



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

Q4 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](#) / [IntelliPro](#) / a FO-backed VC fund 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 us at www.iswtb.com

Our team has 100+ years of combined industry experiences



Leon Tang, MS, PhD
Founding Partner



Jimmy Ren, PhD
Senior Advisor



Michael An, MD/PhD
Senior Advisor



Oriana Zinani, PhD
Principal



Wenjun Sun, MS, MBA
Partner At Large



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

Education & Work Experiences



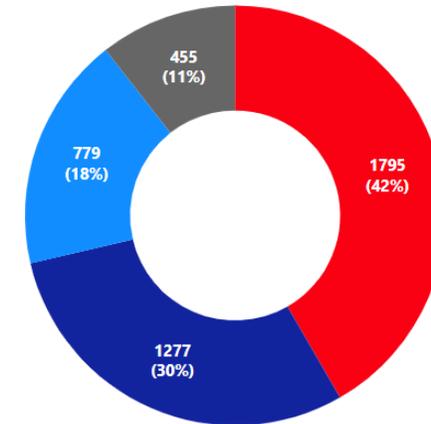
Memorial Sloan Kettering
Cancer Center



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 **\$3.0+ billion**.
2. **A super-connector** with **8,700+ 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 33 and 5.9K citations.

A high-quality global network



6,800+ LinkedIn connections (as of Q4 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.)



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
- ISWTB has unparalleled access to China biotechs and global biopharmas via our vast network

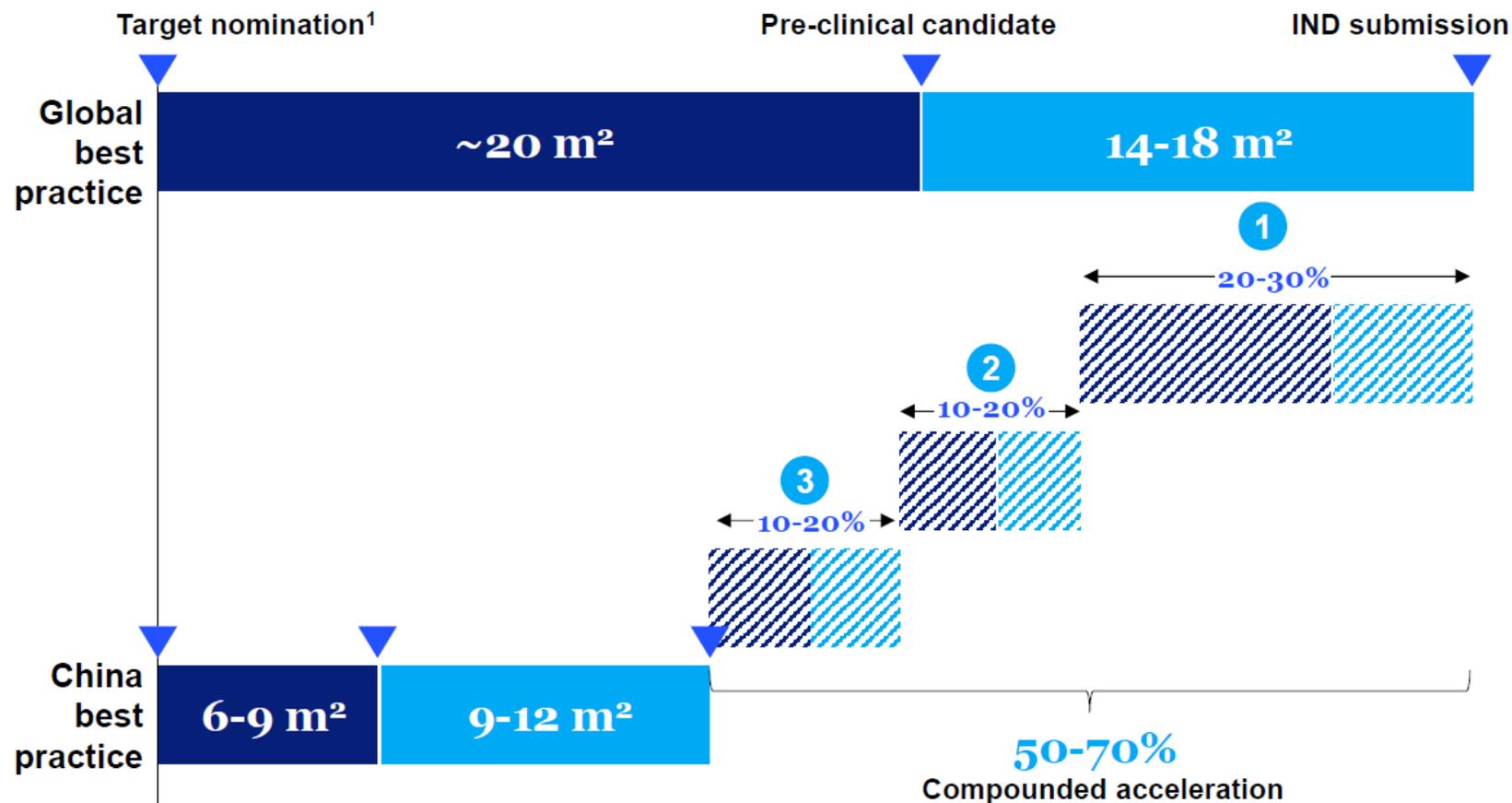
China biotech could move 3 times faster in fast-follow preclinical R&D



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

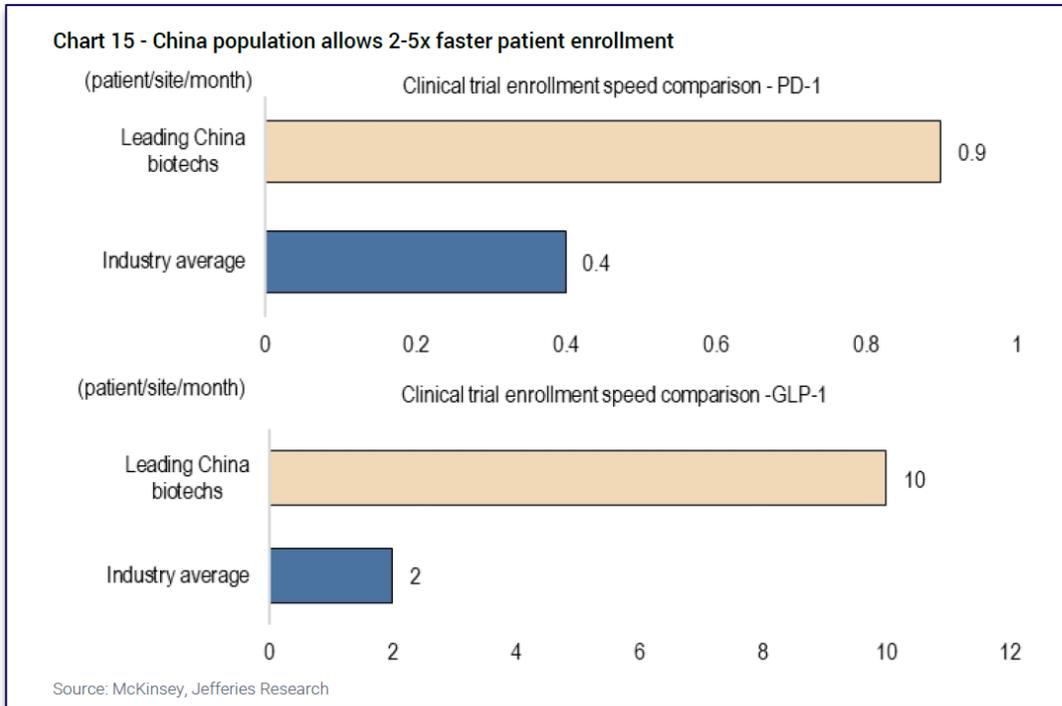


Key drivers

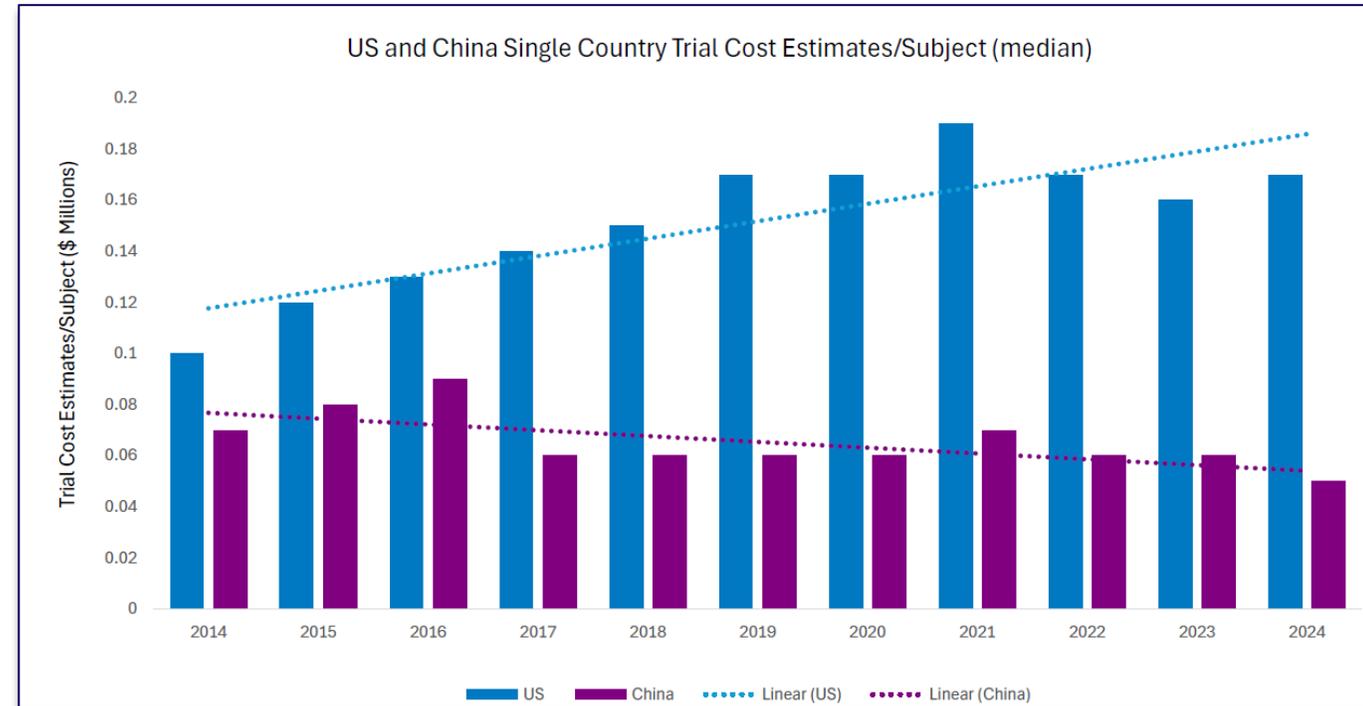


- 1 Streamlined discovery workflows
- 2 Closer CRO integration
- 3 Hyper-focus on delivery

China runs clinical trials faster and cheaper than others



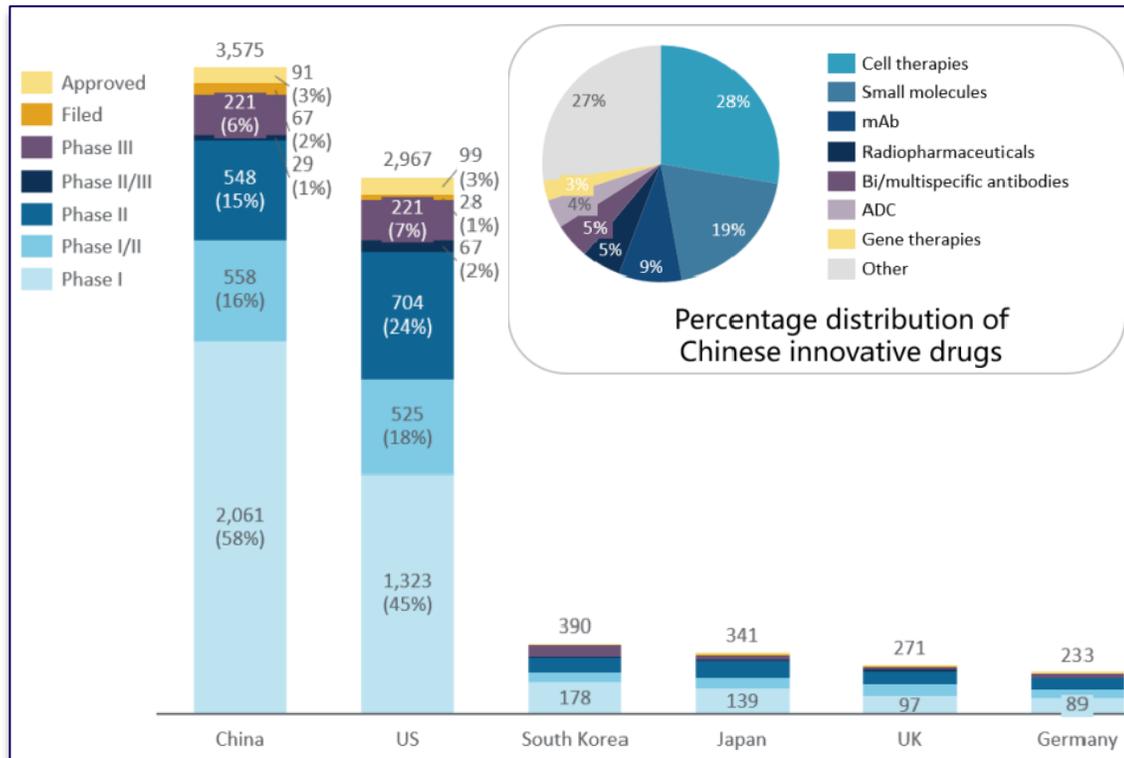
Cui Cui, Jefferies Research, July 2025



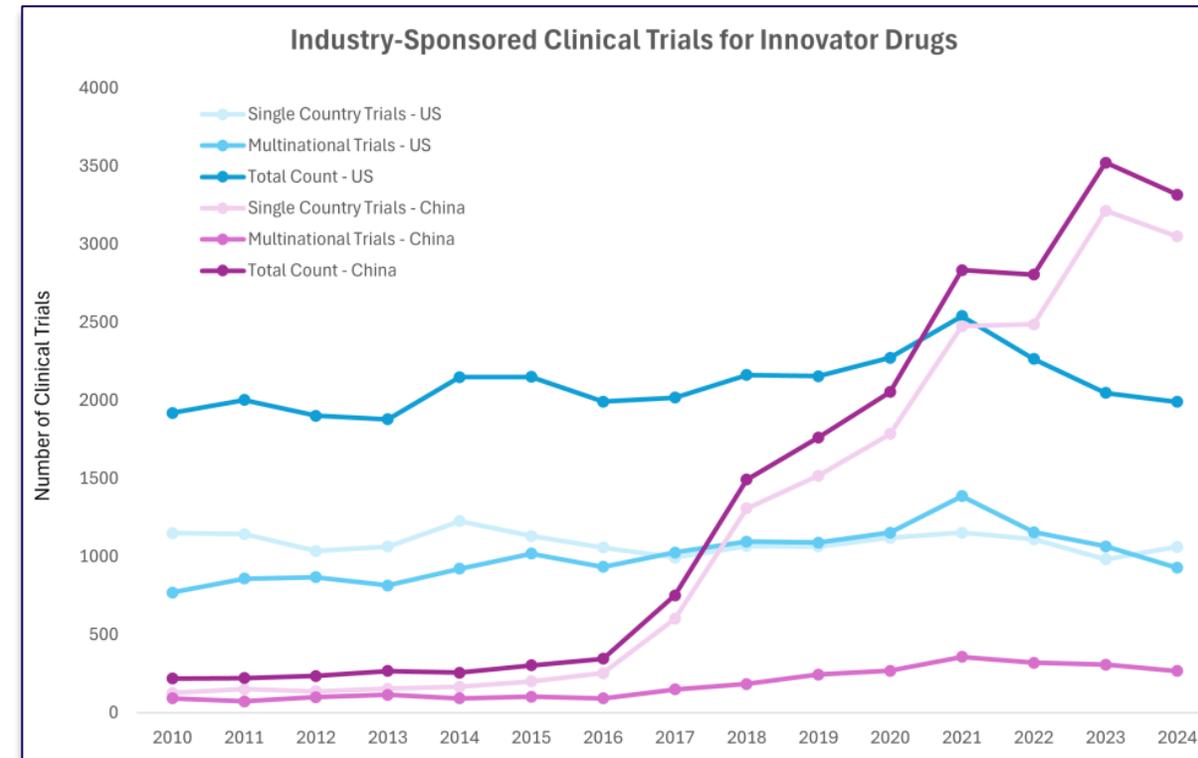
Tatake, The State of Biopharmaceutical Industry 2025, GlobalData

China biotech leads in the global R&D activities

China has the largest clinical pipeline



China has more active clinical trials than the US now

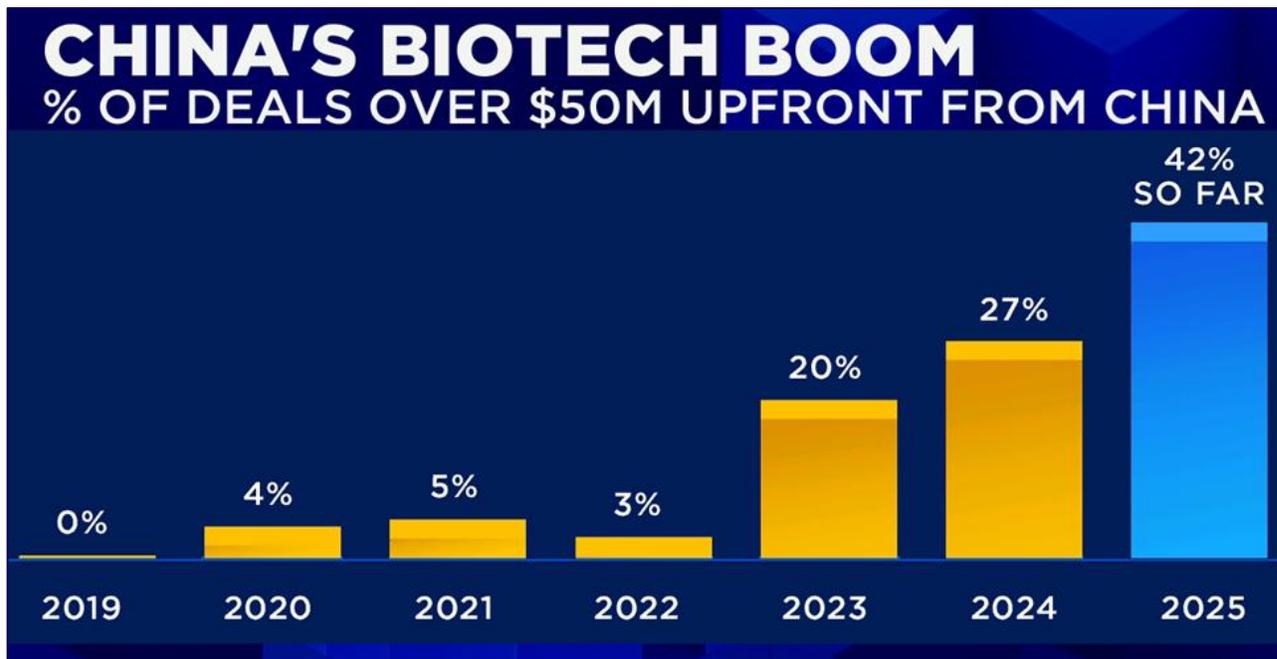


Adapted from Liu et al., [Nat Rev Drug Discov & The China Biotech Report by Tsinghua University/PharmCube](#)

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

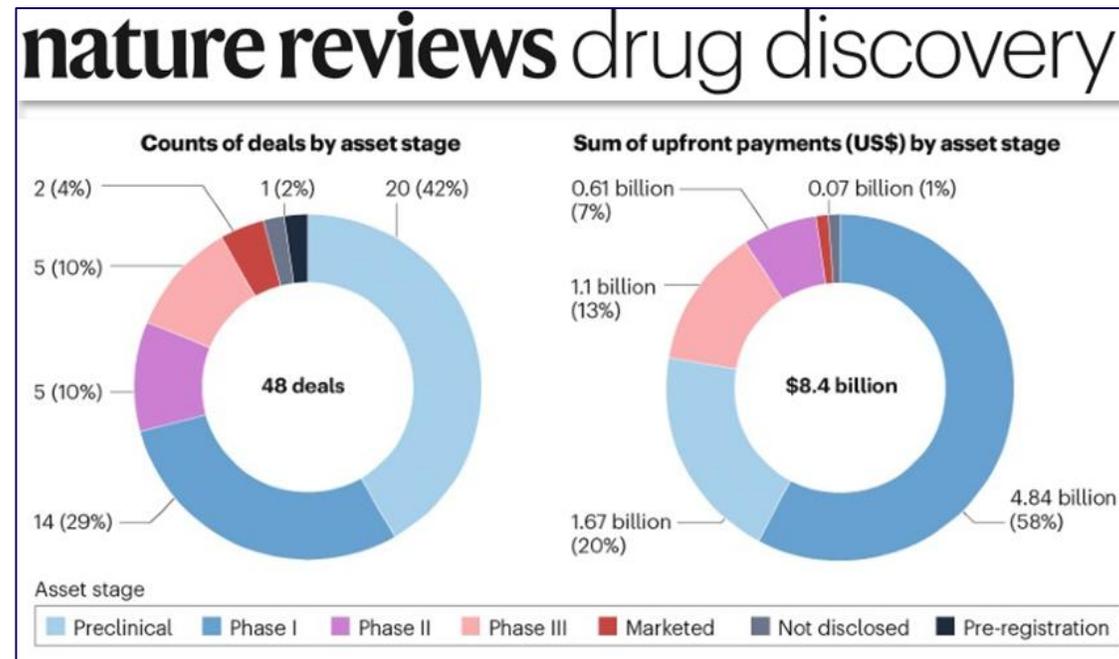
Western companies are sourcing early-stage innovations from China

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.



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China's fast & cost-effective 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.

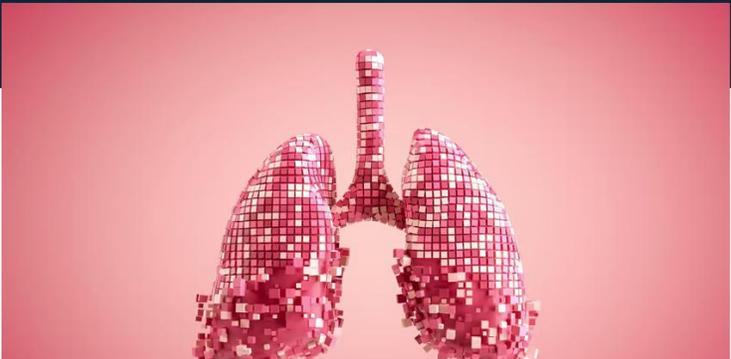
The takeover will give Genmab experimental antibody drug conjugates, including one that's in mid-stage clinical tests for ovarian cancer, the company said [Wednesday](#). Both boards backed the transaction.

\$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

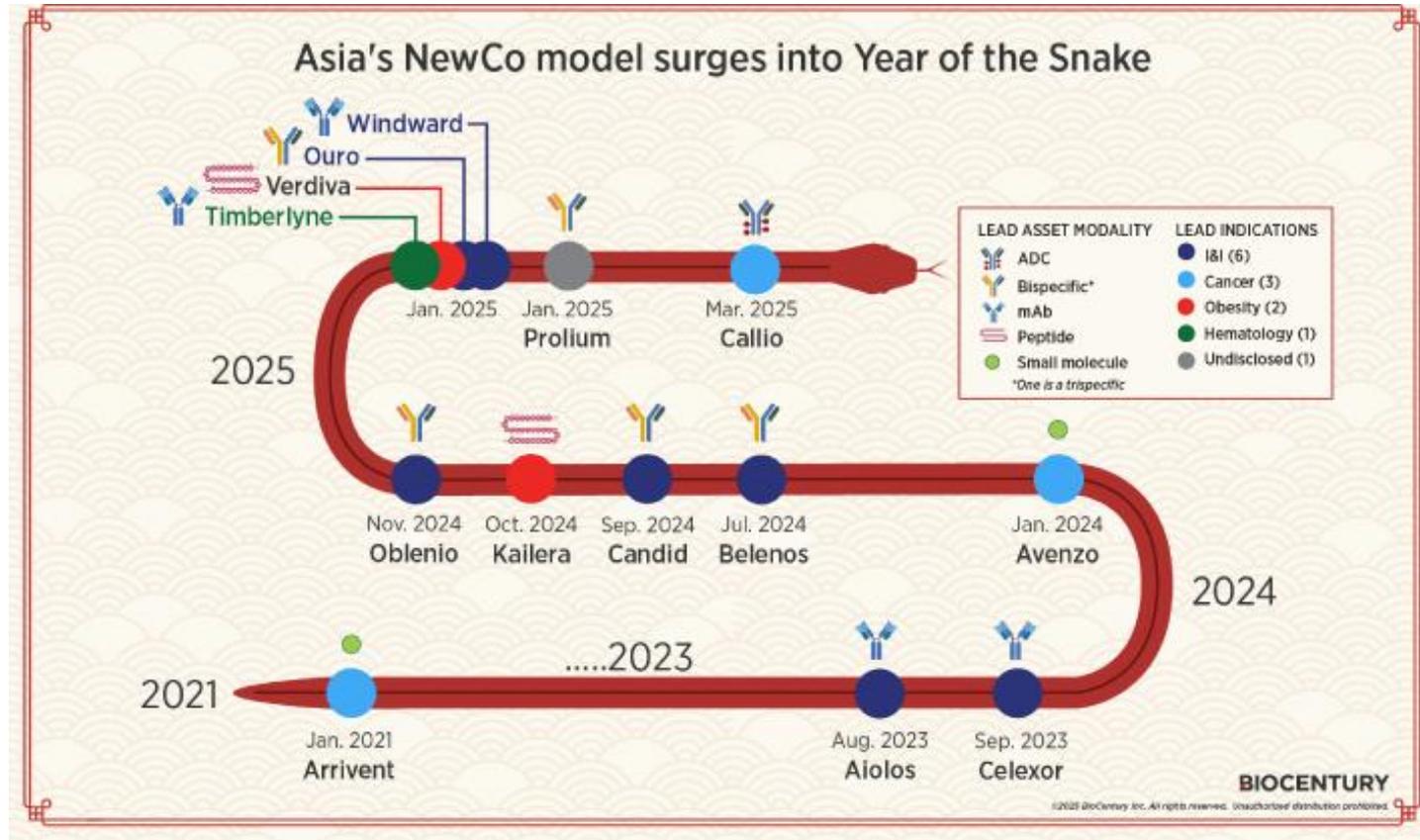
AstraZeneca mergers and acquisitions Cell & Gene Therapy CAR-T



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'

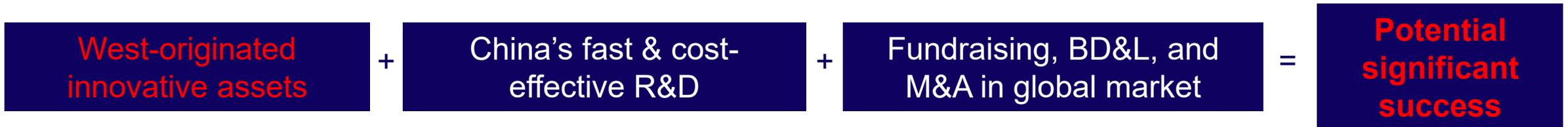
Source: [The Wall Street Journal](#); [STAT News](#)

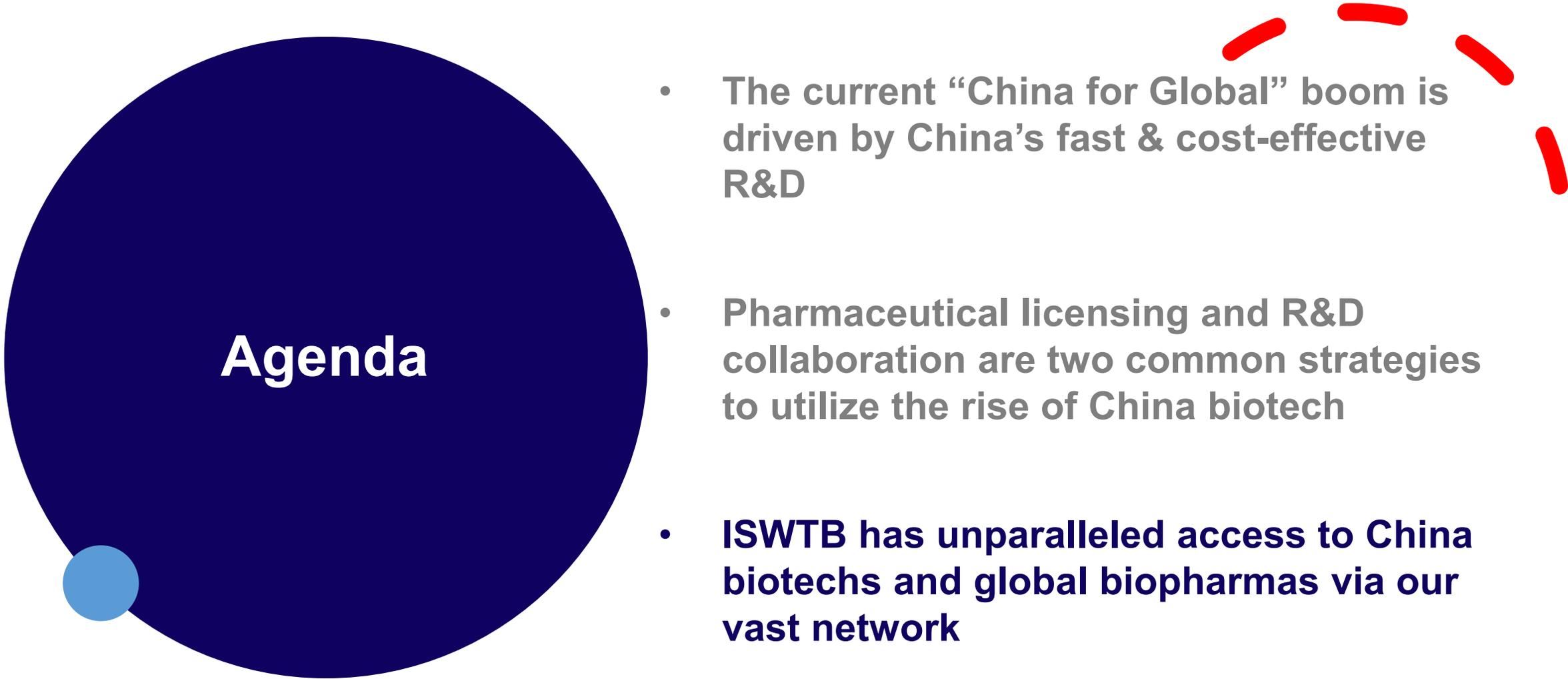
Two Success Formulas to Leverage China's Biotech Boom

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



West-to-East R&D collaboration to turbocharge Western biotechs



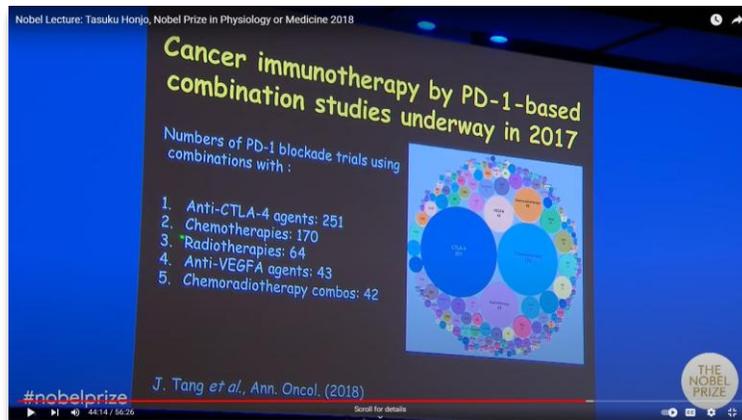


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Dr. Leon 'Jun' Tang is well established in the R&D and BD space

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

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

Recognized China expert by leading news media

- 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 *LinkedIn Self-Publication* on [China for Global T-cell engager deals](#)
- 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](#)

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

Featured China expert for US biotech investors



After being featured in [a 2024 KOL call](#), Leon was invited to join a [China panel in 2025 at Cantor Global Healthcare Conference in 2025](#).

Featured speaker in a Europe-based podcast



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

Cures & Capital is a Denmark-based podcast focused on global pharmaceutical industry

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 is the co-founder of Asian biotech nonprofit InScienceWeTrust Community

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.

A weekly newsletter has **4,500+** subscribers with **75%** open rate

Asian Biotechies In A Bar

Sent
13,362 (100%)

Delivered
13,256 (99%)

Opened
10,287 (78%)

Clicked
925 (7%)

Visit ISWT Community website

4,000+ 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

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



IntelliPro

A global talents solution provider



MERIT

Your Clinical Endpoint Expert

A leading global clinical CRO



A specialty PE/VC fund/incubator



ISWT BioAdvisory

Travel Together, Go The Distance

<https://www.iswtb.com>



We have advised 29 clients in the global biotech industry

Who are our clients?

- 24 biotech companies, 3 investment firms, 1 CRO, and 1 Fortune 500 company.
- 16 companies from North America, 12 from Greater China, and 1 from Europe
- In/Out-licensing of assets, R&D collaboration, due diligence support, and various consulting consist of most projects

Representative projects

The logo for VelaVigo, featuring the word "Vela" in blue and "Vigo" in orange with a stylized dot pattern.

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

A public US biotech company

Advised the company to initiate investigator-initiated trial (IIT) with their first-in-class allogeneic cell therapy in China

A private Canadian biotech company

Advising the company to leverage China R&D efficiency via asset licensing and R&D collaboration in chronic disease space



Thank You!

Contact & Follow Us

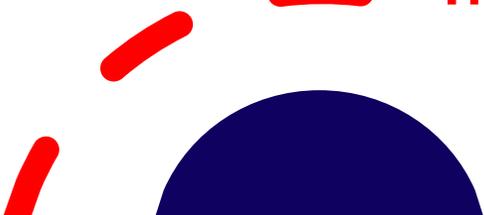
Email: leon.tang@iswtb.com

WeChat: LeonTangBiotech

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[Book a meeting with us!](#)



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