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**Big Idea**  
**CONNECTpreneur**

# **2020 SAPA-DC Biotech Investors Pitch Conference**

**— A virtual event bridging capital and projects  
between the US and China**

**October 17, 2020**

**8:30 AM - 1:30 PM (EDT)**

Event registration: <https://sapa2020.eventbrite.com>

[www.sapadc.org](http://www.sapadc.org)

# Conference Agenda

8:30-9:05 AM	<b>VIRTUAL NETWORKING (via Private Message)</b> Event MC: Bei Ma, MS, EC of SAPA-DC Founder and CEO, The Pinea Group LLC
9:05-9:15 AM	<b>WELCOME and OPENING REMARKS</b> Lingquan "Vince" Deng, PhD, President of SAPA-DC
<b>MORNING KEYNOTE SESSION</b> Moderator: Lingquan "Vince" Deng, PhD, President of SAPA-DC	
9:15-9:35 AM	<i>China Biotech/Life Sciences and Investment Landscape</i> Lawrence Jin, China Life Sciences and Health Care (LSHC) National Audit Leader, Partner of Deloitte
9:35-9:55 AM	<i>Personal Perspectives from a Leading VC on Investing in China</i> Yi Shi, PhD, Founding Managing Partner of Lilly Asia Ventures (LAV)
9:55-10:10 AM	<i>When Will We See China-Based Global Biotech Companies? An Insider's View</i> Xianping Lu, PhD, Chairman and CEO of Chipscreen Biosciences
10:10-10:25 AM	<i>Legend Biotech's China and Global Development Story</i> Frank Fan, MD, PhD, Co-Founder and CSO of Legend Biotech
<b>BIOTECH PITCH SESSION</b> Moderator: Tien Wong, Managing General Partner of Opus8 Phoenix Fund, Founder & Host of CONNECTpreneur Community	
10:25-11:25 AM	<b>Biotech Pitch: 10 promising biotech companies</b> Adaptive Phage Therapeutics Alphyn Biologics AxImmune BioFactura Inc. BiOneCure Therapeutics DEKA BioSciences Hopstem Biotechnology LinkedUp Bioscience Pendrea Pharmaceutical VerImmune Inc.
<b>BIOTECH INVESTORS PANEL SESSION</b> Session Introducer: James Early, EC of SAPA-DC	
11:25-12:05 PM	<b>Panel Discussion #1 (Co-organized with ChinaBio): Trends and Considerations for Biotech Investors</b> Moderator and panelists: Dr. Debra Yu, President and CBO, LianBio Konstantin Poukalov, Managing Director, Perceptive Advisors Dr. Karen Hong, Partner, Novo Ventures Dr. Marietta Wu, Managing Director, Quan Capital Dr. Jing-Shan "Jennifer" Hu, Senior Advisor, Qiming Venture Partners USA
<b>COMPANY START-UP PANEL SESSION</b> Session Introducer: Bei Ma, MS, EC of SAPA-DC	
12:05-12:45 PM	<b>Panel Discussion #2 (Sponsored by Hankang Capital): Opportunities and Challenges in Biotech Start-up, Growth and IPO</b> Moderator and panelists: Dr. Li Feng, Partner, Finnegan



	<p>Lili Zheng, International Tax Partner, Deputy Managing Partner of Deloitte US Chinese Services Group, Asia Pacific Cross-Border Services Leader  Will Cai, Partner, Cooley LLP  Dr. John Mumm, Co-founder and CEO, Deko Biosciences</p>
<p style="text-align: center;"><b>COMPANY AND SERVICE SHOWCASE SESSION</b>  Moderator: Charles Li, MBA, President-Elect of SAPA-DC</p>	
<p><b>12:45-1:30 PM</b></p>	<p><b>COMPANY PRESENTATION &amp; VIRTUAL NETWORKING (via Private Message)</b>  Hankang Capital, Kevin Yuan, MBA, Founding Managing Partner  Polaris Strategic Partners, Jane Fang, MD, MS, Founder and CEO  AAVnerGene, Daozhan Yu, PhD, Founder and CEO  BioHealth Innovation, Judy Costello, Managing Director of Economic Development</p>

# HOSTS



## **LINGQUAN "VINCE" DENG, PHD, PRESIDENT OF SAPA-DC**

Dr. Lingquan "Vince" Deng works in a NASDAQ-listed biotech company in Maryland and is responsible for a few pre-clinical projects involving 'first-in-class' innovative drugs, with a strong focus on blood diseases. Vince was trained under the supervision of two academicians in Europe and the US, during his PhD and postdoc fellowship, respectively. He has published over twenty peer-reviewed research papers in top-tier journals including Cell and Nature Microbiology and is a well-known young researcher in the field of glycobiology and carbohydrate chemistry. Dr. Deng currently serves as President of the Sino-American Pharmaceutical Professionals Association - Washington DC (SAPA-DC). He conducted his postdoctoral research at the Johns Hopkins University and the University of California, San Diego. He earned his Ph.D. degree from the Royal Institute of Technology, Stockholm, Sweden, and a Bachelor's degree from Tongji University, Shanghai, PRC.



## **JAMES EARLY, BS, MANAGING PARTNER, TAMARACK ADVISORY**

James Early is the managing partner of Tamarack Advisory, which facilitates cross-border investment between the US and China. James has more than 20 years of experience in institutional finance, beginning in the hedge fund industry, and then later as Director of Research and Analysis at The Motley Fool, one of the world's first Internet investment advisory companies; he also served as a Lead Advisor for 10 years and his equity track record in the US and London outperformed both the S&P 500 and FTSE 100 for the entire decade of his tenure. James has served on the advisory boards of private equity funds Blue Ocean Capital and Arcis Capital Partners and is a partner in Shenzhen Oriental Investment. James is a member of the Wall Street Fintech Club and an executive committee of SAPA-DC (the Sino-American Pharmaceutical Association), and Mensa. James often appears as a special guest on CCTV, Phoenix TV, CNN, BBC, CNBC, The Wall Street Journal, and other international media.



## **CHARLES LI, MS, MBA, VP BUSINESS DEVELOPMENT, CR MEDICON RESEARCH, INC**

Charles Li has twenty years of working experience in drug research and development, possessing broad life science expertise including medicinal chemistry, radiochemistry, molecular imaging/diagnostics, protein therapeutics, and cell therapies for cancer and neurodegenerative diseases, from preclinical development to clinical studies. He worked at Peking Union Medical college and National institutes of Health as a research scientist before his career transition into a business development professional after his MBA from Johns Hopkins University. Charles has played a variety of leadership roles in many organizations and has served many biomedical startups, both in US and China. Charles currently leads the US business development of CR Medicon, which is one of the youngest and fastest growing clinical development CRO in the world. Charles is also one of the founding members of SAPA-DC, Executive Council 2018~2020, and the SAPA-DC President-Elect 2019.

# HOSTS



## **BEI MA, FOUNDER AND CEO, THE PINEA GROUP, LLC**

Pinea provides cross-border strategic business development, market access, regulatory and clinical services to assist medical device, digital health, IVD, pharma and biopharma organizations delivering patient-centric innovative solutions to the US and international markets. With headquarters in Washington DC metro area, Pinea works with strategic partners with proven business track record located in Europe and Greater China Region. Bei Ma served as Vice President of Global Healthcare Business Development and a key thought leader in Global Healthcare Sector for the British Standards Institution (BSI) Group since 2016. Her broad-based thought leadership spans global business development, global regulatory affairs, global harmonization and standards development, emerging technology and innovation, strategic alliances, and public-private partnerships. From 2008 – 2016, Bei Ma provided scientific and business development expertise in identifying and pursuing new opportunities that support the public health mission and global strategy at the United States Pharmacopeial Convention (USP). Bei serves as Executive Council member at SAPA-DC. She is also Board of Directors at Rockville Economic Development Inc. and Board Member at VisArts Center in Maryland.



## **TIEN WONG, CEO, OPUS8, INC.; FOUNDER AND HOST, CONNECTPRENEUR COMMUNITY**

Tien Wong is a tech entrepreneur and investor. He is CEO of Opus8, Inc. which makes tech investments and helps VC and PE funds, and companies raise capital. Opus8's Phoenix Fund invests in remarkable entrepreneurs who are changing the world through disruptive technologies. Sectors include fintech, health tech, marketing tech/CRM and cyber.

Tien is Chairman of Lumious, a provider of advanced tech training and mobile e-learning solutions to Fortune 500 customers, and is also Chairman of Lore, an IT and BPO services company. Tien was co-founder and CEO of CyberRep, Inc. until its acquisition in 2003 by a "Fortune 500" company. CyberRep was one of the world's largest CRM companies with 2,300+ employees and \$80+ million in revenue. Today, the CyberRep business units are divisions of Xerox and Conduent with over \$2.5 billion in revenue.

A recognized international expert in CRM, direct marketing, and BPO, Tien has presented at dozens of conferences globally and has been featured on ABC, Fox, NBC, and CNBC, as well as in Time Magazine, The Washington Post, and Inc. Magazine.

In 2001, Tien received the Ernst & Young Entrepreneur of the Year award and was inducted into the EY Entrepreneur of the Year Hall of Fame. He was a Washingtonian magazine "Tech Titan" in 2017, 2018, and 2019 as well as a 2012 and 2013 Washington Business Journal Power 100 selection as one of the regions' s most influential leaders. Tien was appointed by Governor Martin O'Malley to the Maryland Venture Fund Authority which oversees \$84 million in VC allocations; he serves on several boards including the Investment Advisory Board of the Commonwealth of Virginia's Center for Innovative Technology GAP Fund. He is a Mentor at the Conscious Venture Lab and Mach37 Cybersecurity accelerators. Tien is an Entrepreneur in Residence at Georgetown University and a graduate of Dartmouth College.



# SPEAKERS & PANELISTS



## **WILL CAI, PARTNER, COOLEY LLP**

Will Cai is a corporate partner and the head of Cooley's Asia capital markets practice. He is also the founding partner of CYL & Partners, a firm of Hong Kong solicitors which practices in association with Cooley HK, a Hong Kong registered foreign law firm. He represents issuers and global investment banks in US and Hong Kong capital market transactions. He also advises private equity funds and multinationals in their investments in the Greater China region, as well as Chinese companies in their cross-border M&A activities. Will has worked on over 50 successful IPOs in the US and Hong Kong capital markets in the last decade, with a focus on technology and new economy companies. In addition, Will has represented a significant number of leading new economy companies in their M&A transactions, including a number of landmark deals. The deals he has worked on over the years have garnered a number of rankings and accolades including the "Best IPO of 2017" by FinanceAsia Magazine, "Equity Deal of the Year for 2017" at the IFLR Asia Awards in 2018, the largest technology IPO in Hong Kong in 2017, one of China Business Law Journal's Deals of the Year in both 2016 and 2015 and one of Asian-MENA Counsel magazine's Deals of the Year for 2015.



## **FRANK FAN, MD, PhD, CSO & CO-FOUNDER, LEGEND BIOTECH**

Dr. Frank Fan is Co-Founder of Legend Biotech and currently serves as Chief Scientific Officer of the company. Dr. Fan received his medical degree at Xi'an Jiaotong University in 1993 and worked as a surgical resident in the Kidney Transplantation Centre of the university before he pursued his Ph.D. in applied immunology at Hiroshima University, Japan. He completed his postdoctoral training at the Hospital for Sick Children, University of Toronto, Canada where he became recognized as an expert in the field of studying the mechanism of human B cell tolerance. Dr. Fan has published numerous peer-reviewed academic journals, including an original article published in Nature Medicine which led to a major revision in clinical guidelines of pediatric organ transplantation. Dr. Fan's scientific achievement paved the way to demonstrate that small children can be safely transplanted with ABO blood group mismatched organs and saved many lives of infant patients. Dr. Fan was awarded the "New Key Opinion Leader" award by the Transplantation Society in 2006. Dr. Fan founded Legend Biotech in 2015 and the company has grown into a global leader in cancer immunotherapy in just 5 years. A bispecific BCMA-targeting CAR-T product Dr. Fan invented entered into a global partnership with Janssen to co-develop the global markets. The product received Breakthrough Designation from the FDA and PRIME scheme from the EMA. Dr. Fan is now leading the world's largest cell therapy R&D team and is devoted to inventing more innovative technologies for treating solid tumors and other diseases.

# SPEAKERS & PANELISTS



## **LI FENG, PhD, PARTNER, FINNEGAN**

Dr. Li Feng practices patent litigation before U.S. district courts, post-grant proceedings before the Patent Trial and Appeal Board (PTAB) of the U.S. Patent and Trademark Office (USPTO), patent prosecution, opinions and counseling, and due diligence. Her technical experience spans a broad range of technologies, including pharmaceutical, biologics, biotechnology, medical device, chemical, agriculture, nanotechnology, cosmetic, and metallurgy. Li has represented a number of pharmaceutical companies in Abbreviated New Drug Application (ANDA) pre-litigation and litigation. She manages a large pharmaceutical patent portfolio covering multiple clinical drug candidates and has successfully represented companies in PTAB proceedings in the areas of biopharmaceuticals, biotechnology and electronics. Li also frequently speaks on intellectual property topics. Prior to practicing law, Li was engaged in extensive academic and industry research, through which she gained broad knowledge and hands-on experience in a wide range of fields, including drug discovery, pharmaceutical analysis and formulation, antibodies, assay development, medicinal chemistry, protein chemistry, molecular biology, and computer-based molecular modeling.



## **KAREN HONG, PhD, PARTNER, NOVO VENTURES**

Karen Hong is currently a partner at Novo Ventures (US), Inc. 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 is a Board Director at Cyteir Therapeutics and 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 is also a member of the Joint Steering Committee of the Novo Broad Greenhouse, an early stage drug discovery partnership between Novo Holdings and the Broad Institute. She brings over twenty years of experience in life science investing. 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.

# SPEAKERS & PANELISTS



## **JING-SHAN "JENNIFER" HU, PhD, SENIOR ADVISOR, QIMING U.S. HEALTHCARE FUND**

Dr. Jing-Shan "Jennifer" Hu is Senior Advisor at Qiming Venture Partners USA. She has worked in VC investment on innovative therapeutics in the U.S. since early 2016 with roles including Senior Advisor, Venture Partner, Founding Partner for investment firms, including Qiming Venture Partners U.S. Healthcare Fund I and 3E BioVentures. Her success in investment includes leading a \$67M series C1 financing of AMRO, followed by its successful IPO on NASDAQ and acquisition by Eli Lilly with \$1.6Bn cash in 10 months. Before joining the VC world, she has worked for over 20 years in partnering/licensing, business development, R&D at three multinational pharmaceutical companies and two biotech companies in the U.S. with various roles, including VP and Head of (External) Innovation Center China at Bayer Healthcare Pharmaceutical, Director of Licensing & External Research at Merck&Co (MSD), Head of Functional Biology at Roche Palo Alto, Program Manager of Pharmacogenomics at Affymetrix, and Scientist of Protein Therapeutics at Human Genome Sciences. Dr. Hu obtained her post-doctoral training at Harvard Medical School, a PhD from University of Texas Graduate School of Biomedical Sciences at MD Anderson Cancer Center, and a BS from Peking University.



## **LAWRENCE JIN, NATIONAL LEADER & MARKET MANAGING PARTNER, LIFE SCIENCES & HEALTH CARE, AUDIT & ASSURANCE, CHINA EASTERN REGION, DELOITTE CHINA**

Lawrence Jin has over 24 years of auditing and advisory experience in both China and UK. He founded and currently leads LSHC audit practice in Deloitte China and is also the China Eastern Region Market Managing Partner. He has extensive auditing and advisory experience including managing complex engagements for multinational clients. Lawrence has successfully led a number of high-profile IPOs in Mainland China; Hong Kong and the US capital markets with a particular focus on biotech and CRO sectors. He also leads efforts of conducting financial due diligence for industry-leading clients and advising on their risk management including SOX compliance issues. Lawrence is a founding member of Deloitte Chinese Services Group (CSG) and has previously led the UK CSG group. Lawrence currently serves as Members President (Greater China) and Fellow of Institute of Chartered Accountants in England & Wales (FCA ICAEW). He is also a member of the Chinese Institute of Certified Public Accountants (CICPA).

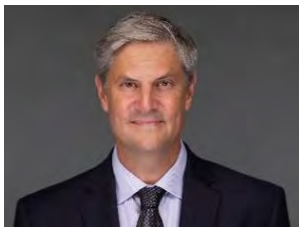


# SPEAKERS & PANELISTS



## **XIANPING LU, PhD, CHAIRMAN & CEO, CHIPSCREEN BIOSCIENCES**

Dr. Xianping Lu returned to China in year 2000 to found Chipscreen Biosciences with a group of US-trained professionals. Previously he was Director of Research at Galderma R&D in Princeton until 2000. He participated in founding Galderma Research Inc. and Maxia Pharmaceuticals in San Diego in 1994 after his postgraduate fellowship study at the Department of Pharmacology, University of California in San Diego, followed by research at Sanford Burnham Institute. Dr. Lu obtained his Ph.D. and M.S. in Biochemistry from Peking Union Medical College, Chinese Academy of Medical Sciences, and his B.S. degree in Biochemistry from Sichuan University. With over 30 years of biomedical research and biotech /pharmaceutical experiences in various responsibilities and therapeutic areas, Dr. Lu is a skilled leader of diverse groups and functions in global operating settings. He has published more than 100 peer-reviewed papers in prestigious journals including Nature, Science and The Lancet. He is the lead inventor of over 100 patented inventions in areas of small molecule therapeutics.



## **JOHN MUMM, PhD, CO-FOUNDER & CEO, DEKA BIOSCIENCES**

Dr. John Mumm is Co-founder and CEO of DEKA BioSciences. After earning his Bachelor's Degree from Menlo College, John received a MS from Stanford University and both a MS and PhD from MD Anderson Cancer Center where he discovered that IL-10 directly activates anti-tumor CD8+ T cells. John conducted post-doctoral work for a year at DNAX Research Institute and became a Scientist at Schering Plough where he developed PEGylated IL-10 (AM0010) as an immunoncology asset. He then founded Targenics, later merged with ARMO BioSciences (briefly a publicly traded company), to clinically develop AM0010 and other immune oncology assets. ARMO BioSciences was acquired by Eli Lilly in 2018 for \$1.6B up front deal. As a founder and Senior Director of Technical Operations at ARMO, John led the manufacturing and pre-clinical research teams. John served as the Director of Immunoncology R&D at Medimmune LLC and is the author of 28 peer reviewed manuscripts and 28 granted or pending patents. After reviewing the immunoncology space for two years at MedImmune and developing such diverse projects as innate and T cell agonists, CART and other cell therapy projects as well as novel immunostimulatory antibody drug conjugates, John has most recently founded Deka Biosciences. Deka is the next generation cytokine development company created to solve all of the challenges associated with harnessing the massive potential of cytokine therapy. With the most recent failures of all the T cell agonists, and the development and functional challenges associated with cell therapy programs, it is likely that cytokine combinations coupled with targeting modalities administered in conjunction with precision patient selection will be clear value drivers for the pharmaceutical industry for years to come.

# SPEAKERS & PANELISTS



## **KONSTANTIN POUKALOV, MANAGING DIRECTOR, PERCEPTIVE ADVISORS**

Konstantin Poukalov joined Perceptive Advisors in 2019 and is a Managing Director at Perceptive Advisors focused on various strategies across the Perceptive platforms. Mr. Poukalov serves on the boards of directors of Lyra Therapeutics (Nasdaq: LYRA), Landos Biopharma, Inc., and LianBio, which are portfolio companies of Perceptive Advisors. Prior to joining Perceptive, Mr. Poukalov served as Executive Vice President and Chief Financial Officer of Kadmon Holdings (NYSE: KDMN) from 2014 to 2018. From 2012 to 2014, Mr. Poukalov served as Kadmon's Vice President, Strategic Operations. Prior to joining Kadmon, Mr. Poukalov was a member of the healthcare investment banking group at Jefferies LLC from 2009 to 2012, focusing on companies across the life sciences and biotechnology sectors. Prior to Jefferies, Mr. Poukalov was a member of UBS Investment Bank, focusing on the healthcare industry from 2006 to 2009.



## **YI SHI, PhD, FOUNDER & MANAGING PARTNER, LILLY ASIA VENTURES (LAV)**

Dr. Yi Shi is the Founder and Managing Partner of Lilly Asia Ventures (LAV). Prior to founding LAV in 2008, Yi worked at the U.S.-based Eli Lilly and Company in business development licensing and corporate ventures. Yi holds a Ph.D. in Biochemistry and an M.B.A., both from Duke University. He received his Bachelor's degree in Biology from University of Science and Technology of China.



## **MARIETTA WU, PhD, MANAGING DIRECTOR, QUAN CAPITAL**

Dr. Marietta Wu is Managing Director of Quan Capital, a life sciences venture fund with offices in China & US, and deep expertise in cross-border value creation and global investments. She is a founding member of Zai Lab and served as COO and Director of the company prior to Quan Capital. Zai Lab is a NASDAQ listed company widely recognized as a leader in bringing innovative and transformative medicines to China. Over the past decade, Dr. Wu has been active in cross-border ventures and value creation in the life sciences industry. She was Managing Director at Burrill & Company, leading Burrill's investments and operation in Greater China, focusing on venture capital investing in China and Taiwan related life sciences opportunities. She also served as acting COO of Waterstone, a specialty pharmaceutical company with key operations in China. Dr. Wu is a frequent speaker and author on China and Taiwan life sciences topics, and a founding member of the China Healthcare Investment Conference. Prior to her focus on healthcare investments and company building, Dr. Wu was Director of Strategy at Edwards Lifesciences. She also held various financial and business development positions at Eli Lilly & Company. Dr. Wu received her medical degree from Shanghai Jiaotong University School of Medicine (formerly Shanghai Second Medical University), a Ph.D. in Medical Sciences from Medical College of Ohio, and an MBA from the University of Michigan Ross School of Business. Dr. Wu serves on the board of Citrine Medicine, Crescendo Biologics, Innoforce, MEDx Translational Medicine and Zidan Medical. She was a board member of Zai Lab Limited (NASDAQ: ZLAB), Kira Pharmaceutical, Jing Medicine Technology, Taiwan Liposome Company (GTSM: 4152), JHL Biotech (TWEM: 6540), and General Biologics Corporation (TWEM: 4117).

# SPEAKERS & PANELISTS



## **DEBRA YU, MD, PRESIDENT & CBO, LIANBIO**

Debra Yu is President and CBO of LianBio, a company focused on bringing paradigm shifting medicines to China and other major Asian markets. The company was founded by Perceptive Advisors and is advancing three leading programs in cardiorenal and oncology. Dr. Yu was most recently Managing Director and Head of Cross Border Healthcare Investment Banking at China Renaissance Securities (US). Prior to that, she was Managing Director of Labrador Advisors, where she advised numerous cross-border partnerships and licensing transactions. Earlier, she was VP Strategy at WuxiApptec and helped to architect and co-lead Pfizer's venture capital team and a member of Pfizer's Worldwide Business Development organization. Dr. Yu was a bay area venture investor for several years, serving as General Partner of Delphi Ventures and Managing Director of Bay City Capital. She also held positions at McKinsey & Co. in New York and London. She began her career as an analyst at Morgan Stanley. Dr. Yu received a BA with high honors in Molecular Biology from Princeton University earned an MD from Harvard Medical School. She served as the Mid-Atlantic Regional Chairperson for Bayhelix for several years prior to serving on the Bayhelix Board in 2018-2019. Dr. Yu is also a Governor of the Asian American Alumni Association of Princeton University and an active supporter for the University's Center for Contemporary China.



## **LILI ZHENG, PARTNER, DELOITTE TAX LLP**

Lili is a senior US international tax partner with more than 30 years of experience in the field. She currently serves as the Deloitte's Asia Pacific Cross-Border Services Leader and Deputy Managing Partner of Deloitte US Chinese Services Group. She has substantial experience in cross-border tax planning and is responsible for Deloitte's overall cross-functional services to MNCs investing Asia as well as Chinese & Asian clients investing in the US. Leveraging on her extensive experience in Deloitte offices in San Francisco, Tokyo, Beijing, San Jose and Hong Kong, Lili provides practical and implementable solutions to multinational companies on their cross-border investment structuring, IP planning, JV planning, M&A, entry and exit strategies. She is a trusted advisor with substantial experience in advising PE/VC funds and their portfolio companies in IPO positioning & restructuring to access different capital markets in the US, Hong Kong, Mainland China, and Taiwan. Fluent in Mandarin and Cantonese, she has a deep understanding of the unique considerations of companies from Asia Pacific on their cross-broader greenfield investments in the US and related supply chain impacts in various industries including but not limited to life sciences and healthcare, technology, financial services and manufacturing.

# PRESENTING COMPANY EXECUTIVE SUMMARIES



## Adaptive Phage Therapeutics

22 Firstfield Road, Suite 125  
Gaithersburg MD 20878 USA  
[www.aphage.com](http://www.aphage.com)

**Point of Contact:** Greg Merrill, CEO  
**E-mail:** [gmerril@aphage.com](mailto:gmerril@aphage.com)

**Overview:** APT is a clinical-stage biotech advancing personalized phage therapy for treatment of antimicrobial resistant (AMR) bacterial infections. APT's **PhageBank™** platform technology has been used in emergency rescues of over 30 critically ill patients for whom antibiotics had failed. These compassionate use cases put APT in the unique position of having multiple proof points of efficacy and safety in humans before recently initiating FDA-approved clinical trials. In addition, APT is one of the few biotechs awarded US government funding to progress a COVID-19 vaccine to Phase 1 human testing.

**Market:** Addressable U.S. markets for initial AMR clinical indications exceed \$1.6 billion.

**Problem:** Prior antimicrobial treatments have been 'fixed' while pathogens continue to evolve resistance, making AMR infections an enormous problem worldwide, and causing major health (and business model) issues as traditional antibiotics are now in varying stages of obsolescence. As a result, by 2050, AMR infections are expected to become the leading cause of death worldwide.

**Solution:** APT's PhageBank and related technologies were exclusively licensed to APT from the U.S. military's Biological Defense Research Directorate (BDRD), and leverage an ever-expanding library of phages that collectively provide evergreen broad spectrum and polymicrobial coverage.

PhageBank phage are matched through a proprietary phage susceptibility test (PST) being commercialized with **Mayo Clinic Laboratories** (MCL) on a global scale. PhageBank is positioned to be the first antimicrobial therapy to continually increase in spectrum of coverage over time and therefore does not require revenue suppressing antibiotic stewardship.

PhageBank required technological breakthroughs in several areas including genomics, bacteriophage purification, machine vision, machine learning (artificial intelligence), and years of phage collection by the U.S. Military. APT's in-house manufacturing and phage matching technology has already been leveraged to treat over 30 patients under FDA-approved compassionate use.

### **Leadership:**

**Greg Merrill – CEO:** Founding CEO for 3 prior VC-backed fast growth life-science companies, including Immersion Med (NASDAQ: IMMR). A Regional Ernst & Young Entrepreneur of the Year

**Carl R. Merrill, MD, CAPT USPHS (ret) - Chief Science Officer:** NIH Emeritus Scientist with 200+ scientific publications. USPHS Distinguished Service Medal

**Michael Brownstein, MD, PhD – Chief Medical Officer:** Prior NIH Scientific Director. Prior Director of functional genomics, J. Craig Venter Institute. Co-founded several successful biotech companies

**Subhendu Basu PhD – COO:** Previous Senior Director and Head of Scientific Affairs, Emergent (NYSE: EBS). Prior faculty at the Center for Vaccine Development, University of Maryland

**Robert J. Hopkins, MD - Vice Pres., Clinical Development:** 25+ years of regulatory and clinical development experience. Prior FDA, Merck, Emergent, BARDA

**Michael King, MBA - Chief Business Officer:** Prior CFO / CBO of PDS Bio and Aprelia Pharma, and CBO of Atrin Pharma. Prior US Senior Exec. for Sandoz GmbH, a subsidiary of Novartis AG

**Amy Fix, MS, MBA - Head of Regulatory Affairs:** Prior Senior Vice President of Regulatory Affairs at Novavax (NYSE: NVAX) and Senior Director of Regulatory Affairs at Emergent (NYSE: EBS)

**Michael Orndorff, CMA - Corp Controller:** Prior Controller at Emergent (NYSE: EBS). Prior public accounting auditor at Reznick Group (now CohnReznick) and Aronson

**Funding to date:** \$36 million from all sources (2020 revenue est.: \$12M from Dept of Def. contracts)

**Current Investors:** Mayo Clinic, Alexandria Venture Investments, Hackensack Meridian Health Ventures, NYSE-listed Pharma (confidential), TEDCO





# Alphyn Biologics Executive Summary

Multi-Target Therapeutics  
A New Class of Drugs  
More Powerful Therapies

## Dermatology Platform: Successfully Treated MRSA Drug Resistant Skin Infections

### MANAGEMENT TEAM

Neal Koller – Chairman & CEO

President & CEO, Board of Directors for 6 life science businesses achieving milestones and exit with last exit at 16x; Sr. Exec. Wyeth Pharma

Steven Pentelnik – President

P&G Exec. responsible for \$1B early-stage technology portfolio & global manager of \$750M Beauty Care Products

Gary Pekoe, PhD - Chief Scientific Officer

Directed multiple biotech product development programs including **FDA approval of Mupirocin**  
Founded strategic regulatory / clinical company focused on early stage innovations

Jazmyne Mink - Scientific Researcher

Center Director, Ailie Wellness Center

### COMMERCIAL PARTNERS

Eagle Analytic Services - Analytics Laboratory

Emery Biopharma - Microbiology Laboratory

PCCA - Formulation and Manufacture

TagOne - Supply Chain Management

Catalyze - Grant Services

IQVIA - Regulatory and Clinical Trials

Troutman Pepper - IP and Legal

EinserAmper - Finance and Tax

### SCIENCE ADVISORS

Prof. Dr. med. Joachim Drevs

Adj Professor, U. Clinic Freiburg, Germany

Director, Unifontis Oncology Clinic, Sickinge, Germany

Lawrence Schachner, MD

Chairman Emeritus Dermatology; Director Ped. Dermatology  
University of Miami School of Medicine

Jonathan Zenilman, MD

Chief, Infection Diseases Bayview, Professor of Medicine  
Johns Hopkins

Patric Lundberg, PhD

Associate Professor, Microbiology/Molecular Cell Biology  
Eastern Virginia Medical School

Shekhar Mitra, PhD

Sr VP, Global Innovation, Procter & Gamble (retired)  
President, InnoPreneur, LLC

Dennis P. West, PhD

Vincent W. Foglia Family Research Professor of  
Dermatology, Northwestern U.

Marc Goldberger, MD, MPH

FDA Dir. Office of Antimicrobial Products (retired)  
Regulatory Consulting, MG MD MPH LLC

David Hussong, PhD

FDA CDER Microbiology (retired)  
CTO, Eagle Analytic Services

Kathrine Laessig, MD

FDA Dpty Div Director, Anti-Infective Products (retired)  
VP, Therapeutic Strategy, Drug Development, IQVIA™

### FUNDING TO DATE

Founders \$ 870K (excluded from capitalization)

Seed Round \$ 1 million

### FINANCING SOUGHT

2 Tranches: \$2.5 million now / \$ 12.5 million

### USE OF PROCEEDS

\$ 176,800 Regulatory

\$ 1,398,600 Manufacturing, Development

\$ 88,100 Business Development

\$ 823,900 G&A (IP, acct, legal, personnel, trvl)

### COMPANY DESCRIPTION

Alphyn is a dermatology company solving the largest and most serious skin diseases, including infection and drug resistant infection, facing humankind. Alphyn's patent-pending breakthrough AB-101 platform biomaterial treats the root causes of these skin diseases, not just symptoms.

### ALPHYN SUMMARY & ACHIEVEMENTS

- AB-101 is a new class of drug due to its unique Multi-Target Therapeutics activity afforded by its multiple bioactive compounds
- Alphyn's 1<sup>st</sup> product targets Eczema - it is anticipated to replace current eczema treatments that have significant efficacy and side effect failings
- AB-101 is anticipated to be effective resolving infected eczema, including drug resistant infections, as well as effective against multiple other root causes of eczema in one topical treatment
- AB-101 kills *S. aureus* bacteria which is a superantigen or 'super causer' of eczema
  - *S. aureus* causes infection, including MRSA drug resistant infection, itching, inflammation, skin damage
  - AB-101, by killing bacteria including *S. aureus* and MRSA bacteria, treats a key root cause of eczema
- AB-101 is effective at killing dangerous and drug resistant bacteria
  - MRSA and Mupirocin resistant MRSA
  - Multi-drug resistant *Pseudomonas aeruginosa*
  - Multi-drug resistant *Streptococcus pyogenes*
- AB-101 is expected to have a much longer period of efficacy than the antibiotics it replaces
- Unique attributes of Alphyn's topical AB-101
  - Multiple bioactives, versus only 1 bioactive in most standard drugs
  - More effective than standard drugs, including ability to treat infections and eradicate MRSA
  - Demonstrated efficacy at eradicating MRSA in the lab and in initial human use
  - Accelerated path and lower cost to obtain FDA approval
  - Early exit strategy
- Successful FDA Pre-IND meeting, completed
  - FDA agrees that the current topical of choice, Mupirocin, needs replacement
  - FDA has experience with the AB-101 raw material
  - FDA agrees with Alphyn's approval path
    - Ready for Phase 2 trial no later than 2022 at significantly lower cost
- Key commercialization partner network established
  - Leverages world class expertise
  - Minimizes logistics costs
- Supply chain has 50+ years of experience with Alphyn's raw material
  - FDA has approved that supply chain for another drug using the same raw material
- 1<sup>st</sup> drug product formulations completed and in testing
- 6 patents filed, additional applications in draft, and, additional market protections defined

### ALPHYN OPPORTUNITY

- Alphyn is initially targeting the 26.4 million US eczema patient population, valued at \$13B
- AB-101 has significant competitive advantages:
  - There are no individual topical therapies that treat all root of causes eczema (infected/non-infected)
  - AB-101 treats multiple eczema root causes:
    - Itching, inflammation and improving skin health
    - AB-101 targets the most significant cause of eczema: MRSA drug resistant infection (reported ~25%)
- Early exit opportunity due to commercial attractiveness
  - Unique MRSA superiority
  - Need for a new 1<sup>st</sup> line topical treatment
  - AB-101 Multi-Target Therapeutics has a rich and deep skin disease new product pipeline



**Highlight:** Ax-101 is an immuno-oncology drug candidate which stimulates the immune system in multiple ways to fight cancer and has been proven in humans to be safe and effective.

**Summary:** Ax-101 has been shown to increase good cytokines while decreasing bad cytokines, increasing the M1/M2 macrophage ratio, reducing checkpoint molecules, and has shown a measured increase in immune system lethality and restored delayed type hypersensitivity (DTH) in humans. In animal studies, Ax-101 in combination with immune checkpoint inhibitor drugs has been shown in multiple cancers to increase complete response by 30-40% in colorectal, bladder, and lymphoma and 100% in melanoma. Mean tumor volume was reduced by 32-64% in colorectal, bladder, and lymphoma and 100% in melanoma. Our goal is to return to the clinic in combination with approved Immune Checkpoint Inhibitors such as Keytruda and Opdivo and show significant improvements in CR (complete response) and MTV (mean tumor volume) reduction.

Originally developed as a single agent drug candidate, Ax-101 has been safety tested in both animals and humans, with proven effectiveness resulting in tumor shrinkage and restored immune system function. The mechanisms of enhancing the immune system have been shown to be the same in animals and humans.

MD Anderson and Memorial Sloan Kettering Cancer Center are enthusiastic to host Ax-101 Phase I and II clinical trials.

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**Market:** Immunotherapy has become an important weapon in the treatment of cancer. 2022 worldwide ICI (Immune Checkpoint Inhibitors) market is estimated to reach \$25+B Their cure rate is only between 10-20% because cancer shuts down the immune system or hides from it. In many cases, ICI drugs alone have a temporary effect after which the cancer will resume deadly growth. Ax-101 combined with ICI drugs delivers a One-Two Punch, boosting the immune system to kill cancer and may offer a improved patient outcomes.

It is believed that Ax-101 alone activates and strengthens the immune system giving it better chances to fight cancer. As a single agent in human clinical trials, it demonstrated safety and effectiveness (tumor shrinkage, bolstered immune response). Ax-101 in combination with ICI drugs in animal models have shown to be safe and effective against multiple cancers (bladder, colon, melanoma and lymphoma).

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**Intellectual Property and Strategy:** AxImmune has all rights and IP for Ax-101.

Orphan drug status filed and approved for two cancers (metastatic melanoma and multiple myeloma). FDA grants seven years of marketing exclusivity after FDA approval. Intent is to file for many more cancer indications upon FDA approval.

**Patent** has been filed for combination therapy with Immune Checkpoint Inhibitors (ICI) and Ax-101:

- WO 2018/085698 A1
- PCT/US2017/06005

**Capitalization Summary**

Ax-101 as a single agent drug has been previously been proven safe and effective in humans.

Funding to date \$16M+

Current status: Pre-IND received positive and clear pathway for IND from the FDA

Next Steps and Financing Needed: Raising \$25M

Today through IND filing: \$2M

Phase I Clinical Trial: \$3M

Phase II Clinical Trial: (\$20-40M) depending upon number of cancers and CI drugs

**Contact Information:** Kent A. Murphy, Ph.D., CEO

AxImmune.com

[kent@aximmune.com](mailto:kent@aximmune.com)

540-558-8596

**BioFactura, Inc.**

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Frederick, MD 21701  
240-620-3566  
[www.biofactura.com](http://www.biofactura.com)

**Management Team:**

Darryl Sampey, Ph.D., President & CEO  
Jeffrey Hausfeld, M.D., Chair & CMO

**Bank:**

M&T Bank

**Legal:**

Wilson Sonsini/Lacki & Co

**Accountant:**

JJ Schmelzle & Co.

**Funding to Date:**

>\$14M by licensing, contracts & grants  
\$1.8M Series A Preferred Stock (closed)  
\$6.2M Series B Preferred Stock (closed)  
\$30M Series C Preferred Stock (open)

**Mission:** BioFactura develops and commercializes high-value biosimilars (*i.e.*, generic biopharmaceuticals) and biodefense medical countermeasures (MCMs) using its patented *StableFast*<sup>TM</sup> Biomanufacturing Platform, the optimal system for bringing these drugs to market with faster, lower cost, superior-quality manufacture.

**Financing Strategy:** BioFactura currently seeks to raise \$30M thru the issuance of Series C Preferred Stock to continue advancing a portfolio of two biosimilar drugs through clinical development and scale-up its biopharmaceutical manufacturing processes for late stage trials and commercial launch. As each product achieves preclinical analytical biocomparability and successfully completes a Phase I clinical trial, the Company will proceed to Phase III clinical trials, as needed and with commercial partners depending on product and/or territory. Sales and distribution will begin after final FDA or other regulatory approvals. Since inception, BioFactura has raised over \$22 million through licensing, contract, and grant revenues as well as private investment. In 2017 and 2018, BioFactura was cash-flow positive. These funds have allowed the Company to achieve critical product development, capability expansion and commercialization milestones with minimal shareholder dilution. The Company currently holds seven patents for its *StableFast*<sup>TM</sup> platform with other patents pending and maintains exclusive patent positions with its biodefense assets through licenses with the U.S. Government.

**Business Strategy:** BioFactura executed its first *StableFast*<sup>TM</sup> biosimilar platform license in 2013 with Momenta Pharmaceuticals (Cambridge, MA), a global leader in biosimilars commercialization to develop a partner-selected biosimilar. In 2018-20, the Company is advancing three new high-value in-house biosimilar drug candidates to the clinical development stages. Two programs have achieved the preclinical proof-of-concept stage and are ready for manufacturing and clinical development. Reaching the clinical inflection point with each product will make the assets attractive for partnering or further in-house commercialization. This biopharmaceutical product development engine coupled with U.S. Government biodefense funding, such as the recently awarded \$67M Smallpox contract, will enable the rapid commercialization of BioFactura's products with revenues exceeding \$150M in 4 years and over \$1B in less than 10 years.

**Competitive Advantages:** BioFactura's studies demonstrate that *StableFast*<sup>TM</sup> provides several key advantages:

- Novel multiplex selection strategy — Higher productivity and stability than single marker approaches
- Cholesterol-free — The ONLY NS0 platform for single-use technology vs the legacy GS-NS0 platform
- Diversity — Broad choice of production cell lines offer precise product quality matching to the brand name
- Regulatory friendly — Commercially-proven NS0 production cell line and serum-free from start to scale-up
- Broad range of biosimilar targets — All NS0 and SP2/0 manufactured brand name products (>\$24B)
- Competitive production yields — Proprietary technology enhances volumetric and final production yields

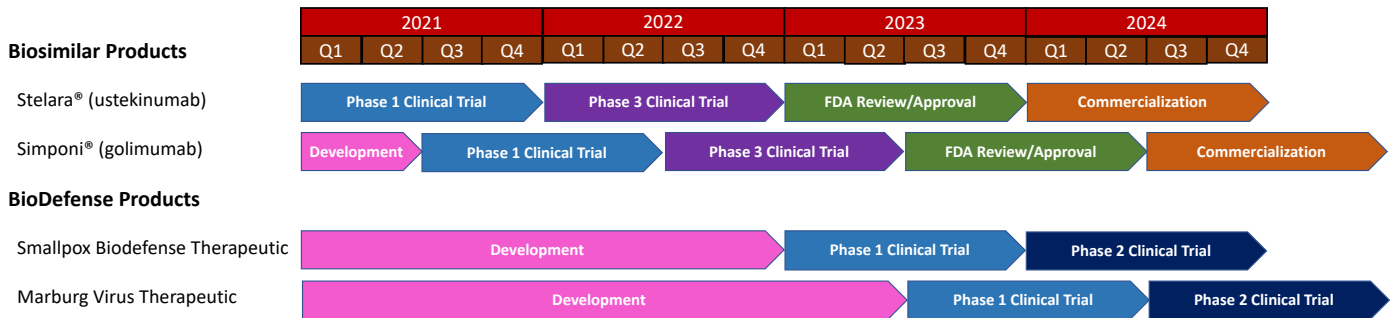
**Market:** The global biosimilars market is projected to grow from \$11.8B in 2020 to \$35.7B by 2025 with a Compound Annual Growth Rate of 25% with the (*reportlinker.com, 2020*) with the monoclonal antibody segment growing at the fastest rate during the forecast period. Key drivers of future growth include the rising incidence of chronic diseases and the increasing demand for biosimilars due to their cost-effectiveness. In addition, the global market seems highly favorable due to increasing pressure felt by countries of all development stages to control the spiraling costs of healthcare and provide access to lifesaving medicines to their populations. BioFactura has targeted an addressable niche in the biosimilars market with current innovator revenues of over \$24 billion. These 13 blockbuster drugs such as Stelara (US\$6.3B), Simponi (US\$3.0B) and Synagis (US\$1.1B) are optimally suited for biosimilar development employing the *StableFast*<sup>TM</sup> technology.

**Team:** Dr. Darryl Sampey co-founded BioFactura in 2004 and as President and CEO manages all strategic and scientific endeavors of the Company. He has over 20 years industry experience developing biological drugs and holds a B.S. in Chemical Engineering and a Ph.D. in Bioengineering. Retired surgeon Dr. Jeffrey Hausfeld leads BioFactura’s Board of Directors and all medical, business development and investor affairs. Since departing the clinic in 2005, Dr. Hausfeld earned an M.B.A. from Johns Hopkins and a degree in organizational development from the George Washington University and has been a successful healthcare entrepreneur for over 15 years.

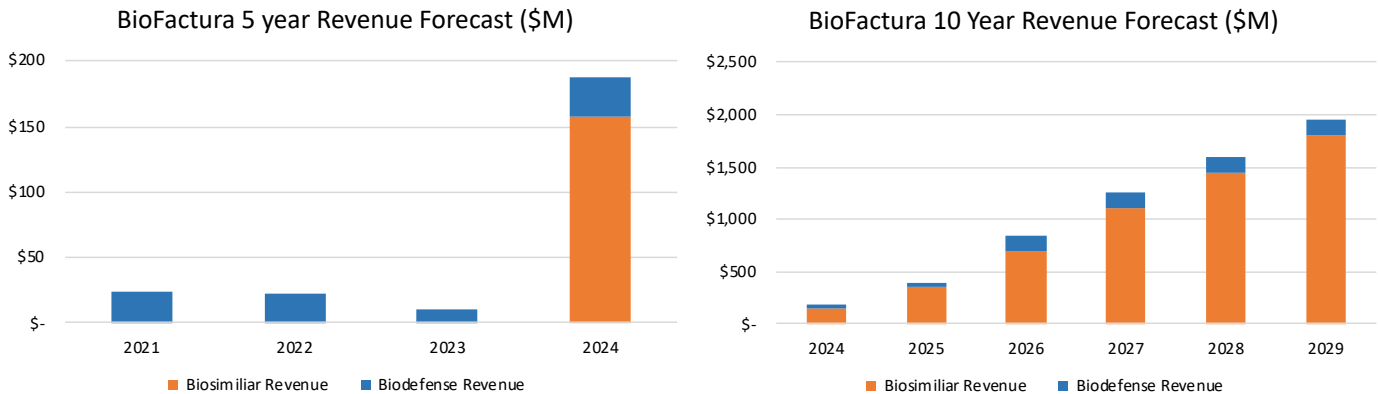
**Platform:** BioFactura’s patented *StableFast*<sup>TM</sup> platform is the next-generation NS0-based stable cell line development system that permits rapid generation and cloning of manufacturing cell lines (US Pat 8,076,102; China, Australian, Singapore, Korean and European patents allowed). Our technology improves upon and will displace Lonza’s GS-NS0 system, the only commercial platform competitor. BioFactura is targeting marketed biologic drugs for biosimilar development that are currently manufactured in the Lonza NS0 system or in the closely related SP2/0 cell line. This platform is simple to use, fast, and productive. Recent process intensification efforts assure a high yield of over five grams per liter significantly reducing our manufacturing costs. Multiple *StableFast*<sup>TM</sup> cell lines have been scaled up for the clinical manufacture of biological drugs.

**Products:** BioFactura’s biosimilar portfolio includes ustekinumab (Stelara), golimumab (Simponi) and palivizumab (Synagis) with current combined innovator market of over \$9B. The Company plans to enter a phase 1 clinical trial in 2021 for ustekinumab, its highest value product. BioFactura is also developing two biodefense drugs. In 2019, the Company was awarded a U.S. Government contract valued at up to \$67.4M for its Smallpox Biodefense Therapeutic. Upon development, Government sales of this product could exceed \$1B.

### Biosimilar and BioDefense Product Pipeline



### Biosimilar and BioDefense Revenue Forecast



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BioFactura, Inc.  
 8435 Progress Drive, Suite Z  
 Frederick MD, 21701

# BiOneCure-Executive Summary

## Introduction & Core Team

BiOneCure Therapeutics Inc is a biotechnology company committed to develop world-class **innovative antibody-drug conjugates (ADCs)** for the treatment of cancer. The company was **founded in 2016** by industrial veterans.

The management team consists of **Drs. Haifeng Bao, Dingguo Liu, Wei Yuan, Jan Fang, and Helen Zhong**, with **over 90 years** of combined successful new drug development experience.

Round : A  
Financing Plan: \$ 10 MM  
Use: **BIO-106 IND and other products development**

## New ADC Technologies

- I. **Novel ADC payloads/warheads** being developed by BiOneCure enable uniform and high drug-to-antibody ratio (DAR) with superior in vivo efficacy and safety.
- II. **Bispecific antibody drug conjugates** target 2 tumor-specific antigens simultaneously to enhance therapeutic efficacy and safety. Multiple patents for a novel antibody, payload (TAT) and ADC products have been filed.

## Product Pipeline

The current pipeline includes 5 innovative ADC products. The leading product **BIO-106 (anti-Trop-2 ADC)** will be filed for IND and start Phase I clinical trial in 2021.

Through our **innovative payload platforms**, we are able to create various new ADC products to effectively interact with a **wide variety of targets** and treatment of different cancers.

## Market & Deals

Total eleven ADC drugs have been approved since year 2000 when the first ADC drug was approved. **Six of the 11 ADC drugs have been approved within 2 years between 2019 and 2020**, indicating the break point of ADC technologies and development concept.

As an anti-Trop-2 ADC, BIO-106 is expected to be an anti-cancer agent effective against a broad range of tumors as Trop-2 is highly over-expressed in **approximately 20 solid tumors**, including tumors types with unmet medical needs such as lung cancer, triple negative breast cancer etc.



NSCLC



TNBC

For comparison, **\$1.27 billion** in sales in 2024 are forecast for a similar ADC drug, **Sacituzumab govitecan**, which just got approved this year for treatment of triple negative breast cancer.

## Related Deals :







Deka Biosciences, Inc., is an early-stage biotechnology company focused on generating the next generation targeted cytokine therapies to treat cancer and inflammatory diseases. Deka is developing the dual cytokine, (Diakine™) platform. Diakines are comprised of optimized, stimulatory, or suppressive disease specific IL-10 variants coupled to other stimulatory or suppressive cytokines via a T<sub>1/2</sub> life extending tissue targeting, non-immunogenic scFv technology.

In parallel, Deka has developed a precision medicine strategy to select patients who will best respond to our therapies.

Deka was founded in 2019 by John Mumm PhD (CEO) and Pavel Khrimian MBA (CBO). John is a serial entrepreneur with 25 years of start-up, research, manufacturing, and immune modulatory therapeutic development experience. Pavel brings 18 years of CRO, supply chain and large biopharma business development expertise to Deka. We are negotiating a term sheet with a Maryland based VC for a \$20 million Series A raise to be provided in two tranches and are looking for syndication partners. Proceeds from the first \$10 million tranche will be used to take the proposed cancer therapeutic through IND readiness and submission, with the second \$10 million tranche to be used for Phase I clinical development.

We have raised \$2.5 million in seed funding to generate in vitro and in vivo data packages for our disease specific Diakines™, showing powerful functionality in their respective models. Our three-year plan includes:

1. Preclinical validation of the anti-inflammatory and cancer assets,
  - a. Cancer lead molecule: wt IL-2 coupled with a high affinity IL-10 variant targeting EGFR (DK2<sup>10</sup>) - July 2020
  - b. IBD lead suppressive cytokine pair IL-4 coupled with a low affinity IL-10 variant, target TBD - (DK4<sup>10</sup>) - September 2020
2. Development of upstream/downstream manufacturing process, analytical method development PK/PD/Toxicology for both molecules to enable IND readiness
3. File an IND to initiate a Phase I clinical trial in RCC

We have reproducibly manufactured small-scale non-GMP lots, developed our downstream process, and initiated analytical method development. We have negotiated a lease with MGM Belward LLC, to rent laboratory and office space as well as and build a cGMP production facility that will enable the efficient development and manufacturing of our molecules to rapidly initiate Phase I clinical trials.

Deka has been granted its first patent with more immediately pending and has filed multiple provisional patent applications for its technology, its use, composition of matter, and precision medicine selection signatures and assays. There are no third-party obligations against any of Deka's intellectual property.

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## Executive summary

Hopstem Bioengineering is a discovery stage company committed in cell replacement therapy for neural injury and neurodegenerative diseases, such as stroke, traumatic brain injury, spinal cord injury, AD, PD, and ALS, etc. In addition to clinical pipelines development, we also provide state-of-art research grade human neural cells and brain organoids products as well as related services.

Hopstem was founded by Dr. Jing Fan, who earned her Ph.D. degree in neurosciences from University of British Columbia, and received her postdoc training at Institute of Cell Engineering, Johns Hopkins University. Dr. Fan has 15 years of experiences in neural toxicology, CNS disease models, including Huntington's disease, Parkinson's disease, and stroke, as well as neural stem cell biology. Core team members of Hopstem include other 3 scientists with strong neuroscience & stem cell background, GMP expert and business managers. Key advisors of Hopstem include Dr. Ted Dawson and Dr. Valina Dawson from JHU, Dr. Yutian Wang from UBC, and Dr. Frank Li, a former AstraZeneca Director of Regulatory Affairs, etc.

Hopstem has established a world-leading neural differentiation platform as well as patented iPSC reprogramming method and GMP manufactory and quality system. We provide a variety of research-grade products, services and human CNS disease models to pharmaceutical companies, biotech and research institutes, including our patented pro-maturation medium and the cutting-edge homogenous 3D brain organoids.

Our leading clinical product, hNPC01, is a human forebrain neural progenitor cell product for stroke and traumatic brain injuries, etc. Preliminary studies in rat and monkey pMCAO stroke models have suggested that majority of those transplanted hNPCs differentiated into functional neural cells and formed significant new connections with the rat neurons in distal regions. We are now preparing for our first IND meeting in the next 12 months. Other clinical pipelines include hNPC02 for ALS and spinal cord injuries, as well as hNPC-EX, which is the exosome product for AD and Autism.

Hopstem has received \$5 million funds so far, and another A+ round of \$6 million closed in October 2020. Next round of fund raising to prepare more pipelines to clinical stage will start around June 2021. We are always open to investment opportunities and R&D partnerships.

## Executive Summary

LinkedUp Bio, pioneered a novel antibody drug discovery engine that is dedicated to developing novel biological therapeutics for diseases that have limited or no successful treatment.

The gamechanger element is that we can screen the entire natural immune repertoire with unprecedented speed and scales and identified hits rapidly and efficiently, thereby greatly increasing the success rate of potential therapeutics for targets that are hard to drug.

### **AbLink Platform: Screening the entire immune repertoire for more efficient antibody discovery**

LinkedUp Bio is using microfluidic device to enable single B cell encapsulation, and subsequently, extract the information of heavy chain and light chain of antibody from tens of millions of B cells and then transferred them into our in-house engineered yeast system. These antibody copies in the yeast cells maintained their natural heavy chain and light chain pair, and good biophysical stabilities of the original B cells. Our yeast strain has both display and secretion mode which enables quick characterization of the potential hits, eliminating the step for mammalian expression for further hits validation, a typical bottleneck for many single B cell platform.

The AbLink Platform is the only platform allowing comprehensive screening of the natural antibody repertoire. This results in at least 100 times more hits than hybridoma and other single B cell platforms. Other benefits include more extensive epitope coverage, more unique and rare sequences & diversity, higher affinity, and functionality. Currently the platform gathered a great deal of interest in industry as we already collaborated with two biopharmas and several others are in the middle of conversation.

### **LUB-001 : Tackling malignant melanoma and solid tumors**

LinkedUp Bio's first target indication is malignant melanoma, one of the deadliest forms of human cancer, due to the high incidence of metastases and drug resistance. Extensive research supports the role of a new target X for malignant melanoma, potentially affecting tumor growth, survival and metastasis. However, due to the limitations of traditional antibody discovery technologies and the complex structure of the target, there have been numerous antibody candidates that showed limited efficacy in inhibition of tumor growth, never matched the high expectation and promise of a breakthrough treatment.

LinkedUp developed a novel antibody clone for this target X and in vitro data demonstrated drastically improvement of the ability of the immune system to attack the tumor cells. LinkedUp Bio's approach can provide a novel promising treatment for many different types of cancer, such as triple negative breast cancer, glioblastoma, hepatocellular carcinoma, and more.

### **LUB-002: Tackling congenital muscular dystrophy**

Alpha Dystroglycanopathy is a clinically and genetically heterogeneous group of muscular dystrophies with the defective matriglycan which links the muscle cells with extracellular matrix. The cause of the defect involved more than 18 genes, and manifested various degree of severity in clinical symptoms. Currently there no effective therapy for this group of diseases. Novel strategies like antisense, AAV gene therapy, enzyme replace can only address one kind gene a time, making a significant commercial challenge. We propose a novel bispecific antibody approach that functions as a surrogate molecular linker to reconnect extracellular matrix and the muscle cells to ameliorate sarcolemmal fragility, a primary pathology in patients with alpha-dystroglycan-related muscular dystrophies.

We are currently seeking fund to move our program forward and expand our team.

#### **Team:**

**Greg Li**, Co-founder, President

**Stephen Gillies**, Co-founder, CSO

**Tao Wang**, Co-founder, Vice President of Antibody Discovery

**Jason Lavinder**, Cofounder, Advisory Board



## Executive Summary

Pendrea Pharmaceuticals offers a profound and novel opportunity as a Phase 2 clinical stage development company dedicated to the treatment of Solid Tumors and Acute Myeloid Leukemia (AML). Pendrea is the only company working with a class of natural compounds in the body, ceramides, which are the central mediators of a natural defense mechanism against neoplasia and cancer progression. Our lead product, Ceraxa, has shown safety and efficacy as a monotherapy in stage 4 Solid Tumor patients who had failed all previous treatments.

No one else has the means to deliver ceramide as solubility limitations and the need for intracellular delivery have prevented its use as a therapeutic. Pendrea's proprietary technology, which embeds ceramide in the outer membrane of a nanoparticle, overcomes these delivery limitations.

Ceraxa's physical properties result in a long half-life in humans (24 hours) allowing significant accumulation within the tumor, while its dual mechanism of action has been demonstrated to be quite unique in that it kills cancer cells while leaving healthy cells unharmed:

- Once in the tumor, Ceraxa kills cancer cells through inhibition of their high energy glycolytic pathway triggering apoptosis. Proteome analysis shows a huge down regulation of pro-cancerous mitogens
- In the tumor microenvironment, Ceraxa changes the phenotype of tumor associated macrophages from M2 to M1, which reverses immunotolerance and reactivates T-cell response giving Ceraxa a second tumor killing mechanism

Ceraxa has been shown to be exceptionally safe in humans because the biochemical target for Ceraxa does not exist in healthy cells.

In addition to the dual mechanism of cytotoxic killing and immune system reactivation, Ceraxa has been shown in a number of studies to significantly restore and enhance the ability of standard chemotherapeutics to kill cancer cells. Patients whose cancers have relapsed while on frontline standard of care therapies need this restoration of effectiveness. It is in this area of combination therapy that our CMO, Dr. Daniel Vlock, a board certified oncologist, has identified that Ceraxa addresses a totally unmet need which could lead to an efficient and rapid regulatory path to approval, especially since Ceraxa appears safe without adding further side effects. In addition, CMC risk is mitigated as cGMP manufacturing is already established, and shelf-life for Ceraxa is greater than 2 years at room temperature.

The science behind Ceraxa is very deep and extensively published in peer reviewed journals, a number of which are listed in Pendrea's Overview presentation. The development of Ceraxa is the life's work of Prof. Mark Kester, a world leader in ceramide research and head of the NanoStar Institute at the University of Virginia, where Pendrea has access to substantial research resources. Pendrea also has access to resources and clinical sites through Scientific Advisory Board members at Memorial Sloan Kettering and the University of Maryland. Ongoing research involves development of next generation forms of Ceraxa that allow encapsulation of chemotherapeutics in the hollow core of the nanoparticle offering the potential for significant expansion of Pendrea's pipeline and its partnering opportunities.

The management team is highly accomplished in pharmaceutical development and creating significant enterprise value. In particular, the CEO has created liquidity opportunities with his last four companies; two M&As and two IPOs, while the CMO has also built and sold a biopharm company. Together, exits achieved by these two executives exceed \$1 Billion.

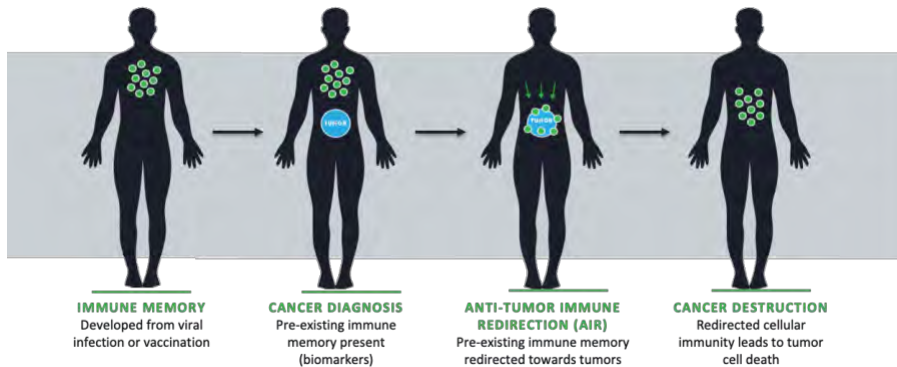
The company seeks to raise \$30 million to complete Phase 2A in 4 Solid Tumor indications and AML, and another \$25 million to complete Phase IIB in the best Solid Tumor indication from Phase 2A and in AML. The Company expects to be ready to progress to the start of Phase 3 for Solid Tumors and AML at the end of 3 years.



# Anti-tumor Immune Redirection (AIR)

## An Innovative Therapy that Redirects Pre-existing Immune Memory from Infection or Vaccination to Fight Cancer

VERIMMUNE



**Problem:** Cancer remains one of the top 5 leading causes of death worldwide, with a high unmet medical need for novel modalities of treatment. Over the recent years, the advent of immune checkpoint inhibitors has provided a new treatment paradigm for immuno-oncology, leading to remarkable clinical benefits in specific subsets of cancer patients. However, such treatments still have relatively limited overall success rates and are associated with significant toxicities. Physicians have difficulties identifying the most effective treatment for a patient and this results in many patients being ineligible and/or not responding to treatment, or even acquiring resistance.

**Opportunity:** VerImmune's patented Anti-tumor Immune Redirection (AIR) platform alters the patients' solid tumor to flag it to their own pre-existing immunity derived from prior viral infection or vaccination. AIR virus-inspired nanoparticles target viral antigens to tumor cells to mark those cells as virally infected. This signals the pre-existing viral immune memory T cells to target the tumor cells and destroy them. Clinicians can review a patient's health history or vaccination record (together with a possible companion diagnostic) to leverage the AIR product as a novel cancer treatment option. AIR is applicable for the general cancer population, while serving as a customizable targeted immunotherapy.

### Value Proposition:

- **Biomarker Available:** Physicians can select patients for AIR treatment via health/vaccine history records and companion diagnostic.
- **Differentiated Approach:** AIR's differentiated mechanism of action, independent from PD-1/PD-L1 biology, supports the broad application to many cancers either as a monotherapy or in synergy with existing approved treatments.
- **Tumor Specificity:** AIR's platform is tumor-specific and has been systemically administered preclinically with no apparent toxicity.
- **Tumor Type Agnostic:** AIR has the potential to target any solid tumor, leveraging a variety of pre-existing immune responses within our body from past infection or vaccination.
- **Robust Intellectual Property:** strong foundational IP on Composition of Matter and Method of Use, with additional families covering mechanism, synthesis & methods of treatment.

**Go-to-Market Strategy:** Our *in vitro* and *in vivo* preclinical results validate the AIR mechanism of action as well as the anti-tumor efficacy in immune checkpoint-refractory murine tumor models. Those data have been established with initial seed funding (~\$1.5M). VerImmune is initiating Series A to develop our lead product candidate, VERI-101 (CMV-AIR) to an IND to enable the first-in-human clinical studies and to grow the management team. Potential targets for initial clinical indications are immune checkpoint inhibitor-ineligible cancer patients with advanced or metastatic solid tumors.

### VerImmune Inc.

Baltimore, MD

Tel: +1-858-775-9805

Contact: Alain.Rolland@verimmune.com

Website: [www.verimmune.com](http://www.verimmune.com)

Sector: Immuno-oncology (Therapeutics)

### TEAM

**Alain Rolland, Pharm.D., Ph.D., Exec Advisor**  
COO at Emerald Health Pharmaceuticals, formerly President/CEO and co-founder of CHIME BioTherapeutics, EVP/CSO of HUAYA Biosciences International, EVP Product Development at Vical.

**Joshua Wang, Ph.D., Founder & CSO**  
Previously Johns Hopkins Assistant Professor. Experienced in scientific venture creation (Flagship Venture Labs).

**John Troyer, Ph.D., Co-Founder & COO**  
Crafted & led 36 successful INDs during his former tenure as VP of Product Development at PharmAthene & ICON.

**Roger Pomerantz, M.D., Board Director.**  
President, CEO and Chairman of ContraFect Inc., formerly CEO of Seres Therapeutics, SVP at Merck & Co. and Global Head of ID for J&J.

**Robert Silverman, MBA, Board Director.**  
Former CEO of mtm laboratories AG., sold to Roche (\$270M). Leadership roles at Cytoc and Viacell, Director of NPD Abbott PPD.

**Solomon Langermann, Ph.D., Business Advisor**  
Chief Scientific Officer (CSO) of NextCure. Former CSO and SVP of Research at Amplimmune Inc. (acquired by AstraZeneca for \$225M).

**Eric Richman, MBA., Business Advisor**  
Board Chairman of Lab Connect. Previously, Partner at Brace Pharma, President and CEO of PharmAthene and founding team member of MedImmune.

**John Schiller, Ph.D., Scientific Collaborator**  
2017 Lasker DeBakey Clinical Awardee. 2014 National Medal of Technology & Innovation. Distinguished NIH Investigator. Global Key Opinion Leader in Papillomavirus virus-like particles & Immune Redirection

**David Masopust, Ph.D., Scientific Advisor**  
Key Opinion Leader on T-cell memory. Beckman Foundation Young Investigator awardee, American Society of Microbiology ICAAC Young Investigator Awardee, and NIH Director's New Innovator Awardee.



# PARTNERS



## BIG IDEA CONNECTPRENEUR FORUM

Founded in 2012 and based in Washington, DC, CONNECTpreneur is a global community of over 20,000 founders, entrepreneurs, private investors, angels, VCs, CXOs and business leaders who celebrate innovation and entrepreneurship. The CONNECTpreneur Investor Network consists of 2500 high net worth private investors and family offices that are seeking outstanding investment opportunities in early stage companies and alternative investment funds. The CONNECTpreneur Capital Access Platform (CCAP) is a compliant technology platform whereby companies can source investment capital via our investor network. Learn more at [www.connectpreneur.org](http://www.connectpreneur.org).



## BIOCENTURY

BioCentury helps C-level biotech executives and investors make business-critical decisions by providing independent deep-dive analysis, high-quality data, and business intelligence on a global scale. We report on and dissect trends before others, helping you to better position your company for change and to capitalize on that change before your competition. No matter where you are in the drug development process—from idea to patient—we help you answer critical questions, decipher strategic trends, objectively evaluate product and business strategies, and assess competitive, financial, and policy risks. For more information, please visit [BioCentury.com](http://BioCentury.com).



## BIOHEALTH INNOVATION

BioHealth Innovation, Inc. (BHI) nonprofit organization focused on accelerating biohealth (therapeutic, diagnostic, medtech, and health IT) commercialization in the BioHealth Capital Region (Maryland, DC and Virginia). BHI's team of expert Entrepreneurs-in-Residence, analysts, and other professional staff support technology commercialization, industry promotion, workforce, and capital raising activities. These include the development of commercialization plans, market research and promotion, non-diluted funding application assistance, and introductions to investors, strategic partners, business advisors, and potential clients. BHI also manages wet lab and office incubator space for early stage companies, provides soft-landing support for international companies, and works with partners to co-host the annual BioHealth Capital Region Forum and an annual biohealth investor partnering conference. For more information about BioHealth Innovation or the 10/20-21/2020 event email: [BHI@BioHealthInnovation.org](mailto:BHI@BioHealthInnovation.org). Register here for the 10/19/2020 BioHealth Capital Region Forum with networking and 58 speakers: <https://www.biohealthcapital.com/forum-2020/>

## JUDY COSTELLO, MANAGING DIRECTOR ECONOMIC DEVELOPMENT, BIOHEALTH INNOVATION, INC

Judy Costello is Managing Director of Economic Development for BioHealth Innovation, Inc. (BHI). Prior to joining BHI, she served as Director of the Maryland Department of Commerce's Office of BioHealth and Life Sciences and as Deputy Director of the department's BioMaryland Center. In these positions, she has worked to grow the biohealth cluster by supporting industry recruitment and retention, commercialization, workforce, non-dilutive and dilutive fundraising, international soft landing, partnership and promotion activities. She previously worked for the Business Alliance organizing venture pitch forums, entrepreneur bootcamps, tech transfer showcases, educational seminars, and other programs connecting entrepreneurs, faculty innovators, students, and industry leaders in Maryland, DC and Virginia with each other and with those providing funding and other resources to young companies. Prior to joining the Business Alliance, Costello held positions in economic development, financial services marketing, and university public relations. She is a graduate of Georgetown University, and holds a MBA from Loyola University in Maryland.



# PARTNERS

The logo for CHINABIO, featuring the word "CHINABIO" in white, uppercase letters on a dark blue rectangular background.

## CHINABIO® GROUP

Since our founding in January 2007, ChinaBio® Group has successfully helped nearly 100 US, European and Asia-Pacific life science companies achieve success in China. Leveraging our consulting and advisory teams' significant experience in China's life science industry, and our extensive proprietary databases, we have helped our clients identify over 1,400 in-/out- licensing and M&A opportunities and raise over \$500M in funding in China. Our clients have included many global pharma and life science companies as well as early stage and mid-size companies. ChinaBio® Group is headquartered in Shanghai with offices in San Diego, Silicon Valley, Singapore and Basel, Switzerland



## GREG B. SCOTT, FOUNDER & CEO CHINABIO® GROUP

Greg founded ChinaBio® Group in 2007 to help life science companies and investors achieve success in China. ChinaBio® works with US, European and APAC companies seeking partnerships, acquisitions, novel technologies and funding in China. ChinaBio® has also organized over 30 conferences in China focused on cross-border investment and partnering, including the ChinaBio® Partnering Forum which draws over 1500 attendees from around the world to China each spring. Greg is also co-founder of two investment groups that have funded over 50 biotechnology and medical device companies in the US and China, and Executive Editor of ChinaBio® Today, a widely read newsletter covering the China life science industry. He also is the current chair for the American Chamber of Commerce Healthcare Committee, and a former board member of BayHelix Group. Greg is considered a leading expert on China's life science industry and is frequently quoted in media including the Wall Street Journal, Financial Times, Bloomberg, BioWorld, BioCentury, and other industry publications. Headquartered in Shanghai, ChinaBio® has team members in San Diego, Palo Alto, and Basel, Switzerland.

The logo for Deloitte, featuring the word "Deloitte" in a bold, black, sans-serif font with a small yellow dot above the final 'e'.

## DELOITTE US CHINESE SERVICES GROUP

As a leading organization serving the most complex global clients, the Deloitte Chinese Services Group (CSG) specializes in responding to unique needs of companies engaged in cross-border investments and business between China and the United States.

Established in 2003, Deloitte's Chinese Services Group (CSG) advises Chinese companies expanding their global presence and multinational companies (MNCs) operating or seeking to operate in China.

We have professionals who speak Chinese and/or understand Chinese business culture in 90 countries and regions within Deloitte Touche Tohmatsu Limited's member firms, with approximately 2,000 bilingual resources in the United States. This dedicated network is committed to providing professional advice and comprehensive solutions to better serve our global clients.

To stay ahead of the curve in putting the needs of clients as our priority, the CSG continues its efforts in evolving and adapting to the changing dynamics of the marketplaces and provides advice and solutions to clients to address their complex business challenges.

# SPONSORS



## HANKANG CAPITAL

Hankang Capital is a venture capital firm dedicated to investing in the bio-pharmaceutical, diagnostic and medical device industries. The Hankang Capital team manages both RMB and USD funds, and has invested in over 20 biotech companies since 2015, among which InnoCare (09969.HK), Akeso (09926.HK) and Chipscreen (688321.SH) successfully went public in the last couple of years and became front-runners in the China biotech industry.



## KEVIN YUAN, MBA, MANAGING PARTNER, HANKANG CAPITAL

As the founder of Hankang Capital, Mr. Yuan is responsible for overall management of the firm and investment decision-making. With nearly 20 years of experience in the biopharmaceutical industry, he has led investments in numerous companies in the pharmaceuticals, medical devices, and diagnostics fields. He has vast connections and resources especially in the China biotech industry. Mr. Yuan now serves on the boards of directors of InnoCare (09969.HK), Conmed, Huahui Health, and Pulmongene. Previous notable investment cases include InnoCare (09969.HK), Akeso (09926.HK), Chipscreen (688321.SH), Abbisko and Eastern Biotech, etc.

Mr. Yuan holds a Master of Business Administration degree from China Europe International Business School.



## POLARIS STRATEGIC PARTNERS, INC.

Polaris Strategic Partners is a preeminent provider of clinical trial services for emerging and growing biopharmaceutical companies with global aspirations to conduct clinical development projects in US and China.

Clinical trials are sophisticated research projects performed in a complex business environment. Emerging and growing companies have a limited number of assets at the clinical stage. As a result, you rely on your clinical trials to be meticulously conducted in order to achieve business goals by bringing new and differentiated products to the market. There is no room for error. This unique need can hardly be met by large clinical contract research organizations (CROs) whose operations and business models are geared toward supporting mature companies with large clinical portfolios.

The CRO industry is evolving from large, one-size-fits-all offerings to bespoke, culturally matched services that are more effective. We are leading this change with our unique PolarisConnect platform. Through PolarisConnect, we focus on sourcing best-in-class clinical trial capabilities and designing unparalleled trial execution plan that is unique to support ex-US emerging biopharmaceutical companies to achieve trial success in the US. We provide tailored strategic guidance as well as seamless service execution that is anchored by decades of world-class experience in commercial clinical trial operations and outsourcing. We bring deep therapeutic area expertise with proven track record of managing clinical trial businesses in prestigious biopharmaceutical and rare disease companies.

Polaris Strategic Partners is your partner for better trials. We focus on your needs and operate in a culturally sensitive way. We provide insightful guidance, practical know-how, valuable connections and comprehensive solutions to support you to achieve trial success in the US.

# SPONSORS



## **JANE FANG, MD, FOUNDER & CEO, POLARIS STRATEGIC PARTNERS, INC.**

Dr. Jane Fang has 25 years of unique multidisciplinary experience in medical practice, life science research and global biopharmaceutical R&D. Her pharma experience includes clinical trial design, study protocol development, strategic planning, trial operations, outsourcing, vendor selection, study management, patient recruitment, data analytics and monitoring, regulatory standards and submissions. Dr. Fang is also a pioneer in digital innovations for clinical trials from medical devices to virtual trials.

Dr. Fang possesses broad international experience in both US and China with extensive global study experience in oncology, autoimmune and respiratory diseases, metabolic and cardiovascular diseases, infectious diseases, and vaccines. Dr. Fang contributed to AstraZeneca/MedImmune's Durvalumab (Imfinzi), Benralizumab (Fasenra) and FluMist development programs.

Dr. Fang received extensive medical education and fellowship training at one of the most prestigious medical universities in China. She also earned an M.S degree in healthcare management and informatics from University of Pittsburg. Prior to founding Polaris Strategic Partners, she had 20+ years of progressive career at leading global biopharmaceutical companies such as AstraZeneca/MedImmune and Schering-Plough/Merck.



## **AAVNERGENE**

AAVnerGene Inc. is an innovative company developing new technologies to make AAV based gene therapy more accessible and affordable. AAVnerGene's Tissue-specific, Highly-transductive and Expressive New AAVs (ATHENA) screening platform has high complexity to find the best AAV for each specific disease therapy, so to increase productivity, efficiency and specificity while decrease manufacture pressure, side effects, immunity and price.

With more than 16 years of AAV gene therapy front line expertise, AAVnerGene provides you cutting edge ideas, designs, high quality AAV packaging, products, library construction and screening services. Collaboration is welcome to promote the advance of the thriving area and bring hopes to patients. Together, we find the cures. Please refer to [www.AAVnerGene.com](http://www.AAVnerGene.com) for more information and send your questions to [dao-zhan.yu@aavnergene.com](mailto:dao-zhan.yu@aavnergene.com).

## **DAOZHAN YU, PhD, CEO, AAVNERGENE INC.**



Dr. Daozhan Yu graduated at University of Maryland at Baltimore in Molecular Medicine. He had worked on different diseases including Diabetes, Obesity, Cardiovascular disease and Neuronal disease. He developed a new method to generate brown fat cells, which can be used to treat diabetes and obesity. He first generated the iPS cells from Niemann-Pick disease patient and used the differentiated neuronal cells to screen and get two promising treatment drugs, one of which is at Phase III clinical trial. He also develops a first-in-class drug for heart disease, which is at preclinical stage.

In recent years, he has been focusing on gene and cell therapy, especially AAV delivered gene therapy. In 2015, he joined Dr. Weidong Xiao's lab at Temple University and focused on AAV basic research and Hemophilia A gene therapy. Later, he joined Vigene Biosciences and led the virus production and innovation department to deliver thousands of AAV productions for universities and companies from all over the world. The quality and productivity helped the company thrive in the AAV production business.

In 2019, he Co-founded the company, AAVnerGene Inc. AAVnerGene's mission is to develop new vector and process to increase the AAV delivery efficiency and specificity, and thus reduce the side effects and cost, which ultimately dictates the success of AAV gene therapy.

# SPONSORS



## CR MEDICON

CR Medicon, An Integrated Clinical Development Platform. CR Medicon is a clinical development CRO dedicated to providing high-quality services including regulatory affairs, medical affairs, clinical operation, data management, statistical analysis, programming, pharmacovigilance and biological sample analysis. CR Medicon is one of the most trusted and fastest-growing clinical trial service providers for domestic and overseas sponsors. [charle.li@crmedicon.com](mailto:charle.li@crmedicon.com); 732.624.9052



## CHARLES LI, MS, MBA

Charles Li has twenty years of working experience in drug research and development, possessing broad life science expertise including medicinal chemistry, radiochemistry, molecular imaging/diagnostics, protein therapeutics, and cell therapies for cancer and neurodegenerative diseases, from preclinical development to clinical studies. He worked at Peking Union Medical college and National institutes of Health as a research scientist before his career transition into a business development professional after his MBA from Johns Hopkins University. Charles has played a variety of leadership roles in many organizations and has served many biomedical startups, both in US and China. Charles currently leads the US business development of CR Medicon, which is one of the youngest and fastest growing clinical development CRO in the world. Charles is also one of the founding members of SAPA-DC, Executive Council 2018~2020, and the SAPA-DC President-Elect 2019.



# ATTENDEES

## EVENT HOSTS

First Name	Last Name	Job Title	Company
Lingquan "Vince"	Deng, PhD	President	SAPA-DC
James	Early, BS	Managing Partner	Tamarack Advisory
Charles	Li, MS, MBA	VP, Business Development	CR Medicon Research, Inc.
Bei	Ma	Founder & CEO	The Pinea Group, LLC
Tien	Wong	CEO	Opus8, Inc.

## SPEAKERS & PANELISTS

First Name	Last Name	Job Title	Company
Will	Cai	Partner	Cooley LLP
Frank	Fan, MD, PhD	CSO & Co-Founder	Legend Biotech
Li	Feng, PhD	Partner	Finnegan
Karen	Hong, PhD	Partner	Novo Ventures
Jing-Shan "Jennifer"	Hu, PhD	Senior Advisor	Qiming U.S. Healthcare Fund
Lawrence	Jin	National Leader & Market Managing Partner	Life Sciences & Health Care, Audit & Assurance, Deloitte China
Xianping	Lu, PhD	Chairman & CEO	ChipscreenBiosciences
John	Mumm, PhD	Co-Founder & CEO	DEKA BioSciences
Konstantin	Poukalov	Managing Director	Perceptive Advisors
Yi	Shi, PhD	Founder & Managing Partner	Lilly Asia Ventures
Marietta	Wu, PhD	Managing Director	Quan Capital
Debra	Yu, MD	President & CBO	LianBio
Lili	Zheng	Partner	Deloitte Tax LLP

## PARTNERS

First Name	Last Name	Job Title	Company
Jerry	Chen	Intern	Big Idea CONNECTpreneur Forum
Kim	Gordon	Marketing Manager	BioCentury
Judy	Costello	Managing Director Economic Development	BioHealth Innovation
Greg	Scott	Founder & CEO	ChinaBio

## PRESENTING COMPANIES

First Name	Last Name	Job Title	Company
Greg	Merril	CEO	Adaptive Phage Therapeutics
Neal	Koller	Chairman & CEO	Alphyn Biologics
Kent	Murphy, PhD	CEO	AxImmune
Jeffrey N.	Hausfeld MD, MBA, FACS	Chairman & Chief Medical Officer	BioFactura Inc.
Haihong (Helen)	Zhong	VP of Pharmacology	BiOneCure Therapeutics
John	Mumm, PhD	President & CEO	DEKA Biosciences
Jing	Fan	Founder & CEO	Hopstem Biotechnology
Greg	Li, PhD	President	LinkedUp Bioscience
Chris	Prior, PhD	CEO & Chairman	Pendrea Pharmaceutical
Joshua	Wang	Co-Founder & CSO	VerImmune, Inc.

## SPONSORS

First Name	Last Name	Job Title	Company
Sunny Yun	Lai	Senior Business Program Specialist	Deloitte
Yincheng	Zhang	Partner	HanKang Capital
Jane	Fang	Founder & CEO	Polaris Strategic Partners, Inc.
Daozhan	Yu	CEO	AAVnerGene
Charles	Li	VP, Business Development	CR Medicon Research, Inc.

## ATTENDEES

First Name	Last Name	Job Title	Company
Fredric	Abramson	Founder & CEO	Golden Thread Technology, Inc.
Michael	Adler	Managing Partner	Law Office of Michael E. Adler
Sean	Adler	CEO	GZI
Ali	Afshar	Post-Doctoral Fellow	JHU
Maria Gracia	Agurto Osorio	CEO	SCerise
Ray	Ahn	Investment Manager	DAYLI Partners
Ron	Ainsworth	Principal	Boustead & Co
Abiola	Akala	Principal	Abiola Incorporated

ATTENDEES			
First Name	Last Name	Job Title	Company
Luis	Alvarez	CEO	Theradaptive, Inc.
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Jiang	Bao	VP of CMC	Bionecure Therapeutics
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Bobby	Bi	Global BD Director	Innovent Biologics
Xiping	Bi	Director	BayRay
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Judy	Cai	CFO	Segway
Lain	Cai	Director	CRM
Will	Cai	Partner	Cooley
Kathie	Callahan Brady	CEO	Fitci
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Zhengkang	Cao	Regulatory Affair	Humphries Pharmaceutical Consulting
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George	Chang	Chair, Biomed/Biotech SIG	ASQ509
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Denise	Chen	Partner	GIG
Dong	Chen	Scientist	Yale University
Donghai	Chen	Business Development Director	Protheragen Inc.
JC	Chen	GM	Rabome
Jessica	Chen	PhD candidate	Weill Cornell
Jessie	Chen	VP Product & Application Development	ACROBiosystems
JJ	Chen	Senior Scientist	AstraZeneca
Joan	Chen		Columbia University
Junxian	Chen	Master Student in Public Health	Columbia University, Public Health
Katherine	Chen	Management Consultant	Accenture
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Rui	Chen	Postdoc	Duke
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Sumin	Chen	General Partner	Opus8 Phoenix Fund
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Veronica	Chen	Director	Merck
Xiaodong	Chen	EVP	SAPA
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## ATTENDEES

First Name	Last Name	Job Title	Company
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Rong	Cheng	Consultant	ZS
Xi	Cheng	DS	Federal Contractor
Yuan	Cheng	General Manager	Cytoheal
Il Hyeong	Cheong	General Manager	CKD
Denise	Cho	Partner	GIG
Chris	Chow	Sales Manager	Hong Kong Biotechnology Organization
Leo	Chow	VP	GF Investment
Brian	Christie	CEO	Brainsy, Inc.
Ann	Chu	Retired Physician	
Jeffrey	Cohen	CEO	MyLifeID
Robert	Colorina	Director	AIAC Group
Dan	Conley	Investor	Healthcare
John	Conner	Chief Operations Officer	Deka Biosciences Inc.
Samantha	Conner	Vice President of Program Management	Deka Biosciences Inc.
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George	Cruise	Sci	UY
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Tahmina	Day	COO	Day Capital Partners, Inc
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Gian	Dell Antonio	Business Development Manager	YAFO Capital (Shanghai) Co. Ltd
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Jienyu	Ding	Postdoc	NCI
Jinlong	Ding	Product Specialist	Thermo Fisher Scientific
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Lisa	Dorsey	Managing Partner	Innovative Capital Access
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Yueheng	Dou	Engineer	Ethicon
Shouming	Du	CEO	Brainxell
Jimmy	Duan	Scientist	Sify
Peng	Duan	Principal Consultant	Parexel
Greg	Dube	VP	HbO2 Therapeutics LLC
Craig	Elias	Entrepreneur-in-Residence	Bow Valley College
Frank	Fan	CSO	Legend Biotech
Junbao	Fan	Project Scientist	UCSD
Qiyin	Fang	CEO	McFocal Bioimaging
Ray	Fang	Director	Fronthera
Rick	Fang	CSO	CombiAI
Xi	Fang	Founding Partner	Button Capital
Li	Feng	Partner	Finnegan
Lora	Feng	CEO	LFI Solutions
Snow	Feng	Consultant	BCIC

**ATTENDEES**

First Name	Last Name	Job Title	Company
Xue	Feng	CEO	Carina Medical
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Shean	Fu	Scientists	Takeda
Winston	Fu	Ad	Takeda
Xuebin	Fu	Reserach Associate	Lurie Hospital
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Di	Gao	MBA Student	Kellogg
Iris	Gao	Student	WCM
Ronghui	Gao	GM	G-Med Consulting
Ru	Gao		
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Yinghong	Gao	VP BD & Associate Business Partner	Viva BioInnovator
Yvonne	Gao	Manager	Shanghai FDZJ Bio-Pharmaceutical Co.
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Anton	Gladki	Partner	Design by Monia
Jarrod	Goldsmith	Founder	Entrepreneur Social Advantage Experience
Douglas	Goldstein	SVP Business Development	Alphyn Biologics
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Richard	Greene	President	RGA Venture Funding & Advisory
John	Gregg	CEO	Balinbac Therapeutics, Inc.
Sergey	Grigorev	Founder	BioAngels
Adam	Grill	CEO & Group President	Odyssey Group
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Melissa	Guan	Senior Consultant	Deloitte
Changan	Guo	Scientist	CrisprTX
Dahai	Guo	CEO	Zennova Pharma Group
Dan	Guo	Senior Account Manager	WuXi Advanced Therapies
Jiacong	Guo	Vice President	Biotrack Capital
Morgan	Guo	IPM	Innovate Calgary
Shuling	Guo	VP	Ionis
Xueqi	Guo	Investment Analyst	Fosun Group
Iryna	Halubkova	Senior Impact Investing Manager	TAF
Brian	Han	Deputy Director	KIC
Eileen	Han	VEO Director	GSK
Henry	Han	BD Head	Epicentrx
Henry	Han	Partner	MyBioGate
Lu	Han	VC	Lumira Ventures
Patrick	Han	Principal Scientist	LinkedUp Biosciences
Rachel	Hao	Technical Account Manager	Sino Bio
Wenshan	Hao	CEO	Neomics Pharmaceuticals
Edgar	Harrell	Co-Founder & Partner	Harrell Capital Partners LLC
Bing	He	Postdoc Associate	Florida State University
Estella	He	Senior Investment Advisor	Business Finland
Hao	He	Consultant	Ipsos
Jiangang	He	Regulatory Project Assistant	BLA Regulatory
Juan	He	Vice President, Pharmacometrics	BioPharma Services Inc.
Ran	He	Partner	THC Lawyers
Zhiyong	He	Research Fellow	Monash University
Alexandria	Healing	PM	Aurora Capital
Keith	Herman	Founder	IPA Equities
Jennifer	Hi	Senior Advisor	Qiming U.S. Healthcare Fund
Mi Jeong	Hibbitts	President	Robert & William, LLC
Laura	Hill	Partner	Phoenix Fund
Chaz	Hinzman	PhD Candidate	Georgetown University

ATTENDEES			
First Name	Last Name	Job Title	Company
Fanny	Ho	Member (Retired)	Government of Hong Kong Central Policy Unit
Fei	Hong	Director	Beloteca
Karen	Hong	Partner	Novo Ventures
Laura	Hong	President	KLUS Pharma
Nanfang	Hong	Graduate Student	University at Buffalo
Nancy	Horiye		
Marc	Hrovatic	COO & CFO	Axon Connected
Jung-Ting	Hsieh	MBA Graduate	
Daniel	Hu	BD/Investment Director	Laurel Venture Capital Ltd
Jennifer	Hu	Senior Advisor	Qiming Venture Partners USA
Jin	Hu	Program Director	Guangzhou International Exchange
Johny	Hu	Research Assistant	Peking Uqiversity
Shuai	Hu	Fellow	FDA
Yang	Hu	Assistant Professor	Stanford University
Zhiyuan	Hu	MD	Sino Pharm-CICC
Weiwei	Hua	Director	HPC
Chloe	Huang	Asset Management Analyst	TradeMaster Securities
Hao	Huang	Research Analyst	Haitong Securities
Harris	Huang	Director of Business Development	Zhendong Biopharma International
Larry	Huang	President	Ark Pharm, Inc.
Lisa	Huang	Director	BGI
Lisi	Huang	Head of International BD&L	Shenzhen Foncoo Pharmaceutical Co Ltd
May	Huang	Senior Manager	Taiho Oncology
Mingzi	Hussey	Regulatory Consultant	Zi-medical
Tony	Hussey	Principal Consultant	Zimedical
Patrick	Hylton	Global Marketing Director, China	Amgen
Melody	Ing	Investment Officer	BEMCO
Gary	J	CEO	SYG
Abhishek	Jain	CEO	Verve Logic
Abhishek	Jain	CIO	Devtorium
Vikram	Jha	Founder & CEO	Pucho Life Sciences Inc.
Qingyong	Ji	Group Leader	EMD Serono
Shidong	Jia		Predicine, Inc.
Weitao	Jia	Senior Scientist	Genentech
Mali	Jiang	Research Scientist	JHU
Alan	Jiang	CSO	XtalPi Inc.
Andy	Jiang	Manager	Wehub Merchant Solution Inc
Bowen	Jiang	Scientist	
Charlene	Jiang	Scientist of Bioscience	AstraZeneca
Ge	Jiang	Vice President	ShanghaiTech University
Joanna	Jiang	Attorney	Ballard Spahr
Joanne	Jiang	CEO	ReINNO Capital
Lili	Jiang	Business Manager	Mybiogate Inc.
Maggie	Jiang	Board Member	The Family Center
Qun	Jiang	Staff Scientist	NIH
Seamus	Jiang	MD	PwC
Sean	Jiang	CEO	YAFO Capital (Shanghai) Co. Ltd
Wenlei	Jiang	Senior Science Advisor	US
Zhen	Jiang	Associate Professor	Boston University School of Medicine
Feng	Jiawu	COO	Hopstem Biotechnology
Claire	Jin	VP	JP Morgan Chase
Lawrence	Jin	Partner	Deloitte China
Shan	Jin	Associate Director	Ziopharm
Zhendong	Jin	Founder, CEO & CSO	InnoBioPharma, LLC
Tim	K	Analysts	Transnew
Kathy	Kang	Associate	Creacion Ventures
Paul	Kang	President	Alta Companies
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Michael	Kao	Chairman	TAiwan ITRI New Venture Association
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Doug	Karr	Principal	Values Proposition



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Gao	Kui	AS	Proximavc
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Lizzie	Lau	Fellow	HMS
Stanley	Lau	Director	TaiLai Biosciences
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Janet	Lawrence	Founder	Harmony Surgical Services
Emily	Le	Founder	Bioinsider
Ines	LeBow	CEO & Founder	Enterprise Transformation Solutions
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Cai	Li	Principal Scientist	Merck
Charles	Li	VP	CR Medicon
Charles	Li	Founder	Spring Pharmaceuticals
Dan	Li	Researcher	Wuxi Apptec
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Jie	Li	Scientist	Tongji University
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Lina	Li	CEO	CBI
Louise	Li	Director	ManGo Associates
Luke	Li	Partner	Ampleplus Fund
Mingchao	Li	Investor	Amphora
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Sharon	Li	Managing Director	CHG
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Xiangming	Li	Expert Scientist	GSK Vaccines
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## ATTENDEES

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Zhuyun	Li	Associate	Bioventure
Xiangming	Li Wang	Expert Scientist	GSK Vaccines
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Tao	Liang	Scientist	Alexion
Victor	Liang	Consultant	Guidehouse
Zhibin	Liang	BD Manager	Baheal
Fankia	Lin	Professor	Bit
Li	Lin	Medical Director	Convalife, Co LTD
Lin	Lin	Scientist	PRGN
Lin	Lin	Faculty	BIDMC
William	Lin	VP	SCE Partners
Yanchun	Lin	Graduate Student	WashU
Yoyo	Lin		
Zhengwei	Lin	Technology Licensing Manager	City of Hope
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Chao	Liu	Director, Applied Innovation	BeiGene
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Danny	Liu	Senior Partner	Raid Capital
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Dingguo	Liu	VP of Chemistry	Bionecure Therapeutics
Dong	Liu		
Doris	Liu	Research Assistant	UBC
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Feng	Liu	Statistical Science Director	Astrazeneca
Jing	Liu	Graduate Student	CAS
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Jun	Liu	Scientist	FDA
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Tonny	Liu	Consultant	Bioeaglelab LLC
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Xiaodong	Liu	President	BioData International
Xiaomeng	Liu	Analyst	Haoyue Capital
Xiaonao	Liu	CEO	Nanobiofab
Xinyu	Liu	Statistician	RG
Yan	Liu	Vice President	BeiGene
Yang	Liu	Investment Manager	Yantai YETDA Biopark
Yang	Liu	Consultant	
Hanson	Lo	Director	Huahai Investment
Loon-Tzian	Lo	Partner	Lomier Holdings, LLC
Cody	Locke	Chief Innovation Officer	Center for Advancing Innovation
Orlando	Lopez	Program Director	NIH
Serhiy	Loshak	IT	Pixellabo SRO
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Jet	Lu	Advisor	Digital Transformation
Lisa	Lu	RA	
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Louise	Lu		JPM
Lucy	Lu	CFO	Kintor Pharma
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ATTENDEES			
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Cheng	Luo	Director Project Development	Sanhome
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Xiaobing	Luo	Senior Scientist	Cellular Biomedicine Group
Yonghua	Luo	Senior Scientist	Klus Pharma
Zhelin	Luo	PM	Merck
Zhongwen	Luo	PhD	UVA
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Rui	Ma	Principal	Frees Fund
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Shizhong	Ma	Project Director	Shenzhen Salubris Pharmaceuticals
Sophie	Ma	Dr	Clinic
Tianlin	Ma	Founder	BioPegasus, LLC
Xiaotang	Ma	Scientist	Frontage
Xin	Ma	VP, BD	Freelancer
Yanling	Ma	Senior Investigator	
Haiwen	Mackleer	VP Branch Manager	Cathay Bank
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Brian	Morse	Job	Comp
Humphrey	Mu	Vice President	Hollyhigh Capital
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Daniel	Pyne	MD	Haitong
Dongfei	Qi	Scientist	Catalent
Jiahua	Qian	Consultant	Self Employed
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Linda	Qin	PM	Share Capital
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Bruce	R	Physician Executive	3Sherpas
Harsha	Rajasimha	CEO	Jeeva Informatics Solutions Inc
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Wei	Sun	Senior Investment Manager	Tianfeng Capital
Ximei	Sun	Associate	MSA capital
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Jun	Tang	Member	BioKatalyst
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Sally	Tang	Director of Business Development	Medicilon
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Jing	Wang	Director of BD	IDMO Co.
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Marcie	Wu	CEO	Eduwise LLC
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Qunfeng	Wu	Senior Scientist	WuXi Advanced Therapies
Xian	Wu	BD Director	Lynk Pharma
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Lily	Xia	Biomedical Researcher	NIH
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Jing	Xu	VP OD R&D	Cugene Inc
John	Xu	SVP	Abpro
Lanlan	Xu	SSRA	CMS
Li	Xu	CEO	Li Xu International
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Ran	Xu	Project Manager Regulatory Affairs	Humphries Pharmaceutical Consulting
Randy	Xu	PI	PoxImmunomics
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Sylvia	Xu	Director	CMS
Ted	Xu	Chief Rep.	CTTQ
Wenjie	Xu	Senior Investment Manager	MyBiogate
Xiaoping	Xu	Postdoc	NIH
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Hong	Ye	Scientist	Rapa
Hong	Ye		WPP
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Miya	Ye	Partner	MJ Consulting LLC
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Dongfen	Yuan	Scientist	Parexel International
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Baohua	Yue	VP	Humanwell
Jack	Yue	Associate Director Nanoformulation	Bostal Drug Delivery
Shji	Yue	Consultant	Zhiyaomeng
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Theo	Zacharis	Innovation & Strategy Advisor	bioGLOT Ventures
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Harry	Zhan	Investment Manager	Button
Jason	Zhan	CTO & VP	Voko
Le	Zhan	Executive Director	Union Healthcare Ventures
Le	Zhan	Executive Director	Linked Health Fund
Alena	Zhang	Clinical Data Scientist	FDA
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Cuiting	Zhang	PhD Student	University of Macua
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John	Zhang	VP for Regulatory Affaires	Frontier Biotechnologies, Inc.
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Shengjun	Zhang	VP in Clinical	Pharmaron
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Wei	Zhang	Student	UMD
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Xu	Zhang	Scientist	National Cancer Inst.
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Gang	Zhou	Head of Medichem	Rafael
Harry	Zhou	CEO	Proviva Therapeutics, Inc
Jerry	Zhou	Founder & CEO	Akeso Therapeutics Inc
Joseph	Zhou	Postdoc	University of Pennsylvania
Monica	Zhou	Investment Manager	Lifespan
Rik	Zhou	Senior BD Director	Fosun Pharma
Shiyun	Zhou	Student	Georgetown University
Ying	Zhou	Senior Scientist	Teva Pharmaceuticals
Charles	Zhu	General Manager	Yinzi Biosciences, Inc.
Guangshuo	Zhu	CEO	United Heath Investments
Jeffrey	Zhu	Investment Analysis Director	Fosun Pharma
Jin	Zhu	Attorney	Fox Rothschild, LLC
Jun	Zhu	CEO	Mokobio Biotech R&D Center
Pei	Zhu	Research Scientist	Creatv MicroTech
Qingsong	Zhu	COO	Insilico Medicine US Inc
Mike	Zou	Precision Medicine	Novartis
Wei	Zou	Manager	Liminal

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Deloitte's Life Sciences and Health Care (LSHC) professionals understand the complexity of today's global industry challenges, and provide clients with integrated, comprehensive services anywhere that they do business. Navigating China's fast-growing LSHC market, considering US market entry, and/or joint ventures can be challenging. Our Chinese Services Group, a network of bilingual professionals working alongside our LSHC industry experts, can make all the difference.

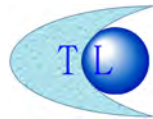
**Learn more:** [www.deloitte.com/us/health](http://www.deloitte.com/us/health)

**Contact:** [uscsg@deloitte.com](mailto:uscsg@deloitte.com)



Hankang Capital is a venture capital firm dedicated to investing in the bio-pharmaceutical, diagnostic and medical device industries. The Hankang Capital team manages both RMB and USD funds, and has invested in over 20 biotech companies since 2015, among which InnoCare (09969.HK), Akeso (09926.HK) and Chipscreen (688321.SH) successfully went public in the last couple of years and became front-runners in the China biotech industry.

### Representative portfolio companies



We are constantly looking for quality projects

Send business plan to: [BP@hankangcapital.com](mailto:BP@hankangcapital.com)

We are constantly looking for best talents

Send CV to: [HR@hankangcapital.com](mailto:HR@hankangcapital.com)



Polaris Strategic Partners is a preeminent provider of clinical trial services for emerging and growing biopharmaceutical companies with global aspirations to conduct clinical development projects in US and China.

Clinical trials are sophisticated research projects performed in a complex business environment. Emerging and growing companies have a limited number of assets at the clinical stage. As a result, you rely on your clinical trials to be meticulously conducted in order to achieve business goals by bringing new and differentiated products to the market. There is no room for error. This unique need can hardly be met by large clinical contract research organizations (CROs) whose operations and business models are geared toward supporting mature companies with large clinical portfolios.

The CRO industry is evolving from large, one-size-fits-all offerings to bespoke, culturally matched services that are more effective. We are leading this change with our unique **PolarisConnect** platform. Through **PolarisConnect**, we focus on sourcing best-in-class clinical trial capabilities and designing unparalleled trial execution plan that is unique to support ex-US emerging biopharmaceutical companies to achieve trial success in the US. We provide tailored strategic guidance as well as seamless service execution that is anchored by decades of world-class experience in commercial clinical trial operations and outsourcing. We bring deep therapeutic area expertise with proven track record of managing clinical trial businesses in prestigious biopharmaceutical and rare disease companies.

Our service suite includes:

- Project management
- Vendor selection and management
- Study planning and start-up
- Project team training
- Proactive site engagement and management
- Study feasibility and site selection
- Patient recruitment and retention
- Site initiation and regulatory submission
- Clinical trial monitoring
- Data management and risk monitoring
- Clinical sample management
- Biostatistics
- Safety and medical monitoring & reporting
- Trial master file management
- Medical writing: clinical study protocol development, clinical study reporting
- Functional outsourcing

Polaris Strategic Partners is your partner for better trials. We focus on your needs and operate in a culturally sensitive way. We provide insightful guidance, practical know-how, valuable connections and comprehensive solutions to support you to achieve trial success in the US.



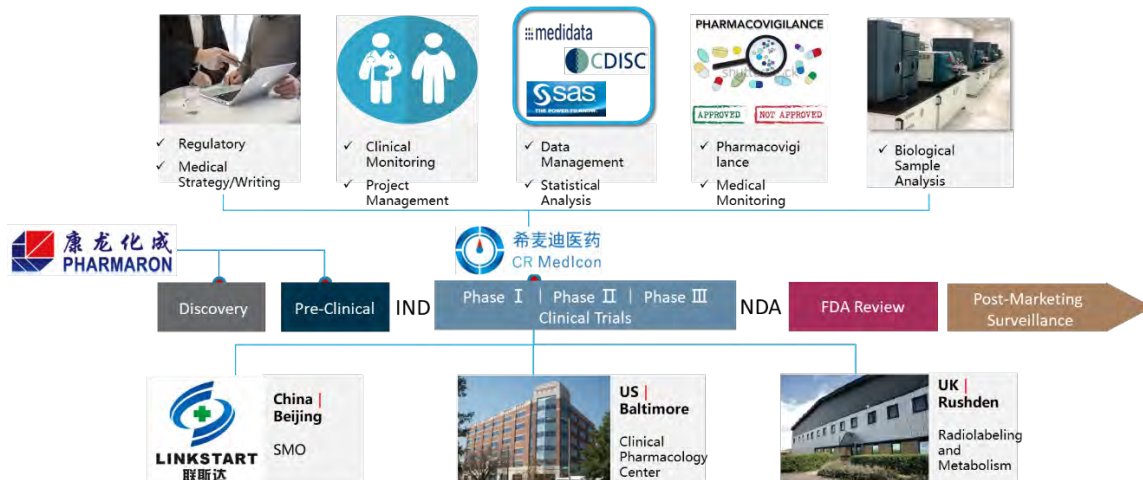
AAVnerGene Inc. is an innovative company developing new technologies to make AAV based gene therapy more accessible and affordable. AAVnerGene’s Tissue-specific, Highly-transductive and Expressive New AAVs (ATHENA) screening platform has high complexity to find the best AAV for each specific disease therapy, so to increase productivity, efficiency and specificity while decrease manufacture pressure, side effects, immunity and price.

With more than 16 years of AAV gene therapy front line expertise, AAVnerGene provides you cutting edge ideas, designs, high quality AAV packaging, products, library construction and screening services. Collaboration is welcome to promote the advance of the thriving area and bring hopes to patients. Together, we find the cures. Please refer to [www.AAVnerGene.com](http://www.AAVnerGene.com) for more information and send your questions to [dao-zhan.yu@aavnergene.com](mailto:dao-zhan.yu@aavnergene.com).



## An Integrated Clinical Development Platform

CR Medicon is a clinical development CRO dedicated to providing high-quality services including regulatory affairs, medical affairs, clinical operation, data management, statistical analysis, programming, pharmacovigilance and biological sample analysis. CR Medicon is one of the most trusted and fastest-growing clinical trial service providers for domestic and overseas sponsors.



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# THANK YOU TO OUR EXECUTIVE COACH & SAPA-DC VOLUNTEERS



**Ines Lebow**  
**CEO & Founder**

**Enterprise Transformation Solutions, LLC**

Ines is known as a catalyst for business, having been recruited by multiple companies to transform their sales and business operations. In 2016, Ines launched Enterprise Transformation Solutions, LLC (ETS), a change management consulting firm working with companies seeking a competitive advantage, those looking for a turnaround, and start-ups/scale-ups. She has managed 11 M&A transactions, \$800M in revenue implementation, new entity start-ups, and IPO due diligence. Ines holds 3 degrees from American University.



**LONG CHEN, MD, PhD**



**RONG CHEN, MBA**



**LI FENG, PhD, JD**



**JIA GUO**



**FENG LIU, PhD**



**LINDA QIN, MS**



**CHEN WANG, PhD**



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**XIAOZHEN "SHAWN"  
YU, PhD, JD**



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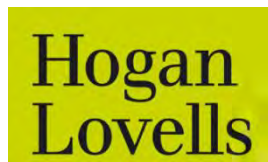


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# ABOUT SAPA-DC

Founded in 1993, the Sino-American Pharmaceutical Professionals Association (SAPA) has become one of the most active and well-recognized Chinese-heritage professional organizations in the United States. SAPA is an independent, volunteer-based, nonprofit and professional organization with over 6,000 members globally. SAPA now spans multiple metropolitan areas throughout the US, including New Jersey (the original site), New England, Greater Philadelphia, Connecticut, California bay area, Mid-West, and the Washington DC/Maryland area, in addition to a chapter in China.

SAPA-DC resides in the Washington DC/Maryland area, which features numerous government agencies and research institutions (FDA, NIH, NIST, HHMI, etc), top-tier universities including Johns Hopkins University, University of Maryland, George Washington University, and Georgetown University, in addition to over 300 leading pharmaceutical/biotech companies such as AstraZeneca, GSK, and Novavax. The DC/Maryland area is especially recognized as the center of global vaccine, cell and gene therapy research and development, as well as a talent pool where the most experienced and innovative biotech/pharmaceutical professionals are gathered. Sitting in this particularly favorable location, SAPA-DC aims to connect local biomedical and pharmaceutical professionals and facilitate the communication between the US and China pharmaceutical industries through a variety of conferences and social events. SAPA-DC strives to be known in our community in the following five areas: Science, Investment, FDA Regulation, Legal Affairs, and Career Development. Current members of SAPA-DC are mostly from local pharmaceutical and biotech companies, research institutions, universities, government agencies, investment/law/consulting firms and many other healthcare-related fields. More than 80% of our registered members have advanced degrees (PhD, MD, JD, MBA, and MS).