

Your One-stop Solution to Innovations and R&D Capability in Asian Biotech

Q3 2025

Travel Together, Go The Distance

Our unique value propositions set us apart from other players in the East-West licensing and R&D collaboration space

- East-West cross-border pharmaceutical licensing transactions and R&D collaborations are booming!
- The vast Asian biotech membership from [InScienceWeTrust Community](#) provides a large, high-quality biotech network.
- [ISWT-B](#) / [Merit CRO](#) / [Mianus Capital](#) partnership and our collaborators together provide unparalleled access to Asian biotech/biopharma companies.
- Our team have extensive experiences in East-West licensing (BD and M&A) and R&D collaboration.



Visit our website to learn more (www.iswtb.com)

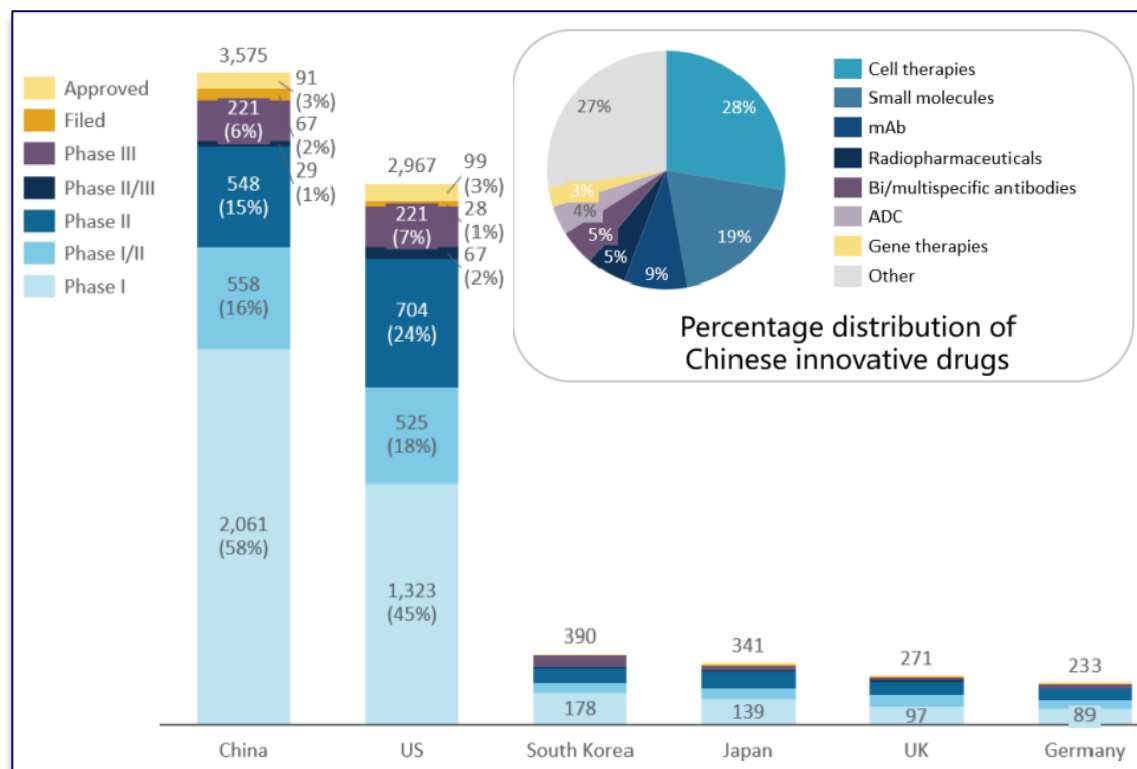


Agenda

- The current “China for Global” boom have created many winners in the global biotech capital market.
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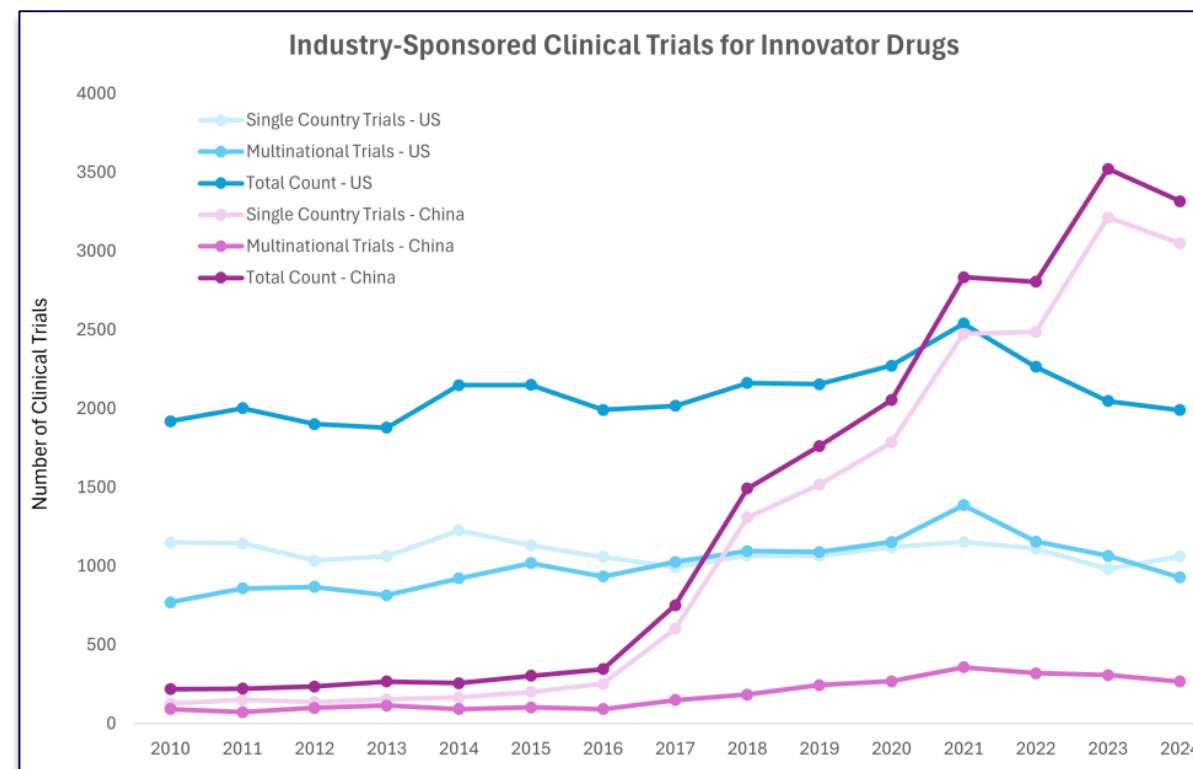
China biotech leads in the global R&D activities

China has the largest clinical pipeline



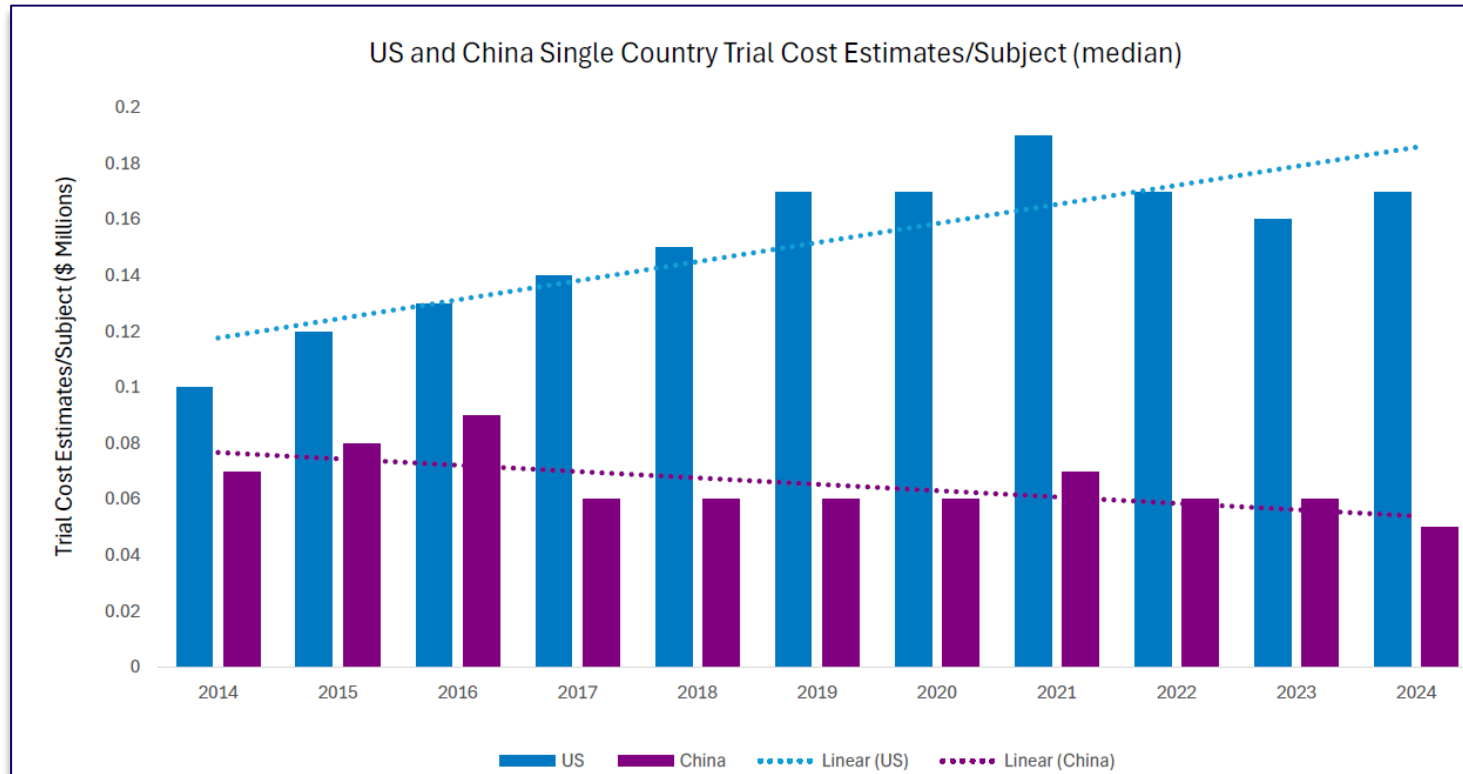
Adapted from Liu et al., [Nat Rev Drug Discov](#) & [The China Biotech Report by Tsinghua University/PharmCube](#)

China has more active clinical trials than the US now



Source: [GlobalData OCT West Coast 2025](#)

China leads in preclinical and early-stage clinical R&D

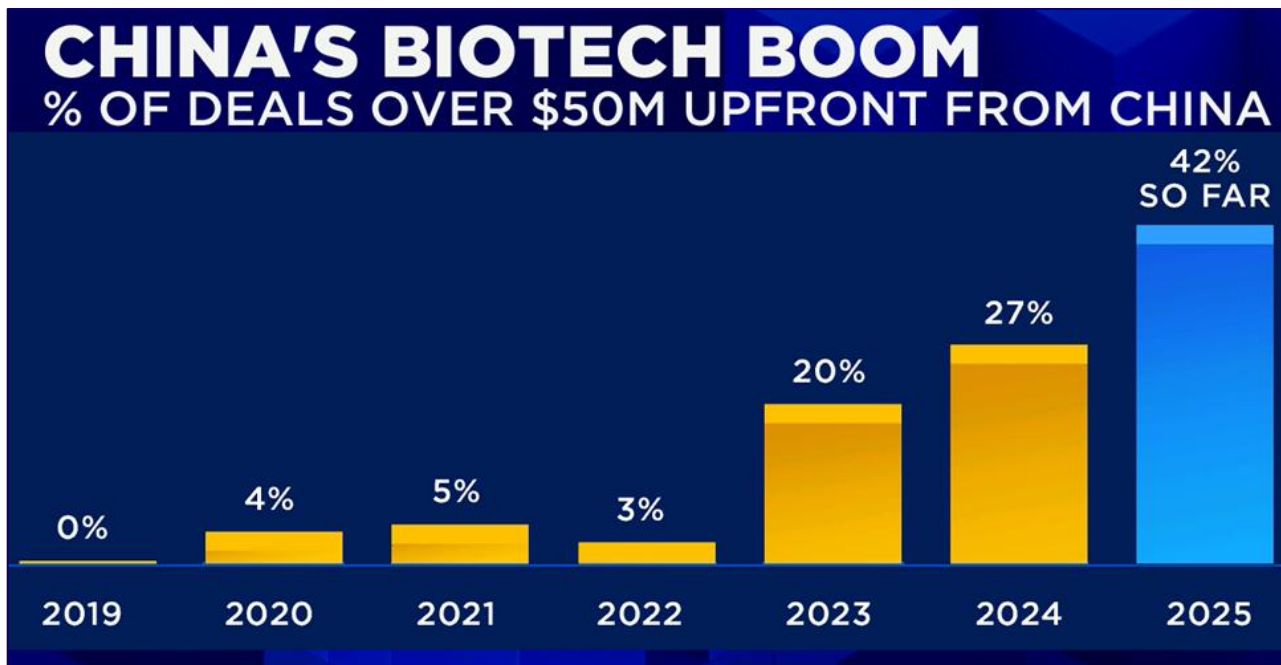


Tatake, The State of Biopharmaceutical Industry 2025, GlobalData

- China-only clinical data have been used for BLA/NDA submission and won breakthrough designations by the FDA.
- China's investigator-initiated study program (IIT) allows rapid proof-of-concept clinical data generation.
- In established fields such as biologics for oncology, experienced China biotech can move from project onset to pivotal clinical trial in 3 years and with as little as \$30 million.

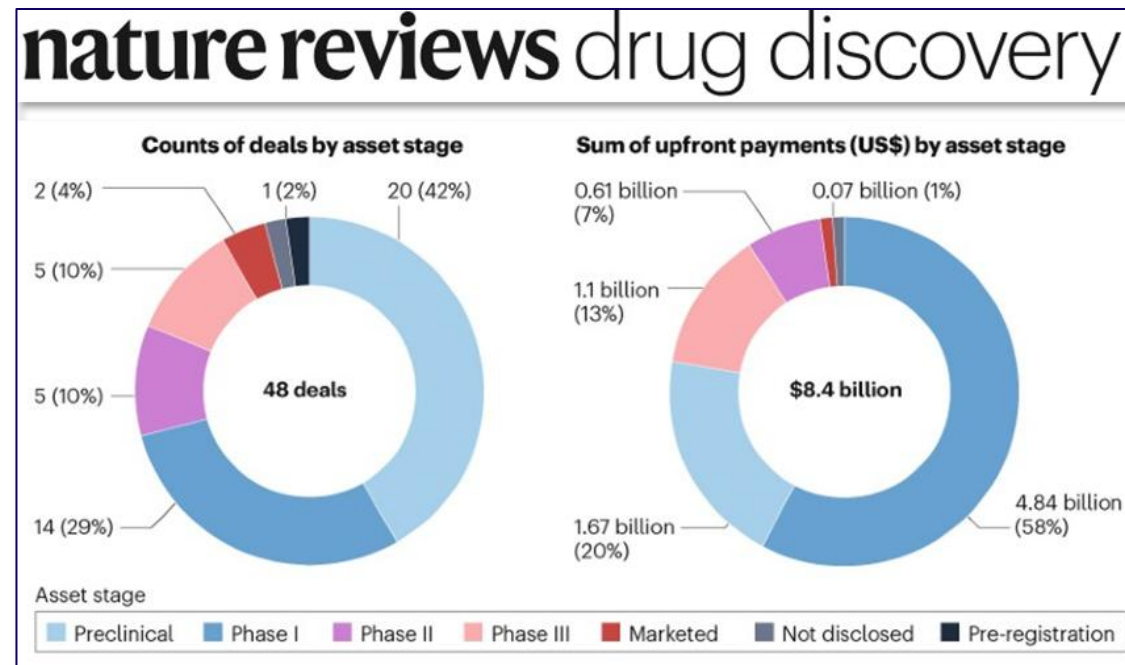
Western companies are sourcing early-stage innovation from China

China as a major source of pharma BD&L



Adapted from [CNBC report on Pfizer/3S Bio PD-1/VEGF deal](#), May 2025

48 Deals Brought in \$8.4 Billion Upfront in 2024



[Tang et al, Nature Reviews Drug Discovery, April 2025.](#)

Only deals with disclosed upfront payment were included. Pre-money equity of newco deals and near-term milestone, if disclosed, were included in the upfront payment calculation, while and long-term milestone payments were excluded.

China's rapid and inexpensive R&D enable Western companies

\$1.8B M&A was enabled by preclinical R&D in China

Bloomberg

Industries | Health

Genmab Targets New Cancer Therapies With \$1.8 Billion ProfoundBio Deal

- Danish firm targets ProfoundBio for next-generation antibodies
- Both companies' boards back the all-cash transaction

By Christian Wienberg
April 3, 2024 at 2:03 AM EDT
Updated on April 3, 2024 at 4:34 AM EDT

Save Listen 2:10

Danish drugmaker Genmab A/S agreed to buy closely held US biotech firm ProfoundBio Inc. for \$1.8 billion in cash, the latest in a flurry of deals to gain next-generation cancer antibodies.

The takeover will give Genmab experimental antibody drug conjugates, including one that's in mid-stage clinical tests for ovarian cancer, the company said Wednesday. Both boards backed the transaction.

\$12-billion deal of a 12-asset package led by a phase 1 asset

GSK strengthens COPD offering via \$12B biobucks, 12-program deal with China's Hengrui Pharma

By James Waldron · Jul 28, 2025 4:36am

GSK Jiangsu Hengrui Pharmaceuticals Licensing deals chronic obstructive pulmonary disease (COPD)



First-in-human data from China led to a \$1-billion M&A

AstraZeneca goes in vivo, penning \$1B deal for Belgian off-the-shelf cell therapy biotech

By James Waldron · Mar 17, 2025 7:40am

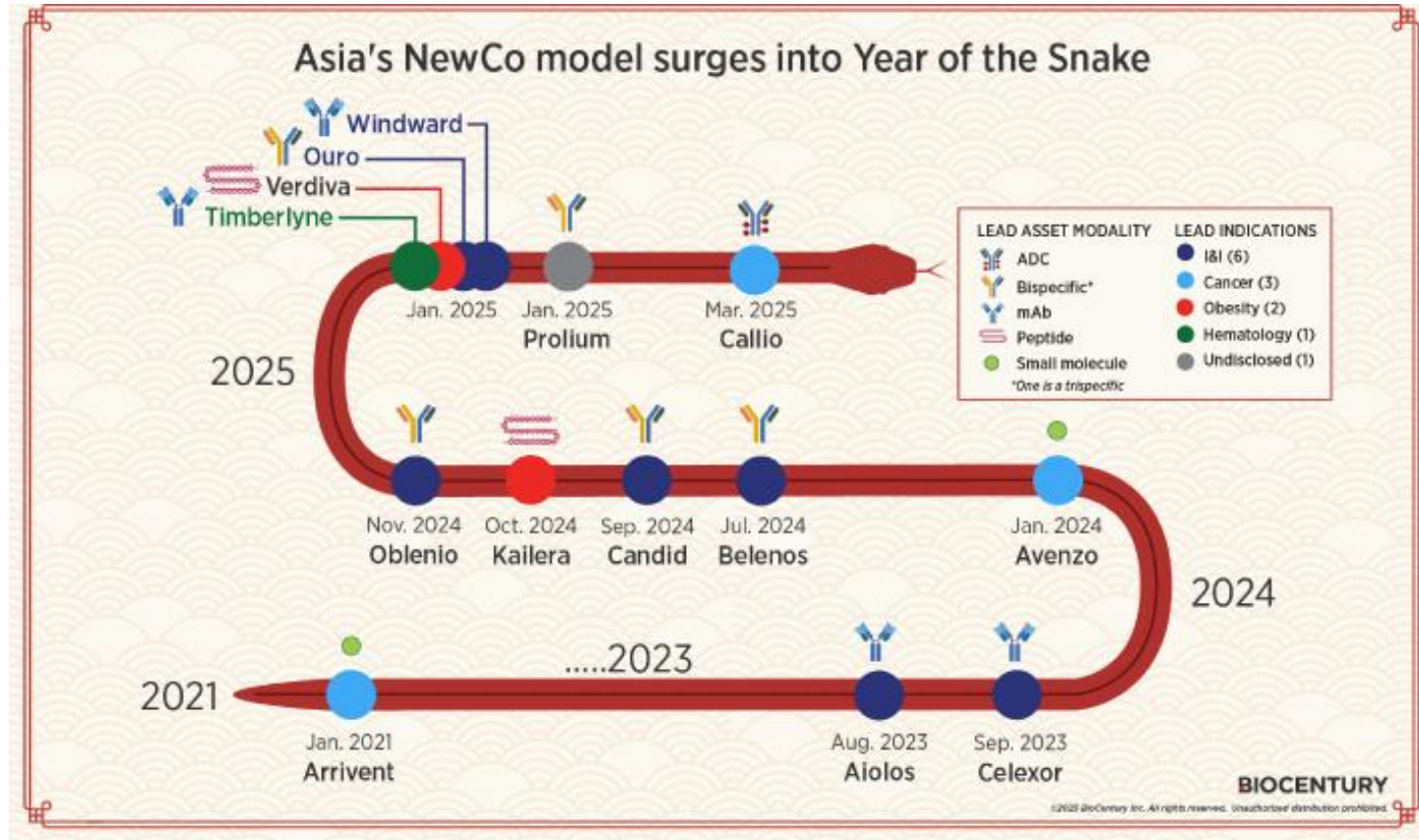
AstraZeneca mergers and acquisitions Cell & Gene Therapy CAR-T



High-quality innovations & data drive meaningful BD or M&A deals with global biopharma/biotech

Newcos backed by Asian assets have made impressive returns

Leverage **Chinese assets** to create NewCo



Source: [BioCentury](#)

Summit Therapeutics rise on the back of a **Chinese asset**

THE WALL STREET JOURNAL.

TECHNOLOGY | BIOTECH | HEARD ON THE STREET [Follow](#)

How a Surfer Who Never Finished College Became a Biotech Billionaire

Bob Duggan's success shows you don't need a Ph.D., or even a college education, to make money in the complex world of biotechnology

By [David Wainer](#) [Follow](#)

Sept. 23, 2024 7:00 am ET

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The little-known Chinese biotech whose cancer drug beat Keytruda has global ambitions

Akeso, which discovered the immunotherapy, wants to be seen as 'not just a China story'

Source: [The Wall Street Journal](#); [STAT News](#)

Two Success Formulas to Leverage China's Biotech Boom

East-to-West BD, M&A, and newco deals



Turbocharge Western biotech with China's competitive R&D



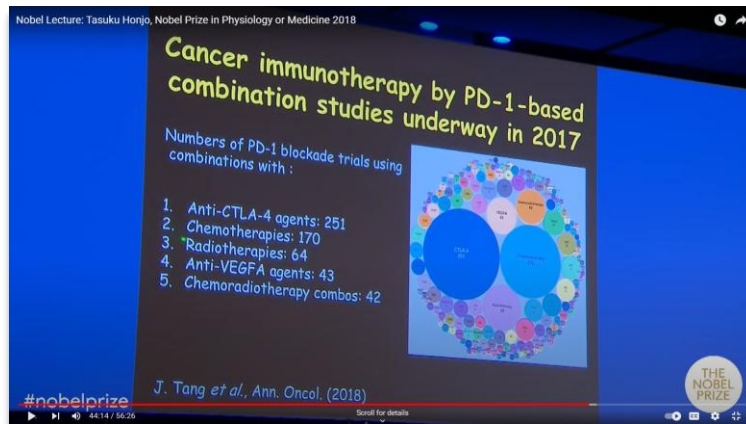


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Our founder Dr. Leon 'Jun' Tang is a recognized scientist & biotech BD expert

2018 Nobel Prize for Physiology and Medicine – Dr. Tasuku Honjo



Dr. Tang's first-author paper was cited as a landmark paper during [Nobel Lecture by Dr. Honjo during his 2018 Nobel Speech.](#)

Founder of Bioverse weekly webinar that has up to 20K attendees from Asian

Webinar

BioVerse

China to West: Deals Shaping the Immuno-Oncology Landscape

February 12 | 12:00-1:00pm ET

Moderator

Leon 'Jun' Tang, PhD
InScienceWeTrust
BioAdvisory / Mianus Capital

Moderator

Axel Hoos, MD, PhD
Former CEO
Scorpion Therapeutics

Frank Fekete
Centerview Partners

Nikolaos George, PhD
Jones Day

Grace Han McMahon, MBA, JD
Merck

Cindy Xiong, PhD
Foresite Capital

Creator and host of [Bioverse webinar](#) co-produced by [InScienceWeTrust Community](#), [SAPA-GP](#), and [BioSpark](#)

Recognized BD expert by leading news media

- 2025 PharmaDJ interview: [中国Biotech 崛起威胁到美国了吗?](#)
- 2024 **LinkedIn Self-Publication** on [China for Global T-cell engager deals](#)
- 2024 **BlueView (深蓝观)** feature [article on I&I BD trend and opinions.](#)
- 2024 **Fierce Biotech** article on [how geopolitics may hinder "China for Global" movement.](#)
- 2024 **Caixin Global** cover story [article on the recent Chinese companies' out-licensing setbacks](#)
- 2019 **Endpoints** interview article about [BCMA therapy landscape](#)

Dr. Tang is well-connected in the global biotech BD&L industry

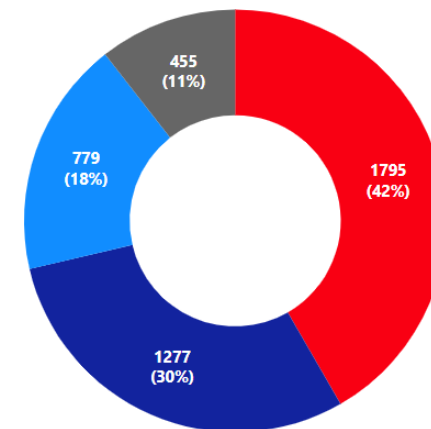
Education & Work Experiences



Specialist of Three

1. **An accomplished scientist with 50 publications**, including 6 senior-author Nature Reviews Drug Discovery, 1 Lancet Oncology, 1 Nature BME, 1 Science Translational Medicine, 3 Nature Communications (1 first-author), 1 first-author Science Advances, 3 PNAS (2 first-author), etc. with H-index of 33 and 4.4K citations (https://scholar.google.com/citations?user=JRx_NFcAAAAJ&hl=en)
2. **An accomplished BD executive** in biotech who has contributed to or closed deals with total value of ~ **\$1.2 billion**
3. **A super-connector with ~7,500+ LinkedIn followers** (<https://www.linkedin.com/in/leontangbiotech/>) who come from all sectors of the healthcare industry primarily in the North America and APAC.

A high-quality global network on LinkedIn



~6,000 connections (as of Q1 2025)

- Decision maker (VP+ in MNC, C-suite in biotech, and equivalents)
- Mid-level (AD-ED of MNC and biotech, and equivalents)
- Entry-level (Up to senior scientist or senior associate)
- Others (Academia, media, NGOs, etc.)

A team of industry veterans with diverse experiences



Michael An, PhD
Senior Advisor



Acquired by Amgen



University of California
San Francisco



Oriana Zinani, PhD
Principal



Albert Einstein
College of Medicine



Wenjun Sun, MS, MBA
Partner At Large



药明巨诺
JW Therapeutics



BILL & MELINDA
GATES
foundation



UNIVERSITY
OF MINNESOTA



Alum

Kedan Lin, PhD

Senior Advisor (2024 – 2025)

Current role: CDO & US President
of Biosion

Devin Chen, PhD

Principal (2023 - 2024)

Current role: Director of
neuroscience NGTx at Eli Lilly

Jiamin Zhuo, PhD

Principal (2023 - 2024)

Current role: Director of oncology
global strategic insights at EMD
Serono



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A Snapshot of The Key Initiatives at InScienceWeTrust Community

A monthly webinar with up to **21k** live attendees



BioVerse

BioVerse webinar is co-produced by [ISWT Community](#), [SAPA-GP](#), and [BioSpark Group](#), three US-based nonprofits.

Our webinars attract on average **13,000+** live attendees per episode, and about 50% of our attendees hold mid to senior positions in their companies.

United States and China account for 80% of our audience, while the remaining audience come from all major biotech hubs around the world.

A weekly newsletter with **4k+** subscribers with **78%** open rate

Asian Biotechies In A Bar

Sent
13,362 (100%)

Delivered
13,256 (99%)

Opened
10,287 (78%)

Clicked
925 (7%)

4.0k+ active members from **11** focus groups & LinkedIn

R&D (full) focuses on R&D and VC in biotech – 500 members

BusinessOne (full) and **BusinessTwo** focus on investment, BD, CDMO, law, and consulting

Oncology focuses on cancer drug development & research

CGT focuses on Cell & Gene Therapy

ChronicDisease focuses on chronic diseases

Boston Chapter focuses on executive members in the great Boston area

Great New York Chapter focuses on executive members in NY, NJ, CT, and PA

West Coast Chapter focuses on executive members in California, Oregon, and Washington.

Shanghai Chapter focuses on biotech and biopharma executives in Yangtze River Delta

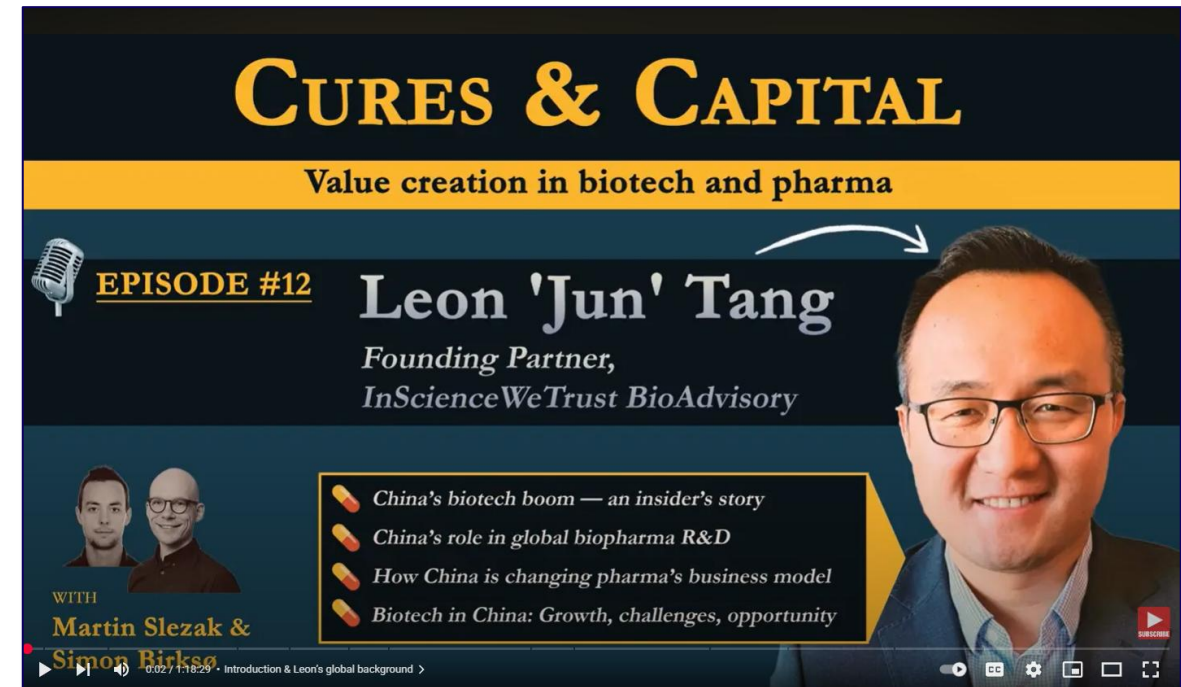
Europe Chapter on WhatsApp serves members in Europe

Visit ISWT Community [website](#)
Watch BioVerse webinars on [YouTube](#)
Read [Asian Biotechies In A Bar](#) weekly newsletter

Leverage leading professional networks to connect with decision-makers in the East-West pharmaceutical BD&L space



[Replay of Cantor Cross-Border BD KOL call](#)



[Cures & Capital PODCAST on China Biotech on Jun 10, 2025](#)

Our partners and collaborators together provide the best access to innovations and R&D capabilities in Asian biotech space





Thank You!

Contact & Follow Us

Email: leon.tang@iswtb.com

WeChat: LeonTangBiotech

Visit our website: www.iswtb.com

Follow us on [LinkedIn here.](#)

[Book a virtual meeting](#)



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