



Your One-stop Shop to Innovations and R&D Partnership in Asian Biotech

Q1 2026

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



ISWTB team members have impressive deal-making records

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](#)

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

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

Merck & Co formed a JV with **Simcere** to market cardiovascular assets in China
[2011](#)

JW Therapeutics in-licensed clinical stage CD19 CAR-T from **Juno Tx** for China
[2016](#)

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 led or participated in **13 publicly disclosed deals**.
- All the deals amount to at least **\$723 million upfront payments** and **\$billions of total value**.

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

Education & Work Experiences



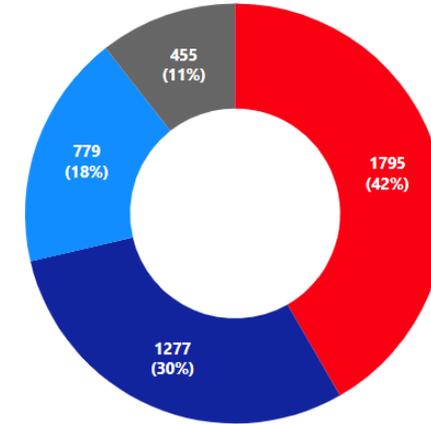
Memorial Sloan Kettering
Cancer Center



Expert in BD, Community building, and R&D

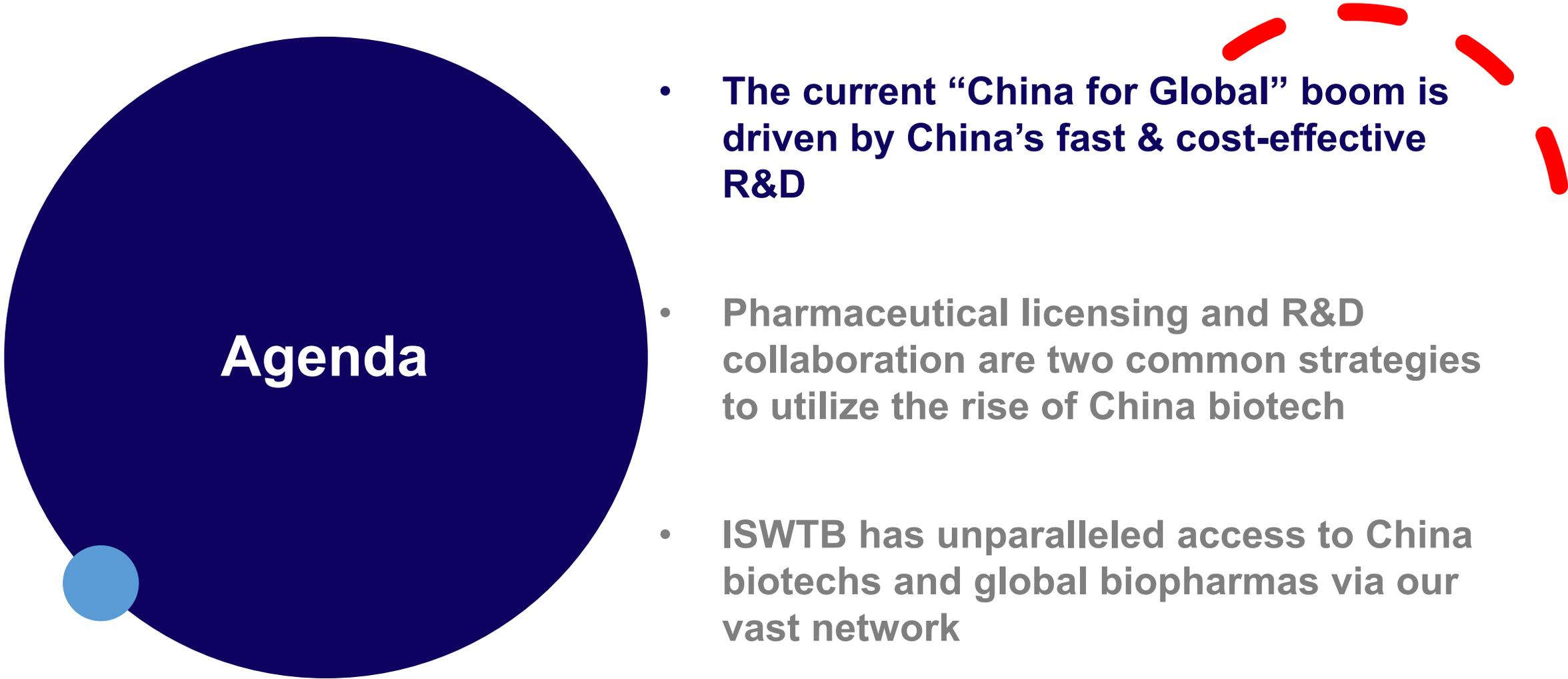
1. **An accomplished BD executive** in biotech who has contributed to or closed deals with total value of **\$3.0+ billion**.
2. **A super-connector** with **9,300+ LinkedIn followers** who come from all sectors of the healthcare industry primarily in the North America, APAC, and Europe.
3. **An accomplished 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.**

A high-quality global network



7,200+ LinkedIn connections (as of Q1 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
- ISWTB has unparalleled access to China biotechs and global biopharmas via our vast network

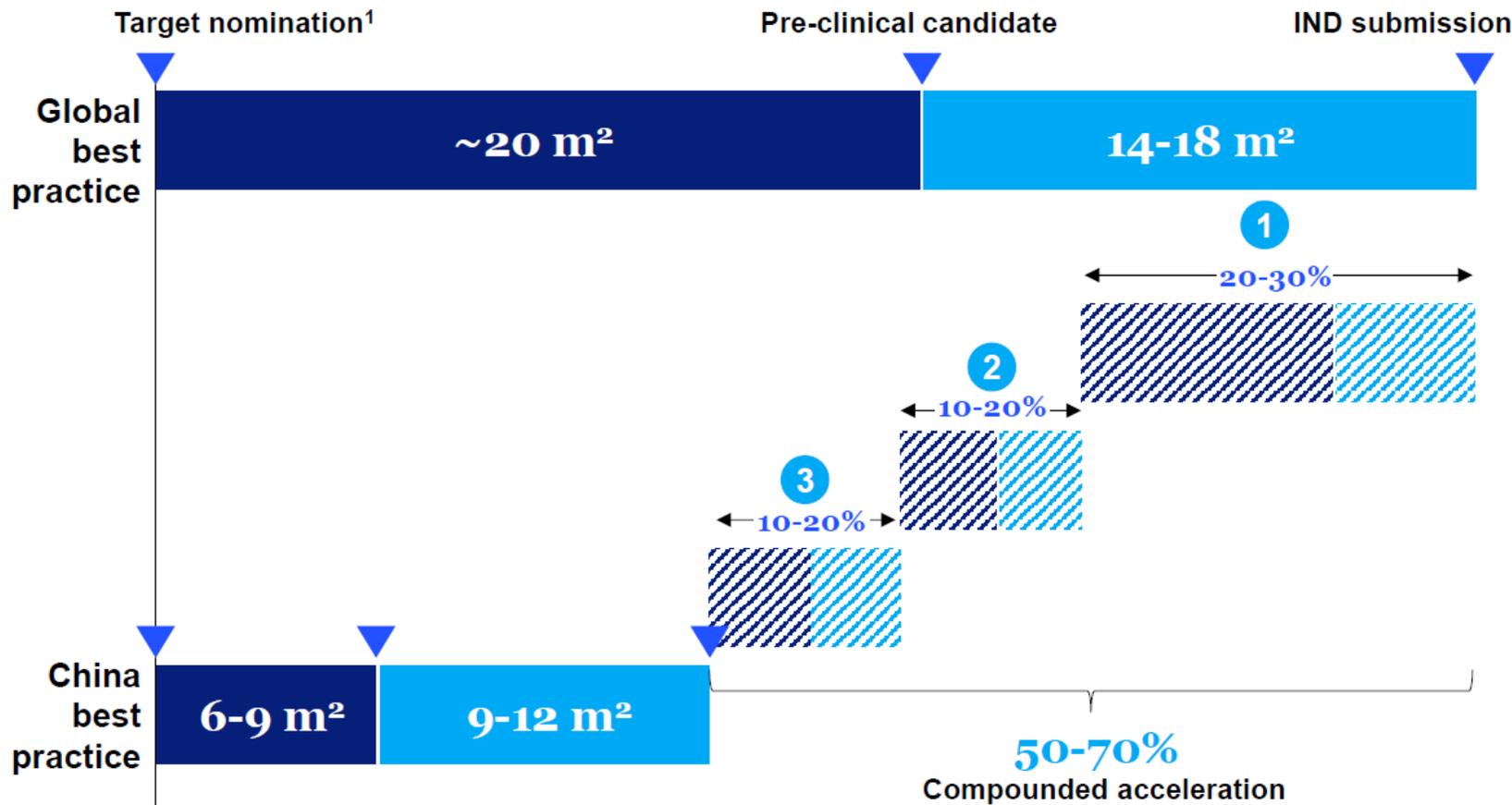
China biotech could move 3 times faster in fast-follow preclinical R&D



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

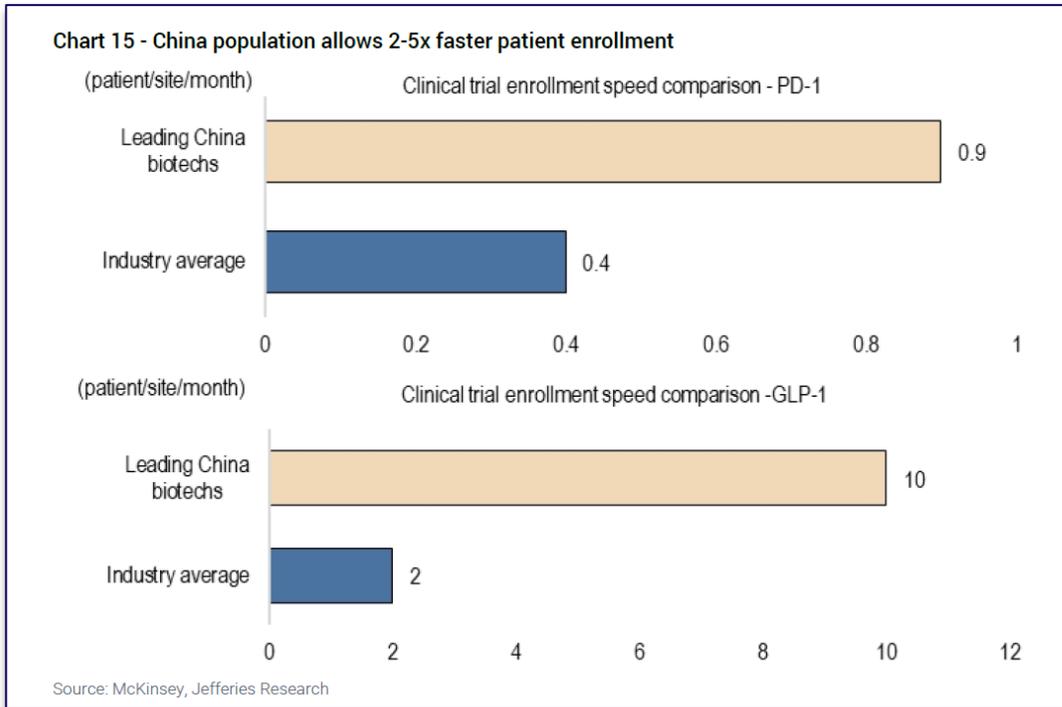


Key drivers

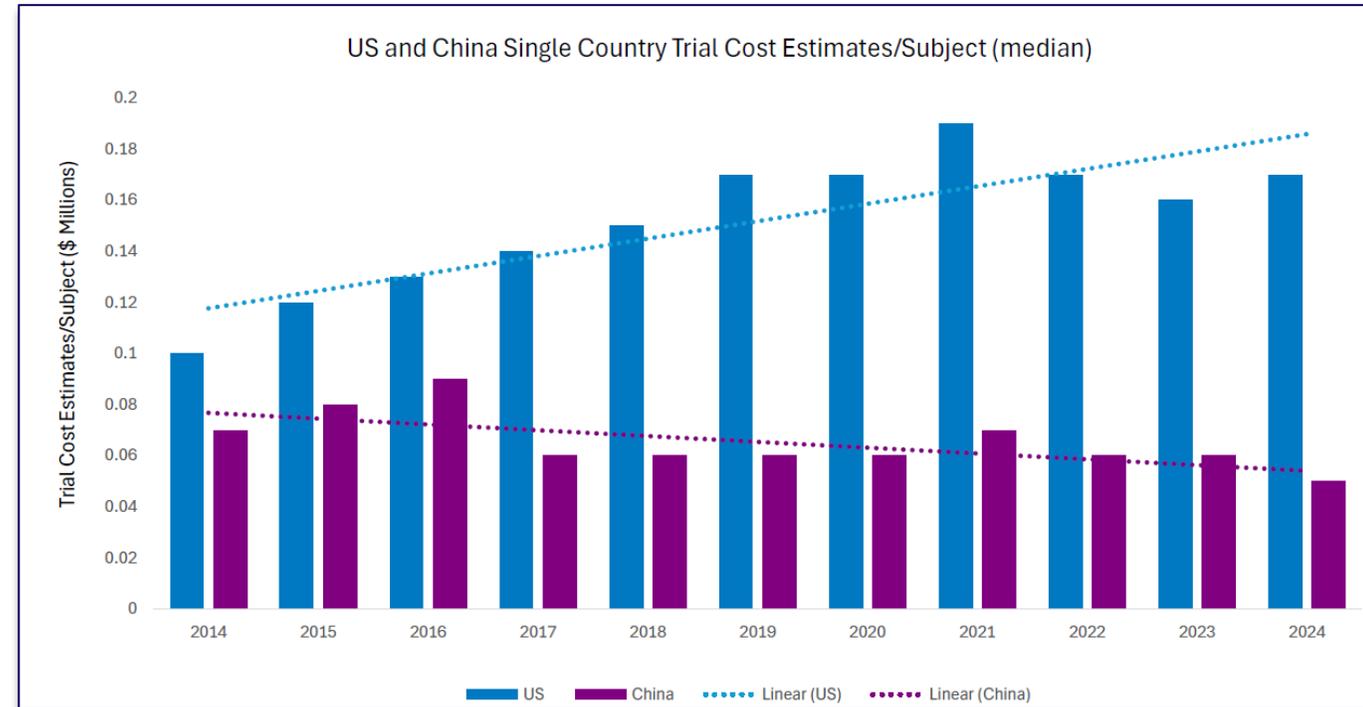


- 1 Streamlined discovery workflows
- 2 Closer CRO integration
- 3 Hyper-focus on delivery

China runs clinical trials faster and cheaper than others



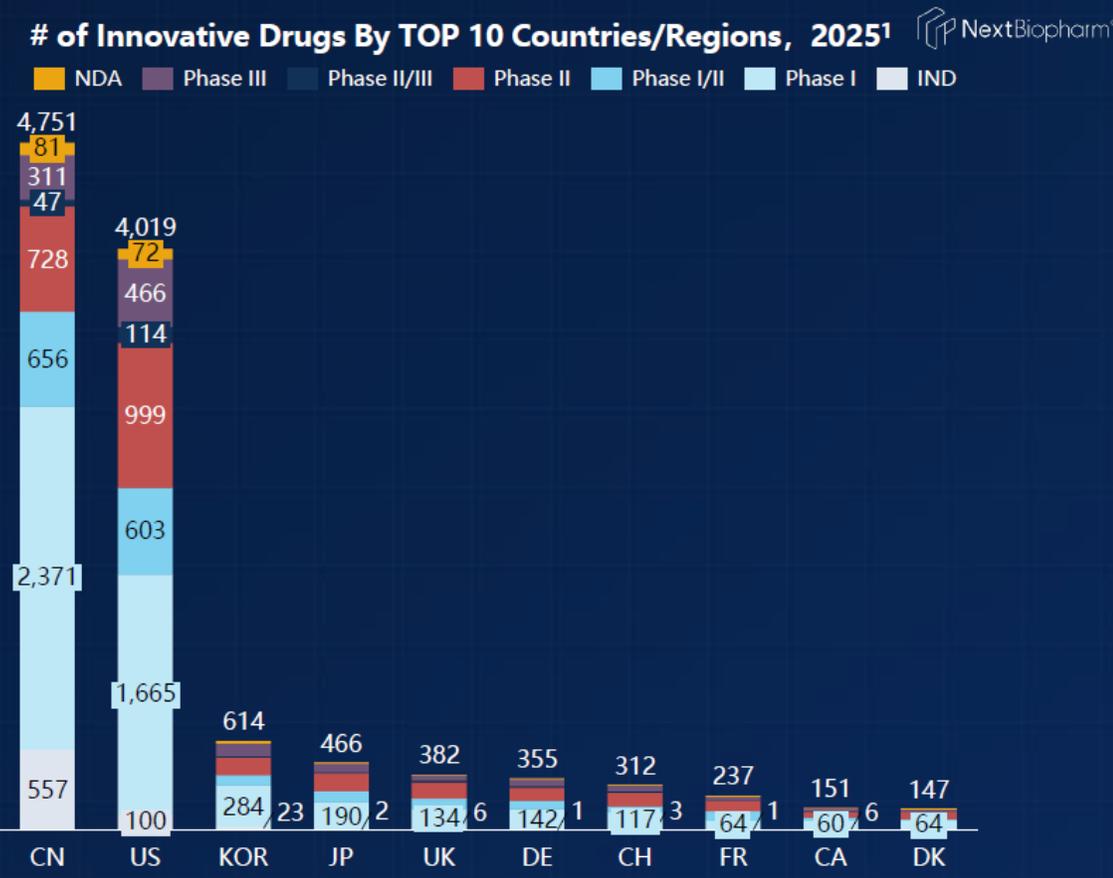
Cui Cui, Jefferies Research, July 2025



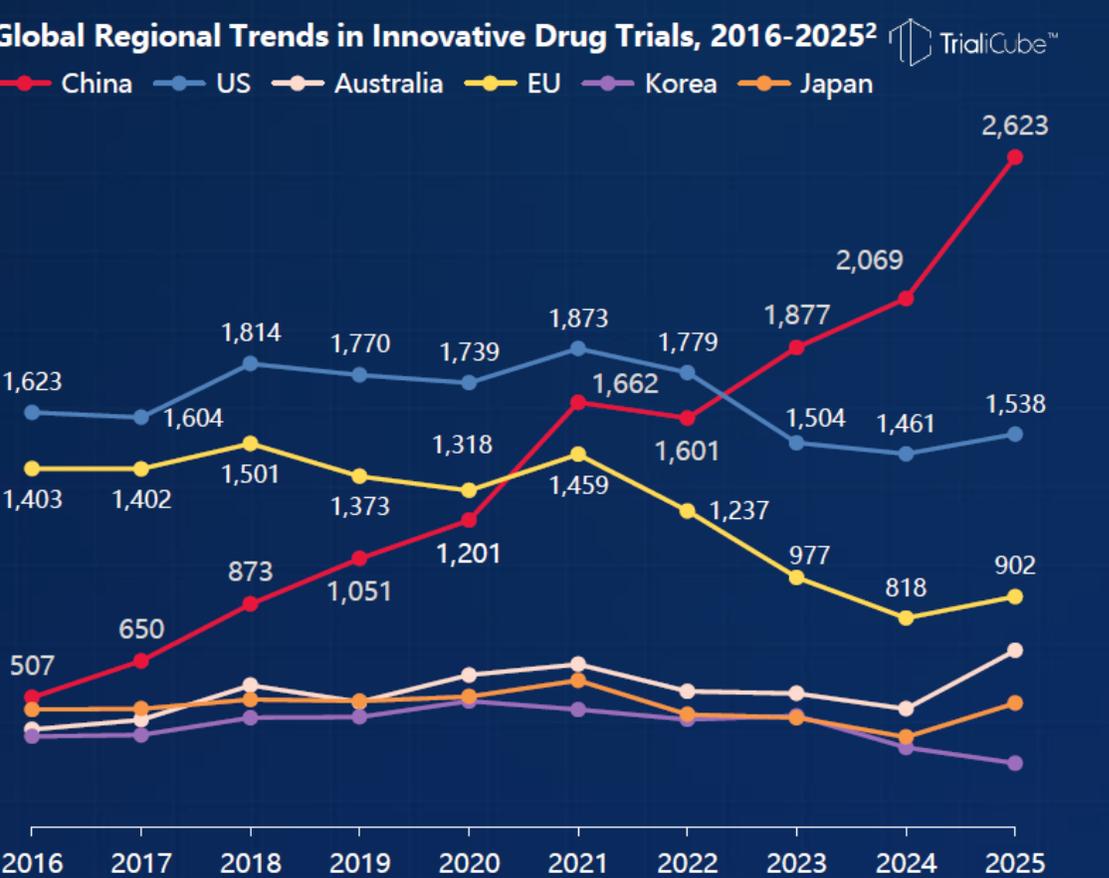
Tatke, The State of Biopharmaceutical Industry 2025, GlobalData

China biotech leads in the global R&D activities

China Surpasses US in Innovative Drug Development



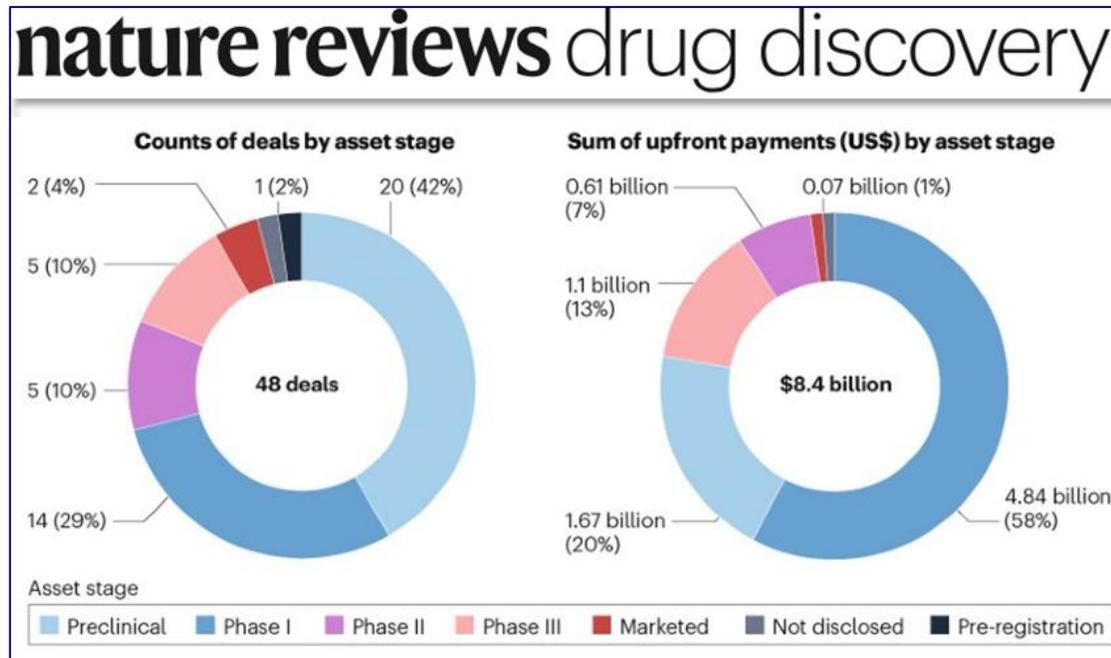
Global Clinical Trials Rise in the Past Decade as China Takes the Lead



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

Western companies are sourcing early-stage innovations from China

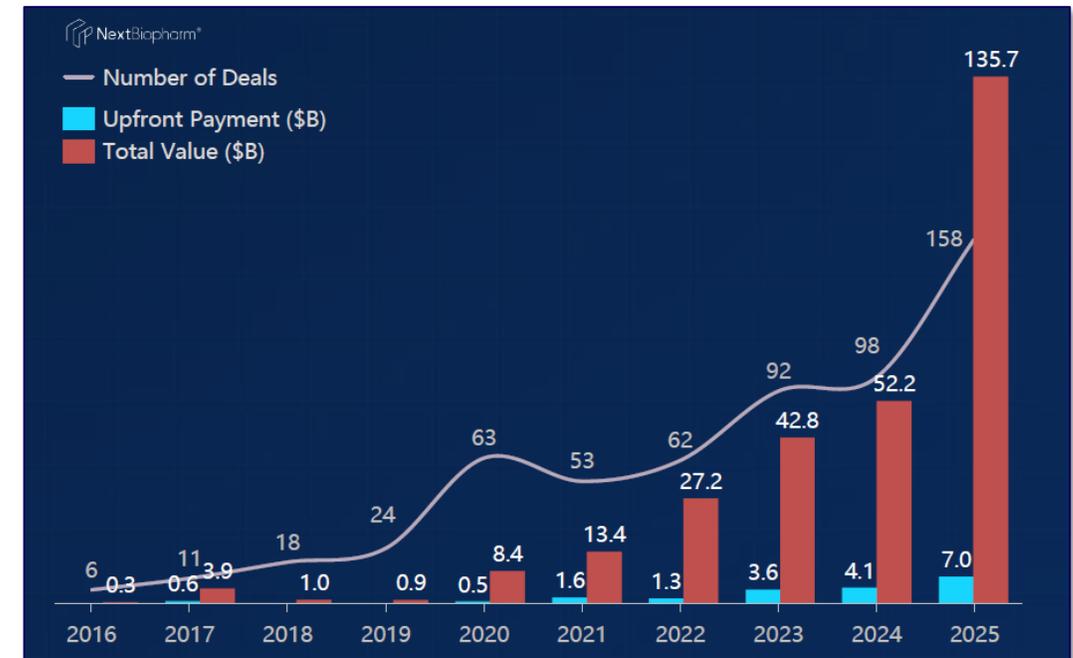
48 Deals Brought in \$8.4 Billion Upfront in 2024



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

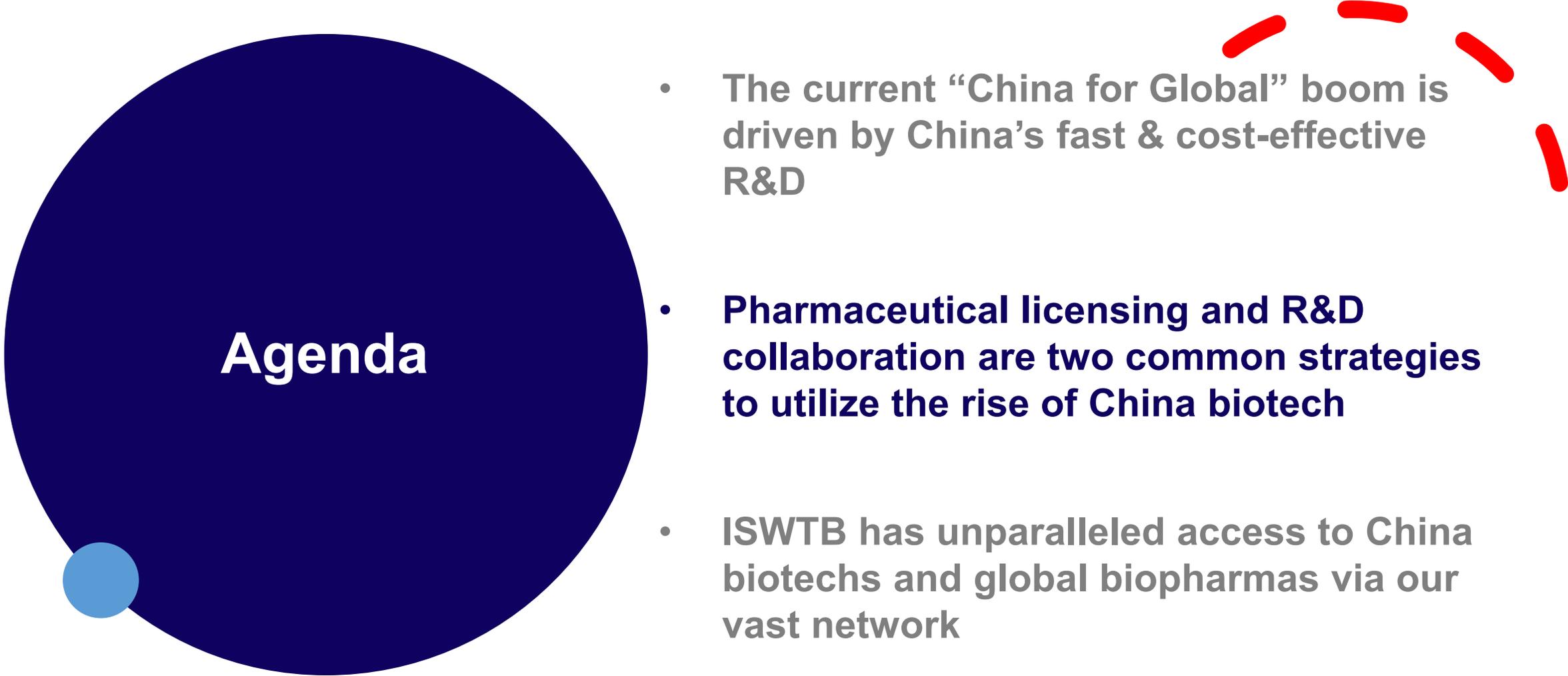
Only **M&A and licensing deals** with disclosed upfront payment were included. Pre-money equity of newco deals and near-term milestone, if disclosed, were included in the upfront payment calculation, while and long-term milestone payments were excluded.

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's fast & cost-effective R&D enable Western companies

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



\$18.6-billion deal of 8-preclinical obesity assets

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

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

AstraZeneca CSPC Pharmaceutical Licensing deals Obesity



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

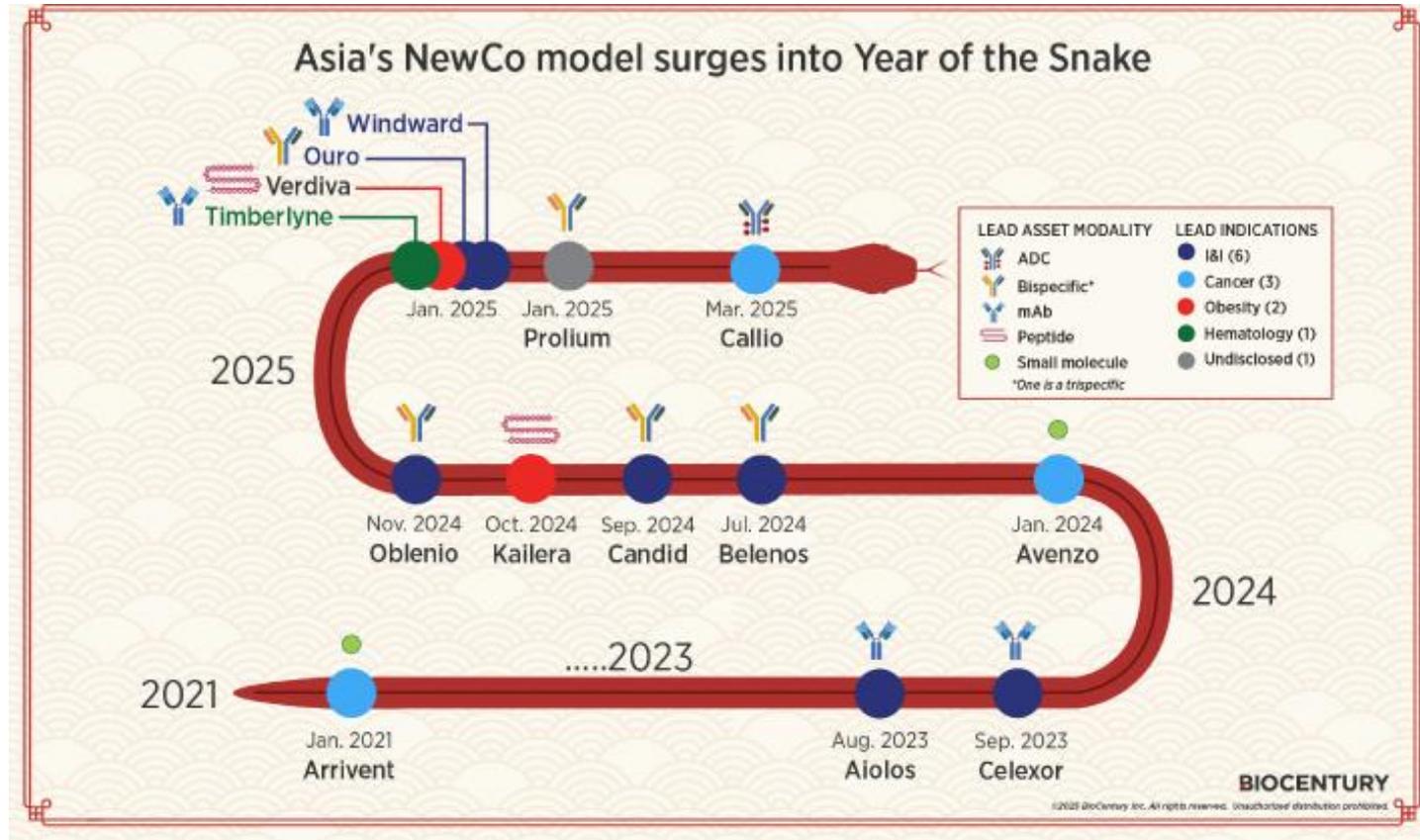
AstraZeneca mergers and acquisitions Cell & Gene Therapy CAR-T



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

**China-originated
innovative
assets**

+

Global clinical
development capability

+

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

=

**Significant
success**

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

**West-originated
innovative
assets**

+

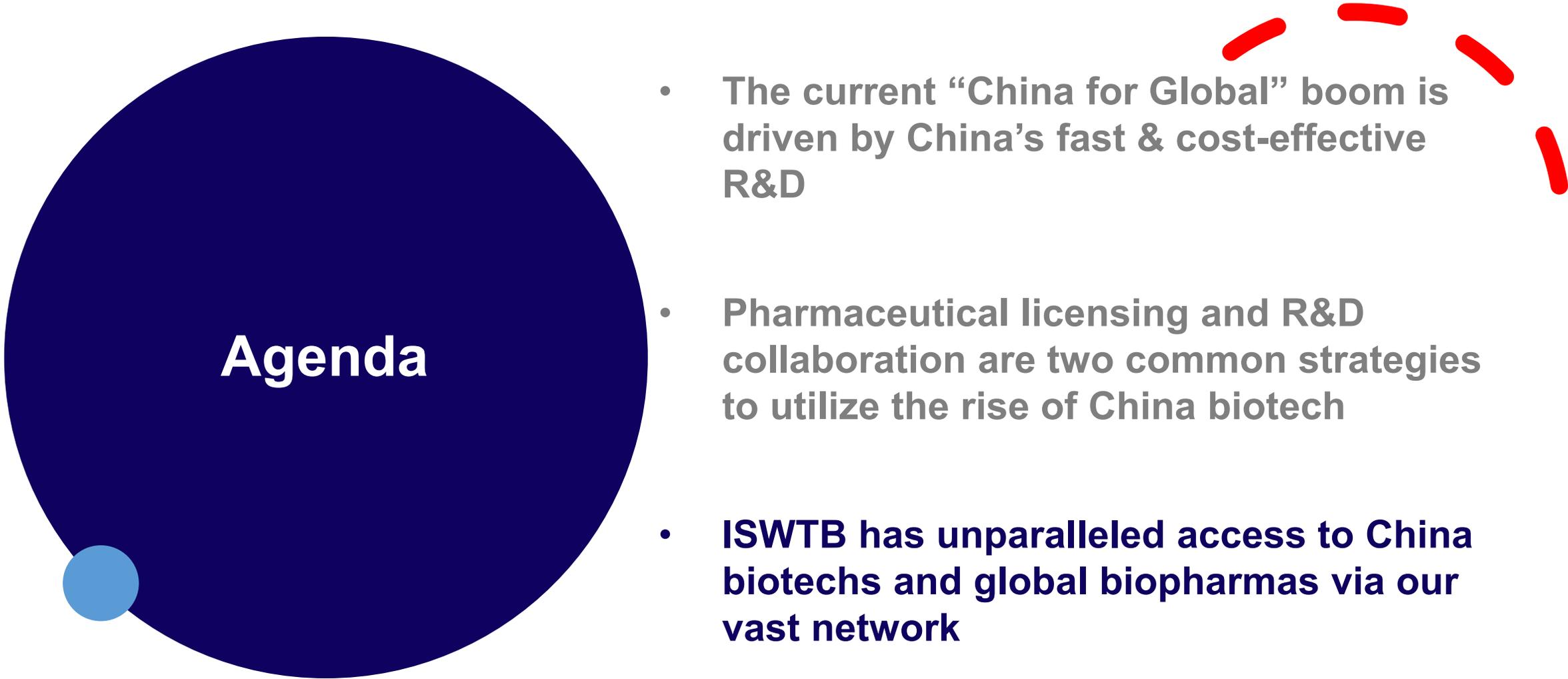
China's fast & cost-
effective R&D

+

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

=

**Significant
success**

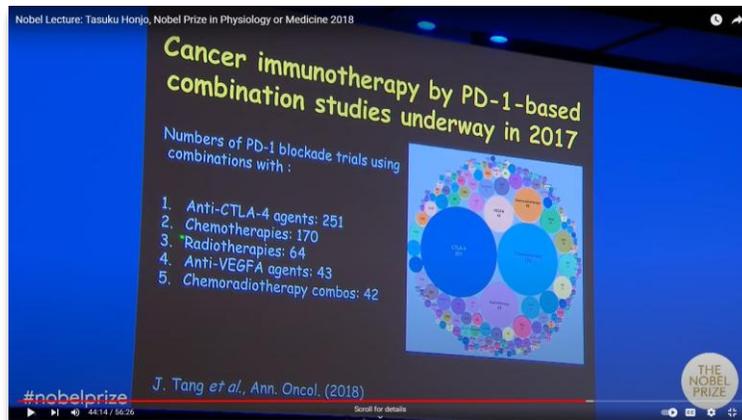


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Dr. Leon 'Jun' Tang is well established in the R&D and BD space

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 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 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 **~5,000** 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 30+ clients in the global biotech industry

Who are our clients?

- 24 biotech companies, 5 investment firms, 1 CRO, and 1 Fortune 500 company.
- 18 companies from North America, 12 from Greater China, and 1 from Europe.
- Key offerings:
 - In/Out-licensing of China-originated assets.
 - R&D collaboration with China biotechs for Western innovation.
 - First-in-human studies in China, especially investigator-initiated trials (IIT) (in collaboration with Mianus Accelerator).

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

A leading healthcare specialist fund

Leading the BD&L of Chinese asset for a newco backed by a leading healthcare specialist fund with \$15+ billion AUM.

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 meeting with us!](#)



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LinkedIn

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