet with and get a full schedule of meetings? How can you prepare for your first meeting? All of these points will be addressed in the workshop.

**Afternoon Session I All Things Considered about Establishing and Growing the Business**

Moderator: **Qufei Zhao**

13:00-13:30 **Equity Incentives – How to Incentivize Employees, Advisors and Consultants?**

**Linda Ji, J.D.**, Partner, McDermott Will & Emery

Many companies, big and small, issue stock options or other types of equity incentives to their employees, directors, scientific advisors and other consultants. How to utilize equity incentives? What are the traps for the unwary? What happens when those people leave the company or stop providing services to the company?

13:30-14:00 **Keys to a Successful IPO - Case Study of the Path of Frontage Laboratories Going Public on the Stock Exchange of Hong Kong**

**Hugh Davis, Ph.D.**, Chief Business Officer, Frontage

This presentation will cover the keys to building a profitable, sustainable and expandable company that will be attractive to investors. Key aspects of the value proposition, differentiation strategy and competitiveness will be addressed. Ultimately, even following a highly successful IPO there are still many challenges that need to be addressed and these will be detailed and elaborated on in the presentation and discussion.





- 14:00-14:30 **A Primer on VC Finance**  
**Jens Stephan, Ph.D.**, Professor, East Michigan University
- This presentation provides an overview of venture capital finance for non-financial professionals such as scientists, engineers, and physicians. Participants get answers to questions such as: [a] why the pre-money valuation does not make you rich, [b] how a VC fund works, [c] why VC's do not earn extraordinary returns, [d] how VC's value a start-up, [e] how the cap table works, and [f] how anti-dilution provisions protect the VC and hurt the founders in a down round. The intent is to provide an understanding of biotech entrepreneurship that will spark interest and further learning on the part of CABA members.
- 14:30-14:45 **Afternoon Break**
- Afternoon Session II Cross-border Investment and Healthcare**  
Moderator: **Jing Huang**
- 14:45-15:15 **Challenges and Solutions to Building a Cross Border Healthcare Services Technology Company**  
**John Giszczak**, Vice President of Business Development, MORE Health
- 15:15-15:45 **From Striving to Thriving: Our Vision as a Global Supplier of IVD Raw Materials**  
**Dapeng Sun, Ph.D.**, Chief Technology Officer, ABclonal Technology
- Afternoon Session III Start-Up Roadshow and Investor Panel Discussions**  
Moderator: **Jing Huang**
- 15:45-17:00 Investors  
**Shaoyu Chang, M.D.**, Vice President, FC Capital  
**Pengpeng Li, Ph.D.**, Analyst, 5AM Ventures  
**Joe Zhou, M.B.A.**, Funding Partner, BAC Investment  
**Michael Zhao**, Founder, QTang Ventures
- Start-up companies  
**Elaine Wang, Ph.D.**, Chief Executive Officer, NeuroParticle Corp  
**Rick Berenson, J.D., M.B.A.**, Founder and Chief Executive Officer, Thermalin
- 17:00-17:10 **IE Closing Remarks**  
**Lan Cao**, CABA



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## SPEAKERS



***Nandita Shangari, Ph.D.***

Principal, Novartis Venture Fund

Dr. Nandita Shangari is a Principal at NVF in Cambridge, MA USA. Prior to joining NVF, she was part of the Novartis Oncology Business Development and Licensing team where she managed key alliances for the Oncology Portfolio. Before that, Nandita, held the Global Program Team Director position as part of the Kymriah® Global Program Team and helped bring this novel cell therapy to market, for two indications, in the US and EU. Nandita has also held strategic and group head roles in the Novartis Preclinical Investigative Toxicology organization. Nandita received her B.Sc. in Biochemistry and Ph.D. in Pharmaceutical Sciences from the University of Toronto, Canada.



***Hong Cheng, Ph.D., M.B.A.***

Head of Global Research Strategy & Effectiveness, Sanofi

Dr. Hong Cheng is currently Chief Staff to the Head of Global Research and the Head of Global Research Strategy and Effectiveness. She joined Sanofi in 2010 as the Global Head of Biochemistry and Proteomics in Oncology. Since entering the biopharma industry as a bench scientist in 1997, Hong has worked in small to medium sized US-based biotech companies (ArQule, Inc. and Millennium Pharmaceuticals, Inc.) as well as large international pharmaceutical companies (Novartis and Sanofi). After a long tenure in the drug discovery field, Hong has gained a deep understanding and appreciation for the challenges of R&D productivity, the struggles for efficiency and innovation in the biopharma industry, and true meaning of value creation. Her passion is to apply her combined skills in science and business management to contribute to the improvement of drug discovery efficiency and effectiveness. Hong received her B.S. in Chemistry and Ph.D. in Biochemistry/Organic Chemistry from the University of Maryland, conducted her postdoctoral research in Harvard Medical School, and received her MBA, Executive MBA Program, from the MIT Sloan School of Management.



***Karen Hong, Ph.D.***

Partner, Novo Ventures

Karen Hong, PhD is a Partner at Novo Ventures, based in their Boston office. Prior to Novo Ventures, Dr. Hong was a Senior Investment Director at Takeda Ventures, Inc. based in Cambridge, MA. Prior to TVI, she was a Partner at ProQuest Investments. She has served on the Board of Directors of Obsidian Therapeutics, Palleon Pharmaceuticals, Clarus Therapeutics, and Agile Therapeutics. In addition, she represented ProQuest as an observer on the Board of Directors of BioRexis Pharmaceutical Corp. (acquired by Pfizer), Gloucester Pharmaceuticals (acquired by Celgene) and LEAD Therapeutics (acquired by BioMarin), among others. She brings over twenty years of experience in life science investing and biomedical research. Prior to joining ProQuest, Dr. Hong led numerous research projects in the area of mammalian cancer genetics and genomics in the laboratory of Dr. Eric Lander at the Whitehead Institute for Biomedical Research.

Dr. Hong earned her Ph.D. in biology from the Massachusetts Institute of Technology and holds a B.S. in chemistry and a B.A. in molecular biology from the University of California at Berkeley, where she graduated with honors and as a member of Phi Beta Kappa.



***Lixin Shen, Ph.D.***

Founder, Chief Executive Officer, Guangzhou Alagen PharmTech



As the founder and CEO of Wuxi Howfond Biopharma Co., Ltd., Dr. Lixin Shen spent about 8 years for creating and operating the company. Since its establishment in 2007, the company had expanded quickly and 100% held 4 subsidiary companies and two medicinal research institutes. However, in 2015, it went bankruptcy and Dr. Shen's efforts on the company were failed. Now Dr. Shen decides to expose the inside view of the failure in public only to CABA, because Dr. Shen wants that the CABA friends avoid his mistakes if they also start entrepreneurship in China.

Dr. Lixin Shen obtained his M.Sc. from the University of Toronto in 1995 and Ph.D. from the University of Waterloo in 1999 both in chemistry. Then in 1999, his first medicinal position was a senior scientist in medicinal chemistry at ArQule, Inc. There he was promoted to principal investigator as well as group leader for managing a medicinal group for several drug discovering projects. In 2005, he was invited to serve as a vice-president of AstaTech, Inc. for being in charge of the company's whole medicinal R&D activities. In 2007, he established Wuxi Howfond Biopharma Co., Ltd. initially working on medicinal CRO, generic drugs and fine chemicals, and it went bankruptcy in 2015. Then he was invited to become a vice-president of Caywan Pharma (Nanjing) Co., Ltd. for being responsible to its medicinal R&D. In 2017, he started entrepreneurship again and founded Guangzhou Alagen PharmTech Co., Ltd.

Dr. Shen is a co-founder and director of CABA.

***Yihan Wang, Ph.D.***

Founder, Chief Executive Officer, Shenzhen TargetRx



Dr. Yihan Wang is a renowned drug-hunter, entrepreneur, and community leader. In August 2014, he founded Shenzhen TargetRx, Inc., a biotech start-up that specializes in structure-based drug design for oncology drug discovery. TargetRx aims to discover novel cancer drugs to fight resistance for targeted therapies, and has already identified next-generation therapies for chronic myeloid leukemia (CML) and Non-Small Cell Lung Cancer (NSCLC) that are currently in IND-enabling studies. Dr. Wang worked at ARIAD as the leading chemist from 1997-2013, during which time his team discovered several innovative targeted drugs, among which are Ponatinib (iClusig™), approved by the FDA in December 2012 for refractory CML or Philadelphia chromosome positive acute lymphoblastic leukemia (Ph+ALL); and Brigatinib (Alunbrig™), approved by the FDA in April 2017 for refractory ALK positive NSCLC.

Dr. Wang is named inventor on more than 100 new drug patent applications, 32 of which were granted, and he is the co-author of 64 scientific articles and conference abstracts. Dr. Wang graduated from NYU with a Ph. D. degree in organic chemistry, and from University of Science & Technology of China (USTC) with a BS degree in polymer chemistry. Dr. Wang is the co-founder of several Chinese-American professional associations, including CABA (Chinese-American BioMedical Association), SAPA-NE (Sino-American Pharmaceutical Professionals Association-New England), and ALL-CABPA (Alliance of Chinese-American Biotechnology and Pharmaceutical Associations).



***Yongzhong Wang, Ph.D.***

Chief Executive Officer, CMAB Biopharma



Dr. Yongzhong Wang is the CEO of CMAB Biopharma, a leading pure-play CDMO in China for the development and manufacturing of biologics including antibodies, recombinant proteins, bi-specific antibodies and fusion proteins. Prior to CMAB, Dr. Wang was the President of Pharmaceuticals and Executive VP of Simcere Pharmaceutical Group, where Dr. Wang oversaw four commercial manufacturing companies, one mab facility, all supply chain activities, API and international sales, quality, engineering, international regulatory affairs, and Simcere Europe.

Prior to Simcere, Dr. Wang was the CEO of Chengdu Kanghong Biotech and was instrumental for the development and commercialization of Conbercept, a fusion protein approved in 2013 in China as the longest lasting wAMD drug in the world. In 2016, he successfully led his team to open a FDA IND for Conbercept to bypass Phases 1&2 and directly enter Phase 3 in the US, a rarity for novel biologics originally developed outside the US and the first for China.

Prior to Kanghong Biotech, Dr. Wang worked at Genzyme in Cambridge, MA, where he led critical projects for a number of innovative products including MACI, the first tissue engineering product approved by the FDA.

Dr. Wang earned his Ph.D at Tufts University and his publications were cited over 3500 times.

***Greg Mannix***

Vice President of International Business Development, Life Science Nation



Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in the medical devices field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg's role at LSN is to provide international early-stage companies with the tools and strategies to successfully fundraise and to facilitate cross-border investments, licensing and M&A transactions.

***Jessica Yang***

Senior Investor Research Analyst, Life Science Nation



Jessica Yang is Senior Research Analyst and Asia Business Development at Life Science Nation. Jessica is specialized in managing investor relationships, building collaborations for LSN and the Asia Pacific region, as well as conducting market research with a focus on Asia-US cross-border transactions. At LSN, Jessica is also in the Innovation Challenge scientific review team which she evaluates and conducts in-depth scientific analysis for latest and innovative life sciences companies across Therapeutics, Medical Devices, Diagnostics, and Digital Health. Jessica has robust experience in helping startups with fundraising, she has raised millions in early financing rounds for her clients. Prior to Life Science Nation, Jessica has worked in GENEWIZ and Roche Diagnostics dedicating in product marketing. Jessica received a Master of Science Degree from New York University in Biotechnology and Entrepreneurship and a Bachelor of Science Degree from Chang Gung University in Medical Biotechnology.



**Linda Ji, J.D.**

Partner, McDermott Will & Emery

Linda Ji has extensive experience representing domestic and international clients in connection with a wide range of corporate and commercial transactions, with a specialty focus on cross-border deals. Linda represents clients ranging from startups to Fortune 500 companies in various industries, including emerging and high technologies, life sciences, consumer products, manufacturing and health care real estate.

Linda develops strategies and practical solutions tailored to each client, taking into consideration their unique needs, laws and regulations of China, US and other jurisdictions, as well as tax treaties.

Linda has represented multiple Chinese and US companies in their business operations and expansions in the US, including corporate structuring, new company formation, VC/PE financings, debt financings, mergers and acquisitions, IPOs and post-IPO compliance, joint ventures, technology licensing, strategic collaborations, as well as corporate governance, equity compensation and equity incentive plans, and other operational matters. Linda also counsels China-based clients in connection with transactions involving US national security analysis and filings with the Committee on Foreign Investment in the United States (CFIUS). Additionally, Linda advises US and European companies on doing business in China, on matters such as formation of WFOEs and JVs, acquisitions, compliance, IP enforcement and profits repatriation. Prior to coming to the US, Linda worked at the Ministry of Commerce of PR China (MOFCOM) in Beijing.

**Hugh Davis, Ph.D.**

Chief Business Officer, Frontage



Hugh M. Davis, Ph.D. is the Chief Business Officer (CBO), in charge of Business Development, Sales, Marketing and Strategic Partnerships for Frontage Laboratories, Inc. located in Exton, PA, Concord, OH and Shanghai, China.

Hugh has over 30 years of experience in the pharmaceutical industry. His most recent position was with Johnson & Johnson where he has served as Vice President and Head of Biologics Development Sciences in the Janssen BioTherapeutics (JBIO) division of Janssen R&D, LLC since 2001. In this role, Hugh and his team were instrumental in the development and approval of many biologic therapies including Remicade®, Stelara®, Simponi®, Sylvant®, Darzalex® and Tremfya®. Prior to J&J, Hugh led the Pharmacodynamics & Exploratory Research Laboratory in the Clinical Pharmacology Unit at Glaxo SmithKline from 1996 to 2001.

Hugh has published over 75 manuscripts in refereed journals, book chapters and invited review articles in areas of therapeutic drug discovery, clinical pharmacology and development in immunology, oncology, metabolic disease, bone metabolism and cardiovascular medicine. Hugh is currently on the Scientific Advisory Board for the Empire Discovery Institute in New York state.

Following receipt of his Bachelor's degree in Chemistry from Gannon University in 1980 and Master's and Doctorate degrees in Biochemistry from Villanova University in 1983 and 1985. Hugh then completed a Post-Doctoral Fellowship at Centocor, Inc. where he patented the characterization of the CA 125 cancer antigen, a marker used in the diagnosis of ovarian cancer.



**Jens Stephan, Ph.D.**  
Professor, East Michigan University

Jens Stephan is a professor in the department of accounting/finance at Eastern Michigan University. Faculty positions at prior academic institutions include Duke University and the University of Cincinnati. He holds degrees from the University of Michigan (BS), Penn State University (MBA), and Cornell University (PhD). His research interests investigate how financial information is impounded into security prices in capital markets. He has published in the top academic journals such as The Journal of Accounting Research, The Accounting Review, The Journal of Finance, the Review of Quantitative Finance and Accounting and The Journal of Business, Finance and Accounting. Professor Stephan has taught undergraduate and graduate courses in financial and managerial accounting as well as financial modeling of problems in finance, operations, and personal financial planning. He has supervised over a dozen PhD students while at Duke and Cincinnati. Professor Stephan has also taught executive education programs in finance for companies such as Henkel and Heineken as well as not-for-profit organizations comprised of physicians, surgeons and engineers.



**John Giszczak**  
Vice President of Business Development, MORE Health

John has nearly 15 years experience in public health, non-profit management and healthcare. Early in John's career he worked in marketing at the Forest Health Medical Center in Ypsilanti, Michigan, a surgical center focused on bariatrics, spine, gynecology and other areas. Following graduate school John worked as the Programs Director for the Kham Aid Foundation leading pediatric rehabilitation and education programs in Sichuan province. John then went on to work for a Soros family foundation called the Trace Foundation as the Grants Manager where he led grants to hospitals and NGOs in Tibetan regions. John then worked for one of the world's leading health non-profit organizations, Save the Children for five years. In his first two years at Save the Children as the Funding Director for China John brought in over \$20 million, from government and corporate donors including Google, IKEA, Accenture, Target, P&G, Unilever, Samsung and many other, breaking previous program records. In his remaining nearly three years at Save the Children job led national-level policy technical support and pilot programs in partnership with central government agencies in China including the Ministry of Health and National Population and Family Planning Commission. He worked together with the World Bank, WHO, UNICEF, Harvard Law School and other leading international organizations to deliver these programs. In 2012 John left Save the Children to found a social enterprise related to assistive technology and rehabilitation medical devices called Able Lives, Inc. in Beijing, China. Within several months of founding that company, John was asked to join a pediatric rehabilitation therapy center chain called Olivia's Place as their Beijing General Manager. John built their business in Beijing from a small 1000 square foot start up space with five part time therapists to over 50 full time doctors, nurses, therapists and psychologists in a 13,000 square foot facility. He did this by growing the revenue rapidly through new hospital partnerships and also by bringing in an investor called LIH Investment & Management. John was promoted to Vice President in the company and helped operate the company as second-in-charge to the founder. After the investor, LIH, acquired John's company, John worked in the headquarters of the investment firm starting new revenue channels including a new clinical assessment tools business, a new audiology business line and other new clinical service lines. He also help plan and prepare for opening a rehabilitation hospital in Kunming. John also built long lasting, financially successful relationships with numerous international hospitals and organizations including Children's Specialized Hospital in New Jersey, Riley Children's Hospital in Indianapolis, Great Ormond Street Hospital in London, Pacific University and others. Some of these relationships also included telemedicine and international patient referrals.





In October 2016 John left LIH to join the Tahoe Group's Healthcare Division as Investment Director in the Investment and Strategy Department. While at Tahoe John co-led a team that acquire three large hospitals, a healthcare technology company and a NASDAQ-listed US healthcare services firm called Alliance Healthcare Services. Tahoe took Alliance private in a two stage transaction valued at over \$200 million. While at Tahoe John also served as the lead on the China side for the planning for development of a new academic medical center project in Shanghai in partnership with Weill Cornell Medicine, the medical school of Cornell University. While at Tahoe John also worked closely with Partners Healthcare International, Massachusetts General Hospital, New York Presbyterian Hospital, the Children's Hospital of Los Angeles and a number of other US academic medical centers and organizations. Mostly recently John was the Deputy General Manager at the International Hospitals Group in China where he has led business development and operations. John speaks, reads and writes Chinese fluently. John holds a B.A. in International Relations from the James Madison College at Michigan State University and an M.A. in Chinese Studies from the University of Michigan.



***Dapeng Sun, Ph.D.***

Chief Technology Officer, ABclonal Technology

Dr. Dapeng Sun obtained his PhD of Biochemistry at University of Mississippi Medical. After postdoctoral study at MIT, he joined ImmunoGen in 2005. He was appointed as General Manager of the New England Biolabs (NEB) Shanghai R&D Center in 2008. From 2016 to 2018, he served as Executive Director, then Vice President, at ChemPartner/ShangPharma Inc. In 2018, Dr. Sun joined ABclonal Technologies as Executive Vice President, where he currently oversees the R&D and Business Development of Molecular Biology. He was the founder of the NEB Shanghai R&D Center, ShangPharma Qidong Innovation Park and the ChemPartner Jiangsu CDMO facility. In addition to a PhD of Biochemistry, he also obtained an MBA degree from China European International Business School and a Bachelor of Biochemistry from Jilin University.



***Shaoyu Chang, M.D.***

Vice President, FC Capital

Shaoyu is Vice President at FC Capital, specializing in early-stage healthcare and life sciences investments. FC Capital is a cross-border venture capital fund headquartered in Shanghai with additional offices in Boston and Taipei. Shaoyu takes an active leadership role the full lifecycle of investment, from origination to evaluation, execution and post-investment management. Portfolio companies including Angiex (Cambridge), JURA Bio (Boston), Cellestia (Switzerland), and Acesion (Denmark).

Previously, Shaoyu served as Investment Manager for VI Ventures, a Hong Kong-based healthcare VC firm, where he actively sourced and evaluated biotech and medtech opportunities across the United States. Prior to that, Shaoyu was Director of Investor Research at Life Science Nation and Research Scholar at Sanford School of Public Policy at Duke University. Shaoyu received Master of Public Health from Harvard Chen School of Public Health and M.D. from National Taiwan University. Shaoyu is US Regulatory Affairs Certified with robust knowledge in clinical trials and pharmaceutical development.



**Pengpeng Li, Ph.D.**  
Analyst, 5AM Ventures

Pengpeng Li, Ph.D. joined 5AM Ventures in 2019 and serves as a 4:59 Analyst. Prior to joining 5AM, she was a HHMI-Helen Hey Whitney Foundation Postdoctoral Fellow at Boston Children's Hospital and Harvard Medical School, where she studied human brain development using single-cell technologies in Christopher A. Walsh's laboratory. Dr. Li obtained her Ph.D. in Biology from Stanford University and received HHMI International Predoctoral Fellowship to study neural development, where she graduated with the Frances Lou Kallman Award. Her work has been published in *Science*, *Cell*, *Neuron*, among others. She received her B.S. in Biology from Peking University. Dr. Li is based in the Boston, MA office.



**Joe Zhou, M.B.A.**  
Funding Partner, BAC Investment

Joe has 20+ years of multi-cultural and multi-national work experience in China, Japan and the U.S.

Throughout his career, Joe has been a software engineer, technical lead, manager, vice general manager, managing director, and partner. Boston Angel Club has invested many high tech companies in the U.S. since Joe founded the company in 2014.

Joe has a Sloan Fellow MBA degree from MIT. He also holds a Bachelor's degree in Precision Engineering from Tianjin University, P. R. China.



**Michael Zhao**  
Founder, QTang Ventures

After graduation from Harvard Medical School, Michael Zhao established the team of HLT Inc which is a medical analytics company focused on analytical solutions, pharmaceutical market access and real-world evidence through a better use of AI technology, data acquisition and analytics. In 2017, he founded QTang Ventures with partners for early-stage startups on biotech industry. QTang Ventures invests globally across the spectrum of healthcare companies including pharmaceuticals, medical devices and medical services, focusing on developing and expanding early-stage life science and technology companies with strong potential to achieve global success in their markets.

**Elaine Wang, Ph.D.**  
Chief Executive Officer  
NeuroParticle Corp

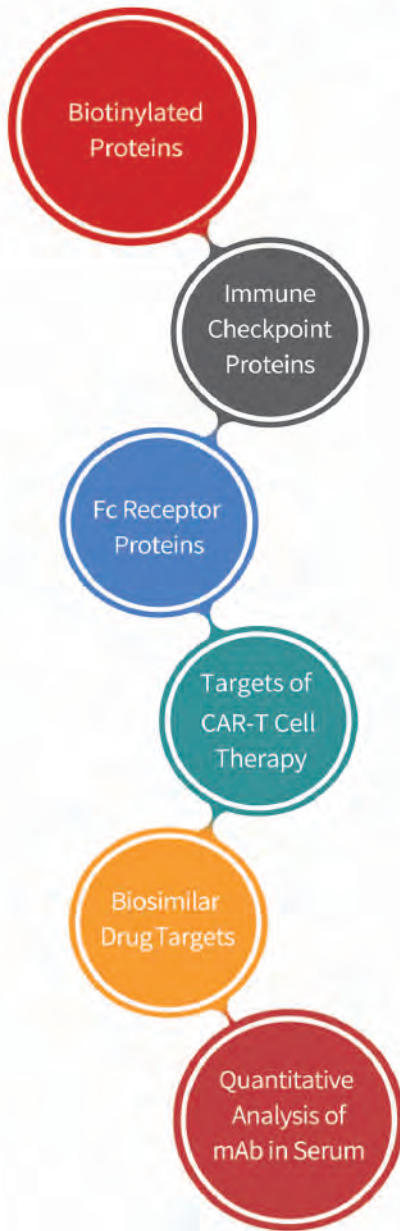
**Rick Berenson, J.D., M.B.A.**  
Founder and Chief Executive Officer  
Thermalin

## Overview

ACROBiosystems is a leading manufacturer of recombinant protein. We provide high quality protein reagents to the pharmaceutical research community. The company employs an application-oriented product development strategy, with a particular focus on protein labeling technology. Our flagship MABSOL® Biotinylated protein collection offers a new set of solution to assay development. These pre-labeled products have been successfully adapted to Biacore, AlphaLISA, MSD, among other established platforms.

ACROBiosystems' catalog includes a comprehensive list of disease associated biomarkers and drug targets from human and other commonly used experimental species. All products are built with high quality with minimal batch variations to satisfy the rigorous standard of pharmaceutical research.

ACROBiosystems keeps growing and adapting by bringing more value to our clients. The addition of the Innovation Lab in Wilmington, Delaware, where ACROBiosystems provides the right blend of innovation and technology. Our scientists have implemented and mastered numerous assay platforms over the years. Our recent introduction of the Innovation Lab offers TCR and BCR NGS Technology and the MSD SQ120 multiplex into our assay development portfolio.





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**MOREHealth爱医传递**是2011年成立于美国硅谷的互联网医疗机构，由加州大学旧金山分校医学中心前肿瘤外科主任 Dr. Robert Warren、前血液肿瘤科主任 Dr. Marc Shuman等一些美国顶级专家和其他联合创始人共同创立。

作为一家致力于推动医疗行业互联网全球化与医疗无国界事业的专业医疗服务机构，MOREHealth爱医传递签约了来自麻省总院，丹娜法伯癌症中心，纪念斯隆凯特琳癌症中心，梅奥诊所等知名医院的700余名美国TOP1%的顶级专家，为全球180多个国家和地区的用户，提供受法律和保险双重保障下的远程会诊和定制化诊疗服务。

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STETSON FAMILY OFFICE

## WORKSHOP: SUCCESSFUL PARTNERING AT LIFE SCIENCE CONFERENCES

Life Science Nation connects life science companies with investors and strategic partners in several ways. The Redefining Early Stage Investment (RESI) Conference is a unique partnering opportunity where connections have been made to help over 300 companies get funded. Now the RESI conference series is expanding to Asia for the first time, with a conference in Shanghai and Taipei this Fall.

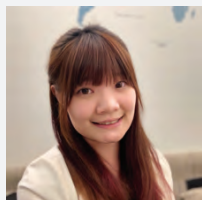
How can players get the most advantage from a partnering conference? How can you attract the attention of the players you want to meet with and get a full schedule of meetings? How can you prepare for your first meeting? All of these points will be addressed in the workshop.

### PRESENTERS



- Greg Mannix, VP of International BD, Life Science Nation

Greg Mannix is Vice President of International Business Development at Life Science Nation. After graduating from the University of California, he moved to Europe where he began a career in the life sciences and obtained a Master's degree from IE Business School in Madrid. He has extensive experience in sales and marketing management in the medical devices field. He has worked extensively in Europe, North America and Latin America and he speaks English, Spanish and French. Greg's role at LSN is to provide international early-stage companies with the tools and strategies to successfully fundraise and to facilitate cross-boarder investments, licensing and M&A transactions.



- Jessica Yang, Senior Investor Research Analyst, Life Science Nation

Jessica Yang is Senior Research Analyst and Asia Business Development at Life Science Nation. Jessica is specialized in managing investor relationships, building collaborations for LSN and the Asia Pacific region, as well as conducting market research with a focus on Asia-US cross-border transactions. At LSN, Jessica is also in the Innovation Challenge scientific review team which she evaluates and conducts in-depth scientific analysis for latest and innovative life sciences companies across Therapeutics, Medical Devices, Diagnostics, and Digital Health. Jessica has robust experience in helping startups with fundraising, she has raised millions in early financing rounds for her clients. Prior to Life Science Nation, Jessica has worked in GENEWIZ and Roche Diagnostics dedicating in product marketing. Jessica received a Master of Science Degree from New York University in Biotechnology and Entrepreneurship and a Bachelor of Science Degree from Chang Gung University in Medical Biotechnology.

### ABOUT LIFE SCIENCE NATION

Life Science Nation (LSN) is a global partnering ecosystem that allows early-stage companies with compelling technology assets to get plugged into the early-stage investor and channel partner's radars with minimal cost and a big ROI. LSN is a global matching platform for early-stage buyers and sellers across the domains of Drugs, Devices, Diagnostics and Digital Health – the "4 Ds". LSN curates two databases: a buy-side of global cross-border early-stage investors/partners and a sell-side of global cross-domain technology assets. LSN also offers a sourcing and ranking service for clients who need to source and rank technology assets for channel, pipeline and portfolio development. LSN owns and operates the Redefining Early Stage Investments (RESI) conference series, a funding superstructure that runs five times a year during J.P. Morgan in San Francisco (January), alongside BIO Europe (March), alongside BIO U.S (June), Boston (September) and Asia in Shanghai and Taipei (November). LSN also owns and operates the Focus on Cures Accelerator (FOC) that provides international startups a Boston-based footprint and helps them develop and execute a global investor and channel partner strategy.





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## RESI CONFERENCE SERIES OVERVIEW

Early stage investors, fundraising CEOs, scientist entrepreneurs, strategic partners, and service providers now have an opportunity to **Make a Compelling Connection**

### GLOBAL VENUES (2019)



### ATTENDEE NUMBERS

**700 – 1,000+**  
Attendees Per  
Conference

**300 – 450+**  
Fundraising  
Executives

**300 – 450+**  
Investors and  
Strategic Partners

**100 – 200+**  
Service  
Providers

### CONTENT HIGHLIGHTS



**Global  
Partnering  
Forum**



**Investor  
Panels &  
Entrepreneur  
Workshops**



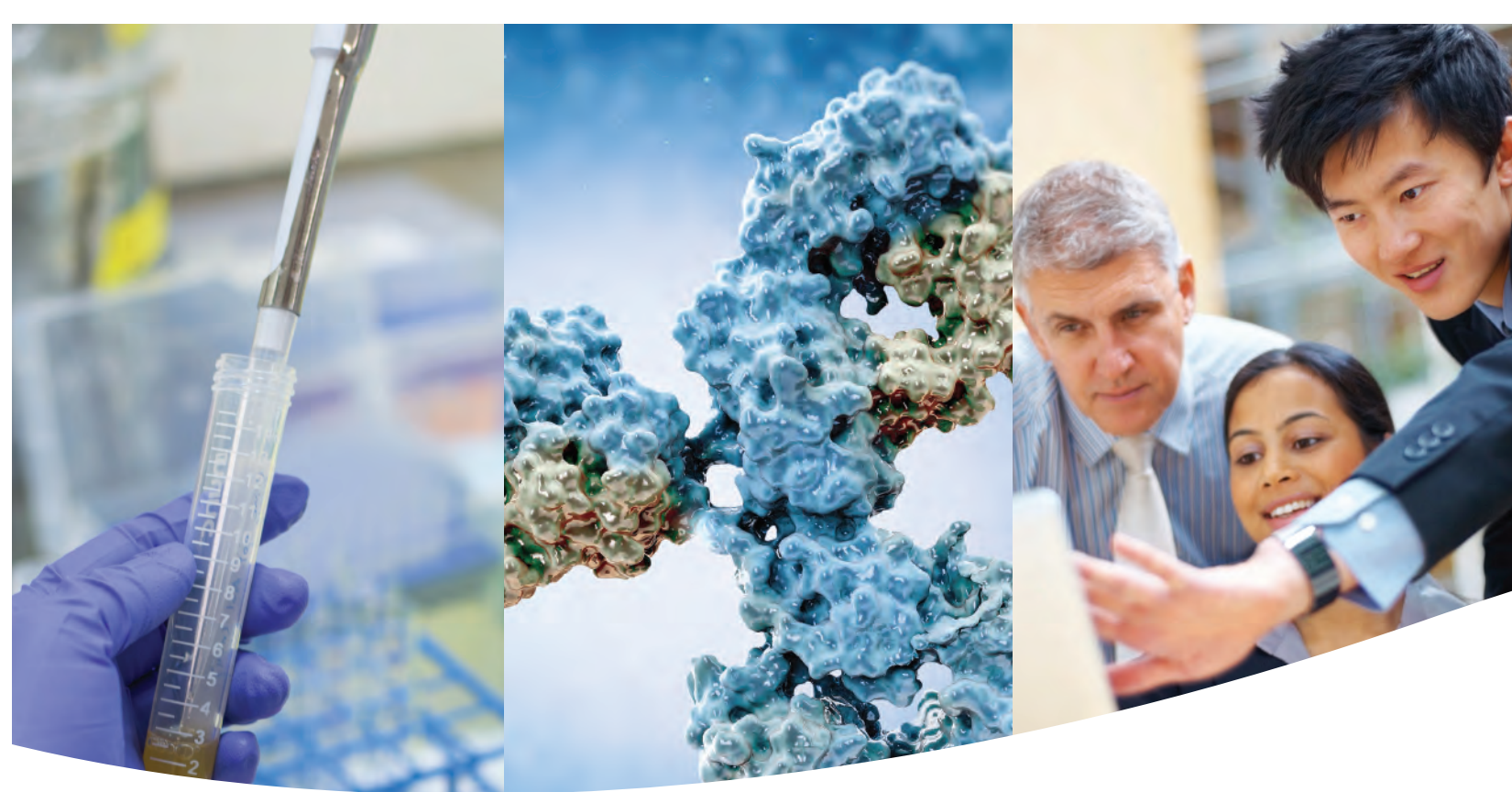
**Exhibit Hall:**  
Exhibitors

First Coast  
Innovator's Gathering



RESI Innovation  
Challenge





## Partnership > It's how we turn service into solutions.



Frontage Laboratories, Inc. is a contract research organization (CRO) that provides integrated, science-driven, product development services throughout the drug discovery and development process to enable life science companies to achieve their development goals.

Our commitment to rigorous scientific expertise, high quality standards and stringent regulatory compliance has enabled us to help our clients advance hundreds of molecules through development and file regulatory submissions worldwide.



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# FUELING YOUR MISSION.

Your passionate pursuit of progress drives innovation in life sciences. McDermott's Life Sciences team will help you navigate every stage of the investment and dealmaking process so you can keep moving forward.

[MWE.COM/LIFESCIENCES](https://www.mwe.com/lifesciences)

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Headquartered in Greater Boston, ABclonal Technology is a rapidly growing bioreagents manufacturer that aims to improve the accuracy and precision of life science research worldwide with high-quality, personalized products and services. Our research and development team is led by scientists from world-class universities, allowing us to develop advanced technologies that serve clients such as Novartis, Sanofi, Merck, and Genentech.

The ABclonal catalog lists 10,000+ self-manufactured antibodies, ELISA kits, enzymes, sequencing library preparation kits and more, to aid in your next discovery for research areas such as cancer, epigenetics, neurodegenerative disease, metabolic diseases, and autophagy. Whichever research area you are interested in, we aim to provide the most specific reagents by screening our products using extensive quality control procedures. For antibodies, some of these methods include CHIP-seq, CRISPR/Cas9-based knockout validation, and immunostaining/immunoblotting.

Leveraging our decade plus of antibody production experience, we can custom produce cost-effective polyclonal and monoclonal antibodies that will remain your intellectual property. A proprietary single B cell sorting and cloning technology is used to make recombinant rabbit antibodies with an affinity 100-1000 times higher than those produced using the traditional mouse hybridoma method.

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CABA IE 2019

## ORGANIZING COMMITTEE

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HAN YUAN

JING HUANG

PENGYU HUANG

QINGQING CAO

SHERRY XIAO

WEN HAN

XIXI SUN

CHEN CHEN

JEFF HANG

JO LEE

PHIL ZHANG

QUFEI ZHAO

SHUJIA DAI

WINNY WANG

YINQING YU

DANDAN LING

JIAN SHAO

LAN CAO

QINGLIN CHE

RUIQIONG GUO

SONG YANG

XIANGMIN LV



Special thanks to our devoted team.

# Chinese-American BioMedical Association

## 美中生物医药协会



### CABA Mission Statement

- To promote science, technology, and business collaboration in biotech/pharmaceutical industry ;
- To build and maintain a platform through cohesive scientific, professional, and cultural connection that provides high quality services;
- To facilitate networking among scientists, professionals, and entrepreneurs in academia, biotech/pharmaceutical industry and regulatory agencies;
- To embrace advancement of science and commercialization of innovation that will benefit human health;
- To foster collaborations between the United States and China for the development of better biotech/pharmaceutical therapeutics.

### About CABA

CABA is a 501(C)(3) not-for-profit professional organization registered in Massachusetts since May 2007. CABA is committed to promote public awareness of advancement in the pharmaceutical and biomedical industry, professional interactions in the fields of life sciences, global biomedical innovations and business development. As the majority of its members are scientists with Chinese heritage, CABA will operate in two important areas. One is to serve as a platform for its members to develop and advance their careers in the US pharmaceutical and biomedical industry, the other is to serve as a bridge to connect members including corporate members with the scientific and business resources in China thus facilitating collaboration between the pharmaceutical and biomedical industries across continents. To fulfill these goals, we will organize scientific and business symposia, conferences, workshops, in US and China, as well as social events to promote networking and communication among members. We will bring together members, scientists, professionals, government officials and business leaders across the continents under a collaborative environment and achieve their best potential.

CABA is a volunteer-based society. We rely on members to contribute their time and efforts to build the organization. We rely on corporate members and sponsors to raise fund to support the above activities. We value integrity, honesty, professionalism, community service, scientific excellence, responsibility and accountability. We invite you to explore our organization, and we are confident you will share our values and are interested in becoming a member, devoting your time or efforts, or sponsoring CABA activities. In summary, CABA is built by its members and serves its members.

### Contact Us

If you have any comments, suggestions or feedback to our organization and our events, please feel free to contact us at [info@cabaweb.org](mailto:info@cabaweb.org). Your comments are important for us to improve in the future. Thank you very much!

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