DNVP Business Missions

Tokyo
Osaka

Japan Biotech Business Mission

15 November – 19 November 2010

business mission brochure

DN Venture Partners LLP

BIOTECH BUSINESS MISSION TO JAPAN

15 November – 19 November 2010

Japan's innovative biotech companies are potentially attractive R&D partners and investment targets for pharma companies looking to boost their development pipelines. Global pharma companies like GlaxoSmithKline have been seeking out small and medium-sized Japanese pharmaceutical companies either to invest in or to collaborate in R&D. Investments in and collaborations with Japanese companies will allow these pharma companies to leverage on the strengths of their Japanese partners, for example in areas like biochemical research in natural products, while enhancing their own research pipelines.

DN Venture Partners LLP has been conducting business missions to Asia since 2005. We have helped senior executives from leading life sciences companies including Crucell, Merck-Serono and Lundbeck gain a broad perspective and in-depth understanding of the region's life sciences industry. Our missions have contributed to their success in setting up manufacturing and R&D operations, business partnerships and investments in Asia.

The 2010 Japan Biotech Business Mission aims to bring pharma companies that are seeking out potential R&D and business collaborations with Japanese biotech firms. Participants will gain a better understanding of the Japanese biotech scene through direct meetings with innovative Japanese companies and well-connected contacts in the industry including Japanese venture capitalists. Seek out the opportunities in Japan by joining us in Tokyo 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

DN Venture Partners LLP

About the Mission

DN Venture Partners LLP, a Germany/Singapore-based business consultancy, in collaboration with **Valeocon Management Consulting**, is organising this private mission. We are offering a highly customised visit programme:

Dates/Venue:	15 November 2010 to 19 November 2010 / Tokyo and Osaka
Objectives:	Meet with Japanese R&D companies to explore collaborations and deals. Meet with relevant Japanese contacts to establish a useful local network.
Participants:	Senior executives and managers from pharmaceutical and biotech companies who are looking to establish R&D collaborations with their Japanese counterparts.

About the Organisers

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.

Valeocon Management Consulting is a management consulting firm of European origin. It has extensive experiences in consulting R&D and manufacturing of global pharmaceutical companies. Its Asia-Pacific division is working on bridging Japanese and Asia-Pacific biotech to the rest of the world. For more information about us, please visit www.valeocon.com.

Tentative Schedule

DATE	CITY	REMARKS
14 Nov	Tokyo	Arrival in Tokyo Programme briefing
15–16 Nov	Tokyo	Meetings and visits to companies and contacts based in Tokyo
17 Nov	Tokyo	Meetings and visits to companies and contacts based in Tokyo Transit Tokyo-Osaka
18–19 Nov	Osaka	Meetings and visits to companies and contacts based in Osaka

The customised programme comprises primarily of meetings and visits to Japanese biotech firms and other industry players. The actual companies that participants will meet will depend on the feedback and inputs of the participants. The tentative list of companies currently on the visit schedule includes the following:

- Canbas Co Ltd (www.canbas.co.jp)
- EVEC Inc (www.evec.jp)
- Kringle Pharma Inc (www.kringle-pharma.com)
- Kyorin Pharmaceutical Co Ltd (www.kyorin-pharm.co.jp)
- M's Science Corp (www.m-sci.com)
- Mebiopharm Co Ltd (www.mebiopharm.com)
- SC World Inc (www.scworld.co.jp)

Important Details

Cost: 6,200 EUR per participant

Price includes:
(a) accommodation in Japan
(b) economy airfare within Japan
(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 Tokyo and the end point of the mission is Osaka. Please note that price does not include two-way airfare from your home country to Japan. 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.

BIOTECH BUSINESS MISSION TO JAPAN
15 November – 19 November 2010

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

We 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

DN Venture Partners LLP
30 Raffles Place, #23-00, Chevron House
Singapore 048622
Tel: +65 6233-6899 Fax: +65 6777-9363
Attention: Mr Marvin NG
Email: marvin@dn-venture.com

In Japan

Valeocon Management Consulting
Yebisu Garden Place, 18th Floor
4-20-3 Ebisu, Shibuya-ku, Tokyo 150-6018
Tel: +81 3-5789-5416 Fax: +81 3-5789-5417
Attention: Mr Nobuyuki OTA
Email: nobuyuki.ota@valeocon.com

In Germany

DN Venture Partners
c/o Steinbeis Consulting Center SEBD
Im Neuenheimer Feld 582
69120 Heidelberg
Tel: +49 6221 6530408 Fax: +49 6221 4379510
Attention: Dr. Klaus PLATE
Email: europe@dn-venture.com

DN Venture Partners

in Singapore:

DN Venture Partners LLP
30 Raffles Place
#23-00 Caltex House
Singapore 048622

Tel.: +65 6233 6899
Fax: +65 6233 6800
info@dn-venture.com

in Germany:

DN Venture Partners
c/o Steinbeis Consulting Center SEBD
Dr. Klaus Plate
Im Neuenheimer Feld 582
69120 Heidelberg

Tel: +49 6621 6530408
Fax: +49 6221 4379510
europe@dn-venture.com

VALEOCON
MANAGEMENT CONSULTING

in Japan:

Valeocon Management Consulting
Yebisu Garden Place, 18th Floor
4-20-3 Ebisu, Shibuya-ku
Tokyo 150-6018

Tel: +81 3-5789-5416
Fax: +81 3-5789-5417
nobuyuki.ota@valeocon.com