



**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

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

9.20 **Government 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**

9.35 **101: Everything you need to know about establishing business partnerships in Japan**

- The who's who
- Business landscape: who should the west be building relationships with in the Japanese advanced therapies sector to establish successful partnerships

- Where can the western companies build value in Japan to aid faster product approvals?

**Jason Sieger, *Managing Director, CJ Partners***

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

*PMDA- ISCT*

### **10.05 Case study: What does accelerated approval in Japan actually mean for the industry?**

- Applying manufacturing methods in the real world after phase 1 clinical studies

*Pharma/biotech- Athersys*

### **10.20 *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: What direction is the West taking in the advanced therapy market from both a clinical and new technology perspective?**

*CGTC?*

### **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*

*3 western biotech looking for licensing/partnering opportunities in Korea*

**11.45 Biotech showcase**

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**12.05 Biotech showcase**

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

*4 separate case studies brought together to represent an idealistic overview of a successful supply chain experience*

**1.00** *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