



**FOR IMMEDIATE RELEASE:**

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## **Paul Zhang Hosts U.S./China Licensing Due Diligence Panel at the 2020 LES Annual Conference**

On October 20, 2020, Paul Zhang, Partner at Bluestar BioAdvisors LLC hosted a panel discussion titled “**Due Diligence Best Practices: U.S./China Cross-Border Licensing Agreements**” during the North American Licensing Executives Society (LES)’s annual meeting. Paul was joined by an all-star cast of panelists including:

- Derek Small, Partner at Luson Bioventure and former CEO of Assembly Biosciences
- Catherine Pan-Giordano, Partner and Corporate Group Head in the New York office, leading the U.S.-China transactional practice
- Kenneth Gao, Vice President of Overland Pharma

During an hour-long discussion the panelists shared their experience in executing numerous U.S./China cross border deals and the common challenges and lessons learned, such as:

- How to address Western company’s IP question regarding Chinese companies?
  - What are Chinese companies’ common practices?
  - What is the Chinese government’s role?
  - What are some of the legitimate concerns raised by Western companies?
  - What are the myths and misperceptions about doing business in China?
- What are the three most important questions that must be addressed in due diligence involving a Western company and a Chinese company?
  - What are the key elements that each side needs to focus on during the due diligence process?
  - What are the most challenging hurdles to getting a deal done?
- What are some of the common mistakes in U.S./China licensing due diligence process?
  - What are the unique aspects of pharmaceutical due diligence?
  - What are the common questions across industry in such due diligence?
- If the deal structure takes the form of a Western company in-licensing a technology or an asset from a Chinese company for Western markets, how do the key learnings change?

Virtual platform provided by LES allowed the participants to raise numerous questions to the panelists, which made the session interactive despite the lack of in person atmosphere. The panelists agreed that China’s pharmaceutical market will continue to be a fast growing one and licensing activities will continue to be very active. With experience and expert attention due diligence in U.S./China deals can be executed quite smoothly.

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**About Bluestar BioAdvisors**

Bluestar BioAdvisors, LLC is an expertise-based boutique consultancy dedicated to the life sciences industry. Its leadership team consists of senior members with consulting and industry expertise. We focus on addressing the commercial opportunities and challenges of pipeline stage assets, leading to actionable strategies on the global scale.

Source: Bluestar BioAdvisors LLC.

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