



**PHACILITATE:**



# **TRADE MISSION NAVIGATING ASIA**

**26-28 JUNE 2018**

## **JAPAN DRAFT AGENDA**

**Thursday 28<sup>th</sup> June**

**8.00** *Networking breakfast- please arrive promptly at 8am to be seated at your table*

### **The Japanese advanced therapies landscape; why should the West collaborate with Japanese partners?**

**9.00** **Chair's remarks**

**Kunihiko Suzuki**, *Vice Chairman, Member of the Board, MEDINET*

**9.10** **I21- business models and the investment landscape in Japan**  
*ISCT*

**9.25** **Government and regulatory perspective: why Japan?**

- How are the government prioritising advanced therapies in Japan?
- Reimbursement systems
- Asian population
- Global market

**Dr Akihiro Shimosaka**, *Chairperson, Asian Cellular Therapy Organization*

**9.50** **101: Everything you need to know about establishing business partnerships in Japan**

- JV establishment
- Licensing agreements

- Appropriate methods for entering the Japanese market

**Kaz Go**, Managing Director, Life Sciences & Healthcare, **Deloitte (Tentative)**

**10.05 The Japanese regulatory environment: understanding the regulations at a practical level**

**10.25 Chair's closing remarks**

**Kunihiko Suzuki**, *Vice Chairman, Member of the Board*, **MEDINET**

**10.30 Morning Coffee and networking**

## **Striving towards commercialisation of advanced therapies in Japan; insights into what has been successful in the west**

**Chair:**

**11.15 Market overview US & EU**

**11.30 Case study- Western Biotech: overcoming the challenges in managing the commercialisation of an advanced therapy product**

- How can we adopt these learning's and apply to the Japanese advanced therapies market?
- What does the business model look like?

*Kite/Novartis*

## **Partnering Opportunities**

**11.45 Pharma/Biotech showcase- Japan**

**Human PSC-derived cardiomyocytes/neurons on 3D micro-tissue devices for matured and functional cell products in drug discovery/cell therapy**

**Prof. Norio Nakatsuji**, *Professor Emeritus, Kyoto University; Director and Chief Advisor, Stem Cell & Device Laboratory, Inc. (SCAD)*

**11.55 Biotech showcase- Western**

**12.05 Pharma/Biotech showcase- Japan**

**12.15 Biotech showcase- Western**

**What does a successful vein to vein business model look like in the west; logistics, tracking, traceability and manufacturing under the microscope**

**12.25 Different makes the difference**

**Brad King**, *Director, Strategic Development*, **Cook Regentec**

**12.40** Presentation reserved

**12.50** *Close of content and networking lunch- please arrive promptly to be seated at your table*

**2.00** *3.5 hours of 121 partnering meetings- pre-scheduled on the Phacilitate networking tool.*

**5.30** Networking drinks

**7.30** Partnering dinner (venue TBC)

DRAFT