

BUSINESS MISSIONS: PRACTICAL, QUICK AND EFFECTIVE

Introduction

DN Venture Partners has extensive experience in structuring business missions to Asia that caters to the needs of the technology organisations, especially those in the life sciences sectors. We leverage upon our strong industry network in both the private and public sectors to develop visit programmes that provide good access to accurate and timely industry information, relevant high-level contacts and excellent business leads.

Our business missions can be broadly categorised into three types: Group Missions, Customised Missions and Conference Missions.



A visit to a research institute to learn more about the R&D capabilities of the industry.

Group Missions

These are broad industry-specific missions aimed at bringing participants to Asia for fact-finding purposes. Participants will meet with the relevant industry players (e.g. government agencies, research organisations, companies, industry associations) to gain greater insights into the development of the specific industry in Asia.

Customised Missions

These are typically one-on-one missions targeted at top executives of individual companies. We will work closely with the client to set out the business requirements of the mission and then put forth a highly customised visit programme tailored to those requirements as well as the interests of the mission participant.

Conference Missions

These are events-linked missions that are created to support key industry conferences. DN Venture Partners works with major conference organisers to structure business missions around specific industry events. These missions are meant to enhance the conferences and bring greater value to the conference delegates.



Meeting H.E. Mr Korn Thapparansi, former Thailand Minister of Science and Technology.



Networking with key industry players over dinner.

Mission Components

Below are some of the typical events that take place during the missions:

- Briefing sessions on country, industry, research areas, etc.
- Meetings with key government agencies
- Meetings with research institutes
- Meetings with relevant companies
- Meetings with universities
- Meetings with industry associations



- Visits to industrial parks and facilities
- Tradeshows and conferences
- Networking events



Briefing session from a local company.

Benefits to Participants

DN Venture Partners' missions are a practical, quick and effective way for executives to gain insights into various technology sectors in Asia. Participants benefit by being able to **acquire accurate and timely market information, establish high level industry contacts, learn from the experience of companies already in Asia and gain access to business opportunities**, just to name a few.



Learning the latest developments.



Example: Asia Biotech Business Mission 2005



A visit to the Biopolis, Singapore.

The Asia Biotech Business Mission 2005 took place in November 2005. The mission participants made up of top and senior executives from the Dutch, German and Swiss biotech industry. Over a period of 5 days, they visited Singapore, Malaysia and Thailand, and **met with over 30 organisations**, representing the local biotech industry in these three countries as well as Taiwan. The mission came to a successful conclusion with the participants gaining an in-depth understanding of the biotech scene in Asia. More importantly, the participants also **made invaluable contact with the key industry players** from both the government and private sector in the respective countries.

>> [read Asia Biotech Business Mission 2005 Report \(PDF\)](#)

What have participants said about our missions?

"The mission was well organized, no time wasted, good partners met, good logistics."

"You are a very good host with good contacts and a very nice approach to handle people. I felt a warm atmosphere."

"Excellent mission, well organized, high-level contacts at companies and government organizations."

"Efficient, well organized, and you have a very good network in the Life Sciences in SE-Asia."

References are available upon request.

Contact us in Asia today!

Do have questions about our business missions in Asia? Contact Mr Marvin Ng, our Asia Director today at:

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