



## 第1部 11月9日(月)

9:30 a.m.	<b>開会の挨拶</b> WELCOME AND INTRODUCTIONS	
	Dr. James Foley, Director, Japan America Society of Greater Philadelphia	A1
	Pre-recorded greeting from Philadelphia Mayor <b>Michael Nutter</b>	
	<b>Bonnie Grant</b> , Executive Director, Greater Philadelphia Life Sciences Congress, Philadelphia Convention & Visitors Bureau	
	<b>岡田 健二 Kenji Okada</b> , Representative, Kobe Life Science Cluster, Kobe City Government	
10:00 a.m.	<b>製薬業界の明日を決める大学発先端技術</b> CUTTING-EDGE UNIVERSITY TECHNOLOGIES: The Future of the Pharmaceutical World	
	Introduction by <b>矢口 太郎 Taro Yaguchi</b> , President, Japan Technology Group	B1
	Presentations by leading researchers from Hokkaido University, Waseda University, Nara Institute of Science & Technology, Tokyo University of Science, and Nagoya University	B2
12:30 a.m.	<b>THE SHIRE LUNCH</b>	
1:30 p.m.	<b>アメリカにおける技術移転：激動の時代の中でいかにチャンスを見つけるか</b> TECHNOLOGY TRANSFER IN THE US Finding Opportunities During Challenging Times	
	<b>Meryle Melnicoff</b> , Director of Business Development, Wistar Institute	C1
2:00 p.m.	<b>ライセンスを元手にいかに会社を築き上げてきたか</b> BUILDING A COMPANY THROUGH LICENSING	
	<b>Charlotte Sibley</b> , Senior VP of Corporate Business Services Business Management, Shire Pharmaceuticals	D1
2:30 p.m.	<b>日米のバイオベンチャー投資家によるパネルディスカッション</b> BIOTECH VENTURE CAPITAL PANEL—FINANCING GROWTH	
	<b>David King</b> , Venture Partner, Quaker Bioventures	E1
	<b>松本 正 Tadashi Matsumoto</b> , CEO and Founder, Reqmed	E2
	<b>竹田 悟朗 Goro Takeda</b> , Venture Partner, Sofinnovaventures	E3
3:45 p.m.	<b>COFFEE BREAK</b>	
4:00 p.m.	<b>バイオ企業のためのエグジット戦略</b> CEO PANEL—EXIT STRATEGIES FOR BIOTECH COMPANIES	
	<b>Karen Bernstein</b> , Co-Founder, Chairman, & Editor-in-Chief, BioCentury	F1
	<b>Chris Cashman</b> , CEO, Protez Pharmaceuticals	F2

Michael Greenberg, Portfolio Company Advisor Asia, MPM	F3
河邊 拓己 Takumi Kawabe, President & CEO, CanBas, Co., Ltd.	F4
松見 芳男 Yoshio Matsumi, Advisor, Itochu	F5
長久 厚 Atsushi Nagahisa, President and CEO, RaQualia Pharma, Inc	F6

6:00 p.m. レセプション ・ 「ロート製薬主催」  
RHOTO COCKTAIL RECEPTION FOR NETWORKING

## 第2部 11月10日(火)

9:00 a.m. 武田薬品スピーチ  
INTRODUCTION

植田 康平 Kohei Ueda, Director, Research Information & Alliance (RIA) Strategic  
Research Planning Department, Pharmaceutical Research Division, Takeda  
Pharmaceuticals G1

9:30 a.m. 統合の経済学  
THE ECONOMICS OF CONSOLIDATION

David Flores, Co-Founder, President & CEO, BioCentury (interviewing) H1

加藤 光一 Koichi Kato, Senior Director, External Scientific Affairs,  
Banyu Pharmaceutical Co., LTD H2

Patrick Keohane, Head of R&D Japan, Astra Zeneca H3

中富 一郎 Ichiro Nakatomi, President & CEO, Nanocarrier H4

10:40 a.m. COFFEE BREAK

11:00 a.m. 買収された企業のケーススタディー  
CASE STUDIES--ACQUISITIONS

(Protez by Novartis): Chris Cashman, CEO, Protez Pharmaceuticals J1

(BioRexis by Pfizer): David King, Venture Partner, Quaker BioVentures J2

12:30 p.m. LUNCHEON

1:45 p.m. 合併、買収交渉において重要な決め手となる要件  
KEY ISSUES IN MERGER & ACQUISITION NEGOTIATIONS

日下 一樹 Kazuki Kusaka, Managing Director, Lazard Freres KK K1

Gregory R. Salathe, Partner, Morgan Lewis TMI K2

田村 真一 Shinichi Tamura, President and CEO, Sosei K3

3:00 p.m. COFFEE BREAK

3:25 p.m. 総括  
SUMMARY

P. Reed Maurer, Chairman, aRigen Pharmaceuticals L1

# 10<sup>th</sup> Annual Health Sciences Dialogue Planning Committee

## USA

**James E. Foley, Ph.D. (Program Co-Chair)**

*Managing Director, Aqua Partners*

**Peter Sears (Program Co-Chair)**

*Co-Chair, Japan America Society of Greater Philadelphia*

**David Briel**

*Executive Director, Center for Direct Investment, Department of Community & Economic Development, Commonwealth of Pennsylvania*

**Francesco Colbertaldo**

*Senior Vice President of Business Development, LightSpeed Research*

**Philip Gerbino, PharmD**

*President, University of the Sciences in Philadelphia*

**Bonnie Grant**

*Executive Director, Greater Philadelphia Life Sciences Congress, Philadelphia Convention & Visitors Bureau*

**Hans Nagl**

*Director, Promotion Response Insight, Shire Pharmaceuticals*

**鳥井 陽一 Yoichi Torii**

*Director, Health and Welfare Dept., JETRO New York*

**矢口 太郎 Taro Yaguchi**

*President, Japan Technology Group*

**Chris Yochim**

*Director of External Relations, Strategic Planning Business Development, AstraZeneca Pharmaceuticals*

## JAPAN

**Pabel A. Delgado**

*Manager, International Business & Strategy Development, Alfresa Pharma Corporation*

**Tomoyuki Fujisawa**

*Senior Director, Global Licensing and Business Development, Takeda Pharmaceutical Company*

**三浦 明 Akira Miura**

*Ministry of Health & Welfare, Japan*

**武田 寿郎 Hisao Takeda**

*Pennsylvania State Japan Investment Office Yamano Associates*

厳しい経済情勢が、製薬業界とバイオテクノロジー産業界における世界的な統合をあと押ししている。M&A 等企業再編による国際競争力維持が 1990 年代から業界が共通で抱える課題となっているが、世界経済の減速により、統合に向かってのスピードが更に加速してきている。主要特許の失効が数年先に迫る中、持続的な企業経営を行う上で、新薬開発の成功率向上と企業利益の専有化（パイプラインの充実）、さらに外部からの知識や成果の直接的導入による市場での競争優位性確保が当面の最重要課題となっている。これまで国の保護政策に支えられて閉鎖的な自前主義を選択していた日本の製薬会社も、例外なく世界市場での生き残りをかけて統合への道を迫られている。

メガファーマを生み出す大規模な M&A が企業価値の向上をもたらすのだろうか？それとも、しばしばバイオや製薬技術のライセンスや共同研究から派生し、現金でファイナンスされる可能性が高い小規模で戦略的な企業体形成の方がより正しい答えなのだろうか？スタートアップのバイオテクノロジー企業は今どうあるべきか？彼らは今後経営を安定させるために何を達成すべきなのか？

今年で 10 年目を迎える「フィラデルフィア-ジャパン健康科学ダイアログ」では、これらの混沌とする業界の状況を深く分析する。

ピーター・シアーズ  
フィラデルフィア日米協会  
理事長



#### The Pharmaceutical Pyramid

At the base are technologies, conceived of more and more often at universities and at young biotechnology companies. As product development grows and becomes increasingly more expensive, these technologies move to large companies either through licensing or corporate acquisition. And, as the cost of R&D grows even more, the large companies are forced to merge, leaving only a few organizations at the tip of the pyramid. Where will Japanese pharma companies fit in this pyramid, in the middle, or at the top?

Have big mergers, creating ever larger pharma companies, delivered on their promises to add value? Or are smaller, more strategic 'bolt on' deals, which often result from a biotech/ pharma licensing or research collaboration a better answer? What do early stage biotech companies have to be today and what do they need to accomplish over the next few years to survive? The 10th Annual Philadelphia-Japan Health Sciences Dialogue will explore these phenomena in depth.

Peter Sears

*Co-Chair*

Japan America Society of Greater Philadelphia

**PETER A. SEARS** ピーター・シアーズ

Past Venture Director, BioAdvance Ventures

Philadelphia-Japan Health Sciences Dialogue Co-Chair

フィラデルフィア日米協会 理事長

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Most of Peter Sears' career was with SmithKline, (now Glaxo SmithKline) where he joined the company as an attorney in 1963 and later became Assistant General Counsel and Assistant Secretary of the Corporation. He was appointed SmithKline's General Manager of Japan and Korea operations in 1973, and Vice President for the Asia Pacific region in 1976. He then initiated the corporate development program at SmithKline in 1978 becoming Vice President, Corporate Development. In 1985 he founded S.R.One, Limited, SmithKline's venture capital arm where he served as its President and the Corporation's Vice President for Business Investments. Over fourteen years, S.R.One invested \$260 million dollars in 90 emerging biomedical companies throughout the world. He retired from SmithKline in 1999.

He served eight years as Chairman of the University City Science Center in Philadelphia the world's original business incubator, and largest urban research park. In that capacity, he has worked with Osaka Gas Corporation to help establish Kyoto Research Park, and served as a Chairman of Science Center International, a joint venture between the University City Science Center and Kyoto Research Park. He currently serves as Director Emeritus of the Science Center. He is co-chairman of the Japan America Society of Greater Philadelphia and co-chairs the Annual Life Sciences Dialogue meeting sponsored by the Society. He is also a member of the Board of Colgate University's Alumni Corporation.

For six years he held an adjunct faculty position at Cornell University's Johnson School of Management, teaching courses in entrepreneurship, business development and venture capital. Since retirement from SmithKline, he has served as a consultant to numerous young biomedical companies dealing with marketing strategies, raising capital, and strategic business collaborations. He has been an advisor to Quaker Bioventures in Philadelphia, and member of the valuation committee for CW Ventures in New York.

He currently serves on the boards of Vybion Inc. (Ithaca, New York) and Fox Chase Bank (Hatboro, PA)

He is a graduate of Colgate University, Hamilton, New York, and Harvard Law School, Cambridge, Mass. He spends approximately a quarter of his time at a second home in Spencer, N.Y., a suburb of Ithaca.