

Japan: Life Science Innovation

Pictures at the Luncheon of February 7, 2013



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Pictures of the Panelists' Recognition at the Luncheon of February 7, 2013





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Luncheon/Webcast of February 7, 2013 at the Yale 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.

Jonathan Lanfear, Senior Director, Global Business Development, at Takeda Pharmaceuticals International

Alexander Scott, Vice President, Corporate Development, Eisai Pharmaceuticals

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

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:

Yale Club of New York
50 Vanderbilt Ave., NYC
(near Gran Central Station)

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,
NYPF and NYC MedTech.
Webcast: \$20

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

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Biographies (continued)



Jonathan Lanfear joined Takeda's Global Licensing and Business Development group in 2011 where he leads and oversees transactions for the General Medicine and Vaccines Business Units. Prior to joining Takeda, Jonathan spent 10 years at Pfizer Inc. as a Transactions Lead in the Worldwide Business Development, Strategy, & Innovation organization. During this time, he lead various strategic initiatives and BD transactions across Pfizer's Therapeutic Areas including licensing initiatives with AstraZeneca/MedImmune, Chiron/Novartis, and Genentech. Prior to joining Pfizer, Jonathan worked for AG Edwards/Wachovia, where he lead Biotechnology Equity Research coverage and participated in public offerings of a number Biotechnology Stocks including Onyx Pharmaceuticals. Prior to joining AG Edwards, Jonathan spent several years in Business Development at Searle/Pharmacia where he worked on a number of key licensing transactions prior to the company's acquisition. Jonathan holds a Bachelors degree in Chemical Engineering and a Master's degree in Bioengineering, both from the University of Michigan, along with an MBA from Washington University.



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, in senior management and business development roles in biotechnology, nanotechnology, chemicals, plastics, biofuels, electronics and health care. He has negotiated agreements with Pfizer, GSK, Merck, BMS and other pharmaceutical companies. 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.



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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