



Japan: Life Science Innovation

Luncheon/Webcast of November 1, 2012 at the Penn Club in New York

Abstract

Over the last decade, the top Japanese pharmaceutical companies have established themselves as shining global players after a period of rapid international expansion through major strategic acquisitions, an innovative pipeline and partnerships with emerging biotech companies. However, as they face increasing demographic changes, cost pressures of health care systems worldwide, personalized drugs and demand for more efficient targeting, some questions remain.

- What are the drivers and trends that impact their global innovation strategies?
- What role will vaccines, bio-betters, targeted therapies, drug-diagnostic co-development and new approaches will play in the next decade?
- What are the challenges and opportunities for the industry?

To hear the insights of key industry players, please join us on November 1, 2012 at the New York Penn Club. Speaking at the event will be:

John Keller, Ph.D., President and CEO, Shionogi, Inc.

George Rodriguez, Director at Argeni and Board Member ACS NY (Moderator)

Catherine A. Sazdanoff, Vice President, Global Business Development at Takeda Pharmaceuticals International

Alexander Scott, Vice President, Corporate Development, Eisai Pharmaceuticals

Biographies



John Keller, Ph.D., President & CEO at Shionogi Inc. He joined Shionogi Inc. in July of 2010, as Executive Vice President, Corporate Development and Strategy, and was appointed as President and Chief Executive Officer, and as a member of the Shionogi Inc, Board of Directors, in April 2011. Immediately prior to joining Shionogi, Dr. Keller was a Partner in SR One, the venture capital group of GlaxoSmithKline.

Previously, Dr. Keller served as Executive Vice President and Chief Business Officer of Incyte Corporation, playing a key role in its transformation into a drug discovery and development company and establishing its first major corporate alliance after that transformation. Before Incyte, Dr. Keller had a 16 year tenure at GlaxoSmithKline and its predecessor, SmithKline Beecham, culminating in the position of Vice President, Worldwide Business Development. In that role, he structured numerous licensing agreements with a broad range of partners worldwide, including the agreements establishing the Shionogi-GSK (now Shionogi-ViiV) Pharmaceuticals joint venture. Earlier positions encompassed R&D strategy, technology licensing, alliance management, public policy, project management, and drug discovery research.

Dr. Keller holds a Ph.D. in microbiology from Rutgers University and a Bachelor degree in biology from Johns Hopkins University.

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Event Schedule

Location:

Penn Club of New York
30 W 44th Street, NYC
(between 5th and 6th Aves.)

Event Times: (EDT)

11 am -12 Networking
12 -1:00 pm Luncheon
1 - 2 pm Presentation
2 - 2:20 pm Networking

Luncheon Fees (*):

\$90 for Non-members
\$70 for members of CM&E,
and NYPF.
Webcast: \$20

(*) Register and check for
Early-bird discounts at:

www.cmeacs.org



Biographies (continued)



George Rodriguez, Director at Argeni LLC, an advisory on technology, business innovation and investments. Prior to Argeni, Mr. Rodriguez served for 7 years at the U.S. subsidiary of Nagase, a \$7 billion Technology & Intelligence Japanese firm, as Deputy General Manager and Vice President of Business Development, Biotechnology & Nanotechnology in chemicals, plastics, electronics and health care. He led projects in biopharmaceuticals, bioplastics, biofuels and biochemicals. Previously, Mr. Rodriguez provided business consulting services in advanced technologies, global strategy and distribution. During 11 years, he played a central role at Pfizer in M&A, product stewardship, global sales & marketing, cross-border acquisitions, deal integration and operations in Latin America. Mr. Rodriguez is Chair of the CM&E Group and Board Member of the American Chemical Society NY Section. He graduated first-in-class in both of his degrees: B.S. in Chemical Engineering, UNI-Peru, and M.S. in Industrial Management from the Georgia Institute of Technology.



Catherine A. Sazdanoff is Vice President, Global Business Development at Takeda Pharmaceuticals International, Inc. She joined Takeda's Global Business Development & Licensing group in December 2006. She subsequently became VP, Corporate Development focusing on global M&A projects, and most recently was co-lead on the Nycomed acquisition which closed in the fall of 2011. In her current role as VP, Global Business Development, Catherine heads the team responsible for global R&D licensing and other strategic alliance transactions including M&A. Previously, she held positions such as Director of Business Development for Abbott's Pharmaceutical Products Division and Senior Counsel for International Transactions. She worked at the law firm of Isham, Lincoln & Beale in Chicago. Catherine has a B.A. in English from the University of Notre Dame and a J.D. from Northwestern University School of Law. She is Vice President of the Board of Directors of New York Pharma Forum and a member of Licensing Executives Society, Women Business Leaders, and American Bar Association.



Alexander Scott is Vice President of Commercial Development. He oversees Eisai's corporate planning, strategy, business development, alliance management and information technology activities in the United States. He also is a member of the company's Executive Committee. Mr. Scott joined Eisai in 1992 as manager of Corporate Affairs. During this time, Mr. Scott helped craft Eisai's U.S. globalization strategy negotiating global alliances with Pfizer and PriCara®, a division of Ortho-McNeil-Janssen Pharmaceuticals. In addition, Mr. Scott has played a key role in the successful conclusion of deals with Novartis, Elan, Dainippon, Helsinn Healthcare, Arena Pharmaceuticals, Pfizer and Ligand. As well, Mr. Scott managed Eisai's acquisitions of MGI Pharma, Inc., a biopharmaceutical company with a focus on oncology and acute care, and Morphotek, Inc., a biopharmaceutical company focused on monoclonal antibodies for cancer as well as inflammatory and infectious diseases. A member of the Licensing Executives Society and a board member of Gilda's Club New York City, Mr. Scott holds a Bachelor of Arts in government from Wesleyan University and a Master of Business Administration from Duke University.

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