

Drug Development China

Strategies for Launching Discovery and Development Activities

September 16-18, 2008 • The Fairmont • San Francisco, CA

Distinguished Faculty

- Joong Myung Cho, Ph.D., President & CEO, **CrystalGenomics, Inc.** (South Korea)
- Ming Guo, Ph.D., Vice President, Pharmaceutical Sciences & Manufacturing; General Manager, Ascenta (Shanghai) R&D Center; **Ascenta Therapeutics, Inc.**
- Canwen Jiang, M.D., Ph.D., Head of Genzyme Science (R&D) China, **Genzyme**
- Xian-Ping Lu, CEO & Chief Scientific Officer, **Shenzhen Chipscreen Biosciences Ltd.**
- Eric Meyers, President, **China Preclinical Management Services**
- Purvish M. Parikh, Ph.D., Professor, Medical Oncology, Indian Co-operative Oncology Network, **Tata Memorial Hospital**
- Yuqiao (Jerry) Shen, Ph.D., Vice President, Biology, **LEAD Therapeutics, Inc.**
- William C. Ronco, Ph.D., President, Gathering Pace, Inc. and Author, **The Partnering Solution**
- Greg B. Scott, President and Founder, **ChinaBio® Accelerator/ Life Science Angels**
- Mansour Yaïch, Ph.D., Vaccine Development Director, **PATH**
- Zhengyu Yuan, Ph.D., President and CEO, **MicRx Pharmaceuticals, Inc.**
- Benny Zee, Ph.D., Assistant Dean of Research for the Faculty of Medicine, Director of the Centre for Clinical Trials, School of Public Health, **Chinese University of Hong Kong (CUHK)**
- Haizhou Zhang, Ph.D., Vice President, China Operations, **China Preclinical Management Services**



A New Way to Discover Innovative Medicine: Approach from the East

Li Chen, Ph.D., Chief Scientific Officer, Roche R&D Center (China) Ltd



How to Balance Internal and External Resources to Provide DMPK Support for Drug Discovery in China

Ji Zhang, Ph.D., Associate Director, DMPK, GlaxoSmithKline R&D China



Aligning Business, Corporate, and International Tax Strategy

Rickey Pate, MBA, JD, Director of Global Tax, Eli Lilly and Company



Building an Integrated Biomedical Institute for Innovative Medicine in China

Ling Chen, Ph.D., Director General, Guangzhou Institute of Biomedicine and Health, Chinese Academy of Sciences



Drug Discovery R&D in China: From Functional Capacity Outsourcing to Integrative Partnership

Guoxin Zhu, Ph.D., Director, Discovery Chemistry Research & Technology, Eli Lilly & Company



Accelerate Oncology Clinical Development in Asia

Michael Shi, Ph.D., Director and Biomarker Project Leader, Exploratory Oncology Development, Novartis



The Latest Insights from China into Translational Research for Cancer

Jun Ren, M.D., Ph.D., Clinical Trials Coordination, Peking University School of Oncology/Beijing Cancer Hospital



Strategic Planning for Clinical Development Operations in China: Legal and Regulatory Considerations

Shaoyu Chen, Senior Counsel, Development & Regulatory Law Group, Amgen Inc.

Three Days of Interactive Discussions, Case Studies, Break-out Roundtables, and Panels

- In-Licensing, Out-Licensing, and Risk Sharing: The China Landscape for Partnership Deals
- Interactions and Initiatives Taken for Drug Development Between China and the Rest of Asia: A Focus on Oncology
- Opportunities for Drug Discovery in China: Chemistry, Biology, Integrated Projects, & Traditional Chinese Medicine
- How to Conduct High Quality, Cost Effective GLP Safety Studies in China
- Strategic Planning for Clinical Development Operations in China
- Comparative Assessment of Regulatory Processes and Time Lines
- The Role of Academic Clinical Trials Units for Drug Development in Asia
- Business Model Case Studies: Real Challenges and Strategies to Harness R&D Capabilities in China

Pre-Conference Hands-on Workshop: Tuesday, September 16

Improving China Drug Development Team Performance: Essential Partnering Strategies, Skills and Processes

Seminar participants apply partnering methods and develop a detailed action plan to apply in their own situation.

Corporate Sponsors



Corporate Support Sponsor



Sponsoring Associations:



Sponsoring Organization:



Improving China Drug Development Team Performance: Essential Partnering Strategies, Skills and Processes

9:30 AM – 4:30 PM

Chinese drug development global team success depends as much on effective management and communications as on excellent science and technology. Project and cultural complexities make it difficult to manage and communicate effectively. Both the cost and the likelihood of ineffective communications in a typical Chinese drug development project are high.

Program Goals:

This seminar provides participants with an in-depth understanding and effective strategies and tools to significantly improve project management and communications. The seminar provides a clear methodology for improving project alignment and communications and achieving partnering excellence among diverse organizations and project participants.

Program Format:

To ensure that participants can fully apply key concepts, the seminar uses real case examples and a dynamic learning environment. Seminar participants apply partnering methods and develop a detailed action plan to apply in their own situation.

Participants Learn:

- Predictable team communication problems to anticipate and avoid
- Chinese multi-cultural teams' opportunities and blind spots
- What "partnering" really means, and the difference between partnering intentions and clear partnering methodology
- Partnering issues and opportunities within and between pharmaceutical companies
- Partnering strategies and methods for pharmaceutical companies and Contract Research Organizations
- Why and how to achieve full alignment among the diverse "silo" departments and organizations working on a project
- How to address and resolve the classic tensions among drug development, safety, regulatory and commercial/business development
- How to drive partnering intentions from top management throughout every level of project operations
- How to move beyond a reactive, problem-focused stance to creative problem-solving and exploring opportunities

About Dr. William Ronco



President of Gathering Pace Consulting in Bedford, Massachusetts, Dr. William Ronco consults extensively on partnering, strategy and leadership development in scientific and research organizations. An international expert on successful partnering methods, he has led hundreds of successful partnering projects including improving partnering communications and performance among:

- Pharmaceutical companies and Contract Research Organizations
- Drug development and business development groups
- Scientists, clinicians, and statisticians
- Including new roles and participants in ongoing drug development groups
- Different levels of government agencies involved in implementing new drug policies
- Pharmaceutical company IT departments and users
- Different departments and "silos" in pharmaceutical companies

Dr. Ronco is the author of *The Partnering Solution* (Career Press, 2005), which chronicles successful case applications of partnering methods and features numerous pharmaceutical case examples. Dr. Ronco earned his BA at Rutgers University, his Ed.M. at the Harvard Graduate School of Education and his Ph.D. at the Massachusetts Institute of Technology.

DAY ONE: WEDNESDAY, SEPTEMBER 17, 2008

8:00 am Coffee and Conference Registration

8:30 Organizer's Welcome and Chairperson's Opening Remarks
Micah Lieberman, Executive Director, Conferences, Pharmaceutical Strategy Series, CHI &

Michael Shi, Director and Biomarker Project Leader, Exploratory Oncology Development, Novartis Oncology

Introductory Keynotes

8:45 A New Way to Discover Innovative Medicine:
Approach from the East



Li Chen, Ph.D., Chief Scientific Officer, Roche R&D Center (China) Ltd

We have been facing a tremendous challenge in drug discovery and development during the last two decades while we have experienced some major advancement in life science and technology. The disconnection between R&D productivity and scientific innovation in pharma industry is somehow accepted as the nature of our business, which leads companies to spend more or to diversify. Is there a different way to discover innovative medicine? We are working to address this question in my presentation by looking at:

- The challenges to innovative drug discovery
- Roche's strategy in achieving high R&D productivity
- Roche China research will approach it differently
- Take the best from both worlds: pharma and biotech

Lead Sponsoring Publications:



Web Partners:



9:30 Aligning Business, Corporate, and International Tax Strategy



Rickey Pate, MBA, JD, Director of Global Tax, Eli Lilly and Company

- Key challenges in the developing world:
 - Anti-corruption laws from US and local authorities that have unintended consequences
 - Lack of meaningful intellectual property protections
 - Application of protectionist anti-dumping laws; compared to ...
- Key opportunities in the developing world:
 - Economic growth in untapped markets like China
 - Social responsibility = good business
 - Brand loyalty in many markets, meaning different product life cycles than in US and Europe, etc.
- Understanding the tax differences of working with a 3rd-party CRO versus either a wholly-owned or JV-owned R&D center
 - This part of the discussion will focus primarily on the transfer pricing issues showing the need to obtain 3rd party comparable data to satisfy the local Asian tax authorities
- Avoiding seconding corporate people to local country affiliates to avoid what is known as "permanent establishment" and thus making the parent company subject to taxation in the local Asian country - thus double taxation
- Clarifying the scarier areas of tax that India seems to be headed to - i.e. declaring permanent establishments when a small team of parent company scientist visit a 3rd party CRO just in a liaison capacity

10:15 Networking Coffee Break

Sponsoring Publications:



China's Current Biotech and Partnering Landscape

11:00 Looking to the Future of China Biotech: An Examination of China's Advancing Drug Development Industry and Opportunities for Partnerships



Greg B. Scott, President and Founder, ChinaBio® Accelerator/Life Science Angels
China is the fastest growing market for pharmaceuticals in the world and will soon be the 2nd largest market after the U.S. Now, with billions of dollars of government and private investment, China is transforming itself into a world leader in biotech innovation. This session will examine the opportunities for cross-border partnerships and investment in China biotech, and its unique set of risks and challenges.

INTERACTIVE PANEL

11:30 The Next Generation of Chinese Drug Development Partnerships

Facilitator: **Greg B. Scott**

This discussion will explore how the latest generation of China's biotech and service companies are changing global drug development at "China speed." Leaders of these companies and those they partner with will share their experiences and views and discuss with the audience:

- Opportunities most suited for partnership in China
- Overcoming hurdles in a country new to global drug development
- What companies are looking for from their China partners
- How to create collaborations that lead to true value-add

Panelists:



Jianhui Guo, M.D., Ph.D., CEO, Allist Pharmaceutical (Shanghai), Inc.



Yuqiao (Jerry) Shen, Ph.D., Vice President, Biology, LEAD Therapeutics, Inc.



Wei Zhou, PhD, JD, Partner, Wilson Sonsini Goodrich & Rosati

Zhu Shen, Ph.D., MBA, CEO, BioForesight

12:00 pm Luncheon Technology Workshop Tandem Mass Spectrometry – A Powerful Tool to Speed-Up the Drug R&D Process and Regulatory Approvals



Vince Gao, PhD, Business Director, China & Asia Pacific, Proteomics & Small Molecule Business, Applied Biosystems Asia Pacific

The tandem mass spectrometry has become a must-have and well accepted technology to speed up almost every process during the drug discovery and development in the pharmaceutical industry. In China the researchers have adapted in a fast rate such high technology, especially in the clinical trial studies, to meet the Chinese regulatory requirements and accelerate the drug approvals. We will brief our state-of-the-art tandem mass spectrometers with unique hardware and software features, which lead the mass spec market share in the worldwide drug R&D field. We will focus on how the China pharma institutions use this technology to meet the pharmaceutical analysis needs and speed up the regulatory approvals. We will also talk about the market trend, our China organization and customer support capabilities.

Sponsored by



Collaborations and Business Models: Examples from Biotech and Start Ups Effectively Leveraging China's R&D Resources

1:00 Partnership for Biologics R&D in China: Perspective from a Global Biotech Company



Canwen Jiang, M.D., Ph.D., Head of Genzyme Science (R&D) China, Genzyme
Genzyme is expanding in China and is building a major new research and development center in Beijing. The initiative is an important element in Genzyme's ongoing global expansion and commitment to establishing a long-term presence in China. The new facility will be used for research and development activities involving many of Genzyme's key areas of focus, including orthopedics, transplant and immune disease, oncology, endocrinology and cardiovascular disease. The facility, which will feature an innovative green design, will also include laboratory-scale operations for the MACI® (matrix-induced autologous chondrocyte implantation) cell therapy and polyclonal antibody operations. This presentation will share the current and ongoing experience of Genzyme's R&D partnerships from a unique biotech perspective.

- Capabilities and resources for biologics R&D in China
- Regulatory environment/public acceptance of certain biologics
- Benefits and risks of partnering with local companies

Solution Provider Presentation:

1:30 Advancing Oncology - Changing Medicine: Integrated Solution for Next Generation Cancer Drug Development

Yiyu Chen, Ph.D., Chief Scientific Officer, Crown Bioscience Inc.

Global outsourcing offers an attractive strategy for biotech and pharmaceutical companies to access additional capacity while increasing flexibility and reducing development cost. However, managing multiple service vendors poses additional challenge in logistic and coordination and increases management overhead. This talk will highlight CrownBio's unique approach in providing streamlined service capability in preclinical and translational oncology, which further reduces development cost while at the same time enhancing drug value by leveraging on our proprietary HuPrime™ translational platform.

2:00 US Biotech Perspective – Critical Roles by a China Subsidiary in Ascenta NCE Drug R&D



Ming Guo, Ph.D., Vice President, Pharmaceutical Sciences & Manufacturing; General Manager, Ascenta (Shanghai) R&D Center; Ascenta Therapeutics, Inc.
Ascenta, a development stage biotech company focused on oncology NME drug

development, has been relying on its wholly-owned R&D center in Shanghai in both biology and chemistry for their NCE drug R&D from late discovery to IND enabling stages. This presentation will discuss Ascenta's efficient business model and provide a case study on the combination of outsourcing and a subsidiary approach to increase the overall productivity.

2:30 Afternoon Refreshment Break

3:00 Leveraging the Best of the US and China for Innovative Drug Discovery: Case Study from a Start Up



Yuqiao (Jerry) Shen, Ph.D., Vice President, Biology, LEAD Therapeutics, Inc.

Almost all biotech and pharmaceutical companies have some type of drug discovery and development work done in China, but there has not been a systematic discussion on evaluating the strengths, weaknesses, opportunities and threats of the Chinese life science industry, or what is the most effective strategy in leveraging China to conduct high-quality drug discovery. Using LEAD as a case example, the speaker will elaborate on a unique and innovative way to do drug discovery in China - all designed to maximize the advantages that China offers and minimize the company's exposure to some of the perceived or real disadvantages and risks associated with today's China, while being well-positioned to benefit from any improvements in China. There are questions that one should ask before committing to doing drug discovery in China, including but not limited to the following:

- What type of drug discovery is best suited for today's China? - novel targets or clinically-validated targets? Small molecule or biologics?
- What stage of the drug discovery and development process is ideally suited for China? From target identification all the way to late phase trials or a specific period within this whole process?
- What type of operational arrangement should one consider in China? - Build vs. Buy vs. Strategic partnering with a Chinese company vs. Pure Outsourcing?

3:30 Effective Integration of Chinese Creative Research Talent into Overall Research Strategy: A Case Study



Zhengyu Yuan, Ph.D., President and CEO, MicuRx Pharmaceuticals, Inc.

MicuRx business strategy seeks to capitalize on the global opportunities emerging through the combination of biotech pharma innovation in the USA and the enterprise-friendly infrastructure and scientific resources of China. This approach affords MicuRx with utmost efficiency in the drug discovery and development process. Importantly, the strategy also sets the stage for expedited access of MicuRx products to the global pharmaceutical markets. In this presentation our story will be shared, as will the challenges we are facing and adjusting to on a daily basis. Various business models currently pursued by virtual and large Pharma are compared and the strategies to maximize R&D efficiency will be discussed.

Private-Public Partnerships: Working with State Institutes

4:00 Building an Integrated Biomedical Institute for Innovative Medicine in China



Ling Chen, Ph.D., Director General, Guangzhou Institute of Biomedicine and Health, Chinese Academy of Sciences

Academia is currently the driving force in China. R&D models that can maximize utilization of resources will be able to capitalize on China-based R&D. Guangzhou Institute of Biomedicine and Health (GIBH) is a newly established biomedical R&D organization that is comprised of scientists from China, North America, and Europe. GIBH has selected developing vaccines and drugs for infectious diseases, cancer, and metabolic diseases as one of its top priorities. Efforts to develop innovative vaccines and drugs for unmet medical needs in China will be described.

Break-out Roundtable Discussions

4:30

The close of the first day will consist of a set of concurrent roundtables hosted by a facilitator or set of co-facilitators to discuss some of the more poignant questions facing the industry. Delegates will join a roundtable of interest to them and become an active part of the discussion at hand. The topics will be developed further with the input of faculty and attendees (please email desired topics or points for topics to mlieberman@pharmaseries.com).

Partnering and Collaborations

- Rickey Pate, MBA, JD, Director of Global Tax, Eli Lilly and Company
- Greg B. Scott, President and Founder, ChinaBio® Accelerator, Life Science Angels
- William C. Ronco, Ph.D., President, Gathering Pace, Inc. and Author, The Partnering Solution

Regulatory Landscape and Drug Registration Challenges

- Mr. Shaoyu Chen, Senior Counsel, Development & Regulatory Law Group, Amgen Inc.
- Joanne Jiang, Ph.D., MBA, Vice President, Fountain Medical Development

Drug Discovery: A Focus on Integrated Projects

- Guoxin Zhu, Ph.D., Director, Discovery Chemistry Research & Technology, Eli Lilly
- Yuqiao (Jerry) Shen, Ph.D, Vice President, Biology, LEAD Therapeutics, Inc.
- Vince Gao, Ph.D., Business Director, China & Asia Pacific, Proteomics & Small Molecule Business, Applied Biosystems Asia Pacific

New Paradigms for Improving Preclinical Safety Assessment

- Eric Meyers, President, China Preclinical Management Services
- Ling Chen, Ph.D., Director General, Guangzhou Institute of Biomedicine and Health, Chinese Academy of Sciences

Break-out Roundtable Discussions

4:30

Translational Medicine and the Difference in Emerging Regions vs. US and Europe

- Jun Ren, M.D., Ph.D., Professor of Medicine, Director, Department of Medical Oncology, Peking University School of Oncology/Beijing Cancer Hospital
- Michael Shi, Director and Biomarker Project Leader, Exploratory Oncology Development, Novartis Oncology
- Yiyu Chen, Ph.D., Chief Scientific Officer, Crown Bioscience Inc.

Global Clinical Trials Operations and Strategic Allocation of Clinical Sites

- Mark Engel, Chairman, Excel PharmaStudies
- Benny Zee, Ph.D., Assistant Dean of Research for the Faculty of Medicine, Director of the Centre for Clinical Trials, School of Public Health, Chinese University of Hong Kong (CUHK)

5:45 Networking Cocktail Reception

6:45 Close of Day

DAY TWO: THURSDAY, SEPTEMBER 18, 2008

7:45 – 8:15 am Morning Coffee (Breakfast Workshop Sponsorship Available)

8:15 Chairperson's Remarks

Li Chen, Ph.D., Chief Scientific Officer, Roche Research and Development Center (China) Ltd.

Introductory Keynote

Large Company Perspective from within China

8:30 Drug Discovery R&D in China: From Functional Capacity Outsourcing to Integrative Partnership



Guoxin Zhu, Ph.D., Director, Discovery Chemistry Research & Technology, Eli Lilly & Company

China strategy is becoming a critical part of global pharmaceutical R&D for many international pharma. Growing capacities and capabilities for drug discovery and development in China from local CROs, biotechs and academic research centers have been transforming the business models for international pharma from pure outsourcing to integrated partnerships. This session will discuss the current state of drug discovery R&D in China.

9:15 Case Study from a Chinese Innovative Discovery and Development Company: Bringing a New Chemical Entity from Lead to IND and Into Phase II



Xian-Ping Lu, CEO & Chief Scientific Officer, Shenzhen Chipscreen Biosciences Ltd.

This presentation will offer a case study of a Chinese small molecular innovative drug discovery and development company with a successful experience of bringing a New Chemical Entity from lead to IND and moving forward into phase II. The broader story is understanding how China fits as a part of global R&D activity to accelerate discovery and development of innovative treatment. China is emerging as a significant market place for pharmaceutical companies worldwide. Meanwhile, its overall research and development talent, skill, capacity and quality have improved significantly in recent years. The strategy to fully utilize these skills and capacities as a part of WW R&D effort through either license, joint-research, or fully-owned subsidiaries could be an important factor in shortening the development process and doing it more cost effectively in order to innovate and remain competitive.

- Pro or con to start from early stage of discovery in China, either through academic or biotech companies
- Utility of Chinese preclinical or clinic data to support the US filing
- Business strategy through licence, research partnership or other
- Consideration of preclinical and clinic study design with potential global application

10:00 Networking Coffee Break

Interactions and Initiatives Taken for Drug Development between China and the Rest of Asia: A Focus on Oncology

10:30 Accelerate Oncology Clinical Development in Asia



Michael Shi, Director and Biomarker Project Leader, Exploratory Oncology Development, Novartis Oncology

Some Asian countries offer a highly attractive way to accelerate oncology clinical development programs. These countries have extra large centers by Western standards, rapidly growing clinical trial infrastructure and have been successful in contributing to global Phase II and Phase III clinical trials. An emerging opportunity is also on the horizon to conduct exploratory proof-of-concept studies in some Asian countries/regions.

- Key opportunities and challenges in oncology development in Asia-Pacific regions
- Incorporate Asia-Pacific countries into the global development plan
- Define key success factors in oncology development in Asian countries
- Select the optimal clinical sites for exploratory oncology trials

11:15 The Latest Insights from China into New Molecules to Fight Cancer: Translational Research Work with Cancer Stem Cells and Some Potential Immunal Lymphocytes



Jun Ren, M.D., Ph.D., Professor of Medicine, Director, Department of Medical Oncology, Chief, Breast Oncology, Director, Marrow Stem Cell Transplantation for Breast Cancer Program & Cytotherapy, Executive Director, Clinical Trials Coordination, Peking University School of Oncology/Beijing Cancer Hospital

Inhibiting downstream pathway of cancer cells explicit the novel directions when targeting

therapy. Cancer stem cells may play a critical and centralized role in the development, generation, and resistance of cancer cells. Therefore, novel directions for targeted gene therapy strategies to inhibit downstream pathways of cancer cells must be taken into consideration. Depending on the cancer stem cell pathway over expression of molecules are displayed in different tumor tissues types. Cancer management may soon lead to eliminating or differentiating cancer stem cells instead of killing cancer cells through:

- The downstream signaling pathway in tumor cells
- Experimental-specific molecules inhibits downstream pathway of cancer cells
- Cancer stem cells with drug resistance
- Novel downstream signaling proteins against cancer stem cells

12:00 Lunch on Your Own

DMPK and Preclinical Tox in China: Reducing the Rate of Attrition During Drug Discovery and Development

1:30 How to Balance Internal and External Resources to Provide DMPK Support for Drug Discovery in China



Ji Zhang, Ph.D., Associate Director, DMPK, GlaxoSmithKline R&D China

GSK has established a new R&D research center in Shanghai, China to focus on research into neurodegeneration with the objective of creating new medicines for such severe disorders as multiple sclerosis, Parkinson's disease, and Alzheimer's disease. The main role that DMPK plays in drug discovery is the prediction of drug metabolism and pharmacokinetics in humans. Successful prediction can be expected to reduce the rate of attrition during drug discovery and development. This has led to the recognition that DMPK is an essential component of the drug discovery/development process. Both this and the need to screen greater numbers of compounds have led to major changes in both technology and the process of drug discovery. This presentation will discuss my experience in building up the DMPK organization in Shanghai and the strategy used to balance internal and external resources to provide effective DMPK support for the drug discovery activities.

2:00 Conducting High Quality, Cost Effective GLP Safety Studies in China – Moving from If and When to HOW



Eric Meyers, President, China Preclinical Management Services

2:30 Solution Provider Presentation: Changing Trends in Clinical and Related Work Being Placed in China



Mr. Mark C. Engel, Chairman, Excel PharmaStudies Inc

- Clinical Trials in China Coming of Age in China
- Phase III Oncology Trials
- Phase IV PMS Studies
- Statistical Out-Sourcing
- A note on the relative lack of Phase I and Phase II Trials

3:00 Afternoon Refreshment Break

CLOSING KEYNOTES:

Clinical Development Planning and Operations in China

3:30 Strategic Planning for Clinical Development Operations in China: Legal and Regulatory Considerations



Shaoyu Chen, Senior Counsel, Development & Regulatory Law Group, Amgen Inc.

A focused discussion of legal and regulatory considerations to enable the audience to:

- Achieve a clear understanding of FDA and SFDA regulatory requirements applicable to conducting clinical trials in China
- Adopt best practices to improve compliance with regulatory and legal requirements, focusing on practical ways to avoid common pitfalls in
 - Regulatory submissions
 - Clinical trial agreement negotiations
 - Study site and investigator recruitment and relationship building
 - Ethics committee review, patient recruitment, and informed consent
 - Clinical trial operation, monitoring, and management

4:00 The Role of Academic Clinical Trials Units for Drug Development in Asia



Benny Zee, Ph.D., Assistant Dean of Research for the Faculty of Medicine, Director of the Centre for Clinical Trials, School of Public Health, Chinese University of Hong Kong (CUHK)

The pharmaceutical industry in North America and Europe has been working with academic institutions in the drug development process for decades. When this process is extended to Asia, it generates growing needs in training, operation and ethical conduct of clinical trials within the academic institutions. In order to maintain high standards of Good Clinical Practice (GCP), it requires good understanding and communication between industry and Academic Institutions. There is enormous potential for partnering and quality research. Some key points to be discussed:

- Relation between pharmaceutical industry and academic institutions
- Advances in biotechnology industry and ways to make the process more beneficial
- How Asian cancer research contributes to global cancer treatment development
- The role and advantages of Cooperative Groups in Asia

4:30 Closing Remarks

5:00 pm Close of Day

HOTEL & TRAVEL INFORMATION:

The Fairmont
950 Mason Street
San Francisco, CA 94108
Phone: 415-772-5000
Fax: 415-772-5013

Discounted Room Rate: \$289 s/d
Reduced Room Rate Cut-Off Date: August 19, 2008

To reserve your hotel room, please call the hotel directly to make your room reservation.



To receive a 5% discount on American Airlines, American Eagle and American Connections call and make your flight reservations at 1-800-433-1790 or go online at aa.com. Please refer to the authorization number AN# A2418SS via phone or enter it in the promotion discount box online.

Flight Discounts:

Discounted fares are available on United, United Express, United code share flights (UA*) operated by US Airways, and US Airways Express. You can receive up to a 15% discount if you or your travel agent calls United's toll-free number 1-800-521-4041. Reference the Meeting ID Number 579YS.

Car Rental Discounts:

Special discount rentals have been established with AVIS for this conference. Please call AVIS directly at 800-331-1600 and you must reference your Avis Worldwide Discount (AWD) Number J868190.

PARTNERSHIP AND SPONSORSHIP INFORMATION:

Sponsorship participation allows you the opportunity to educate high-level life science executives and global decision-makers on how your company is an effective partner for biopharmaceutical companies launching activities or making further commitments to drug development and discovery in China.

Sponsorship programs may include 15 - 30 minute agenda presentations, as well as Luncheon or Breakfast podium presentations. In addition, you have opportunities to sponsor an exclusive invitation-only VIP dinner or Networking Reception. CHI will provide co-operative branding and a strong pre-event marketing campaign. The earlier you secure your Sponsorship, the more opportunity for exposure on our web site and promotional mailings.

For details, please contact:

Arnie Wolfson

Manager, Business Development, Cambridge Healthtech Institute

Tel: 781-972-5431 • Email: awolfson@healthtech.com

UPCOMING CONFERENCES:

Second Annual

Global R&D Congress: Discovery and Development Operations in Emerging Regions

May 29-30, 2008 • The Ritz-Carlton • Washington, D.C.

Third Annual

Post-Approval Drug Safety Strategies

November 12-14, 2008 • The Ritz-Carlton, Pentagon City • Arlington, VA

Sixth Annual

Strategic Resource Management

November 17-18, 2008 • Hyatt Regency at Penn's Landing • Philadelphia, PA

Third Annual

Portfolio Management

November 18-19, 2008 • Hyatt Regency at Penn's Landing • Philadelphia, PA

Drug Development China

Strategies for Launching Discovery and Development Activities

September 16-18, 2008 • The Fairmont • San Francisco, CA

YES! Register me for Drug Development China

REGISTER 3 — 4th IS FREE Individuals must register for the same conference or conference combination and submit completed registration forms together for discount to apply. Please reproduce this registration form as needed

827 F

REGISTRATION INFORMATION

Mr. Ms. Mrs. Dr. Prof.

Name _____

Job Title _____ Div./Dept. _____

Company _____

Address _____

City/State/Postal Code _____

Country _____

Telephone _____

Would you like to receive event updates via fax? Yes No Fax _____

Email* _____

*Email is not a mandatory field. However, by excluding your email you will not receive notification about online access to pre-conference presenter materials, conference updates, networking opportunities and requested eNewsletters.

PRICING INFORMATION

**Pre-Conference Workshop: September 16
 Improving China Drug Development Team Performance**

Early Registration Discount until June 27, 2008 \$995
 Registrations after June 27, 2008 \$1245

**Pre-Conference Workshop & Drug Development China:
 September 16-18**

	Commercial	Academic, Government, Hospital-Affiliated
Early Registration Discount until June 27, 2008	<input type="checkbox"/> \$2790	<input type="checkbox"/> \$1940
Advance Registration Discount until August 15, 2008	<input type="checkbox"/> \$3240	<input type="checkbox"/> \$2290
Registrations after August 15, 2008 and onsite	<input type="checkbox"/> \$3440	<input type="checkbox"/> \$2390



Drug Development China: September 17-18

	Commercial	Academic, Government, Hospital-Affiliated
Early Registration Discount until June 27, 2008	<input type="checkbox"/> \$1895	<input type="checkbox"/> \$995
Advance Registration Discount until August 15, 2008	<input type="checkbox"/> \$2095	<input type="checkbox"/> \$1095
Registrations after August 15, 2008 and onsite	<input type="checkbox"/> \$2295	<input type="checkbox"/> \$1195

You must be a member of the Association of Clinical Research Organizations and/or Sino-American Biomedical and Pharmaceutical Professionals Association to save \$100 off your conference registration. No two association discounts can be combined.

ACRO DISCOUNT \$100 Off \$100 Off

SABPA DISCOUNT \$100 Off \$100 Off

I cannot attend but would like to purchase the Drug Development China conference CD for \$500 (plus shipping).

Massachusetts delivery will include 5% sales tax.

Please send information on exhibiting and opportunities to present workshops.

PAYMENT INFORMATION

Enclosed is a check or money order payable to Cambridge Healthtech Institute, drawn on a U.S. bank, in U.S. currency.

Invoice me, but reserve my space with credit card information listed below.

Invoices unpaid two weeks prior to conference will be billed to credit card at full registration rate. Invoices must be paid in full and checks received by the deadline date to retain registration discount. If you plan to register on site, please check with CHI beforehand for space availability.

Please charge: AMEX (15 digits) Visa (13-16 digits) MasterCard (16 digits)

Card # _____ Exp. Date _____

Cardholder _____

Signature _____

Cardholder's Address (if different from above) _____

City/State/Postal Code _____

Country _____

Please refer to the Registration Code below:



Yes! I would like to receive a FREE eNewsletter subscription to:

Weekly Update
The latest industry news, commentary and highlights from Bio•IT World

eCliniqua
Innovative management in clinical trials

PharmaWeek
Breaking R&D news and business insights for biopharmaceutical company managers

CHI insight Pharma Reports

A series of reports that evaluate the salient trends in pharmaceutical technology, business, and therapy markets. Keep abreast of the latest advances in pharmaceutical R&D, their potential applications and business impacts, and their current and future position in the marketplace. For a list of reports, visit InsightPharmaReports.com, or contact Rose LaRaia, rlaraia@healthtech.com, 781-972-5444

Additional Registration Details

Each registration includes all conference sessions, posters and exhibits, food functions, and a copy of the conference CD.

Group Discounts

Special rates are available for multiple attendees from the same organization. Contact David Cunningham at 781-972-5472 to discuss your options and take advantage of the savings.



Handicapped Equal Access

In accordance with the ADA, Cambridge Healthtech Institute is pleased to arrange special accommodations for attendees with special needs. All requests for such assistance must be submitted in writing to CHI at least 30 days prior to the start of the meeting.

Substitution/Cancellation Policy

In the event that you need to cancel a registration, you may:

- Transfer your registration to a colleague within your organization
- credit your registration to another Cambridge Healthtech Institute program
- request a refund minus a \$100 processing fee per conference.
- Request a refund minus the cost (\$500) of ordering a copy of the CD

NOTE: Cancellations will only be accepted up to two weeks prior to the conference.

Program and speakers are subject to change.

Video and or audio recording of any kind is prohibited onsite at all CHI events.

Fax or Mail Registration to:

Cambridge Healthtech Institute
 250 First Avenue, Suite 300,
 Needham, Massachusetts 02494

T: 781-972-5400 or Toll-Free in the U.S. 888-999-6288
 F: 781-972-5425 • www.healthtech.com