

INFORMATION SEMINAR
PARTNERING and FUNDRAISING opportunities
for **BIOTECH / MEDTECH** companies in **CHINA**
PARIS – Oct. 9, 2018

*“You are a **BIOTECH / MEDTECH** company developing innovative solutions”*

*“You want to develop strategic partnerships and raise funds in **CHINA**”*

This seminar is a one-day crash course to:

1. Learn more about partnering opportunities in CHINA
2. Learn from the experience of successful French companies in CHINA
3. Learn from experts about best practices (regulatory, IP, market access, etc.)

And get China-ready...



IN PARTNERSHIP WITH:



INFORMATION SEMINAR - PARIS – OCTOBER 9, 2018

Objective: Experience sharing with experts and French companies already active in China through thematic presentations, panel discussions and Q&A

Where?

DENTONS, 5 boulevard Malesherbes, 75008 Paris. Metro Madeleine

8.30-9.00	Registration
9.00-9.10	Welcome address by BUSINESS FRANCE, BPIFRANCE and DENTONS
9.10-9.40 20mn + Q&A	What drives China's healthcare market? Benoit COLINOT, Senior Trade Advisor – Healthcare - BUSINESS FRANCE
9.40-10.20 30mn + Q&A	Roundtable: Raising funds in China: financial engineering and due diligence Panelists: <ul style="list-style-type: none">• Frédéric BERTAINA, CEO, BIOXIS PHARMACEUTICALS• XIA Yanchun, Partner, ORIZA SEED FUND• Marie MEYNADIER, CEO, EOS IMAGING Moderator: Julien LE GUYADER, Partner - Attorney at Law, DENTONS
10.20-10.50 20mn + Q&A	Good practices regarding regulatory hurdles and technological due diligence Dr CHAO Xu, Co-Founder & VP, International Business, J MedTec
10.50-11.10	Coffee break
11.10-12.00	Ministry of the Interior
12.00-12.30 20mn + Q&A	Intellectual property in China: stereotypes and recommendations Clémence VALLEE, Patent Attorney, and CEN Qiang, IP Legal Counsel, LLR
12.30-13.10 30 mn + Q&A	Roundtable: Learning curve, pragmatism and experience sharing: how to be relevant and successful in China? Panelists: <ul style="list-style-type: none">• Thibaut DU FAYET, VP Corporate Development, TRANSGENE• Daphné RICHET-COOPER, International Affairs Lead in China, SANOFI• Eric BOUTEILLER, International Advisor & Honorary Chairman, RDPAC Moderator: Céline RIOU, Business Manager HealthTech Le Hub, BPIFRANCE
13.10-14.00	Networking lunch

HEALTHCARE IN CHINA: UPMARKET MOVE + HUGE NEEDS

Main market drivers

An ageing population : by 2050, 1 in 3 people in China will be over 60	An urban middle class with rising expectations regarding healthcare	Massive investments by public / private stakeholders (+800 hospitals each year)	Chronic diseases : 70% of expenditures and huge needs regarding prevention and diagnostic
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Chinese industry approach

Quality upgrade	+	Consolidation	+	Diversification	+	Innovation
<ul style="list-style-type: none"> Chinese healthcare players are looking to leverage their market knowledge + their capital with western innovations Partnership models are very flexible, from distribution, licensing, co-development to investment / cross-investment These sino-foreign deals focus mainly on the Chinese market Huge rise in the number of sino-foreign deals in the past 3-4 years but lack of knowledge on French innovation 						

Major issues raised by innovative French companies

Protecting their IP	Qualification / due diligence regarding the Chinese partner	Scientific / medical expertise of the partner	Cross-cultural differences
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Recent Sino-French deals & investments in life sciences

Aug. 2018	China Medical Systems + Acticor Biotech	Biopharmaceuticals, cardiovascular diseases	Licensing
July 2018	EOS imaging + Fosun Pharmaceutical	Orthopedic imaging	Investment + distribution
	Transgene + Tasly Biopharmaceuticals	Biopharmaceuticals	Licensing
Jun. 2018	Quantum Surgical + Ally Bridge	Minimally Invasive Surgery	Investment
Apr. 2018	Sofinnova Partners a major Chinese biopharma company + other investors	Crossover fund	Investment
	Adocia + Tonghua Dongbao	Biopharmaceuticals, diabetes	Licensing
Sept. 2017	Alms Therapeutics + Morningside + Cap Innov'Est	Biopharmaceuticals, diabetes	Investment
May 2017	Pharnext + Tasly Pharma	Biopharmaceuticals	Licensing + co-development + investment
Feb. 2017	Neovacs + Biosense	Therapeutic Vaccines	Licensing
Nov. 2016	Median Technologies + Furui	Medical Imaging, Diagnostic	Investment
Sep. 2016	Bioxis Pharma + Juvamed	Biomaterials, Aesthetic Dermatology	Investment + distribution
	Enyo Pharma + Sofinnova + BPI + Morningside	Antivirals	Investment
	Theradiag + HOB Biotech	IVD, Theranostics	Investment + distribution
	Spineway + Tinavi	Implants	Investment + distribution
May 2016	Theraclion + Furui	Echotherapy	Investment
Dec. 2015	EyeTechCare + Everpine	Ophtalmology	Investment

REGISTRATION

Registration deadline: **September 30, 2018 (within the limit of available places).**

To register, please fill in the following form via this link:

<https://www.eventbrite.fr/e/billets-partnering-and-fundraising-opportunities-for-biotech-medtech-companies-in-china-48729750997>

Registration fee:

French biotech / medtech companies: EUR30 per attendee

Consulting firms: EUR60 per attendee

Registration Policies:

- Registrations without all required information or without payment will not be processed.
- Confirmations are nominative. If several persons would like to attend on behalf of one company, each prospective delegate will have to register individually.
- Event name badges will be available for pick up at the registration counter.
- Registrants must wear their name badge at all time to gain access to all activities.
- All cancellations must be made in writing by email to Benoit.COLINOT@businessfrance.fr. No refund will be made for cancellations after October 4. No registration transfers are permitted. The processing fee applied by Eventbrite will not be refunded.

For additional information, please contact:

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