

APAC DSANA mission, goals and means

- Our mission is to promote open innovation in Asia in order to realize “drug discovery that originates in Asia”.
- By establishing an “Information-Sharing System” as DSANA, we promote the exchange of drug seeds between academia and research alliance representatives in pharma companies.
- Based on the Drug Seeds Alliance Network Japan (DSANJ) system, we first promote to set up DSAN system to each Asian countries with the domestic supporting organization, and as next step, we connect each DSAN X system to DSANA.



Advantages of the DSAN system

The DSAN system:

- Let you find partners who share scientific interest and innovations via the quickest route.
- Reduces reputation risks to a minimum when you wander around, looking for a partner.
- Makes it possible to expand partners in an ever-improving scientific environment.

Reference : Presentation material by T.Yoshikawa at 4th APAC, 2015 @ Tokyo



Pilot study of event-based matching

February to December 2016 in Osaka, etc.

Japan Academia
(Novel Recombinant Proteins
for Treatment of Intractable Liver Diseases)
vs
Biotech Company
(Biopharmaceutical development
and manufacturing platform Company)



July 2015 in Taipei

DSANA partnering Conference
9 TW Biotech and Academia
=> Total 11 proposal
6 JP pharmaceutical company
Total 21 matching



Issues to be resolved

- Issue #1. Fright, Accommodation Fee**
- Issue #2. The criteria of invitees to the event must be strict to maintain invitees' satisfaction.**
- Issue #3. There are various intermediary costs to DSANA organizer.**

DSANA moved to Web-based match-up

To Solve the issue #1 - #3

January 2019 in Osaka

DSANA partnering Conference
3 TW Biotech and Academia
=> Total 3 proposal
11 JP pharmaceutical company
Total 18 matching



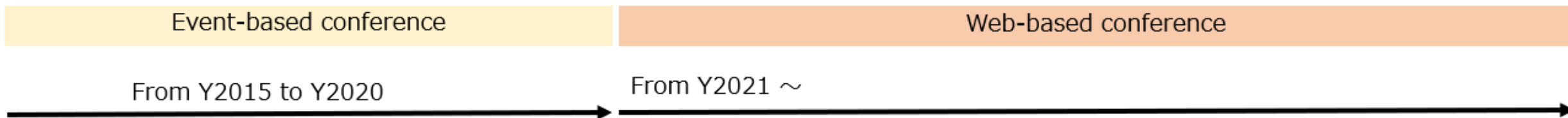
January 2020 in Osaka

DSANA partnering Conference
4 TW Biotech and Academia
=> Total 4 proposal
11 JP pharmaceutical company
Total 17 matching

Event-based matching



Transition to Web-based and the issues that revealed



Identified issues

- Issue #1. Fright, Accommodation Fee**
- Issue #2. The criteria of invitation must be strict to maintain invitees' satisfaction.**
- Issue #3. There are cross-border mediation cost more than expected.**

January 2021 in Japan

DSANA partnering Conference
16 TW Biotech and Academia
=> Total 27 proposal
14 JP pharmaceutical company
Total 31 matching

Issues that revealed

- solved
- Weather Event-based or Web-based, DSANA need to *define the criteria* to invite Drug seeds and/or Technology.
- If DSANA set the criteria to invite,* cross-border mediation costs could be reduced.



How should DSANA set the criteria and work?



How to set up criteria ? (Opinion)

APAC DA-EWG aims to promote an Industry Driven Open Innovation that can take both the merits of government-driven and company-driven open innovation.

Matching organization in DSANA:

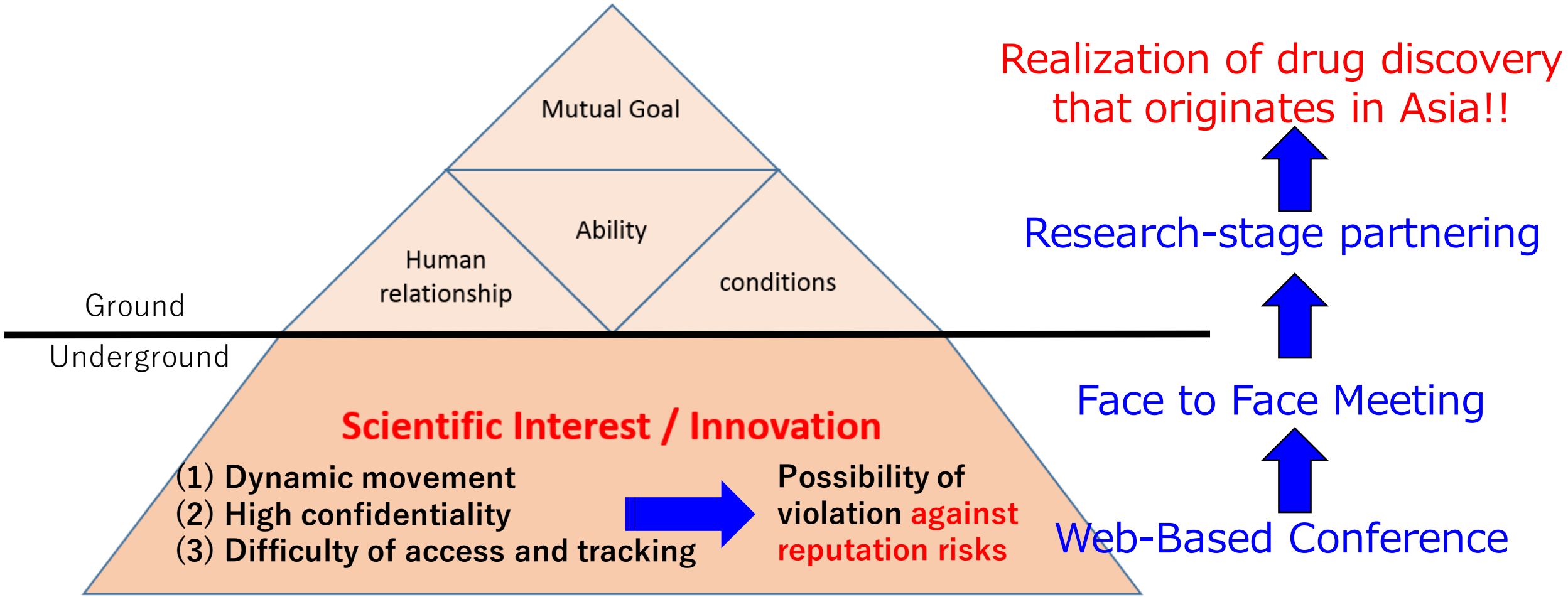
- recognize *Needs of pharmaceutical industry* in their country.
- **set criteria** based on *Needs or Requirement of Pharmaceutical companies or Biotech companies* in each domestic country.
- **recruit** Drug Seeds and/or Technology in their country based on *the Needs*.
- **Introduce and share** Drug Seeds and/or Technology to another Matching organization in DSANA.
- **organize** “*domestic DSANA partnering conference*” and **invite** the Asian Drug Seeds that match the domestic industry Needs to the conference.

Matching organization should be decentralized (not centralized) in *a country-by-country basis*.

Fostering a matching organization is the key to DSANA's growth.



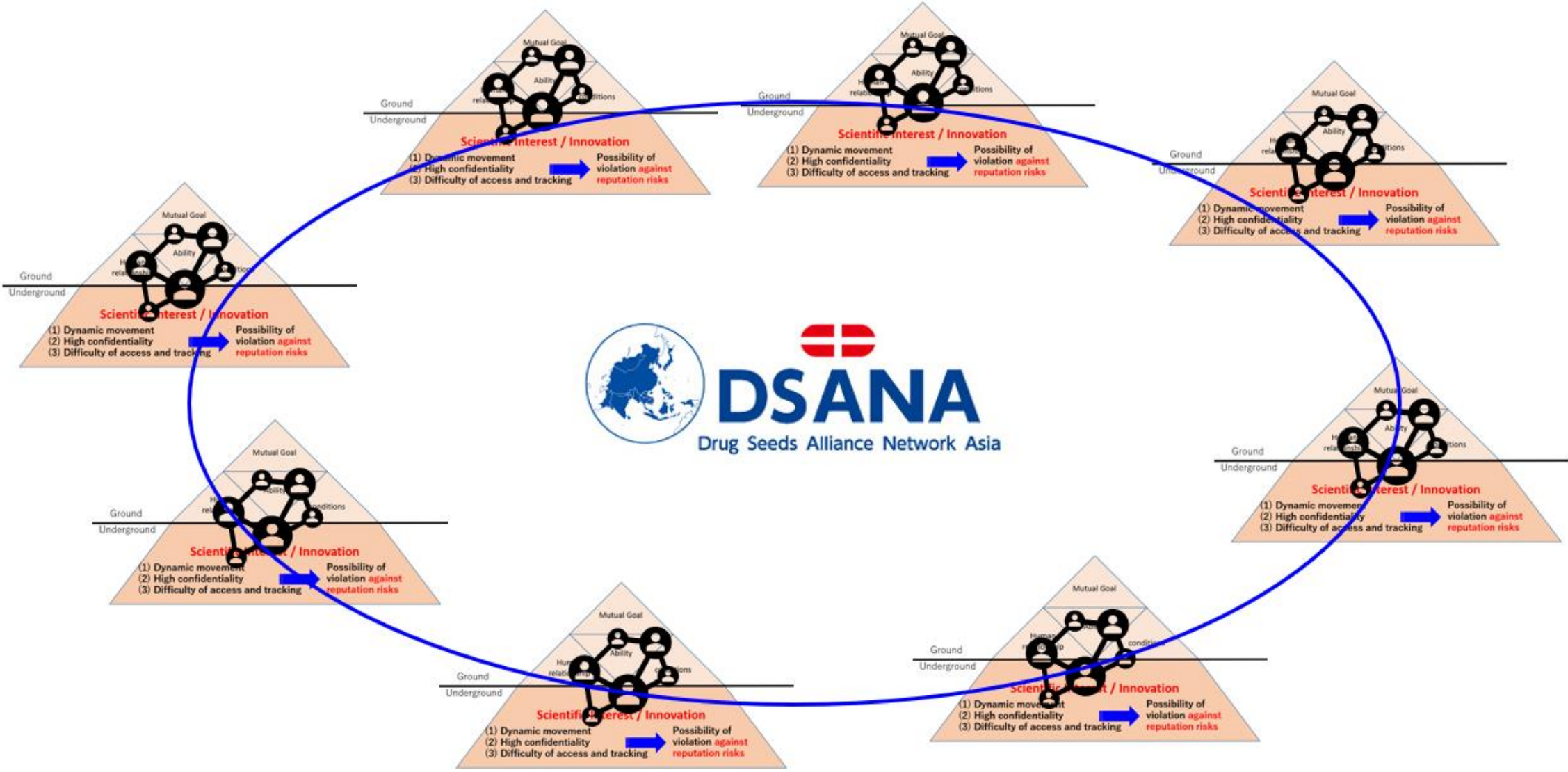
Building a research-stage partnering based on Scientific Interest and Innovation through DSANA



Reference : Presentation material by T.Yoshikawa at 4th APAC, 2015 @ Tokyo



To design the future form of DSANA



To realize cross-border open innovation network in Asia



The Sun Rises from Asia.

Thank you for your attention.

