

Your One-Stop Shop for East-West Biotech Collaborations

Q3 2026

Travel Together, Go The Distance

We are the “Only-In-Class” East-West Biotech Collaboration Advisors

- East-West pharmaceutical licensing transactions and R&D collaborations are exploding!
- The vast Asian biotech membership from [iSWT Community](#) provides a large, high-quality East-West biotech space.
- [ISWT BioAdvisory](#), [Mianus Accelerator](#), and [IntelliPro](#) together create a **One-Stop Shop** to Asian biotech innovations.
- Our team has impressive track records in the East-West **BD&L** and **R&D collaboration**.



Visit us at www.iswtb.com

Our team has ~180 years of combined industry experiences



Leon Tang, PhD/MS
Founding Partner



Jimmy Ren, PhD
Senior Advisor



Oriana Zinani, PhD
Advisor



Wenjun Sun, MBA/MS
Senior Advisor



David Cao, PhD/MBA
Senior Advisor



May Ma, PhD/MBA
Senior Advisor



Steve Yang, MBA/CFA
Strategic Partner



Special Consultant: Michael An, MD/PhD, BNB Bio

ISWTB team members have impressive deal-making records

Alphamab Oncology out-licensed a Phase 3 ADC to Pathos for a **\$2.2b** deal with **\$120 million** upfront payment
[2026](#)

Boulevard Bio in-licensed a preclinical T-cell engager for up to **\$1.6 billion**
[2026](#)

VelaVigo out-licensed preclinical ADC to **Avenzo Tx** in a \$750-M deal with **\$50M** upfront
[2024](#)

J&J paid **\$350 million** upfront for BCMA-CAR-T from **Legend Biotech**
[2017](#)

J&J paid **\$245 million** upfront for two CAR-Ts from **CBMG**
[2023](#)

Henlius out-licensed two biosimilars to **Organon** for \$73 million upfront
[2022](#)

JW Therapeutics in-licensed cell therapy technology from **Lyell Immunopharma**
[2020](#)

J&J formed an ADC R&D partnership with **Hanzhou DAC Group**
[2022](#)

Henlius in-licensed a Phase 1 BRAFi from **NeuPharma**
[2021](#)

Henlius in-licensed a first-in-class IO asset from **Palleon Pharma**
[2022](#)

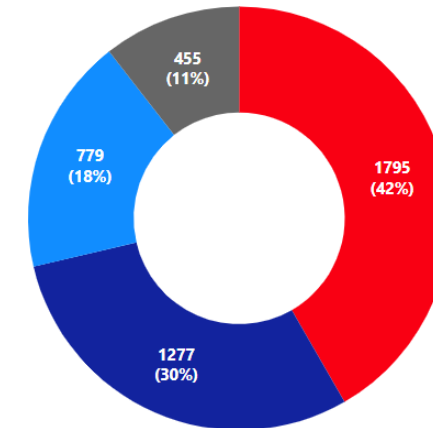
- ISWTB team members have contributed to **16 publicly disclosed deals**.
- All the deals amount to **\$ 1.1 billion+ upfront payments** and **\$10 billion + total deal value**.

Our founder Dr. Leon Tang is an established BD and R&D expert

Education & Work Experiences



A high-quality global network



Expert in BD, Community building, and R&D

1. **An accomplished BD executive** in biotech who has contributed to or closed deals with total value of **~\$5.0 billion**.
2. **A super-connector** with **10,000+ LinkedIn followers** who come from all sectors of the healthcare industry primarily in the North America, APAC, and Europe.
3. **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 35 and 6.1K citations**.

8,000+ LinkedIn connections (as of Q2 2026)

- 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.)



Agenda

- **The current “China for Global” boom is driven by China’s fast & cost-effective R&D**
- **Pharmaceutical licensing and R&D collaboration are two common strategies to utilize the rise of China biotech**
- **We have unparalleled access to China biotechs and global biopharmas via our vast network**

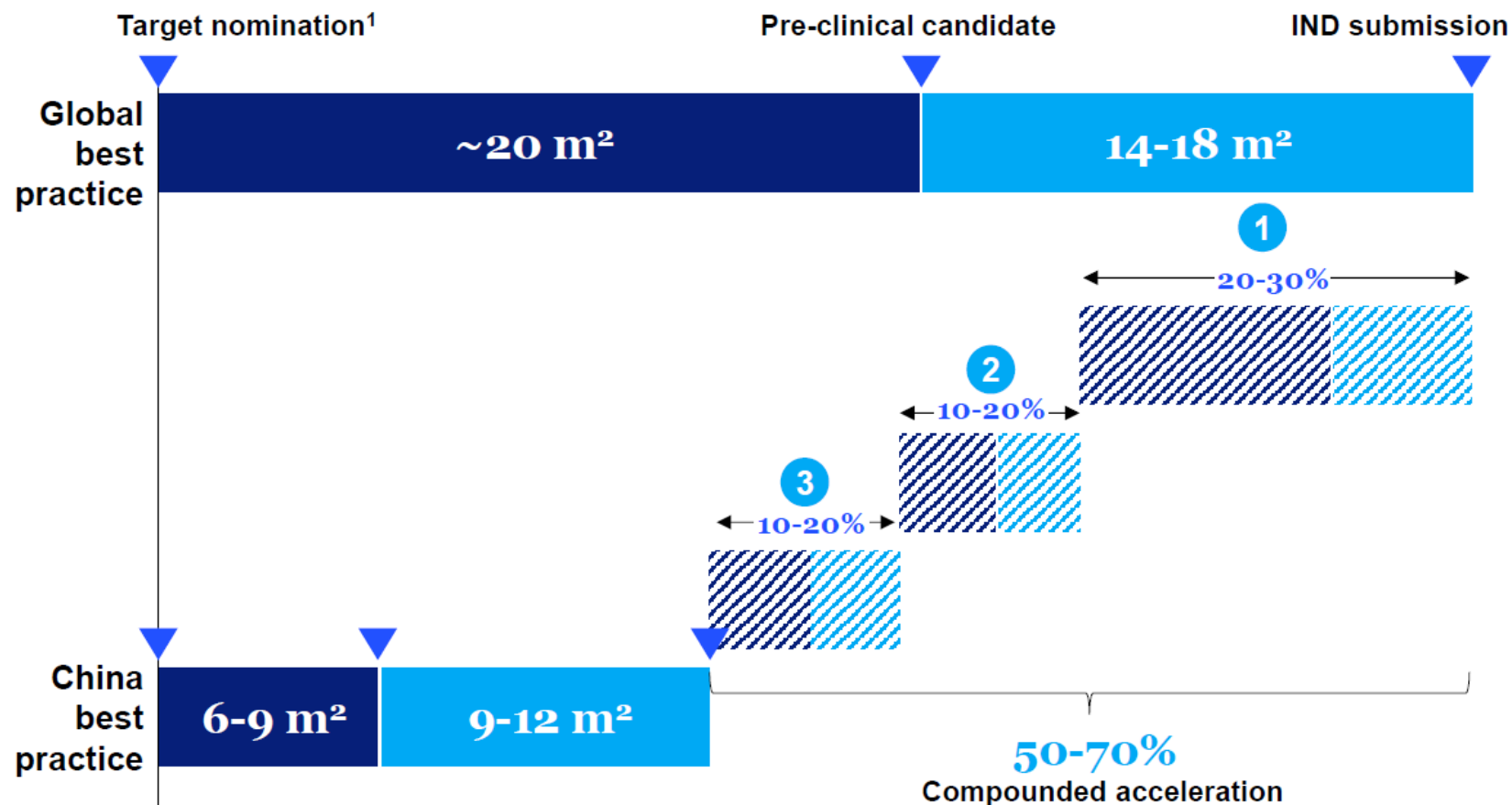
China biotech could move 3 times faster in fast-follow preclinical R&D



Discovery: 50-70% acceleration from target to IND for fast-following small molecules
Average time from target nomination to PCC and IND submission, months

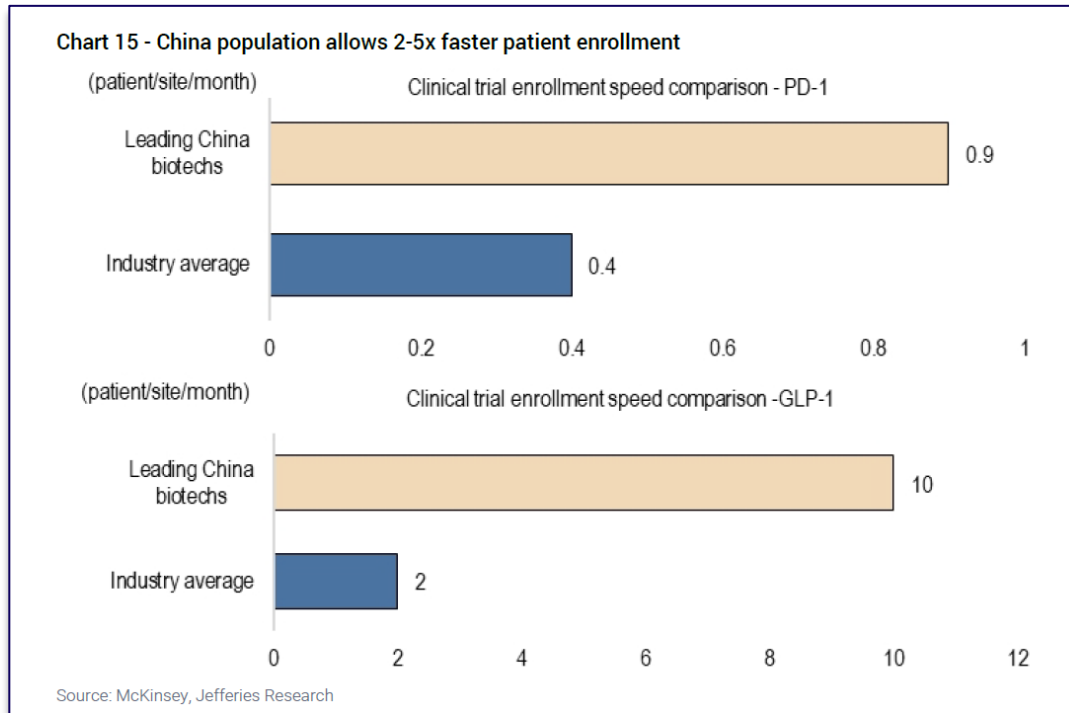


Key drivers

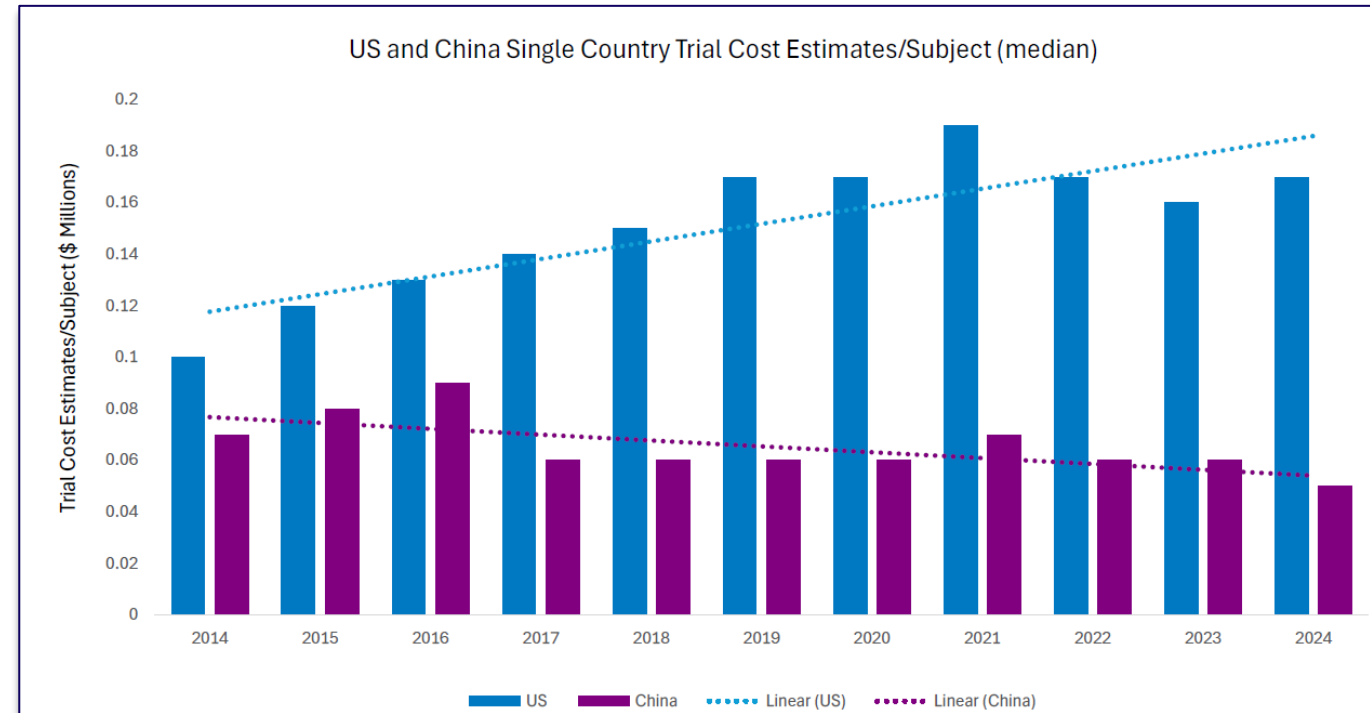


McKinsey & Company, Oct 2025

China runs clinical trials faster and cheaper than others



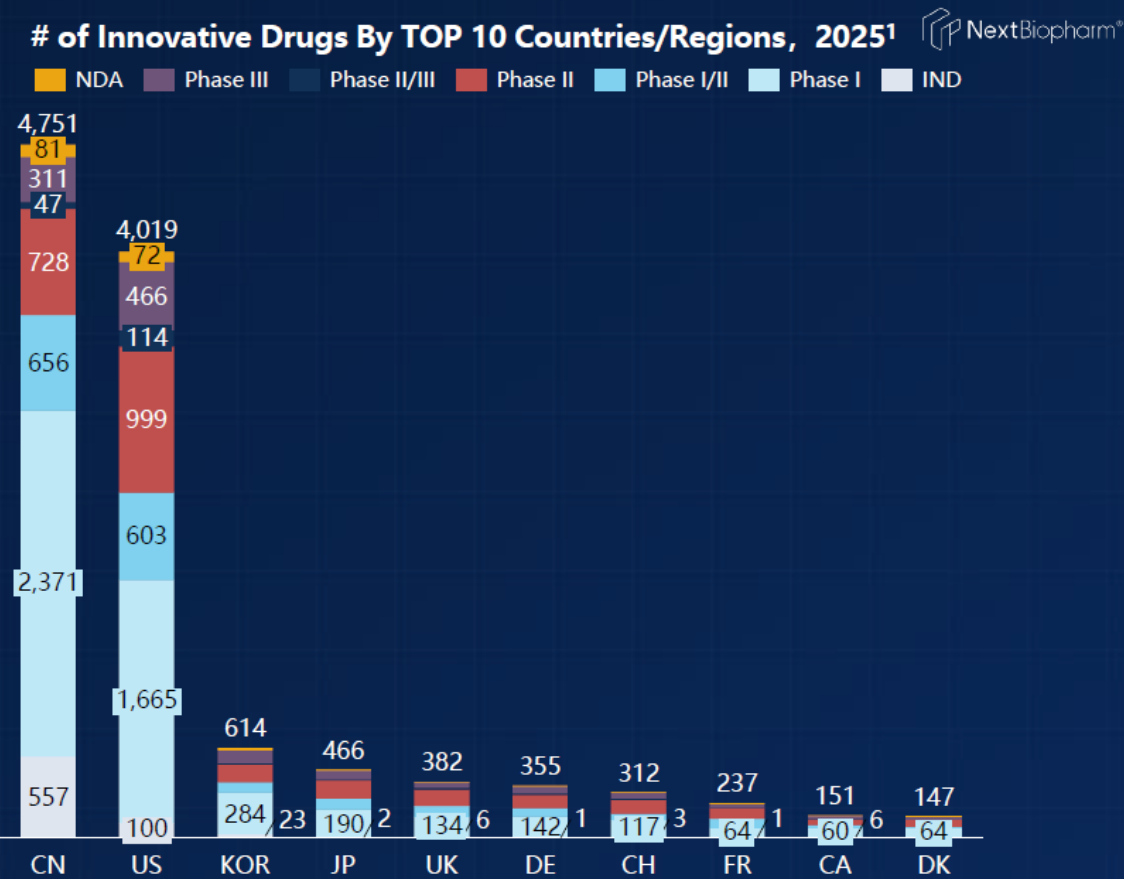
Cui Cui, Jefferies Research, July 2025



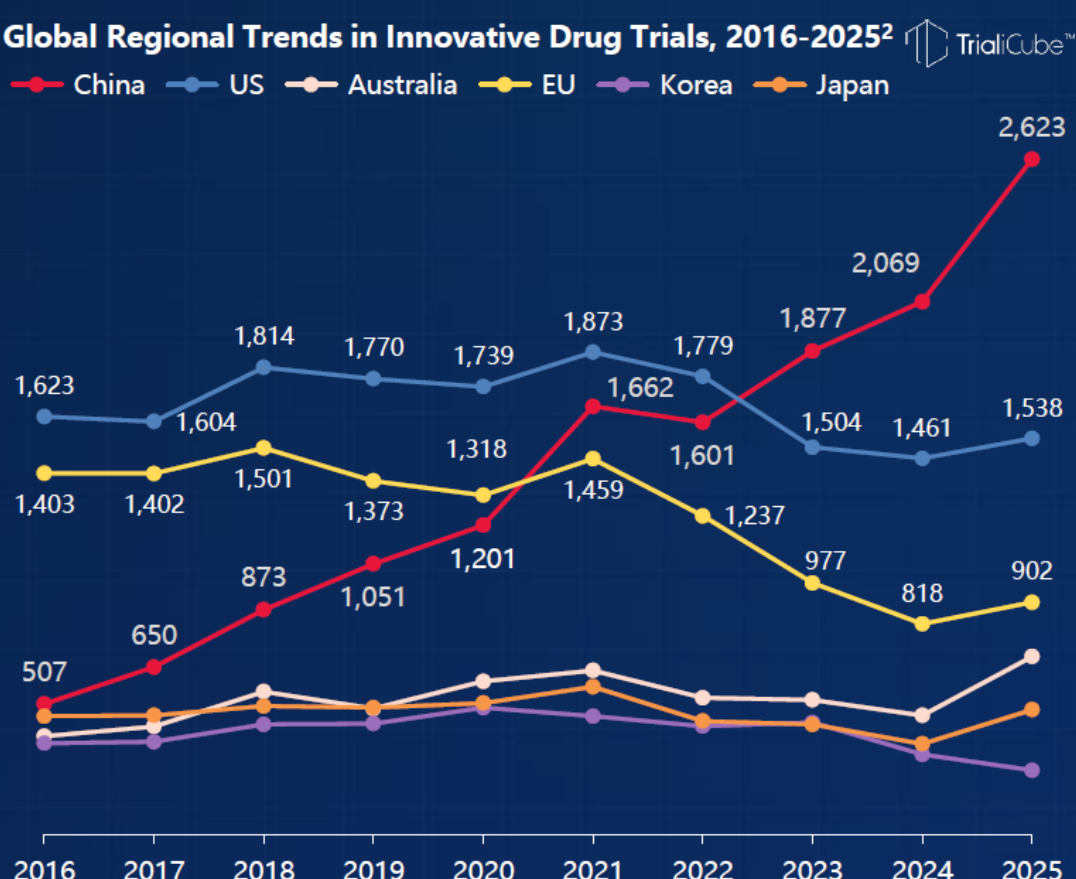
Tatake, The State of Biopharmaceutical Industry 2025, GlobalData

China biotech leads in the global R&D activities

China Surpasses US in Innovative Drug Development



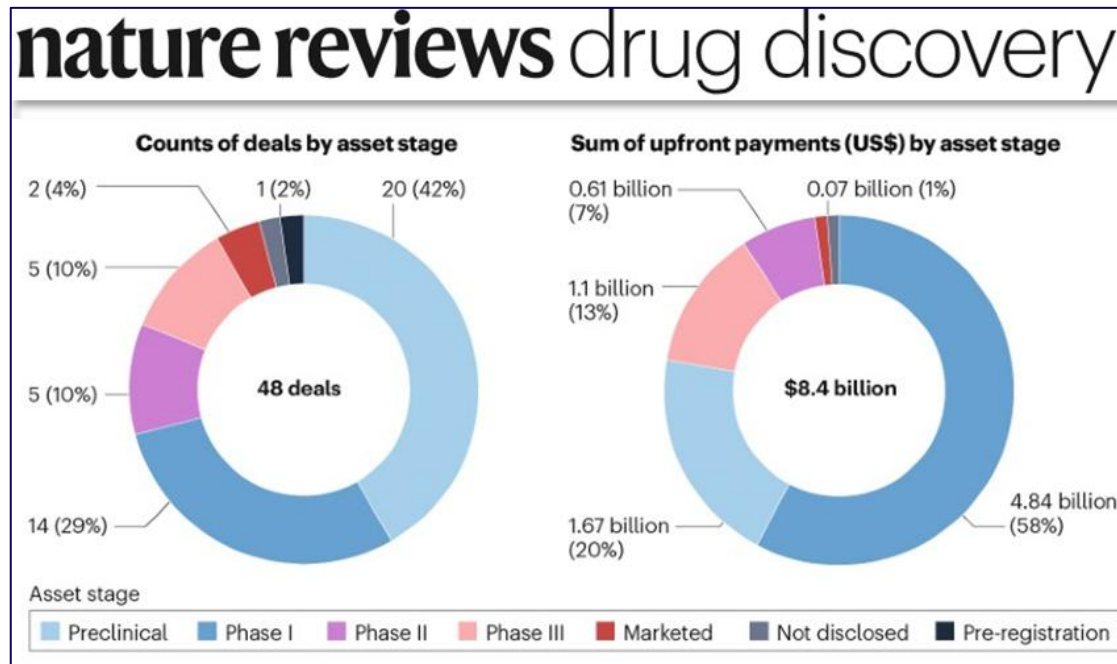
Global Clinical Trials Rise in the Past Decade as China Takes the Lead



Source: [PharmCube](#), Published on 2026-01-21

Western companies are sourcing early-stage innovations from China

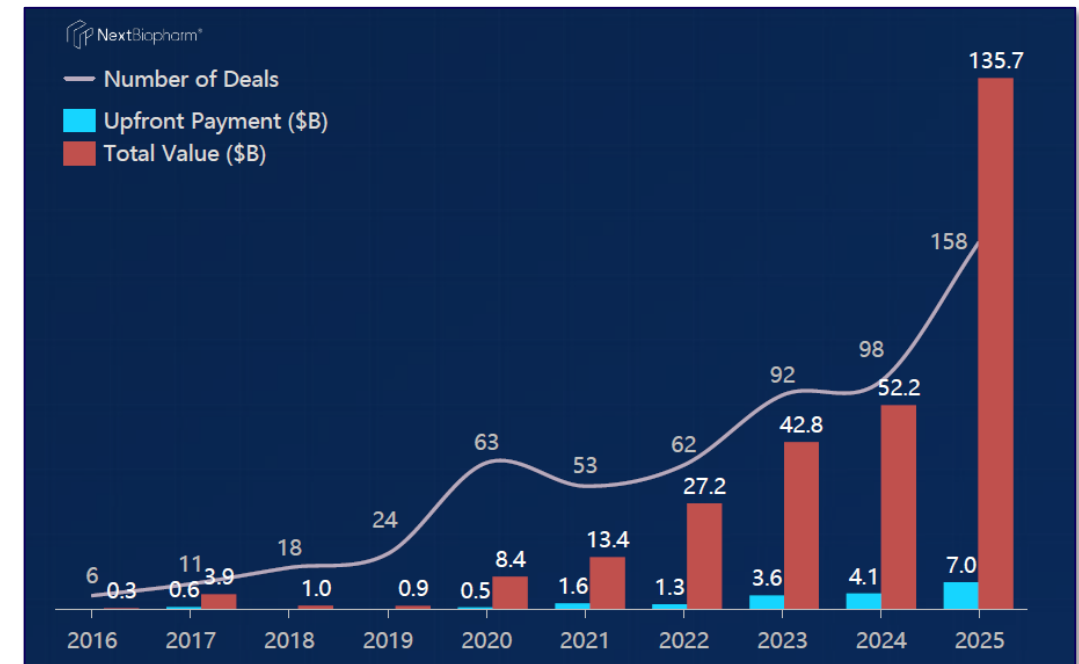
48 Deals Brought in \$8.4 Billion Upfront in 2024



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

Only **M&A and licensing 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 long-term milestone payments were excluded.

China is the largest source of licensing deals



Source: [PharmCube](#), Published on 2026-01-21

In 2025, China-originated licensing deals contributed to **49%** of the value of all global BD&L deals, followed by 27% from the US, 16% from the EU, and 7% from all other countries.



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China biotech is rewriting the global pharmaceutical R&D playbook

China-originated clinical data led to a \$2.2-billion M&A

UCB inks \$2B Candid buyout to join Gilead in autoimmune field

By Nick Paul Taylor · May 4, 2026 7:46am

UCB

Rallybio

T-cell engagers

bispecific antibodies

Chinese-asset enabled a \$2.2-billion acquisition by GSK

GSK pays \$2.2B to buy Rapt for its phase 2-stage food allergy challenger to Xolair

By James Waldron · Jan 20, 2026 4:37am

GSK

Rapt Therapeutics

mergers and acquisitions

Xolair



\$18.5-billion licensing deal of 8 preclinical obesity assets

AstraZeneca returns to China's CSPP for \$18.5B obesity deal

By James Waldron · Jan 30, 2026 4:50am

AstraZeneca

CSPP Pharmaceutical

Licensing deals

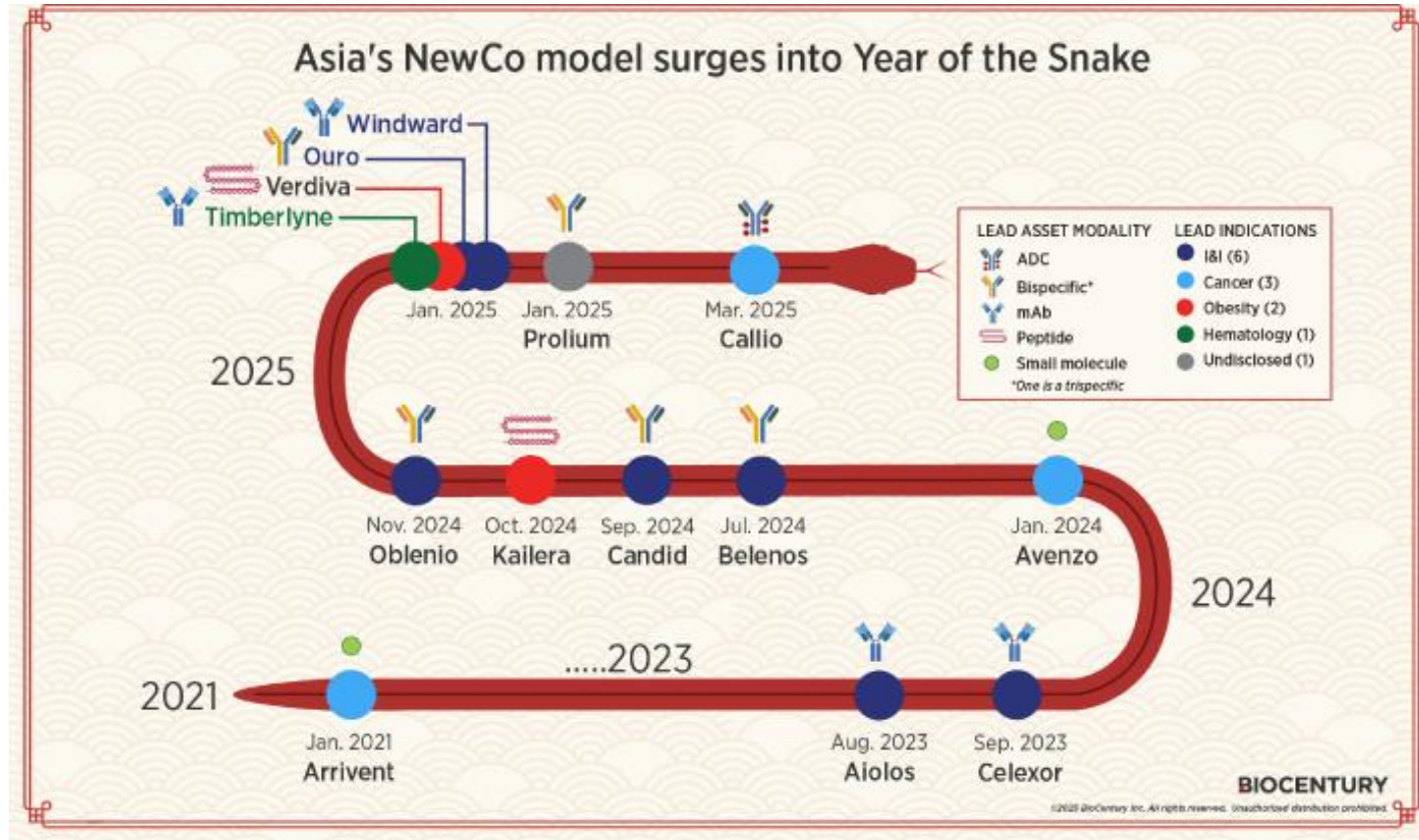
Obesity



High-quality innovations & clinical data from China drive large BD or M&A deals

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 Successful Strategies to Leverage China Biotech

East-to-West assets licensing via M&A, BD, or newco deals

**China-originated
innovative
assets**

+

Global clinical
development capability

+

Fundraising, BD&L, and
M&A in the global market

=

**Significant
success**

West-to-East “Reverse BD” to speed up Western assets’ development

**West-originated
innovative
assets**

+

China’s fast & cost-
effective R&D

+

Fundraising, BD&L, and
M&A in global market

=

**Significant
success**

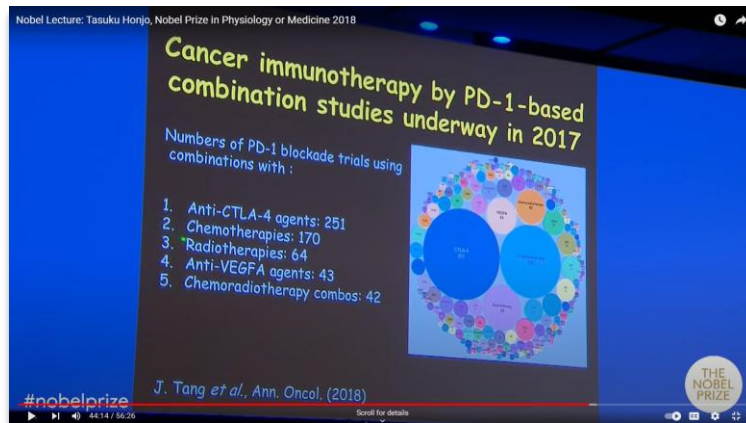


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Dr. Leon 'Jun' Tang is a well-recognized BD and R&D expert

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 webinar that has generated ~380,000 unique views



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

Recognized China experts by leading news media

- 2026 **ThinkChina** article on [China biotech](#).
- 2025 **Nature Reviews Drug Discovery** article on [China-to-West deals](#).
- 2025 **Fierce Pharma** article on the [Novo vs KBP \\$1.3 Billion Dispute](#).
- 2025 **China News Weekly** 《中国新闻周刊》: [创新药出海大爆发](#)
- 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](#)

Leverage leading professional platforms to connect with decision-makers in the US, Europe, and East Asia

Featured China expert for US biotech investors



Leon spoke at [China panel in 2025 at Cantor Global Healthcare Conference in 2025](#). & [SITC Biotech Strategic Meeting at New York Stock Exchange in 2026](#).

Featured speaker in Europe-based podcasts



[Cures & Capital PODCAST in 2025](#)



[China Health Pulse, March 2026](#)

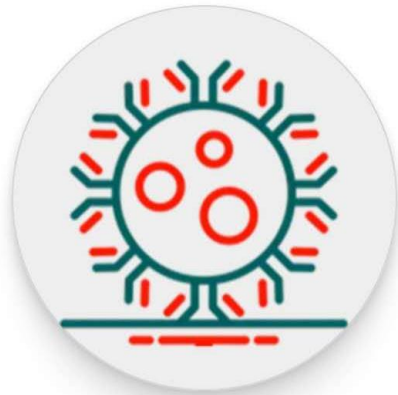
Featured BD&L expert in a China-based show



张蕊会客厅 – [A round table discussion on the impact of Trump draft EO, 100% tariff, and MFN on China biotech/biopharma](#)

Dr. Tang co-founded Asian biotech-focused iSWT Community

A Substack Newsletter has
~5,500 subscribers



iSWT Community

iSWT Community publishes "Asian Biotechies In A Bar" newsletter and "BioVerse" webinar/podcast. Both publications focus on the latest news and major trends in the biotech industry, from the lens of East-West biotech collaborations.



BioVerse webinar has 13,000+
live attendees per episode



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.

Visit iSWT Community website

5,000+ active members from
12 groups & a LinkedIn page

BusinessOne, BusinessTwo, and China Biotech Visits focus on investment, BD, CDMO, law in the East-West collaboration space.

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

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 community

We help Western biotechs generate first-in-human or proof-of-concept clinical data at China Speed but with Western trust and quality



+



Opportunities



- **Abundant clinical resources:**
Large patient pools, world-class hospitals, and experienced bilingual PIs
- **Lower cost, faster execution:**
Often “half the cost and twice the speed”
- **Regulatory flexibility:**
Quasi-dual-track pathways enabling early proof-of-concept studies
- **Proven local advantage:**
China biotechs often achieve faster, more cost-effective early-stage development than U.S./EU peers

Challenges



- **Local competition & regulatory risk:**
Securing priority access to clinical resource while mitigating “foreigner” risk
- **Inconsistent quality:**
Variable process and quality standards across sites and PIs
- **IP & data protection:**
Potential exposure of proprietary technologies and sensitive data
- **Cross-border Collaboration:**
Coordination across regulatory, operational, and cultural boundaries between China-based teams and Western sponsors

More about [Mianus Accelerator](#)

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



[A clinical development accelerator](#)



[A global talents solution provider](#)



Travel Together, Go The Distance

<https://www.iswtb.com>



We have advised 37 clients in the global biotech industry

Who are our clients?

- 27 biotech companies, 6 investment firms, 1 CRO, and 1 Fortune 500 company.
- 24 companies from North America, 12 from Greater China, and 1 from Europe.
- Our key capabilities:
 - East-West asset licensing, newco formation, and R&D collaborations.
 - First-in-human trials in China and other emerging territories.

Representative projects



Assisted the out-licensing deal with Avenzo worth \$750 million, and the subsequent Pre-A financing of \$50 million in 2024



In-licensed a Chinese asset from METiS Techbio for \$20M upfront in a deal worth up to 1.6 billion. DeerField invested \$5 million in METiS' IPO as well.



Made critical contribution to the company's \$2.2 billion out-licensing deal of their phase 3 TROP2 x HER3 ADC to Pathos AI in 2026

Multiple US biotech companies

Advised the companies to initiate investigator-initiated trial (IIT) or First-in-human trials with their first-in-class assets

Thank You!

Contact & Follow Us

Email: leon.tang@iswtb.com

WeChat: LeonTangBiotech

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