

Shanghai

Beijing

Suzhou

China Biotech Business Mission
1 November – 5 November 2010



business mission brochure

BIOTECH BUSINESS MISSION TO CHINA

1 November – 5 November 2010

In 2008, a global pharma company was deliberating where to set up its major R&D centre in China. To quickly gather accurate first hand information and acquire a good feel of the situation on the ground, two of its executives took part in our China Biotech Business Mission. They met with key industry players and government officials, and visited research institutes that were potential R&D partners. The mission brought them to Shanghai, Suzhou and Beijing, where they gained a good understanding of the local biotech operating environment. The company subsequently set up its R&D centre in Beijing.

DN Venture Partners LLP has been conducting business missions to Asia since 2005. We have helped senior executives from leading companies including Crucell, Merck-Serono and Lundbeck gain in-depth understanding of the region's life sciences industry, thereby contributing to their success in Asia. Similarly, the 2010 China Biotech Business Mission will arm you with valuable information and help you establish a local network of contacts.

Recently, China undertook healthcare reforms to improve the lives of its citizens. This will also provide a huge boost to the local healthcare sector. The government's significant investments in these reforms represent opportunities to companies seeking to enter the Chinese market. However, gaining access to these opportunities still presents a major hurdle to those unfamiliar with the local operating environment.

Whether you are trying to access new market opportunities or set up an R&D centre, having accurate and timely information, as well as a good working knowledge of the startup process in China are critical to your success. Let us help you succeed in China. Join us this November!

Mission Advantages

- Customised Visit Programme** tailored to the needs of participants
- Meet top company executives, senior officials and **Key Decision Makers**
- Small Mission Group Size** allows for better interactions and discussions
- Comprehensive package offers a **Cost- and Time-effective Solution**

Testimonials

"I was very impressed with the trip to China organised by DN Ventures. The itinerary was well planned and organised and went off without a hitch. We had good consultation beforehand and we were able to make informed decisions on the itinerary. The visit got us into local government at a level that would have been difficult if not impossible without Marvin's input. We also met some useful potential clients and got a very good "feel" for the state of play that allowed us more accurately hone our strategy."

Mr Brendan O'Regan
CEO, Zenith Technologies

"DNVP has provided an excellent service to Enterprise Ireland and our client companies in Asia through its very practical consulting services and business missions. Marvin Ng and his team have provided us and our Irish companies with valuable business development support that is knowledgeable, timely and effective. Working with DNVP has allowed us to tap into an extensive regional network of contacts, deep understanding of the Asian life sciences markets and strong domain knowledge. It is always a pleasure to work with Marvin and the team and we look forward to continuing to do so in the future."

Mr Patrick O'Riordan
Director Singapore, Indonesia & the Philippines, Enterprise Ireland

Life Sciences Related Organisations in China

DNVP and our participants from earlier missions have met with a host of life sciences and related organisations in China. Some these include:

3SBio	Johnson & Johnson
AutekBio	MDS Pharma
Beijing Economic & Technology Development Area	National Engineering Center
Beijing Jonin Pharmaceutical Center	Nepstar
Beijing Proteomics Research Center	RSA-Foster
Biobay	Shanghai Biochip
BioDuro	Shanghai Foreign Investment Development Board
Chemspec	Shanghai Genomics
ChiralQuest	Simcere
CrownBio Inc	SinoVac
Eli-Lilly	State Food and Drug Administration
Excel	Sundia Meditech
GeneCore	Sunway
GlaxoSmithKline	Suzhou Industrial Park
Hangzhou Economic Development Authority	Wuxi Pharmatech
Japan Asia Investment Co	Zhangjiang Hi-tech Park

About the Mission

DN Venture Partners LLP, a Germany/Singapore-based business consultancy, is organising this private mission. We are offering a highly customised visit programme:

Dates/Venue:	1 November 2010 to 5 November 2010 1-2 November, Shanghai 3 November, Suzhou 4-5 November, Beijing
Objectives:	Gain first hand understanding of the life science industry Seek out and evaluate potential market opportunities Meet government officials, China-based senior executives, potential clients and partners to establish a strong local network.
Participants:	Senior executives and managers from pharmaceutical and biotech companies who are looking to establish or expand their company's manufacturing, R&D and business activities in China.

About DN Venture Partners

DN Venture Partners is a strategic market research and business consulting company specializing in the Asia-Pacific region. We offer customized, comprehensive business intelligence for companies looking to develop their business in Asia. With our experience and in-depth knowledge of Asia, we help our clients grow their businesses here.

For more information about us, please visit www.dn-venture.com

Tentative Schedule

DATE	CITY	REMARKS
31 Oct	Shanghai	Arrival in Shanghai Programme briefing
1 Nov	Shanghai	Shanghai programme
2 Nov	Shanghai/Suzhou	Shanghai programme Transit Shanghai-Suzhou Suzhou programme
3 Nov	Suzhou	Suzhou programme
4 Nov	Beijing	Transit Suzhou-Beijing Beijing programme
5 Nov	Beijing	Beijing programme

Tentative Programme

Shanghai

- Meetings with government agencies, including representatives from:
 - Shanghai Investment Promotion Bureau
 - Zhangjiang Hi-Tech Park
- Meetings with Shanghai-based pharma/biotech companies
- Meetings with Shanghai-based venture capitalists
- Meetings with industry consultants (HR, IP, etc.)
- Tour and meeting with Zhangjiang Hi-Tech Park

Suzhou

- Meetings with government agencies, including representatives from:
 - Suzhou Industrial Park Administrative Committee
 - Biobay
- Meetings with Suzhou-based pharma/ biotech companies
- Meetings with industry consultants (HR, IP, etc.)
- Tour of Suzhou Industrial Park and Biobay

Beijing

- Meetings with government agencies, including representatives from:
 - Beijing Economic and Technological Development Area
 - Zhongguancun Science Park
 - Beijing Investment Promotion Bureau
- Meetings with Beijing-based pharma/biotech companies
- Meetings with industry consultants (HR, IP, etc.)

Important Details

Cost: 6,200 EUR per participant

Price includes:

- (a) 4 stars accommodation in China
- (b) economy airfare within China
- (c) ground transport
- (d) most meals
- (e) programme costs and briefing materials

Participants should anticipate limited additional expenses such as meals not listed on the itinerary and individual hotel incidentals. Those delegates requesting individual appointments as part of the mission may incur additional expenses for assistance by local organizations. Business class airfare, double-room occupancy, and spouse rates are available upon request.

The start point of the mission is Shanghai and the end point of the mission is Beijing. Please note that price does not include two-way airfare from your home country to China. If you need our assistance in making special travel arrangements, please contact us directly via email or phone.

Registration:

Registration for this mission is due by September 25. Decisions will be made on September 25 regarding the content of the programme and if needed, the viability of the mission based on the number of confirmed participants at that time. DN Venture Partners LLP reserves the right to cancel the mission if there is insufficient number of participants. In such a situation, participants who have signed up and paid will be given a full refund of the amount paid.

To register for the mission, please complete the attached Mission Registration Form and send it along with a deposit payment of 1,200 EUR by September 25. After receiving your deposit, DN Venture Partners LLP will provide you with a draft itinerary, company profile and interest forms, and other necessary materials. An invoice for the remaining balance will be mailed or faxed shortly thereafter.

KEY DATES FOR REGISTRATION:

Saturday, September 25, 2010
Registration deposit of 1,200 EUR is due.

Monday, October 11, 2010
Full payment is due.

Refund/Cancellation: DN Venture Partners must receive in writing, via email or fax, all cancellations.

KEY DATES FOR REFUNDS & CANCELLATIONS:

Saturday, September 25, 2010
Cancellations made before this date will receive full refund.

Sunday, September 26 - onwards
Cancellations are subject to 1,200 EUR penalty.

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DELEGATE REGISTRATION FORM

(Please complete and return to DN Venture Partners with 1,200 EUR deposit by 25 September 2010)

Name & Title: _____

Company/Organization: _____

Nature of Business: _____

Address: _____

Tel: _____ Fax: _____

Email: _____

Form of Payment: Cheque Telegraphic Transfer

Disclaimer

I acknowledge that DN Venture Partners LLP accepts no liability for any loss or damage suffered by any individual or company arising from or in any way connected with acts, incidents and occurrences happening in the lead up to, on or after the mission whether such acts, omissions, incidents and occurrences occur in countries visited or at any points in between. I hereby hold harmless DN Venture Partners LLP and its officers in respect to any claim which I may have arising in any way from my registration or participation of the mission.

DN Venture Partners LLP reserves the right to make changes to the visit programme at any time. DN Venture Partners LLP makes no representation that any meetings or events arranged by or on behalf of DN Venture Partners LLP are guaranteed to take place. Participants understand that no compensation will be given if such changes are made.

Participants are reminded that they should take out travel and other insurances that they may deem necessary to cover them for any accident, ill health, loss or damage which may occur during the mission.

I acknowledge that I am aware of the participant obligations as stated above and in the mission brochure and that this registration form is accurate and complete.

Name:

Signature:

Date:

Please return completed form by any of the following ways:

email: marvin@dn-venture.com

fax: +65-6777-9363

mail: DN Venture Partners LLP
30 Raffles Place, #23-00 Chevron House
Singapore 048622

Deposit of 1,200 EUR can be made in any of the following manner:

Cheque

Please send cheque to the above mailing address and make it to "DN Venture Partners LLP".

Telegraphic Transfer of EUR funds

Please provide the following information to your bank:

Beneficiary Name:	DN Venture Partners LLP
Account Number:	063-900384-5
Name of Beneficiary Bank:	DBS Bank Ltd, Singapore
Address of Beneficiary Bank:	6 Shenton Way, DBS Building, Singapore 068809
Country:	Singapore
SWIFT address:	DBSSSGSG

DN Venture Partners can help you to achieve your commercial objectives, including contacts and market information. Good preparation is essential to make the most out of your participation and the valuable time and money you plan to invest in it. Please consider carefully whether you need any help. For further information, please contact:

In Singapore

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