



**Turbocharge your internal
programs with China's fast &
cost-effective R&D**

Q4 2025

Travel Together, Go The Distance



Agenda

- **China biotech offers competitive R&D speed and cost-effectiveness.**
- Typical formats and considerations when forming R&D partnerships in China.
- We provide a one-stop solution to set up R&D capabilities in China.

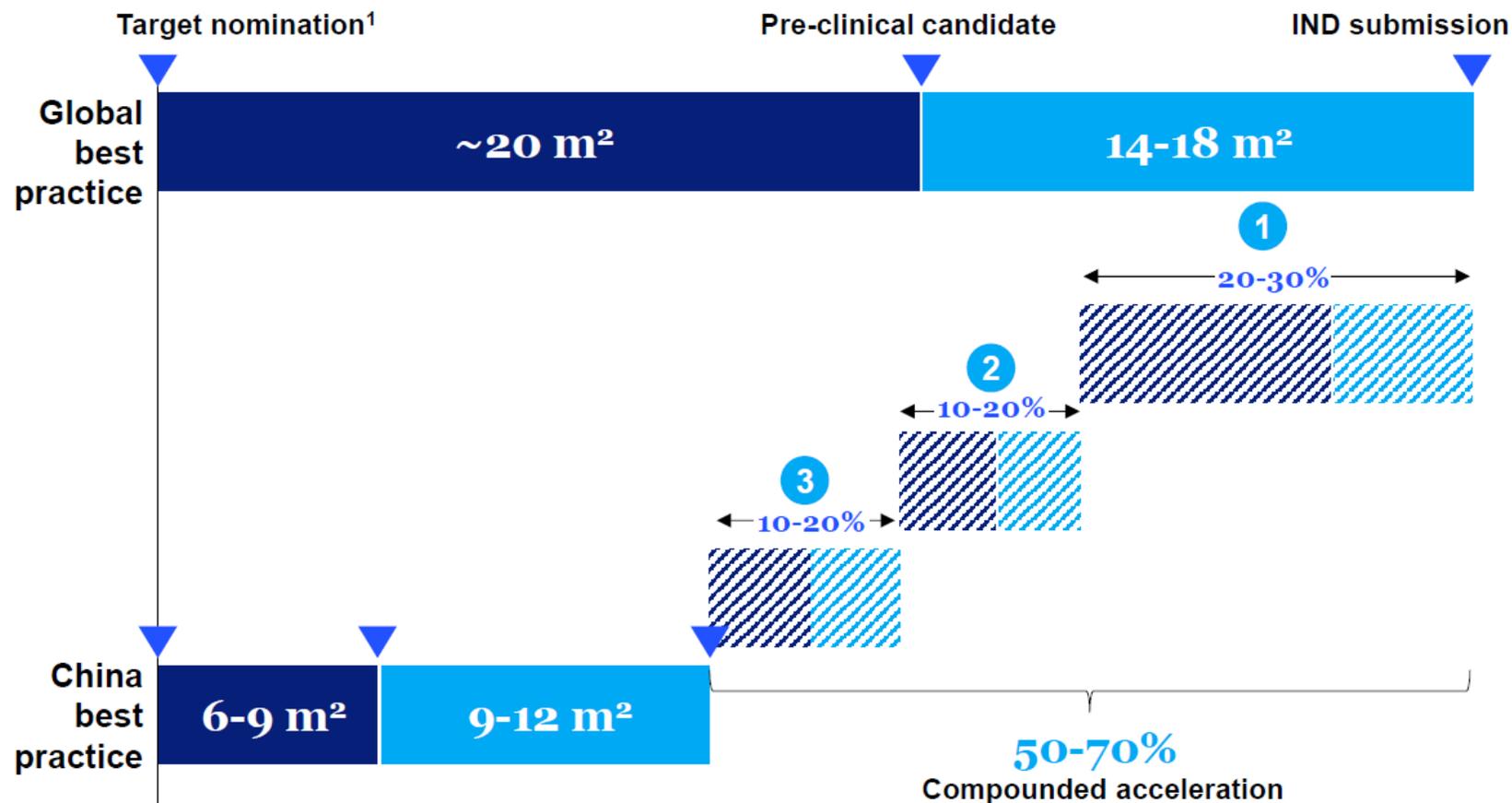
China biotech could move 3 times faster in fast-follow preclinical R&D



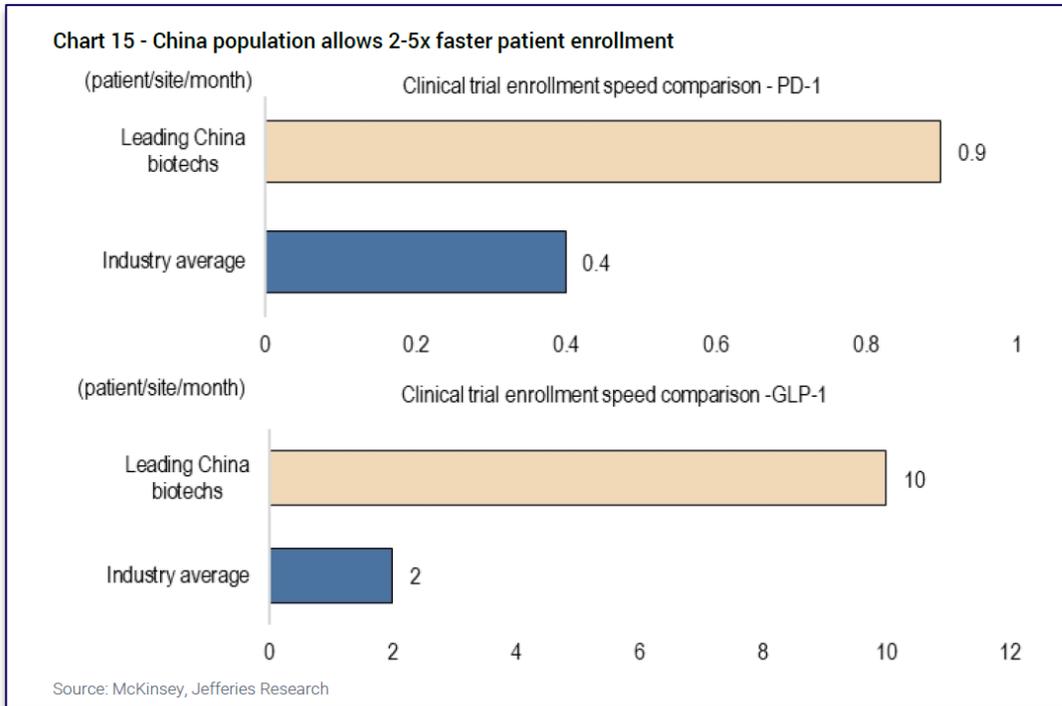
Discovery: 50-70% acceleration from target to IND for fast-following small molecules
Average time from target nomination to PCC and IND submission, months



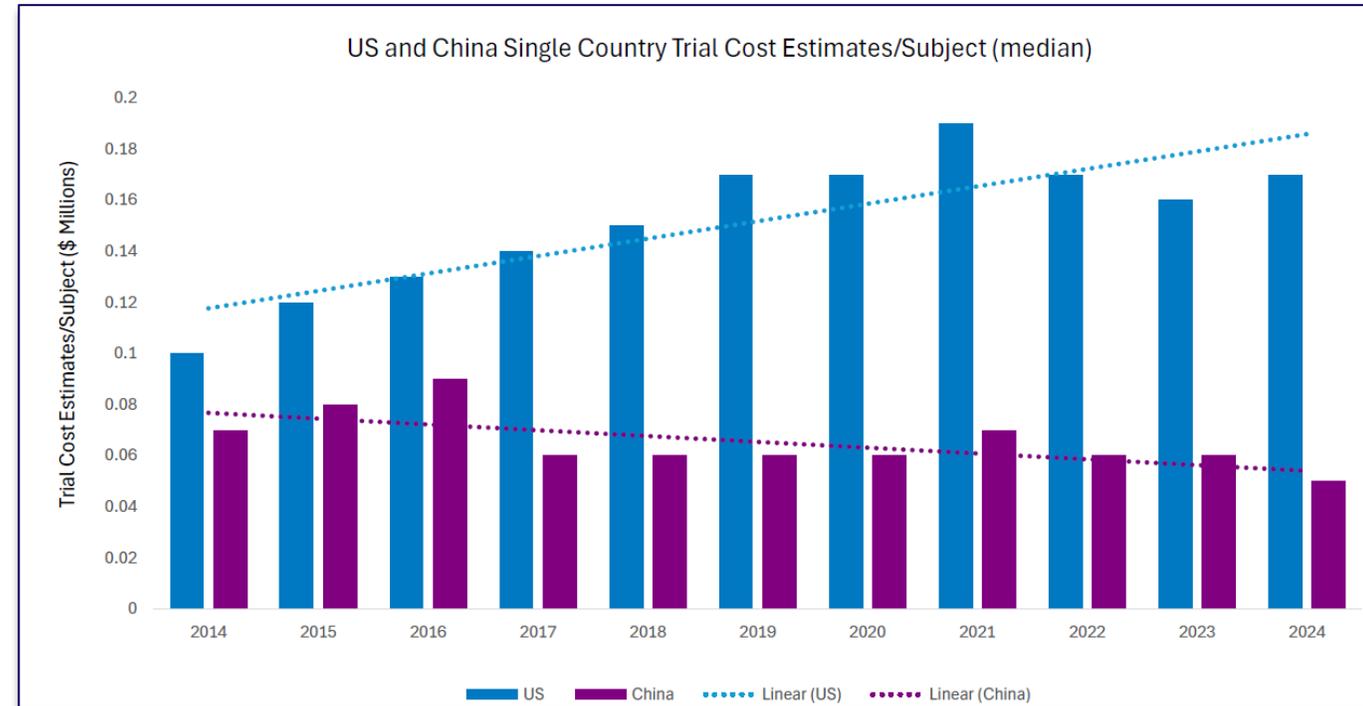
Key drivers



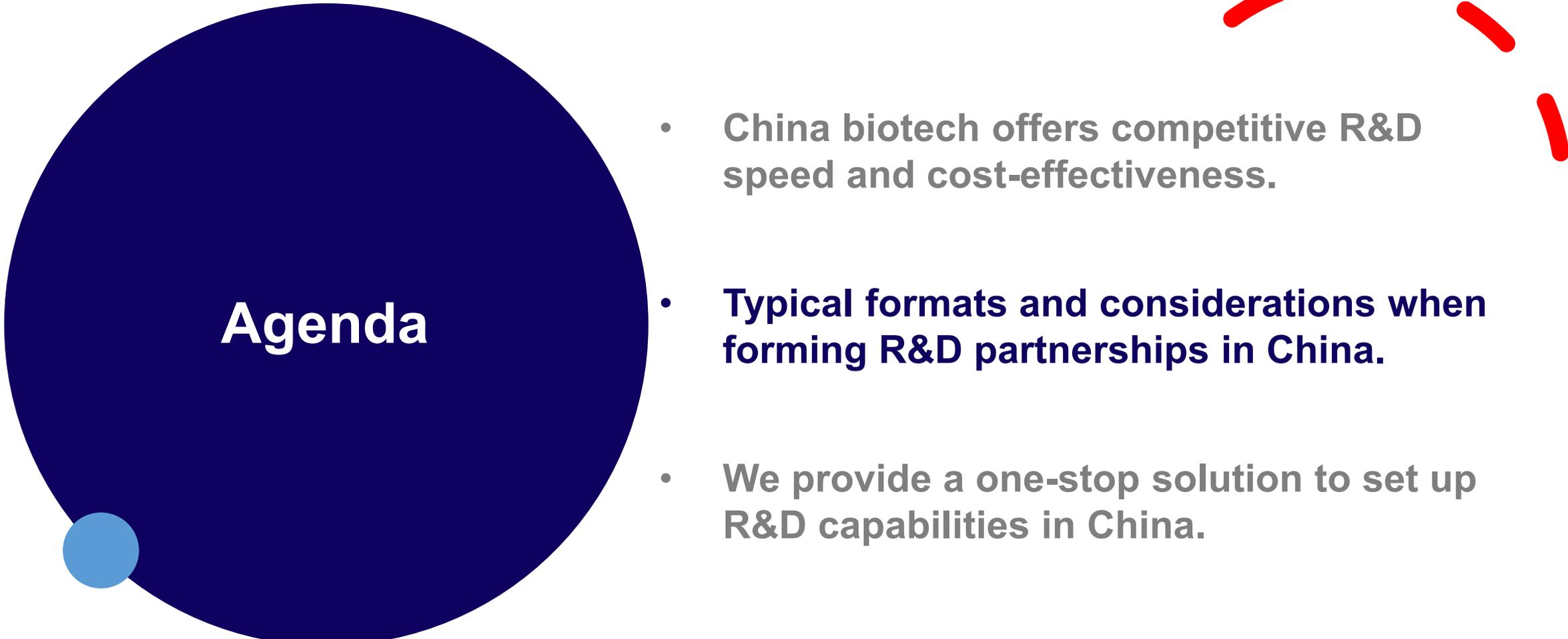
China runs clinical trials faster and cheaper than others



Cui Cui, Jefferies Research, July 2025



Tatake, The State of Biopharmaceutical Industry 2025, GlobalData



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Western biotechs leverage China's flexible investigator-initiated trial (IIT) path to get "Proof-of-Signal" data

EsoBiotec & Pregene

- EsoBiotec & Pregene had CDMO/Co-development agreement.
- EsoBiotec provided LVV and related pre-clinical info (*in vivo* CART)
- Pregene acted as the local partner for necessary toxicology and local clinical manufacturing, if required.
- Data from a single BCMA patient generated "Proof-of-Signal clinical data to support [AstraZeneca's \\$1-billion acquisition in Mar 2025.](#)

Key deal features of the deal & Other examples

- Structured as CDMO or co-development deal.
- A local partner is usually required as sponsor of local IITs.
- Other similar deals:
 - [Kite-Pregene deal](#) over *in vivo* CAR-T.
 - [AstraZeneca-AbelZeta deal of CAR-T](#) for liver cancer.

Global biopharmas form R&D partnerships with China biotech companies

AstraZeneca & Harbour BioMed

- Harbour BioMed and AstraZeneca will co-develop next-generation multi-specific antibodies for various indications.
- Harbour BioMed will establish a new innovation center in Beijing, co-located with AstraZeneca, to support joint research initiatives.
- AstraZeneca gains options to license two preclinical programs and nominate additional targets, with the potential to expand the collaboration over 5–10 years.

Key deal features of the deal & Other examples

- AstraZeneca accesses Harbour BioMed's drug discovery capabilities and shape the process early on.
- AstraZeneca has the options to license assets from this R&D collaboration.
- Other similar deals:
 - [J&J-DAC R&D deal](#) over ADC development.
 - [AstraZeneca-CSPC AI-powered drug discovery deal](#).

Key considerations for drug discovery R&D collaboration

CRO selection

- Identify CROs that offer comparable quality/speed to WuXi family CROs yet more cost-effective.
- Strive to have the best team working on the projects.
- Have a full-time or part-time employee from Western biotech to manage the Chinese CROs.

Biotech partner

- Find the right China biotech partners that have both the right expertise and sufficient incentive to work with the Western biotechs.
- Leverage the China biotech's staff to manage Chinese CROs.
- Provide sufficient, but not excessive, upsides

BD contracting

- For R&D via Chinese CRO, a competitive bidding process is essential to find right and cost-effective vendors.
- For R&D via China biotech partner, a well-structured contract enables effective execution and cost control.

Key considerations to conduct “Proof-of-Signal” clinical studies

China biotech partner

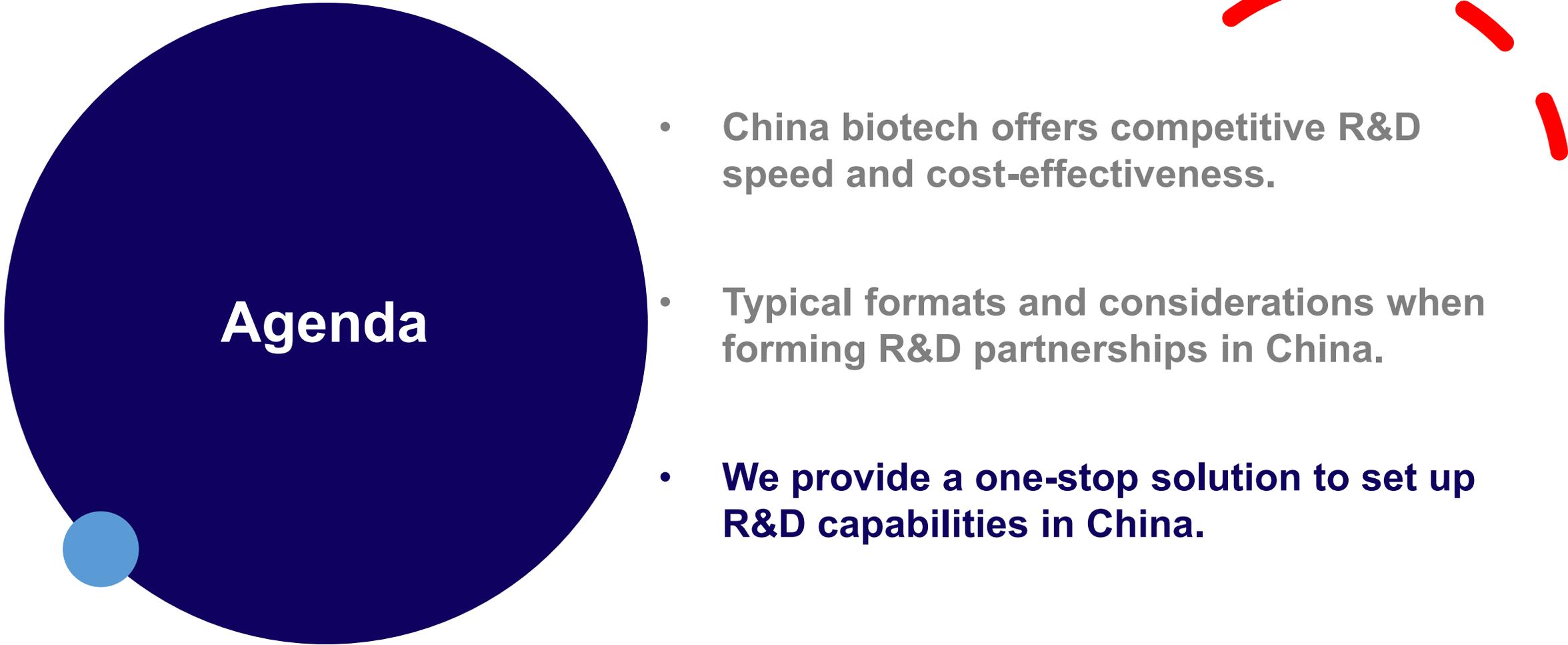
- Previous experiences with first-in-human or investigator-initiated trials.
- Successful experiences with Western partners.
- A good fit between the Chinese and Western biotech companies – capable, yet accessible.

Lead investigators

- Previous experience with Western companies.
- Knowledgeable about the Western companies’ technologies/assets.
- Investigator’s conviction in the Western companies’ technologies or assets.

CRO/SMO

- A track record of working with Western companies and completing trials that support further development in Western countries.
- Speed and cost should be comparable to local benchmarks set by CROs like TigerMed or Pharmaron.



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- **We provide a one-stop solution to set up R&D capabilities in China.**

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



- Search and evaluate potential China biotech partners, CROs, and study investigators.
- Lead the R&D formation and transactions.
- Set up your alliance management.
- Purpose-built “Proof-of-Signal” CRO unit to provide rapid and quality clinical trial support.
- Well-established network of investigators in leading China medical centers.
- A stellar track record of success working with Western companies.
- Impressive track record of staffing China-based teams for Western companies.
- Experience recruiting senior executives for top biotech and biopharma companies.

Agreement formats & additional benefits

Basic format

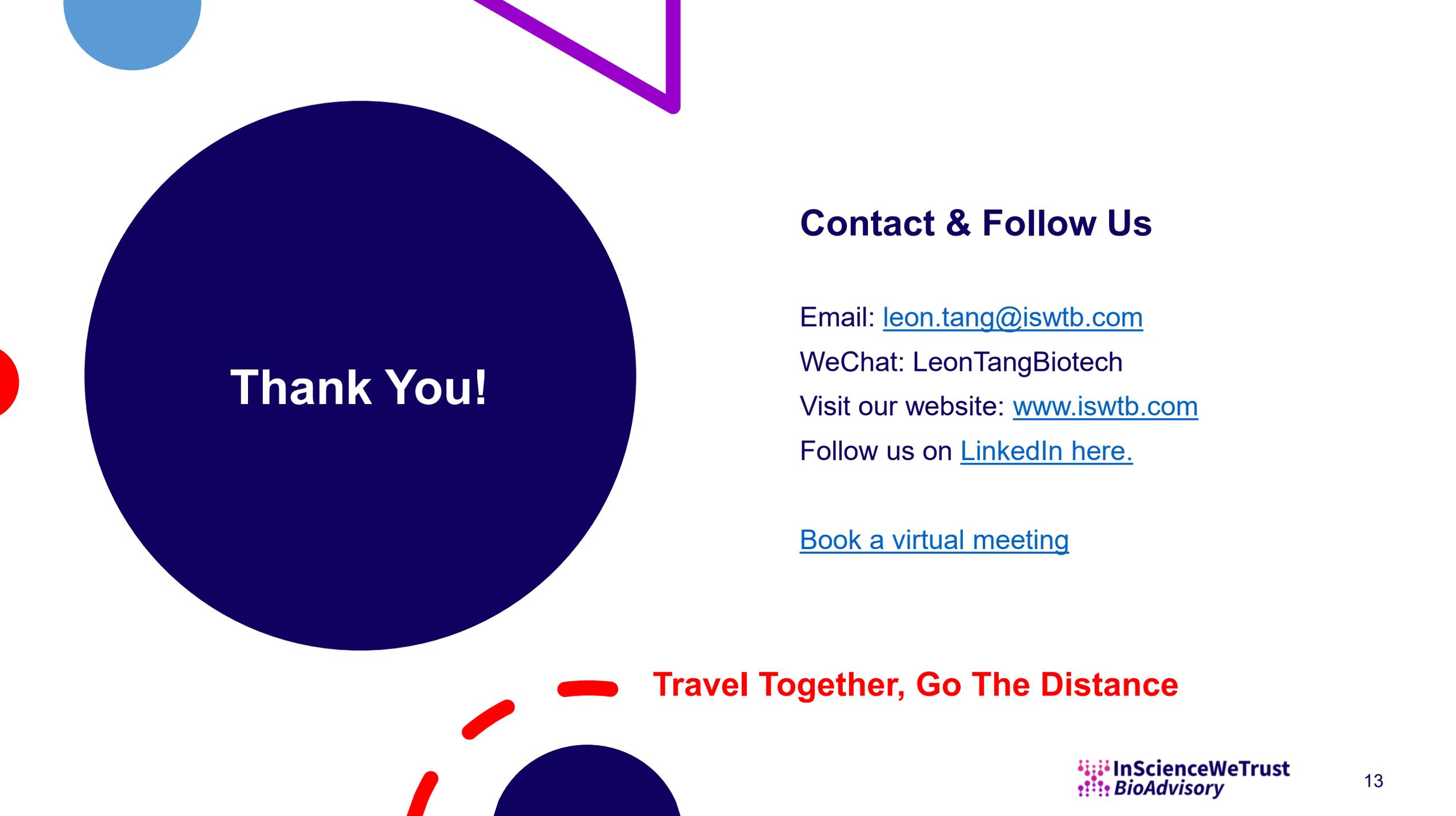
- **Retainer** will cover a certain number of consulting hours.
- **Monthly consulting fee** can be a flat monthly fee, or exact hours used each month.
- **Success fee** is tied to pre-specified milestones.

More about success fee

- For collaboration with China biotech, the commission fee is tied to the BD contract, and the commission amount is proportional to the contract's value and complexity.
- For R&D collaboration without China biotech partner, commission fee is tied to a pre-determined amount.

Additional benefits

- Connect with Western and Asian investors who are actively investing in global biotechs that can leverage China's R&D advantages.
- Assist with the future BD&L work with large pharma and biotech companies.



Thank You!

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