

**Japan America Society of Greater Philadelphia
6th Annual Philadelphia -Japan Health Sciences Dialogue**

**Saturday, June 18, 2005
The Union League of Philadelphia**

International Expansion Across the Ocean: The Business Case for Doing It Alone Versus Partnering

Young biotechnology companies on both sides of the Pacific are often daunted by the prospect of expanding internationally, especially American companies thinking about expansion in Asia, and Japanese companies considering expansion into North America and Europe. Their first thoughts turn to partnership opportunities rather than doing it entirely on their own. While partnerships promise a lower near-term risk, the rewards of a successful “go it alone” strategy can far outweigh the alternatives. This program addresses some of the key issues arising in pursuit of such a strategy.

Time	Topic	Speaker	
Moderator: Neil Boyden Tanner, Esq., Attorney, Pepper Hamilton LLP			
8:30-8:35	Welcome	Hiroshi Sato	Deputy Consul General and Deputy Chief of Mission Consulate General of Japan in New York
8:35-8:50	Opening Remarks	Constantine Papadakis, Ph.D.	President Drexel University
8:50-9:30	Keynote Address	David W. Anstice	President, Human Health Merck & Company
9:30-11:00	Panel Discussion: Getting Started by Yourself: What are the Realities?	G. Steven Burrill	CEO Burrill and Company
		Michael Devlin	Partner McKinsey & Company, Tokyo
		Yoshiji Fujita, Ph.D.	CEO DiscoveryHub Consulting Co., Ltd.
		Stephen Paul Mahinka	Partner Morgan, Lewis & Bockius
11:00-11:15	Break		
11:15-12:30	Product Development Issues	Tsutae (Den) Nagata, M.D., Ph.D.	Director, Development & Medical Affairs Division GlaxoSmithKline K.K (Japan)
		Mikihiko Obayashi	Vice Chairman and Representative Director Quintiles Transnational Japan K.K.
		Charles Struby, Ph.D.	Vice President, Japan and Asia The Mattson Jack Group
12:30-2:00	Lunch Lunch Keynote Address	James C. Greenwood	President Biotechnology Industry Organization

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2:00-3:15	Panel Discussion: Recruiting	Stephen Israel	Managing Director, Biotechnology & Pharmaceutical Korn/Ferry International
		Nobuko Muromatsu	President East West Consulting
		Sapan Shah, Ph.D.	President & CEO Shionogi USA
3:15-4:00	Sales and Marketing	David Bellaire	Partner Bain & Company, Inc.
		Taro Iwamoto	Company Operating Officer Otsuka Pharmaceutical Co., Ltd.
4:00-4:15	Break		
4:15-5:30	Case Studies	Hiro Masumoto	President and CEO B-Bridge International, Inc.
		Tadashi Matsumoto, Ph.D.	President and CEO ReqMed Company, Ltd.
		Shinichi Tamura	President and CEO Sosei Co. Ltd.
5:30-6:30	Networking Reception		