

Turn Challenges into Opportunities in an Evolving Pharmaceutical Industry
Sino-American Pharmaceutical Professionals Association - Greater Philadelphia (SAPA-GP)
2010 Annual Conference Report, April 30 – May 1, 2010
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On April 30th – May 1st, 2010, Sino-American Pharmaceutical Professional Association at Greater Philadelphia (SAPA-GP) organized its eighth annual conference. The program featured a half-day designated career development symposium in conjunction with a job fair and a full-day conference with senior executives from top biotechnology and pharmaceutical companies and seasoned industry veterans and entrepreneurs. In addition, close to twenty vendors and their representatives presented at the job fair as well as the conference, which provided an excellent networking and recruiting platform for conference participants.

This year attracted nearly 400 people in total on April 30th – May 1st, 2010. It echoed the conference theme, “**Turn Challenges into Opportunities in an Evolving Pharmaceutical Industry**” as more members realized how important it is to seek new opportunities amid global economic malaise.

The career development symposium and job fair was held at Manufacturers’ Golf and Country Club on an amazing early summer afternoon of April 30th. Nearly 170 people attended, setting an exciting start for the conference. The session was moderated by **Dr. Tsang-Bin Tzeng** and **Dr. Laura Hong**. The first speaker **Dr. Allen Reitz**, Co-founder and CEO, ALS Biopharma, LLC, exemplified a live story about how to turn a crisis into an opportunity. The second speaker **Ms. Kathleen Czupich**, Director at Pennsylvania Center for Drug Discovery (PCDD), who was instrumental in helping Dr. Reitz for funding, presented how PCDD could help displaced pharmaceutical professionals. In contrast, the third speaker **Dr. Biao Jiang**, Vice President, Shanghai Advanced Research Institute at the Chinese Academy of Sciences emphasized the importance of leveraging Chinese government support for funding.



The next three speakers included **Mr. Christopher Pagotto**, President at Veritas Life Science, a human capital consulting firm, **Dr. Darren Ji**, CEO of PharmaLegacy, and **Dr. Evan Loh**, Senior Vice President, Pfizer. Their speeches were inspirational in retrospect. The audience was totally moved by speakers’ personal career endeavors and their persistence chasing their dreams.

Following the individual presentations, a career development panel discussion was moderated by **Dr. Jingsong Wang** and **Dr. Guosheng Wu**. Besides speakers who previously presented, there were four extra panelists, including **Dr. Zhi Hong**, Senior Vice President at GlaxoSmithKline; **Dr. Zhengping Zhu**, Vice President & Global Head at Novartis Biologics; **Dr. Ruiping Dong**, Vice President at Bristol-Myers Scribb; and **Dr. Peter Tu**, Chief Intellectual Property Counsel and Vice President of Legal at Moksha8 Pharmaceuticals. After holding questions for three hours, the audience was soon engaged in an intimate discussion with the panelists on how to expand one’s network, how to become a good manager or leader, and how to make a smooth transition.

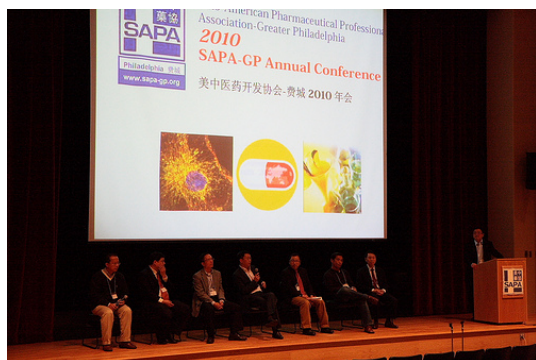
On the night of April 30th, conference attendees enjoyed an upscale banquet and a series of exciting music plays performed by young artists **Shana Wu**, **Jeffery Han**, **Kevin Li**, **Johnna Wu**, and **Justin Yin**. One of the spotlights was the keynote speech delivered by **Dr. Mervyn J. Turner**, Chief Strategy Officer at Merck & Co. He strongly advocated “**GO EAST, YOUNG MAN!**” and inspired many people in the audience to consider pursuing career in fast-growing emerging markets, especially in Asia Pacific and

Latin America regions. After the dinner, Co-chairs presented service awards to **Dr. Laura Hong, Dr. Zhibiao Fu, Ms. Mabel Ju, Dr. Peter Luo, and Dr. Yun Zhang** for their dedication to SAPA-GP. **Dr. Tsang-Bin Tzeng**, also CEO of SunTen Phytotech Co., the sponsor of the year, introduced his company and some of its best-selling products. The night was truly valuable as people made life-long friendship.

On the second day, May 1st, the full-day conference, attracted more than 200 people. **Dr. Tsang-Bin Tzeng** kicked off the conference with a warm welcome speech to all attendees. Titled “**Emerging Markets & Transformation of Pharma R&D**”, the morning session consisted of six keynote presentations and was moderated by **Dr. Tsang-Bin Tzeng**.

The first speaker **Dr. Mingde Yu**, President at China Pharmaceutical Enterprise Association, delivered an exciting topic on Healthcare Reform in China and its impact on the pharmaceutical industry. “China is expected to become the world's third-largest prescription drug market in 2011, according to a report released by pharmaceutical market research firm IMS Health,” Dr. Yu said. “It is so exciting that we have to prepare to be ready!” With an investment plan of 850 billion Yuan (124 billion U.S. dollars) for the reform in three years, Chinese government is dedicated to increasing the healthcare coverage to 90% for 1.3 billion citizens. Although there are some challenges ahead for a successful implementation, the future for China’s pharmaceutical industry is bright and promising.

The following speakers included **Dr. Ruiping Dong**, Vice President and Head of R&D in Japan and China, Bristol-Myers Squibb; **Mr. Wim Vandenhouwele**, Executive Director for Global Vaccines Commercial Development, Merck; **Dr. Zhi Hong**, Senior Vice President and Head of Infectious Diseases Center of Excellence for Drug Discover (CEDD), GlaxoSmithKline; **Dr. Zhenping Zhu**, Vice President & Global Head of Protein Sciences & Design, Novartis Biologics; **Mr. Patrick Higgins**, Member of Eckert Seamans. Their spectacular speeches covered a diversity of research and business aspects in the pharmaceutical industry. Conference attendees gathered around for a long time after their talks to exchange ideas.



partnership with U.S. companies.

Before lunch, it was the time for SAPA-GP presidency announcement. **Dr. Jingsong Wang** officially became the president for SAPA-GP 2010-2011, and Dr. Laura Hong was elected as the new president-elect. Both have done tremendous work for SAPA-GP in the past. There is no doubt that SAPA-GP will continue flourishing under their leadership.

The afternoon session’s theme “**Merger and Acquisition, Intellectual Property, and Novel R&D Models**” resonated well with the morning session. Moderator **Dr.**



Weihong Hsing introduced the first speaker **Dr. Peter Tu** who sat on the career development panel the day before and had impressed the audience with his down-to-earth mentality and impeccable logic. **Dr. Tu**, along with other speakers **Dr. Lily Zou**, Senior Director for Business Development and Licensing, Sandoz Inc., **Dr. Julius Li**, CEO at AutekBio, and **Mr. Ronald L. Panitch**, Managing Partner at Panitch Schwarze Belisario & Nadel LLP, focused on a number of interesting yet totally different topics. Dr. Tu and Mr. Panitch explained intellectual property and legal issues in laymen's terms, which helped the audience, most of whom were technical professionals, understand pharmaceutical business from a legal perspective. On the other hand, Dr. Zou and Dr. Li, presented exciting hot topics such as business development opportunities for biosimilars and hybrid financing model for biologics manufacturing outsourcing.

With the conclusion of keynote speeches, a CRO forum was organized by **Dr. Joan Shen** and **Dr. Sean Zhang**. Executives or representatives from top R&D service providers presented at the panel. They were **Dr. Hui Cai**, Vice President at WuXi AppTec.; **Dr. Ningning Ma**, Vice President at Sino Biological Inc.; **Dr. Dongmei Wang**, Vice President at Frontage Laboratories; **Dr. Shifang Zhang**, Senior Director at Genewiz; **Dr. Huiqun Xia**, Assist Director at Shanghai Clinical Research Center; **Dr. Larry Wang**, President at GeneScript; **Dr. Darren Ji**, CEO at PharmaLegacy; **Mr. Wen Chen**, Vice President at Tigermed; **Dr. Harry Li**, President & CEO at Wilmington Pharma Tech. They are either successful entrepreneurs or "sea turtles" who have played an indispensable role in building up China's biopharmaceutical R&D service industry.

With the success of the eighth SAPA-GP annual conference, we thank all the speakers for their spectacular presentations and sponsors for their support. We appreciate the excellent work by co-chair **Dr. Tsang-Bin Tzeng** and **Dr. Jingsong Wang** and our photographers **Dr. Zhongren Wu** and **Dr. Roger Luo**. Thanks to our organization committee and volunteers for their contribution as well.

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