IBC LIFE SCIENCES

Part of:
PharmaCon
Pharmaceutical Congress Asia

# Clinical Trials 2015

## 3-6 August 2015
Grand Copthorne Waterfront Hotel, Singapore

**The ONLY Senior Platform to Advance Clinical Research for Asia in Singapore**

## Featuring insights from:

**Anirban Roy Chowdhury**
*Senior Director, Global Clinical Operations,*
**Merck & Co.**, India

**Stewart Geary**
*Chief Medical Officer, Senior Vice President, General Manager, Corporate Medical Affairs Headquarters, Global Safety Board Chair,*
**Eisai**, Japan

**Jason Yang**
*Senior Vice President and Head of Clinical Development,*
**BeiGene**, China

**Jin-San Yoo**
*President, Chief Executive Officer,*
**PharmAbcine**, South Korea

**Nguyen Ngo Quang**
*Deputy Director,*
**Administration of Science, Technology and Training (ASTT), Vietnam Ministry of Health**, Vietnam

**Yariv Hefez**
*Vice President Strategic Development, Business Development, Portfolio Management and Partnering, Biosimlars,*
**Merck Serono**, Switzerland

**Maggie Lim**
*Director, Asia Pacific Clinical Development Quality Assurance, R&D Global Quality & Compliance*
**GSK** , Singapore

**Jimmy Zhang**
*Vice President, Transactions*
**Johnson & Johnson Innovation**, China

## Top Reasons To Attend

- Gain insights into the latest trends and regulatory protocol for clinical trials in Vietnam, Korea, Japan, China, Taiwan, Philippines, Singapore and India
- Find out how to accelerate trial timelines and incorporate global quality standards in Asia
- Learn about conducting efficient and cost-effective trials in Asia
- Real-life case studies on early clinical development in Asia
- Strategies for outsourcing your trials to the right partner!

**Pre-Conference Focus Day A ▪ 3 August 2015**

## *Leadership in* CLINICAL OUTSOURCING

**Post-Conference Focus Day B ▪ 6 August 2015**

## 4TH ANNUAL MEDICAL AFFAIRS FORUM ASIA 2015

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**www.clinicaltrialsasia.com**

# Clinical Trials 2015

# CONFERENCE DAY ONE
# 4 August 2015 Tuesday

8.00 **Registration Opens & Morning Coffee**

8.45 **Welcome Address from IBC Asia**
**Speed Networking: Exchange Business Cards & Get to Know Industry Peers**

8.50 **Chairperson's Opening Remarks**

## Asia Pharma Market Outlook

9.00 **What are the Key Commercial Considerations for Successful Drug Development and Investment in Asia?**

KEYNOTE BIG PHARMA PANEL

- Competitive outlook for the Asian pharmaceutical sector: Diversify or focus on core segments?
- Commercial challenges, issues and potential solutions for successful drug development in Asia
- Examining the Asian R&D and commercial pathway for a big pharma
- Incorporating changes in big pharma organizational structures for the integration of Asia R&D
- Establishing central trial coordination operating models for the Asia-Pacific R&D trial portfolio
- Exploring collaboration models in Asia for successful drug development
- Commercial and market challenges for profitable drug development and portfolio development in Asia

Panelists:
**Stewart Geary**, *Chief Medical Officer, Senior Vice President, General Manager, Corporate Medical Affairs Headquarters, Global Safety Board Chair*, **Eisai**, Japan
**Yariv Hefez**, *Vice President, Strategic Development, Business Development, Portfolio Management and Partnering, Biosimilars*, **Merck Serono**, Switzerland
**James Garner**, *Head, Unit Development Operations, Asia R&D*, **Sanofi**, Singapore
**Jimmy Zhang**, *Vice President, Transactions*, **Johnson & Johnson Innovation**, China

9.30 **What is the Impact of Globalization on Drug Development for Biotech and Local Pharma?**

KEYNOTE REGIONAL CEO PANEL

- Drug development scenario in Asia from regional pharma and biotech
- Examining the clinical development pathway for regional pharma in Asia
- How do you bring products to different markets quickly and cost effectively?
- Current issues and challenges for biotech and local pharma in terms of drug development and approvals in Asia
- Biotech: Capitalizing on data from human genome projects and improving success rates with bringing products to market
- Local Pharma: Transitioning from minimal margins with small molecules to new business models in biologics
- What is the future of drug development in Asia?

Panelists:
**Tadashi Fujisawa**, *Chief Executive Officer*, **Mebiopharm**, Japan
**Robert Braithwaite**, *Chief Executive Officer*, **Luqa Pharmaceuticals**, China
**Jin-San Yoo**, *President & CEO*, **PharmAbcine**, South Korea
**Carl Firth**, *Chief Executive Officer*, **Aslan Pharmaceutical**, Singapore

10.00 **Regulatory Convergence, Drug Development Pathways and Access in Asia**

SPECIAL GOVERNMENT PANEL

- APAC regulatory convergence, regional harmonization initiatives and future trends
- Practical advice on how industry can prepare for further ASEAN harmonization initiatives
- Updates and key considerations in clinical and drug development regulatory pathways in Asia
- Remaining challenges for existing harmonization initiative
- Expected future developments – Asia vs TPP vs EU-US TTIP, what else is expected to come?

Panelists:
**Churn-Shiouh Gau**, *Executive Director, Center for Drug Evaluation*, **Taiwan Food and Drug Administration (FDA)**, Taiwan
**Maria Victoria Calub**, *Food-Drug Regulation Officer IV*, **Food and Drug Administration (FDA)**, Philippines
**Andrea Laslop**, *Head of Scientific Office*, **Austrian Agency for Health and Food Safety (AGES) PharmMed** & *Member*, **Committee for Medicinal Products for Human Use (CHMP), European Medicines Agency (EMA)**, Austria
**Nguyen Ngo Quang**, *Deputy Director*, **Administration of Science, Technology and Training (ASTT), Vietnam Ministry of Health**, Vietnam

10.30 **Morning Networking and Refreshment Break**

11.15 **Chairman's Opening Remarks**

## Clinical Trial Market Opportunities in Asia Pacific

11.20 **Where are Big Pharma and Biotech Looking for Clinical Trials in Asia Pacific?**

KEYNOTE PANEL DISCUSSION

- Which Asian countries aside from Japan are suited for Phase I clinical studies?
- Factors for selecting countries for clinical operations – what are the needs for pharma companies?
- How to best incorporate China in global clinical development programmes?
- Handling clinical trial portfolios and best project management practices in diverse Asian environments
- What is the future of clinical trials in India? What are the latest regulatory updates?
- Analyzing key variables that makes Asia Pacific unique and potentially challenging

Panelists:
**Stewart Geary**, *Chief Medical Officer, Senior Vice President, General Manager, Corporate Medical Affairs Headquarters, Global Safety Board Chair*, **Eisai**, Japan
**Jason Yang**, *Senior Vice President and Head of Clinical Development*, **BeiGene**, China
**Anirban Roy Chowdhury**, *Senior Director, Global Clinical Operations*, **MSD**, India
**James Garner**, *Head, Unit Development Operations, Asia R&D*, **Sanofi**, Singapore

12.00 **Regulatory Updates Relating to Clinical Trial Conduct in Vietnam**

CASE STUDY

- Regulatory updates for clinical trials in Vietnam
- How can pharma companies conduct viable clinical trials in emerging markets such as Vietnam?
- Trial study design protocols for Vietnam: case study example
- How is Vietnam changing with rising industry demands?
- Collaborating for successful trials in Vietnam

**Tran Thi Minh Nguyet**, *Co-founder, General Manger*, **Smart Research**, Vietnam
**Nguyen Ngo Quang**, *Deputy Director, Administration of Science, Technology and Training (ASTT)*, **Vietnam Ministry of Health**, Vietnam

12.50 **Networking Lunch & Meet with VIP Experts**

**VIP 1: Nguyen Ngo Quang**, *Deputy Director, Administration of Science, Technology and Training (ASTT)*, **Vietnam Ministry of Health**, Vietnam

**VIP 2: Stewart Geary**, *Chief Medical Officer, Senior Vice President, General Manager, Corporate Medical Affairs Headquarters, Global Safety Board Chair*, **Eisai**, Japan

**VIP 3: Feng Guo**, *Head, R&D*, **Merck Serono**, China

## Early Phase Clinical Trial Development for Niche Biologics in Asia Pacific

2.00 **The Ecosystem for Early Phase and Translational Clinical Research in Singapore: Where are the Gaps and Opportunities?**

- What are the early phase capabilities in Singapore for clinical research
- What are the key regulatory considerations for trials in Singapore
- Niche case study: Singapore's gaps and opportunities

**Danny Soon**, *Former Managing Director*, **Lilly-NUS**, *Medical Director*, **Drug Discovery and Development (D3), A*Star**, Singapore

2.40 **Early-Phase Clinical Development Pathway for mAb Biologics in Korea**

CASE STUDY

- Key operational and regulatory considerations for niche clinical trials: an Asia Pacific overview
- Evaluating clinical capabilities in Korea: What makes Korea a key trials market in Asia Pacific?
- What is the early phase pathway for clinical development for niche biologics in Asia Pacific?
- Case Study: Clinical development of Tanibirumab and its bi-specific antibody in Korea with a look towards its commercialization

**Jin-San Yoo**, *CEO, President*, **PharmAbcine**, Korea

3.20 **Tackling Challenges for First-in-Man in Asia Pacific**

CASE STUDY

- Key considerations and challenges in patient safety
- Getting the right target patient pool
- Tackling challenges in safety studies and PK/PD studies
- Clinical pharmacometrics studies and capabilities in South East Asia

4.00 **Afternoon Networking & Refreshment Break**

## Good Clinical Practice (GCP)

4.30 **Designing an Effective Corrective Action Preventive Action (CAPA) Management System for Conducting Clinical Trials in Asia**

- CAPA management and regulatory expectations
- Organizational tracking of CAPA management
- Working with internal and external industry partners on CAPA process

**Maggie Lim**, *Director, Asia Pacific Clinical Development Quality Assurance, R&D Global Quality & Compliance*, **GSK**, Singapore

5.10 **Quality Assurance Measures and Compliance in Asia Trials: Ensuring Readiness for FDA Audits**

- Critical parameters for inspection readiness in trials – trial initiation and risk assessment
- Inspection readiness risk assessment plan for multiple trial sites in multiple countries
- Communication between stakeholders to ensure smoother process for inspection readiness and adherence to compliance
- What are the expectations of trial sponsors for CROs in terms of inspection readiness?

**Seema Gaonkar**, *Global Clinical Quality Assurance Manager*, **Lundbeck**, Singapore

5.50 **Roundtable Discussions**

**Role of Academic Research Institutes in Global Clinical Trial Operations**
**Isabelle Lee**, *Head, Research Operations & Project Management*, **Singapore Clinical Research Institute**, Singapore

**Monitoring Trip Reports in Asia: Balance Between Optimization Time, Dynamic Trip Reports and Recording of Critical Information**

**Trial Site Selection in Asia Pacific: The Right Country, the Right Site and the Right Partner**
**Prabhuram Krishnan**, *Medical Director*, **Eli Lilly and Company**, Philippines

6.20 **Chairperson's Summary**

6.30 **End of Conference Day One**

# Clinical Trials 2015

# CONFERENCE DAY TWO
# 5 August 2015 Wednesday

8.00 **Registration Opens & Morning Coffee**

9.00 **Chairperson's Opening Remarks**

## Partnerships and Outsourcing Strategies

9.10 **Examining Innovative R&D Collaboration Strategies for Asia**
- Successful R&D collaboration models for Asia
- What are key differences in the collaboration-business models for Asian countries?
- Exploring and applying innovative strategies and models to pursue effective new drug development in Asia
- Selecting the right pharma partnership for maximum success

**Yariv Hefez**, *Vice President Strategic Development, Business Development, Portfolio Management and Partnering, Biosimlars*, **Merck Serono**, Switzerland

9.50 **Key Considerations in CRO Selection for Trials in Asia**

PANEL DISCUSSION
- Key considerations for cost-effective trials in Asia Pacific
- How do Pharma companies ensure balance between quality and cost when outsourcing to a CRO?
- Vendor management considerations for accelerating trials
- Outsourcing models for global and local CROs, factoring pricing based on global headquarters for international CROs

Panelists:
**Talita Hilse**, *Senior Director, Global Clinical Operations*, **Takeda Pharmaceuticals**, Switzerland

10.30 **Morning Networking & Refreshment Break**

## Efficient and Cost-Effective Trial Operation in Asia

11.00 **Critical Considerations in Quality for the Clinical Supply Chain Operations in Asia Pacific**
- What are the common pitfalls in supply chain operations for clinical development in Asia?
- Good Distribution Practices (GDP) as a key consideration in clinical timeline
- What can be done to ensure quality in clinical supply chain for Asia?

Senior Representative, **ALMAC**

11.40 **Understanding the Concepts of Risk-Based Monitoring for Clinical Trials**

PANEL DISCUSSION
- Evaluating the benefits of risk-based monitoring vs remote monitoring
- Source data verification in centralized monitoring
- Comparative analysis of risk-based monitoring and remote monitoring for Asia
- Systematic risk assessment as the blueprint for quality clinical trials and risk based monitoring

Moderator:
**Seema Gaonkar**, *Global Clinical Quality Assurance Manager*, **Lundbeck**, Singapore

Panelists:
**Pei Yin Tan**, *Associate Director, Head of Asia Clinical Operations*, **Eisai Clinical Research**, Singapore
**Talita Hilse**, *Senior Director, Global Clinical Operations*, **Takeda Pharmaceuticals**, Switzerland

12.20 **Accelerating Clinical Trial Timelines Cost-Effectively in Asia Pacific**
- Key considerations to meet timelines based on feasibility and cost-effectiveness
- Meeting timelines for global trials conducted in Asia
- Challenges encountered for trial start-ups
- Strategies to speed up transitioning time to clinical trials
- What are the existing models for trial start-ups and is there room for improvement?

1.00 **Networking Lunch & Meet with VIP Experts**

**VIP Table 1: Elaine Wang**, *Medical Director*, **Boehringer Ingelheim**, USA

**VIP Table 2: Sivabalan Sivanesan,** *Director, Medical and Regulatory Affairs*, **Roche Pharmaceuticals**, Malaysia

**VIP Table 3: Keisuke Shiroyama**, *R&D Procurement Manager*, **Janssen, Johnson & Johnson**, Japan

## Modernizing and Transforming Clinical Practices in Asia

2.10 **Transforming the Landscape of Trial Technology in Asia: Application of ePRO Systems for Clinical Data Management**
- Why ePRO? How to implement it in Asia Pacific trials
- Data management made easy and accessible
- How to manage data from complex trials across multiple sites

2.50 **Bridging Gaps in Meeting Trial Timelines: Effective Communication Between Biometrics and Clinical Trial Operations**
- Ensuring data quality within given timelines
- Need for effective communication between Biometrics and Clinical Operation teams
- Establish the right teams to speed up trial timelines

**Lot Yin Teng**, *Director, Biometrics and Medical Writing*, **Lundbeck**, Singapore

3.30 **Afternoon Networking & Refreshment Break**

4.00 **Creative Strategies for Pharma to Address the Challenges of Patient Recruitment & Retention**
- Challenges in Asia for patient recruitment, retention and education for clinical trials
- Comparison and contrast between EU and APAC for patient recruitment
- Site selection based on patient recruitment : patient-centric trials
- Strategies for effective patient recruitment
- Case studies with effective patient recruitment

**Anirban Roy Chowdhury**, *Senior Director, Global Clinical Operations*, **MSD**, India

## What is Next for Clinical Trials in Asia?

4.40 **Which is the Next Big Trial Destination in Asia?**

PANEL DISCUSSION
- What are the key factors for choosing the right country for clinical trials? What are the trial capabilities in Asia?
- Considerations in infrastructure quality and site selection for trials
- Talent development for trials in Asia
- Utilizing partnerships and collaborating models to accelerate trial timelines in Asia Pacific
- Determining pros and cons of partnering with local vs. global SMOs & CROs

Panelists:
**Anirban Roy Chowdhury**, *Senior Director, Global Clinical Operations*, **MSD**, India

**Danny Soon**, *Former Managing Director*, **Lilly-NUS**, *Medical Director*, **Drug Discovery and Development (D3), A*STAR**, Singapore

5.20 **Chairperson's Summary of the Day & End of Conference Day Two**

# Clinical Trials 2015

## The ONLY Senior Platform to Advance Clinical Research for Asia in Singapore

## Pre-Conference Focus Day A ▪ 3 August 2015

### Leadership in CLINICAL OUTSOURCING

OPENING LEADERSHIP PANEL

9.00 **Chairperson's Opening Remarks**

9.10 **CRO Market Outlook: Past, Present and Future**
- Analysis of CRO market growth over the years: How do the changing market trends for pharma companies affect CRO growth?
- Clinical research trends in Asia: in-house vs outsourcing and pharma company trends in Asia
- A look forward: Can the CRO industry boom continue or will it also come to an end?

Panelists:
**Anand Tharmaratnam**, *Senior Vice President, Head of Asia Markets, Member of Quintiles Executive Committee*, **Quintiles Transnational**, Singapore

**Alistair Macdonald**, *Chief Operating Officer, Global President*, **INC Research**, UK

**Albert Liou**, *Vice Chairman for Asia Pacific*, **PAREXEL International**, Taiwan

10.10 **How Does Asia Fit into the Global CRO Strategy?**
- Expanding operational capabilities in Asia
- How can Asia be leveraged to gain a competitive edge in the CRO landscape?
- Key factors that make Asia an integral part of a global CRO strategy

**Alistair Macdonald**, *Chief Operating Officer, Global President*, **INC Research**, UK

11.10 **Morning Networking and Refreshment Break**

11.40 **Evolving CRO Business Models in Asia: 2015 and Beyond**
- What is the Asian strategy for a mid-size CRO?
- What are the strategies for tapping into the rapidly growing trials market in Asia?
- How has collaborative business models evolved for mid-sized CRO in Australasia?

**Alek Safarian**, CEO, **Novotech**, Australia

12.40 **Managing an Efficient Functional Service Provision Model in Asia**
- Developing an effective FSP
- Operational challenges & limitations
- Successful delivery – Case study

**Rabinder Buttar**, *President, Chief Executive Officer and Founder*, **ClinTec International Group**, UK

1.40 **Networking Luncheon**

2.40 **Leadership Through Operational Excellence: Integrating Asian Operations into Global Clinical Trial Operations for CROs**
- Comparison and contrast of clinical trials in Asia Pacific with global trials
- Tackling issues in trial project start-ups for Asia
- Maintaining operational excellence for clinical trials in Asia

**Yeo Jing Ping**, *Vice President, Project Leadership APAC*, **PAREXEL International**, Singapore

3.40 **Considerations in Clinical Quality for CROs Conducting Clinical Trials in Asia Pacific**
- How to ensure sponsor's needs are met for trials in Asia
- Key considerations in ensuring trial quality from project initiation through clinical operations
- How can CROs delivery optimum trial quality in Asia?

**Monelle Payet**, *Director, Clinical Quality Assurance*, **ICON Clinical Research**, Singapore

4.40 **Afternoon Networking & Refreshment Break**

5.10 **How Are the Drug-Development Collaboration Models for Pharma and CRO Changing in Asia?**
- Past outsourcing models for pharma companies
- Innovative collaboration case studies
- How are CROs adapting to pharma needs?
- Future outlook on the relationship between pharma and CRO

6.10 **Chairperson's Closing Remarks & End of Forum**

## Post-Conference Focus Day B ▪ 6 August 2015

### 4TH ANNUAL MEDICAL AFFAIRS FORUM ASIA 2015

9:00 **Chairman's Opening Remarks**

9:10 **Overcoming Challenges in a Cross Functional Team & Future Directions of the Medical Affairs Team**

PANEL DISCUSSION
- Communicate and Coordinate Field Team Value with Internal Stakeholders
- Linking synergies and reconciling differences in a cross functional team

**Ajay Tiku**, *Vice President Medical, Asia Pacific, North & South Asia*, **GlaxoSmithKline**, Singapore
**Stewart Geary**, *Chief Medical Officer, Senior Vice President*, **Eisai**, Japan
**Victoria Elegant**, *Vice President, Medical & Regulatory Affairs*, **Baxter China**

9:50 **Develop a Medical Strategy that Aligns with Business Goals**
- Coordinating medical strategy with the overall business strategy to maximize overall success
- Tools and templates to be created for strategic planning processes

**Jeonghoon Han**, *Regional Medical Director, APAC*, **Teva Pharmaceuticals**, Singapore

10:30 **Morning Networking and Refreshment Break**

11:00 **Creating Synergies between Marketing & Medical Affairs**
- Managing different priorities and expectations between Medical Affairs and Marketing
- What are the common areas of potential conflict between medical affairs and the marketing team?

**Sivabalan Sivanesan**, *Medical and Regulatory Affairs Director*, **Roche Malaysia**

11:40 **Strategic KOL Engagement and Management**

PANEL DISCUSSION
- Developing a Sustained KOL Management Program across the Product Life Cycle
- Reviewing recent trends and creative ways to engage KOL

Panelists:
**Dr Timothy Low**, *Vice President, Medical Affairs APAC*, **Medtronic**, Singapore
**Manish Garg**, *Medical Director*, **MSD Pharmaceuticals**, Singapore
**Prabhuram Krishnan**, *Medical Director*, **Eli Lilly and Company**, Philippines

12:20 **Networking Luncheon**

1:30 **Clinical Development and Medical Affairs: Realizing Synergies for Successful Drugs**
- Improving efficacy of clinical development and medical affair strategies
- Real world evidence generation for Medical Affairs to meet increasing demands of regulatory agencies

**Victoria Elegant**, *Vice President, Medical, Clinical & Regulatory Affairs*, **Baxter** China

2:10 **Effective Management of Observational Studies and IIS (Investigator-Initiated Studies)**
- Review considerations regarding supporting investigator-initiated trials and the impact on funding, compliance and resources
- Strategies for successful IITs & how IITs benefit doctors

**Stewart Geary**, *Chief Medical Officer, Senior Vice President*, **Eisai**, Japan

2:50 **High Performing Medical Science Liaisons Teams and Key Success Factors**
- Understand the core competencies of top-performing MSL teams
- Managing KOL Relationship - Maintaining objectivity and reviewing success factors to building sustainable relationships

**Ajay Tiku**, *Vice President Medical, Asia Pacific, North & South Asia*, **GlaxoSmithKline**, Singapore

3:30 **Afternoon Networking & Refreshment Break**

4:00 **Addressing Success Factors and Hitting the KPI in Medical Affairs**
- What are the key indicators of success in medical affairs?
- Get a deeper understanding of what medical affairs directors find important and relevant to evaluate

**Dr Abhishek Bhagat**, *Head, Medical Science & Regional Medical Director, Consumer Health Asia*, **Merck Group**, Singapore

4:40 **Resource Allocation & Implementing Effective Talent Development Program**
- Resource allocation with limited budget: How to prioritize your medical affairs activities?
- Dealing with the lack of skilled talent & manpower

**Prabhuram Krishnan**, *Medical Director*, **Eli Lilly and Company**, Philippines

5:20 **Early Access Program for Patients – Oncology**
- Resourcing and Expertise for EAP
- Preparing the organization for establishing an ethical and compliant EAP

**Manish Garg**, *Medical Director*, **MSD Pharmaceuticals**, Singapore

6:00 **Chairperson Closing Remarks and End of Forum**

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# Clinical Trials 2015

## 3-6 August 2015
Grand Copthorne Waterfront Hotel, Singapore

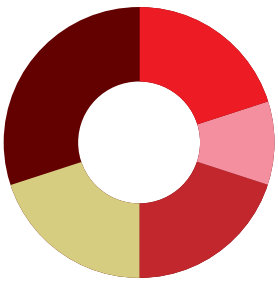
## The ONLY Senior Platform to Advance Clinical Research for Asia in Singapore

IBC's **Clinical Trials Asia** zeroes in on the latest new trial markets in Asia and the newest trends in operational excellence for Asia-Pacific! Clinical Trials Asia 2015 will accelerate cost-efficient clinical development that meets global trial standards for big pharma, local pharma and biotech in Asia. It will discuss how to achieve the quality requirements for meeting global clinical standards, accelerating trial timelines in Asia Pacific, examining the individual clinical capabilities in Asia Pacific and most cost-effective ways to conduct trial operations in Asia. Find out how to smoothly integrate Asia Pacific into global clinical trials with a focus on enhancing trial quality, improved research outcomes and accelerated timelines for drug approvals at the ONLY senior platform for Clinical Research Excellence in Singapore for 2015.

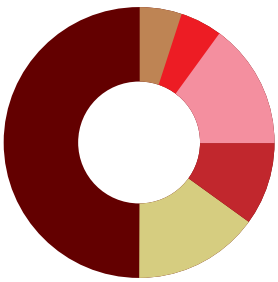
## Your Questions Answered:

- Where are the opportunities for clinical trials in Asia?
- How can clinical trial timelines be accelerated in Asia?
- How do you ensure readiness for FDA audits in Asia?
- How to incorporate effective Corrective Action Preventive Action Management in Asia?
- What is the key to successful global clinical trial conduct in Asia?
- How do you ensure efficient and cost-effective trial operations in Asia?
- What are the early-phase clinical trial capabilities and solutions in Asia?
- How do you integrate risk based monitoring for trials in Asia?
- How to tackle challenges for first-in-man in Asia Pacific?
- What are the strategies for cost-effective collaborations with CROs?

## Who Should Attend?



**BY INDUSTRY**
- Pharma and Biotech **30 %**
- Global CROs **20%**
- APAC/Regional CROs **20%**
- Labs (Central and Local)/ Trial sites/ PI/Others **10%**
- Technology and Solution Providers **20%**



**BY COUNTRY**
- Singapore/Malaysia **50%**
- Vietnam/Thailand/ Philippines **15%**
- Europe, USA **10%**
- Japan, Korea, Taiwan, China, Hong Kong **15%**
- India **5%**
- Australia **5%**

## Hear Some of the Rave Reviews from Attendees at IBC's Events on Clinical Trials!

"This was an excellent conference. It was very interactive and I for one certainly learned a lot"
**Larry Fiori**, *Clinical Trial Outsourcing & Compliance, Compliance & Quality Management*, **Boehringer Ingelheim Pharmaceuticals**

"Good mix of investigators, sites, pharmas and partners... led to lively discussions, good participation"
**Roshan Padbiri**, *Clinical Study Manager, Asia Pacific*, **Takeda Clinical Research**

"I had a great time and have had learned a great deal from the meeting. The agenda was very well managed"
**Seymour Mong**, *Vice President, Drug Development*, **Jiangsu Hengrui Pharmaceuticals**

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Clinical Trials 2015

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## SPONSORSHIP OPPORTUNITIES

**Raise awareness for your services available to Clinical Trial Value Chain in Asia**

1. Would you like to raise your visibility in the Clinical Trials industry?
2. Could you benefit from showcasing your products & services before key industry players?
3. Are you seeking the lowest, most cost-effective way of meeting a target audience of decision-makers from the following industries?
   - Big Pharma/Small biotech/large biotech
   - CROs (Global and APAC)
   - Labs (Central and Local)

If so, we can help you achieve your goals, perhaps what you need is a branding opportunity at this event! Increase your reach through our extensive marketing campaign, targeted at your qualified business audience.

For information about placing your brand & profile top-of-mind to key buyers, contact **Yvonne Leong**, *Business Development Manager* at Tel: **+ 65 6508 2489** or Email: **yvonne.leong@ibcasia.com.sg**

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# Clinical Trials 2015

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MAIL the attached registration form with your cheque to
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## RESERVE YOUR PLACE TODAY!

☐ Yes! I/We will attend the **Clinical Trials 2015**, 3-6 August 2015, Grand Copthorne Waterfront Hotel, Singapore
☐ I would like to purchase the conference presentations at SGD1000 + GST (SGD1070) per log in.

| FEE PER DELEGATE | Early Bird Rate<br>Register & pay on or before 5 June 2015 | Special Rate<br>Register & pay on or before 3 July 2015 | Normal Rate<br>Register & pay after 3 July 2015 | Group Rate<br>(3 or more delegates) |
|---|---|---|---|---|
| ☐ **4 Day Package**<br>2 Day Conference + Leadership in Clinical Outsourcing + 4th Annual Medical Affairs Forum | SGD 3,895 | SGD 4,095 | SGD 4,295 | SGD 3,795 |
| ☐ **3 Day Package**<br>2 Day Conference<br>☐ Leadership in Clinical Outsourcing OR<br>☐ 4th Annual Medical Affairs Forum | SGD 3,395 | SGD 3,595 | SGD 3,795 | SGD 3,295 |
| ☐ **2 Day Conference only**<br>2 Day Conference only | SGD 2,695 | SGD 2,895 | SGD 3,095 | SGD 2,595 |

- Multiple Bookings Discount pricing is applicable to groups of 3 or more delegates from the same organisation registering for the same event, at the same time. Fee stated is the discounted price PER DELEGATE. Only one discount applies; either the early bird rate OR special rate OR group rate.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- Registration fees are subject to the prevailing government tax

### Delegate 1 Details

Name: Dr/Mr/Ms
Job Title:
Department
Tel:
Mobile No.:
Email:

### Delegate 2 Details

Name: Dr/Mr/Ms
Job Title:
Department
Tel:
Mobile No.:
Email:

### Delegate 3 Details

Name: Dr/Mr/Ms
Job Title:
Department
Tel:
Mobile No.:
Email:

### Delegate 4 Details

Name: Dr/Mr/Ms
Job Title:
Department
Tel:
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Please photocopy for additional delegates

Who is Head of your Department?
Who is Head of Training?

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## PAYMENT METHOD
(Please tick)

☐ I enclose my bankers draft / cheque payable to IBC Asia (S) Pte Ltd
☐ I am paying by bank transfer (copy attached)
☐ Payment by Credit Card. (AMEX, VISA or MasterCard accepted)

**CREDIT CARD PAYMENTS**
The best way to pay by credit card is through our secure on-line registration process, simply log on to the website at **www.clinicaltrialsasia.com** and click "Register On-line". If you would prefer to pay over the phone please complete the contact name and details and our Customer Services Team will call within 24 hours to take payment. As we treat your credit card information in the strictest confidence, please do not send payment details by email.

Credit card contact: Department:
Direct phone number: Email:

P46278

## HOTEL INFORMATION

**GRAND COPTHORNE WATERFRONT HOTEL, SINGAPORE**
392 Havelock Road, Singapore 169663.
Tel: +65 6233 1301 | Fax: +65 6233 1177
**International Reservation: +65 6735 7575**
Contact: Tan Ai Li, Director of Events
Email: aili.tan@millenniumhotels.com
DID: +65 6233 1301

## PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S$ or US$ should be made in favour of **"IBC Asia (S) Pte Ltd"** and mailed to:
  IBC Asia (S) Pte Ltd
  c/o Informa Regional Business Services
  111 Somerset Road, TripleOne Somerset #10-06
  Singapore 238164
  **Attn: The Accounts Receivable Team**
- Payment by bank transfer in S$ or US$ made payable to:
  **IBC Asia (S) Pte Ltd**
  **A/C No.:147-059513-001 (S$)**
  **A/C No.:260-457866-178 (US$)**
  The Hongkong and Shanghai Banking Corporation Limited
  21 Collyer Quay, HSBC Building
  Singapore 049320
  **Bank Swift Code: HSBCSGSG**
  **Bank Code: 7232**
- Payment by Credit Card (AMEX, VISA or MasterCard).
  The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

## CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

## IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. IBC assumes no further liability or obligation, beyond the refund of the paid registration fee, in the event of postponement or cancellation by IBC.

## DATA PROTECTION

The personal information entered during your registration/order, or provided by you, will be held on a database and may be shared with companies in the Informa Group in the UK and internationally. Occasionally, your details may be obtained from or shared with external companies who wish to communicate with you offers related to your business activities. If you do not wish your details to be used for this purpose, please contact our Database Department at Email: database@ibcasia.com.sg, Tel: +65 6508 2400 or Fax: +65 6508 2408.

REG NO. 200108203N