

APAC DA-EWG

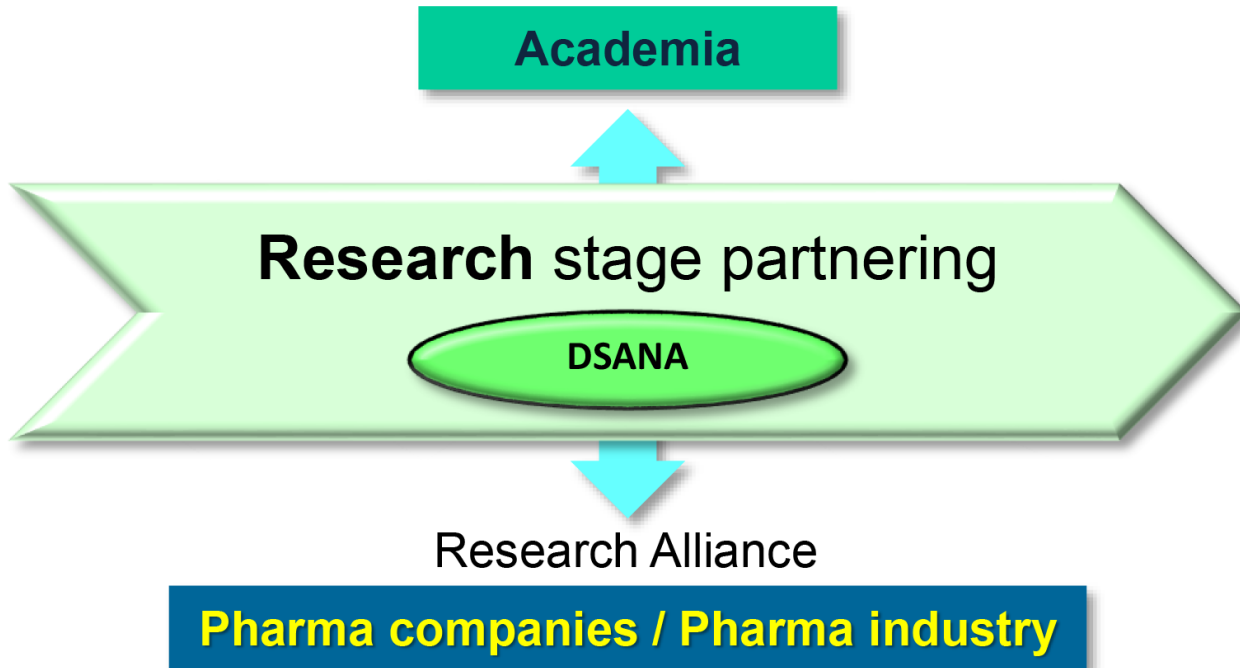
Progress and Future Perspective of DSANA (Drug Seeds Alliance Network Asia) - past, present and future -

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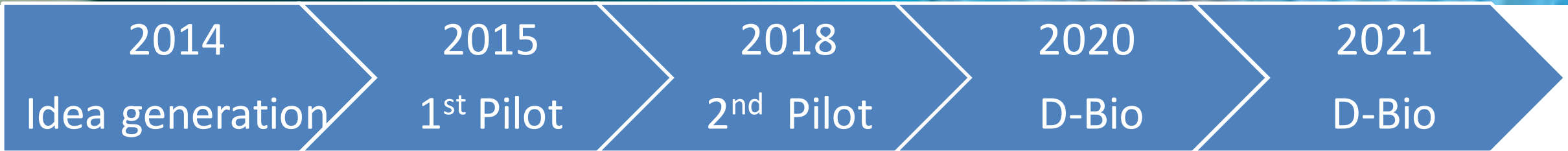


(Remind)What is “DSANA”?



- DSANA stands for “**Drug Seeds Alliance Network in Asia**” generated from DSANJ established and operated in Japan.
- DSANA is ideally considered to contain **attractive and innovative new drug seeds and new technologies** for drug discovery **from Asian countries**.
- DSANA also offers system to introduce seeds and technologies from producers/originators to pharma/biotech companies, such as **Business meetings**.

Progress of DSANA activities (1)



In order to promote **cross-boarder Open Innovation** among Asian countries, creation of **Information Sharing platform** is propose at APAC 2014

Creation of draft DSANA process based on DSANJ is proposed and executed a **Pilot trial between Taiwan and Japan** in 2015

Second Pilot trial was pursued by utilizing **D-Bio conference** to validate designed **overall process from selection to business meeting** in 2018.

Understanding timeline and steps for entire process, we have **successfully executed a whole process** in 2019 for D-Bio meeting 2020.

Due to pandemic expansion, **virtual meeting system** is incorporated on top of regular process for D-Bio.

Progress of DSANA activities (2)






- We have generated draft DSANA process based on existing DSANJ system.
- To understand hurdles and issues for DSANA, we have pursued “Pilot” trials twice.
- After conducting Pilot trials, we have successfully launched the DSANA with standard process for D-Bio meeting held in winter each year from 2020.
- Under pandemic situation, we have successfully operate virtual DSANA at D-Bio meeting in 2021.

Present Status

- Possible to invite Taiwanese PIs to D-Bio conferences to have opportunities to exchange opinions on future collaborations with Japanese Pharmaceutical companies annually.
- Potential innovative drug seeds/technologies can be selected from Taiwanese databases by Taiwanese team (BPIPO/DCB)

FACT Sheets

~Comparison between 2020 and 2021~

	2020 (2 days) F2F	2021 (3 days) Virtual	Trends
Total proposals/proposers	4/4	27/16	
Total meetings	17	31	
Meeting numbers/proposals (max/min/average)	9/2/4.3	4/0/1.2	
Questionnaire Average Score (Company)	12.1	10.3	
Questionnaire Max Score (Company)	14.0	15.8	

Remarkable changes in 2021

- By utilizing virtual meeting system, **much higher numbers of proposal (27 vs 4)** were introduced during D-Bio 2021 conference.
- In contrast, it is observed **decrease of average meeting frequency** probably due to **mismatch between PI proposals and interests from JP pharma companies.**
- **Increasing highest scores** from JP pharma implicated the **quality of the best proposal is getting better.**

Points of consideration about DSANA/D-Bio

- Due to no triage process in 2021, it seems mixture of wheat and chaff in proposals.
- Since some of the proposers proposed again in the same research topics, it does not seem to attract JP pharma without clear indication of significant progress through proposal documents.
- Securing quality (matching to pharma's interests) is key to success obviously.
- Showing attractiveness in proposal documents should be improved by knowing wishes of JP pharma.

Roadmap for DSANA

Current situation



**Modify to
feasible style
based on pilot
phase 1**

**Identify
operational/
system
issues**

DSANA pilot
phase 1
(2014-2015)

DSANA pilot
phase 2

**Create business models
as feasible process and
system**

DSANA 1st
Launch
(limited
countries)

DSANA
Expansion
(pan-Asian
countries)

**Complete system as one
of the important
sources for drug
discovery
seeds/technologies**

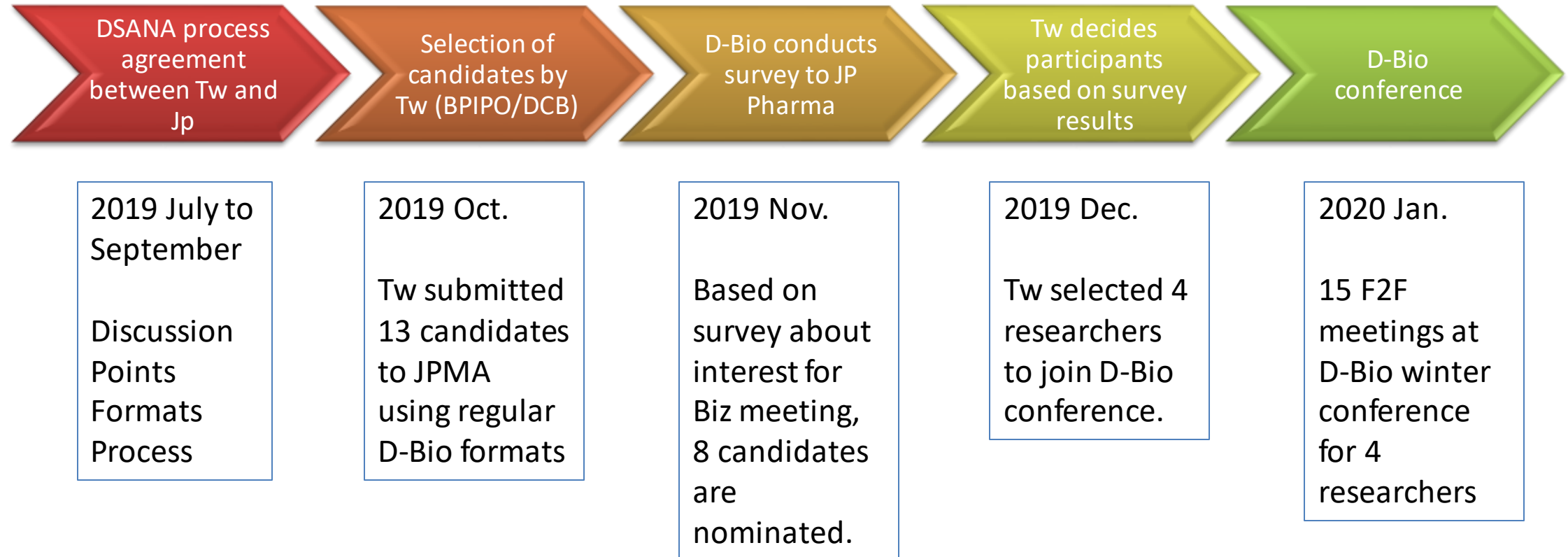
Summary

- From concept of **information sharing platform** to promote **Cross Border Open Innovation** for drug discovery, we have successfully launched DSANA by utilizing DSANJ system through continuous efforts and contributions by enthusiastic DA-EWG members as well as relevant stakeholders.
- Although regular process for D-Bio conference from selection of proposals to business meeting is created, further enhancement and improvement, especially securing quality of proposals needs to be addressed.
- All team members believe this initiative contributes to achieve APAC mission.

Acknowledgements



DSANA process (FY2019)



Based on the overall process from selection of cases to joining to the conference is completed in FY2019. It is considered to establish the regular process for DSANA Japan round based on the experience and achievement. Let's go through the same process again in FY2020. Thank you for all contributors to make this happen!

DSANA History

- Importance of “Information Sharing for promoting Open Innovation” is advocated at 3rd APAC (2014).
- DSANA Concept was presented at 4th APAC (2015).
- 1st Pilot trial was pursued between Taiwan and Japan in Osaka (2016)
: 3 PIs and 1 venture company are invited to DSANJ conference
- 2nd Pilot was conducted between Taiwan and Japan in Osaka (2019)
: 2 PIs and 1 venture company (DA-EWG picked) joined to D-Bio conference (18 meetings).
- Based on two pilot trials, DSANA Osaka round was conducted between Taiwan and Japan in Osaka (2020): 3 PIs joined to D-Bio conference (15 meetings).



Toward Future Updates and Expansion

1. Create infrastructure/process for Japanese Academia Seeds/Technologies to Asia
 - Need to confirm current perception for Taiwanese/Asian companies by Japanese Academia
 - If Jp academia still hesitates to share their assets, it is necessary for DA to promote their understanding about capability and potential of Taiwanese/Asian companies.
2. Explore opportunities to expand to other Asian countries

Summary

- A part of DSANA system/infrastructure is created between Taiwanese innovative drug seeds/new technologies through conducting Pilot trials.
- Although there are number of points of improvement for the DSANA system, it is a big milestone for DA-EWG activities.
- It is very important to inform this successful outcomes and track records toward other countries in Asia.
- As a first step, Japanese Academia's seeds should be provided moreover to attract bio-techs who will join from Asia.

Summary of DSANJ

(Drug Seeds Alliance Network Japan)

【Secretariat】

Osaka Chamber of Commerce and Industry (OCCI)

【Mission】

- DSANJ is the program that promote drug discovery in Japan.
- DSANJ collects and stores the information on research and development results of drug discovery, basic technology, biomarker, diagnostic agents.
- Then, they transmits them to pharmaceutical companies in Japan.
- Those of having seeds and those of growing seeds need to have cooperation with each other. Thus, DSANJ'S mission is to efficiently contact each other.

【Process of DSANJ】

1. Collect the information of research results (DSANJ-DB)

4. Arrange Biz meetings

2. Select and Evaluate research results

5. Feed Back

3. Advise to make materials used in Biz Meeting better

6. Support an agreement of research collaboration