

Chinese In-Licensing Jumps to Record Levels

Chinese companies are eager to collaborate with their ex-China counterparts, striking up joint ventures, in and out-licensing agreements and marketing pacts. **According to BIO's Industry Analysis research, biopharma deals between Chinese and Western companies picked up in 2012, surpassing the number recorded for all of 2011 after only 8 months. Find a set of selected deals below.**

This deal-making momentum bodes well for small and medium-sized biotech companies that have early-stage compounds under development in the West, but lack the bandwidth, capital or regulatory experience to develop them for the Chinese market. The past year has seen a host of Chinese companies in-license compounds from U.S. and European biotech companies across a wide range of therapeutic areas.

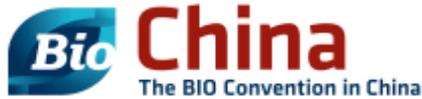
Last month, Chinese start-up Suzhou **Connect Biopharmaceuticals** inked a deal to develop two anti-inflammatory compounds from San Diego's **Arena Pharmaceuticals**. In July, China and U.S.-based **Asctelis** in-licensed an RNAi therapeutic from Cambridge-based **Alnylam** for the treatment of liver cancer—an unmet medical need in China. Additionally, Hong Kong based **Lee's Pharmaceutical** recently announced it has secured China and Taiwan development rights to several clinical compounds from **RegeneRx Biopharmaceuticals**, including treatments for dry eye and multiple sclerosis. In June, **Xiangxue Pharmaceuticals** in-licensed a preclinical brain tumor therapeutic from Buffalo-based **Kinex Pharmaceuticals** and will develop the medicine in China while Kinex continues its development in the U.S.

China out-licensing opportunities abound for innovative biotech companies, and BIO's proprietary One-on-One Partnering system can help you connect with potential Chinese partners efficiently and economically. [Register now](#) for [The BIO Convention in China](#) to gain access to the system and start scouting for your next deal! Also, be sure to attend the "[Development Trends-New Models of Cross-Border R&D Structures](#)" panel session at the event for an in-depth look into recent collaborations between Chinese and Western companies.

Here's a list of recent deals involving Chinese companies:

Date	Recent Alliance/Licensing Headlines
Aug-12	CDIBP in-licenses conjugate vaccine technology from Fina Biotech (USA)
Aug-12	Luqa Pharma in-licenses scar treatment from Stratpharma (Europe)
Aug-12	PharmaEngine in-licenses cancer product from Nanobiotix (Europe)
Jul-12	Suzhou Connect Biopharma in-licenses anti-inflammatory drugs from Arena (USA)
Jul-12	Lee's Pharma in-licenses therapeutic peptide from RegeneRx (USA)
Jul-12	Asctelis in-licenses cancer RNAi drug from Alnylam (USA)
Jul-12	WIBF and Refine Technology collaborate on vaccines (USA)
Jun-12	Xiangxue Pharma in-licenses cancer drug from Kinex Pharma (USA)
Jun-12	BGI enters Rare Diseases Project with Children's Hospital (USA)
Jun-12	BGI expands R&D pact with GE Healthcare (USA)
Jun-12	Zhifei Biological expands vaccine partnership with Merck (USA)
May-12	Zhejiang Conba Pharma in-licenses EVT 401 to Evotec (Europe)
May-12	Hisun enters strategic alliance with Enzon (USA)
Mav-12	Conba Pharmaceutical in-licenses drug from Evotec (Europe)

- Mar-12 **Gansu Duyiweii** in-licenses antibody form **Apexigen** (USA)
- Feb-12 **Hua Medicine** to develop first Chinese-tailored diabetes drug with **Roche** (Europe)
- Feb-12 **Tasly** enters JV with and **SemBioSys** (Canada)
- Feb-12 **BioDuro** enters R&D deal with **Dow** (USA)
- Jan-12 **Pioneer** in-licenses NeutroPhase from **NovaBay** (USA)
- Dec-11 **Hutchison MediPharma** in cancer deal with **AstraZeneca** (Europe)
- Dec-11 **Simcere** in partnership to develop cardiovascular compound with **BMS** (USA)
- Oct-11 **Lansen Pharma** in-licenses China rights to rheumatoid drug from **Ethypharm SA** (Europe)



In its second year, the BIO Convention in China will bring together executives from biotechnology, pharmaceutical companies and investment firms from North America, Europe and Asia to meet and explore business opportunities with China's emerging biotech and rapidly expanding pharmaceutical sectors. To learn more about BIO China and to register for the event, go to bio.org/biochina

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