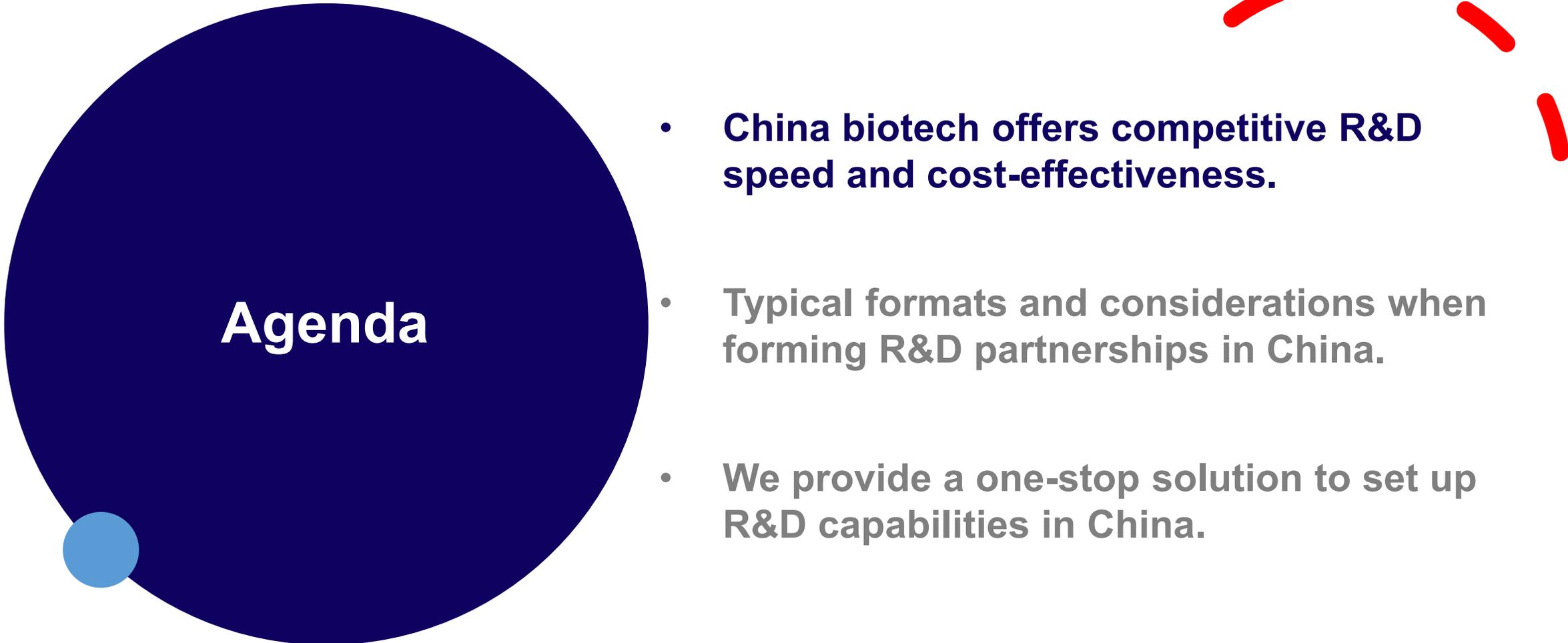


**Turbocharge your internal
programs with China's fast &
cost-effective R&D**

Q1 2026

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.

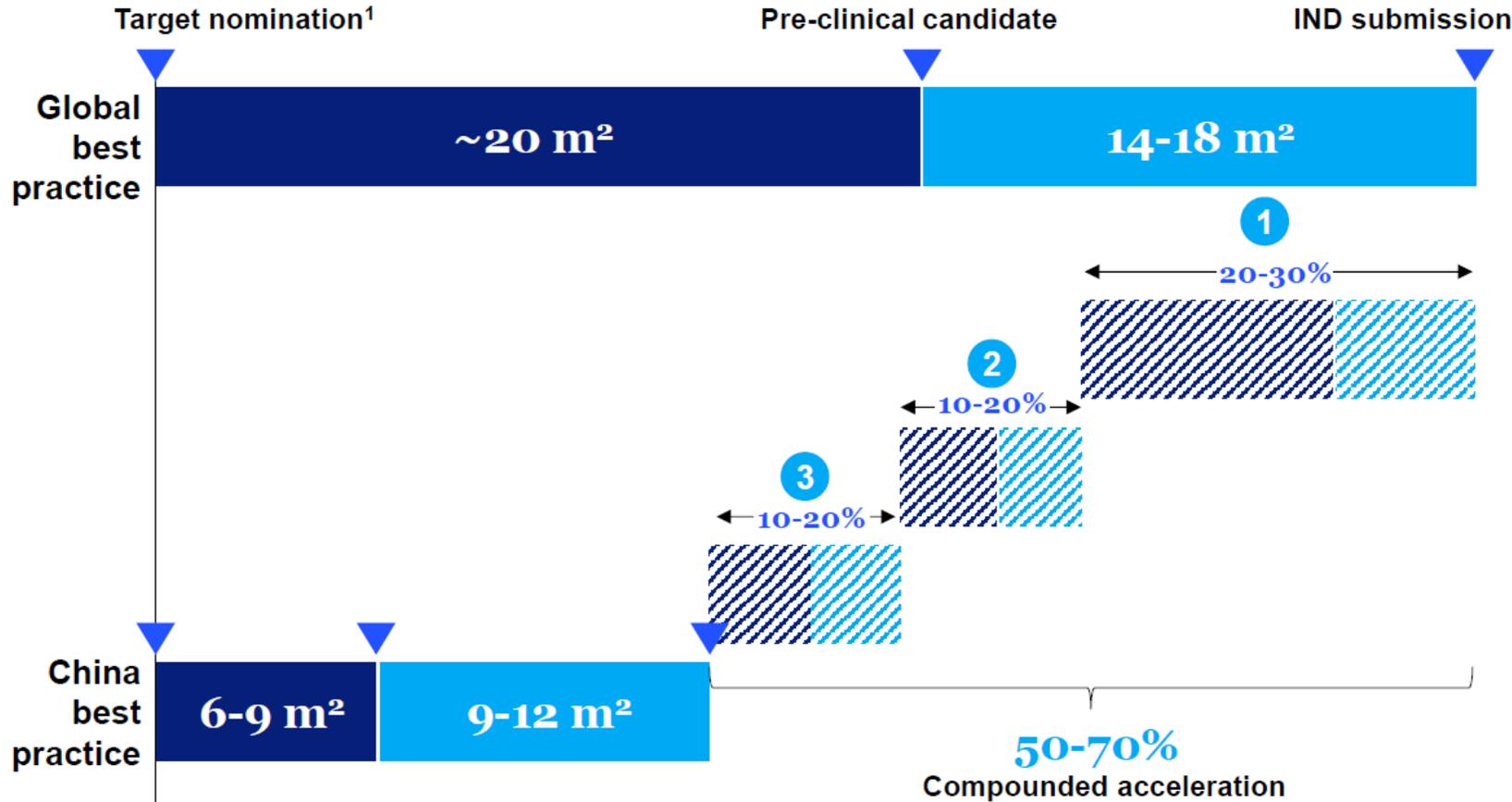
China biotech could move 3 times faster in fast-follow preclinical R&D



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

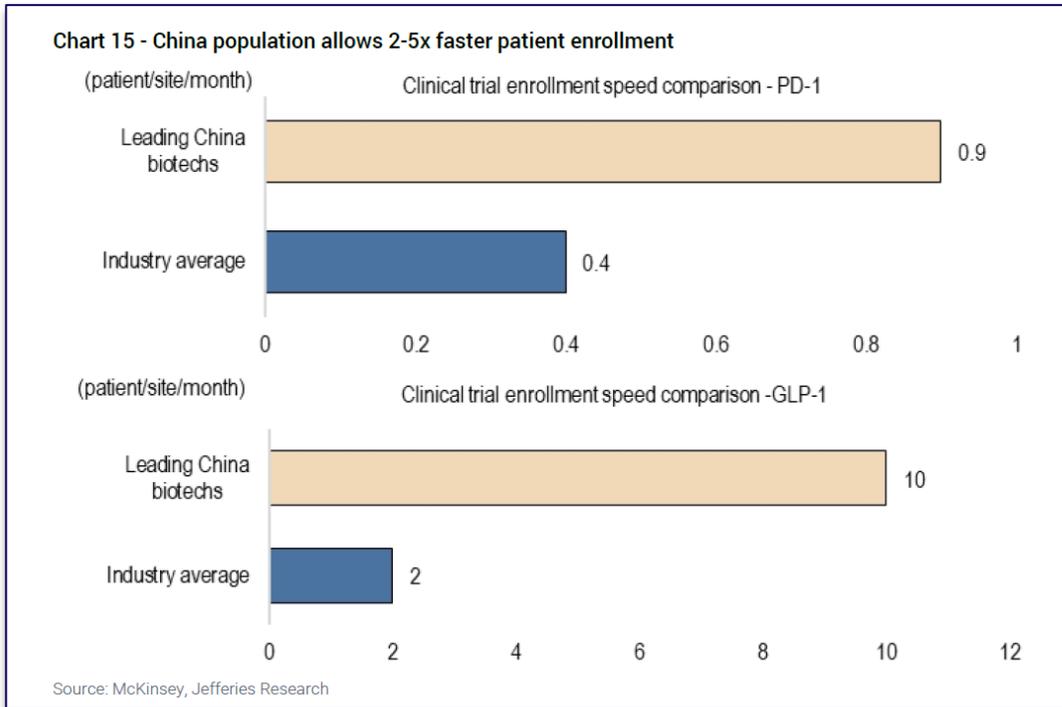


Key drivers

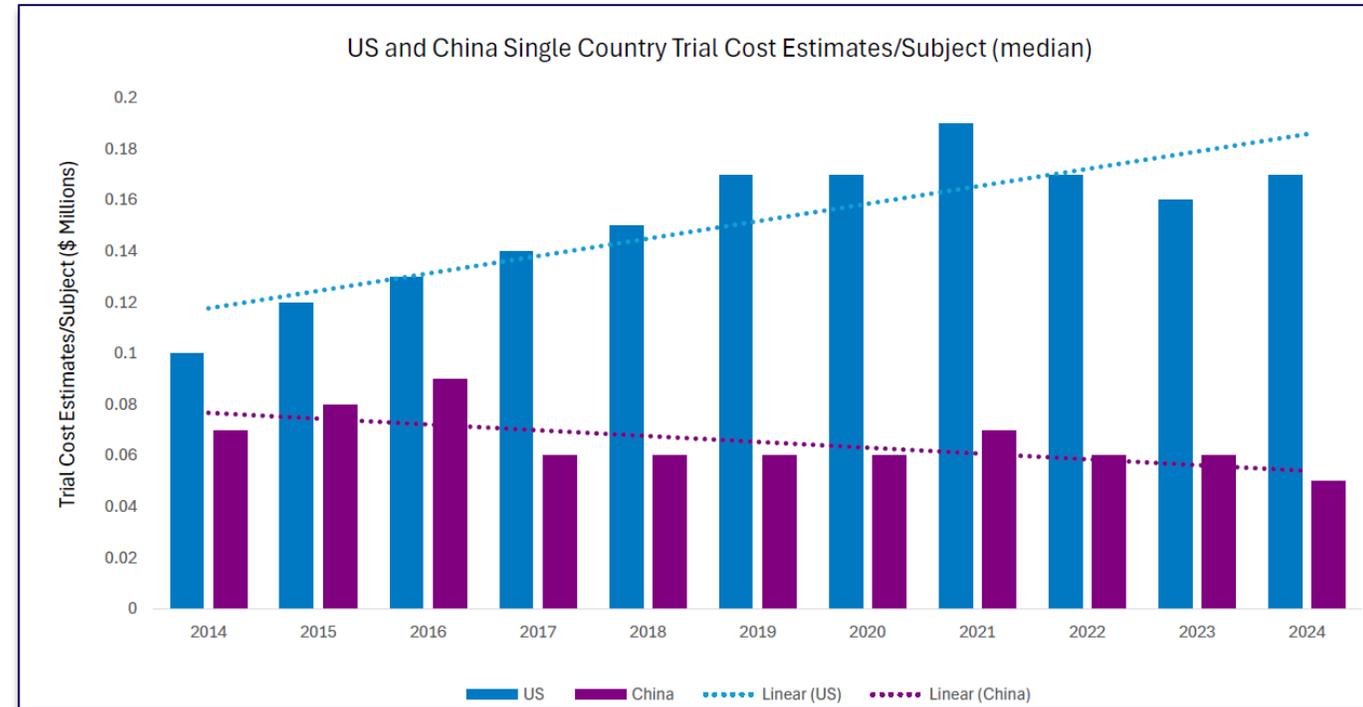


- 1 Streamlined discovery workflows
- 2 Closer CRO integration
- 3 Hyper-focus on delivery

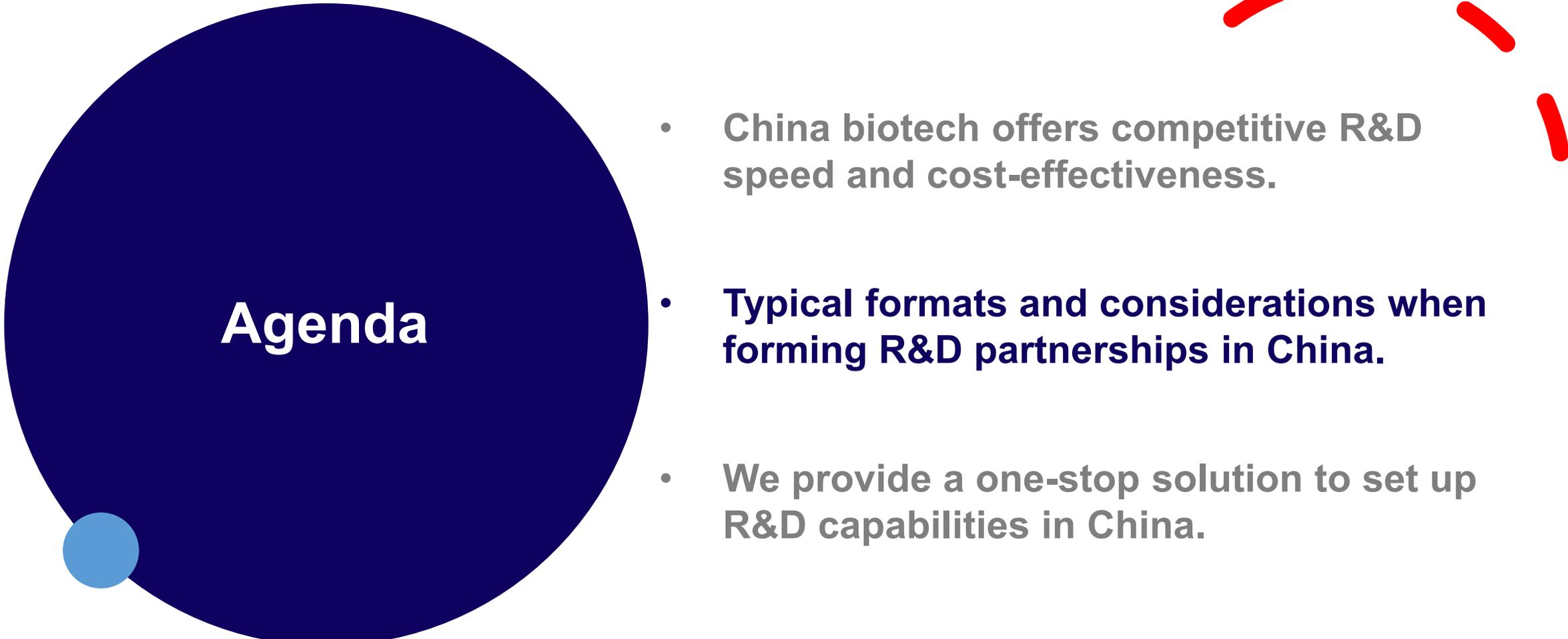
China runs clinical trials faster and cheaper than others



Cui Cui, Jefferies Research, July 2025



Tatake, The State of Biopharmaceutical Industry 2025, GlobalData



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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](#).

A new biotech model powered by China competitive R&D

OTR Tx came out of stealth on Dec 5th



BIOTECH

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Pfizer Ventures gets behind Chinese biotech's \$100M series A to boost R&D hub's capability

By James Waldron · Dec 5, 2025 4:20am

Pfizer series A Oncology Immunology

OTR Tx closed the 1st deal on Dec 11th



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Zealand pens \$2.5B oral cardiometabolic collab with fresh-faced Chinese biotech

By James Waldron · Dec 11, 2025 5:45am

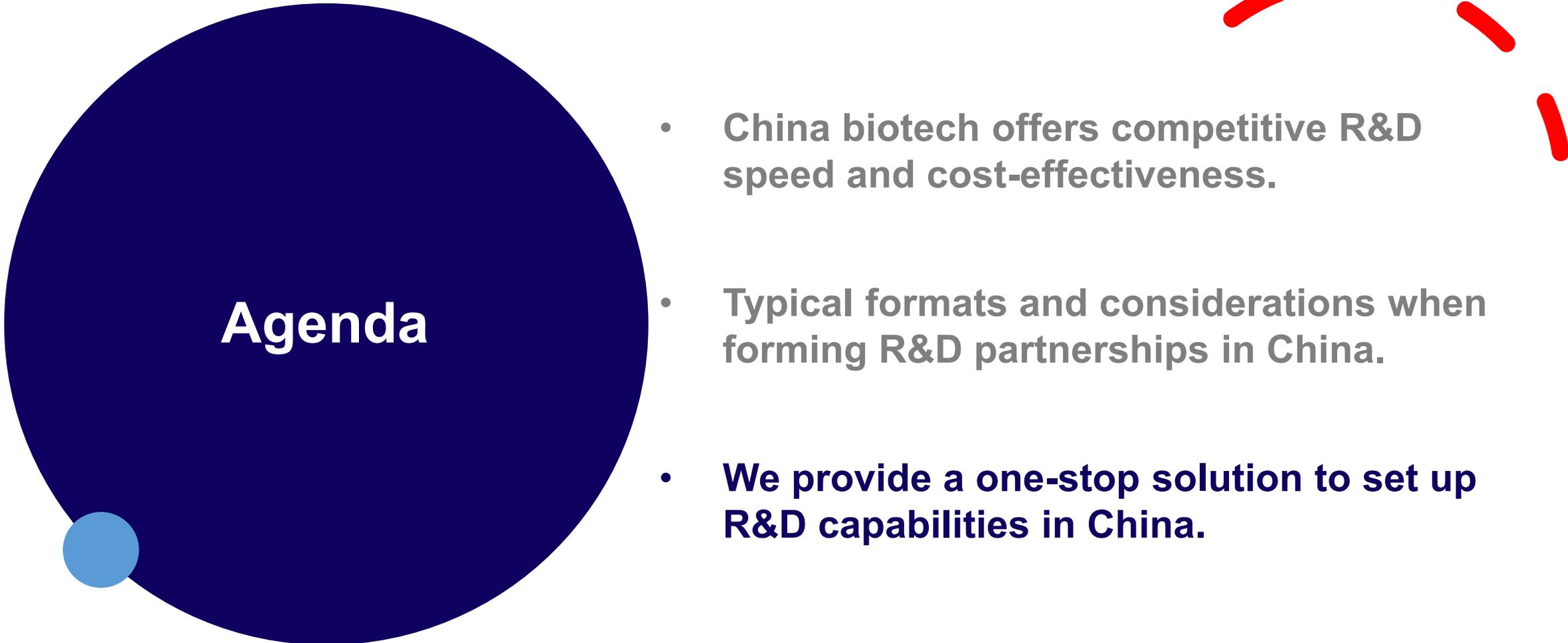
Zealand Pharma Licensing deals Obesity metabolic drugs

Western Recipes & Chefs, Chinese Kitchens – A New Biotech Model

“Western biotechs beat China biotechs in recipe and chef, but Western kitchens look less attractive than China’s.

To have the best from both worlds, a new East-West R&D model emerged in 2025 - **Western chefs take Western recipes to Chinese kitchens to half-bake their Western cakes that will later be completed in the West and sold to Western customers, at a premium price as Western cakes.”**

[Asian Biotechies In A Bar, Issue 121, 2025-12-21](#)



Agenda

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

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.

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!

Contact & Follow Us

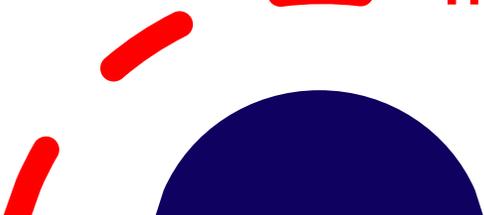
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