



Think Global Biotech Business Leaders Study Tour to China – March 2007

Speaker profiles

Rashid Ahmed CEO, Optima Health Solutions, Canada

Optima Health Solutions International Corporation (Optima International) is a Canadian Corporation operating in Vancouver, British Columbia, Canada, with a twelve (12) year track record in spine treatment and research.

The key product of the Company is the Khan Kinetic Treatment system, which is a patented and proven product with a successful history of usage in Canada, Taiwan and Germany. Optima International is introducing this product and related medical services by establishing dedicated treatment centres in several countries including Germany, Taiwan and Pakistan. Optima International also plans to introduce other KKT™ centres in China, Austria and India. Optima International is rapidly establishing itself, through the development and marketing of its unique and proprietary Khan Kinetic Treatment™ (KKT™) device and other related products and services, through licensing agreements or joint ventures, building upon affiliations with leading hospitals and medical centres. One of the company's core product, KKT™, and its various related products have been successfully designed and tested as a replacement for the use of traditional less-effective upper cervical treatments. The KKT™ technology has been tested in over 10,000 patient visits in the past two years. KKT has received all regulatory approval and certification including CSA, UL, EMC, ISO 13485, Health Canada, TUV and CE. FDA approval is expected in Fall 2005. The team at Optima International has also developed a proprietary software (Spinalytics™) that automates detailed X-ray diagnosis.

Rashid Ahmed, MBA, President and Chief Operating Officer. Mr. Ahmed has over 15 years of general business management experience at senior level, including extensive experience in marketing and business development and financing; Rashid was founder and the President of Homeworks BC Gas. He is a partner at Optima and Smartwise manages the overall business development activities, financing, international ventures and directs all regulatory affairs.

Alan Carroll Executive Chairman, Pacific Rim Forum, Australia

Alan Carroll is the Executive Chairman of Carroll Partners International, a specialist strategic management consultancy which has developed a specific focus on the Asia Pacific region and which has been built over the past two decades around twenty select major multinational corporate relationships. He is the founder and Executive Chairman of the Pacific Rim Forum - the region's most prestigious corporate meeting. Pacific Rim Forums have now been successfully conducted in San Diego (1992); Bali (1993); Beijing (1994); Bangkok (1995); Hong Kong (1997); Shanghai (1998); Sydney (2000) and Beijing (2003) with the new incoming Government of the People's Republic of China who formally took office in March 2003.

Mr Carroll is also the founder of the Pacific Rim Forum's newest initiative, Asia's Science-based Innovation, Life Sciences & Technology Summit which plans to alternate this equally important event semi-annually between China and Asia's other major emerging bio-science centres. This Summit is fully intended to be the Asia Pacific region's most influential gathering around the rapidly growing area of the Life Sciences which are widely expected to transform Asia's three largest industries: energy, health and agriculture.

Mr Carroll is also an Executive Director of China Access 2008, an international business partnering and facilitation initiative designed to help China more fully realise the wider economic development potential arising from its staging of the Beijing 2008 Olympic Games.

Mr Carroll was the co-founder and Chairman of Australian Ratings, Australia's foremost corporate credit rating agency and a member of the Board of McDonald's and Chairman of Ronald McDonald Children's Charities.

He originates from Western Australia and graduated from Georgetown University, Washington DC, where he attended the School of Foreign Service studying International Economics and Government. He is also an alumnus of the Program for Management Development at the Harvard Graduate School of Business Administration. He has worked closely with a number of major MNC's in developing and better executing their Asian strategies for more than 20 years.

Andrew Gilkes **Executive Director, China Access 2008**

Andrew Gilkes is the Executive Director of China Access 2008, the economic 'legacy' program for the Beijing 2008 Olympic Games. This unique private sector driven initiative is using the years leading up to the Beijing Olympics to:

- expand the international profile of China's rapidly emerging capabilities in key growth industries of the 21st Century, especially in the biosciences – in energy, industrial biotechnology, agriculture, environmental remediation and healthcare – along with the important converging information and communications technologies;
- facilitate international partnering opportunities (both within China and overseas) and attract additional foreign participation in the identified Chinese growth industries; and
- provide tangible strategic positioning and business development opportunities for both Western companies and their Chinese counterparts.

China Access 2008 is drawing heavily on the learnings and experiences gained from Investment 2000, the highly-successful legacy program of the Sydney 2000 Olympic Games. This operating model received international recognition as being amongst world best practice. Andrew was also that venture's Chief Executive.

Prior to establishing Investment 2000, Andrew held a number of senior positions with Westpac Banking Corporation, one of Australia's leading financial institutions and the country's sixth largest company. His roles included Head of Asian Business, Head of Global Banking Relationships, and Deputy Chief Economist.

Andrew holds a Bachelor of Economics degree from the University of New England, Australia, post-graduate qualifications in Education and in Financial Investment, and a Master of Business Administration from the International Institute of Management Development (IMD) in Lausanne, Switzerland.

Christopher Savoie **CEO and President, GNI Ltd, Japan**

Dr Savoie is an experienced entrepreneur who has been recognized as one of the nine most influential leaders in global biotechnology by Nikkei, Japan's top business publication. Dr

Savoie, who is fully bilingual in Japanese and English, received his degrees from the renowned Faculty of Medicine at Kyushu University where he was one of the first foreign born Ikuikai Scholars. During his graduate studies, he pioneered techniques in comparative cancer proteomics and immunoinformatics.

Following graduate school, Dr Savoie was founding CEO of Dejima, Inc, a Silicon Valley based company based on his inventions in sequence analysis, which was acquired by Sybase [SYB]. Dr Savoie was recognized by MIT's Technology Review magazine as one of the top innovators under 35 to watch in the coming century. <http://www.genenetworks.com/english/index.html>

Nathan Zhang **Chairman, Sinocro Partners, China**

Dr. Nathan Xin Zhang is the Chairman and CEO of Sinocro Partners Inc, a US company merchant bank specialized in china related life science and healthcare investments and advisories.

Before founding Sinocro Partners, Dr. Zhang was the CEO of Chipscreen Bioscience; the largest R&D based Biotech Company focused on discovery of novel small molecule diabetes and cancer drugs. Chipscreen was recognized as one of the ten most potential biotech and pharmaceutical company at the 2002 Asia Pacific Life Science and Pharmaceutical summit. Chipscreen was awarded seven national "863" projects and two Guangdong government most significant achievement project grants. Chipscreen raised 6M USD venture fund in 2001 from Venture investors.

Prior to joining Chipscreen, Dr. Zhang was the Managing Director at Delirium, a global strategic consulting company in New York. Dr. Zhang was a senior consultant at KPMG LLP's New York office before Delirium. Prior to joining KPMG, Dr.Zhang worked at the Credit Suisse First Boston's investment banking group in New York. Dr. Zhang was a scientific co-founder of CDR Therapeutics, Inc., a Seattle-based bio-pharmaceutical startup.

Dr. Zhang received his Ph.D. in pharmacology from the Medical School of University of Pennsylvania, M.D. from Tianjin Medical University's Eight Year Program, and MBA from the University of Chicago with a concentration in Finance and Accounting. Dr. Zhang was awarded James A. McLaughlin Award from American National Student Research Forum and Brupbacher Young Investigator Award from Charles Rudolph Brupbacher Foundation in Switzerland. China Medicine Economic News recognized Dr. Zhang as one of "China's New Strength, Top Individuals of China Pharmaceutical Industry" in 2003.

Dr. Zhang is an active promoter of Chinese Pharmaceutical and biotech industry on global forums and among global industry leaders. Dr. Zhang was invited speaker at Harvard China Review 2004 Conference, Wharton China Business Forum 2004, Sachs Bloomberg Global Biotech and Pharmaceutical Investment Forum in Boston, Bio2004, and IBC conference series on the topic of current and future development of Chinese biotech and pharmaceutical industry.

Dr. Zhang is currently on the board of director of VenturePharm, a Hong Kong listed Chinese research and pharmaceutical company. Dr. Zhang is also on the advisory board of Hainan State government, Beijing Pharmaceutical Group, Xian Bu Chang Group, Guang Zhou Consun pharmaceutical company etc.

Ian Zhang
President, Dynal Biotech (Beijing) Ltd
Invitrogen Corporation, China

Invitrogen is a key partner in the global life science community. The company provides products and services that support academic and government institutions as well as pharmaceutical and biotechnology companies' research.

From Argentina to Japan to New Zealand, laboratories worldwide depend on Invitrogen products. The company's research and development efforts are focused on breakthrough innovations in all major areas of biological discovery, including functional genomics, proteomics, bioinformatics, and cell biology. Invitrogen provides essential life science technologies for disease research, drug discovery, and commercial bioproduction.

Founded in 1987, Invitrogen is headquartered in Carlsbad, California, and conducts business in more than 70 countries. Globally Invitrogen employs 3,000-plus professionals specializing in science, research, and customer service. Our employees strive for excellence and act with unyielding integrity.

The Invitrogen family of life technologies includes products and services designed by GIBCO®, Molecular Probes™, Zymed®, Caltag and other leaders in the scientific community.

Michael Wadley
Managing Director, Wadley Business Consulting, China

Michael Wadley is the Managing Director of the China corporate advisory business, Wadley Business Consulting - Shanghai and the China Managing Director of Weir & Associates, a Hong Kong based law firm. He is also on the advisory board of a leading Australian corporate advisory and investment firm, O'Sullivan Pullini.

Michael established businesses in China in 2001 after 20 years as a corporate lawyer in private practice in Australia, 10 years as a director and Deputy Chairman of one of Australia's largest listed property development companies and involvement in a number of private companies in real estate, building products manufacture and Asian trade.

Michael focuses on servicing foreign companies establishing and expanding business interests in China, advising Chinese companies on offshore investments and acting as a broker introducing parties and opportunities connected with the Asian region. He works in particular industry sectors such as mining, property and textiles. His company focuses on intellectual property, trade and contract law and foreign investment law into China and his company represents many high profile Australian apparel and textile manufacturers. He is registered as a qualified lawyer in Australia and Hong Kong, is a former Australian registered migration agent, a Notary Public and a Fellow of the Australian Institute of Company Directors.

Dr Xisu Wang
Author, Consultant and Trainer, Beijing

Dr Xisu Wang is a remarkable man who brings a wealth of experience and knowledge about China to Australia. He lived his early life under the shadow of the then new Chairman Mao and Communist China. As a young man he realised that China was slowly opening up to the west, he left his position as Associate Professor and Dean of Nanjing University and became the first student from mainland China to complete post graduate studies in America, earning a PhD at Harvard University followed by an MBA at MIT. Returning to China in the late 1980s, he consulted to and worked with the first western companies to establish businesses in

China, including EDS, Unilever and Caradon Electric, which provided him with rare insights into the new and unique challenges involved in forming Sino-US joint ventures.

Now based in Beijing and still consulting to foreign companies doing business in China, Xisu provides insightful commentary on socio-economic and geo-political issues in China. It's very rare to meet such a personable and knowledgeable individual who can speak with such great authority on the evolution and future of China's place in the world today, from the inside out and the outside in.

Mark Engel **Executive Chairman, ExcelPharmaStudies, Beijing**

Mark is the co-founder of Excel PharmaStudies (www.excel-china.com), the largest clinical research organization in China with its main office in Beijing, and branches in Shanghai, Guangzhou, Chengdu, Chongqing and Nanjing. Mark Engel is also the co-founder of Haoyisheng (www.haoyisheng.com), the leading healthcare information, education and medical software company in China with about 350 employees.

Mark's other investment interests include a minority interest in Pioneer Pharmaceuticals (www.pioneer-pharma.com), a pharmaceutical sales and marketing organization with about 400 sales reps and 35 offices throughout China and a majority interest in Tiger Medical Products (www.tigermedicalproducts.com), a company that sells China made disposable products that sell in the US. Mark is also a principal in Tiger Health Group (www.tigerhealthgroup.com), which develops new healthcare products and Tiger Pharmaceuticals (www.tigerpharma.com), which is an offshoot of Excel and develops pharmaceuticals in China.

Mark started his first pharmaceutical business in China in 1991 and he sold it in 1998.

Prior to coming to China, Mark was a successful US entrepreneur. He also holds a law degree from Notre Dame University.

Peter Osborne **Senior Trade Commissioner, Austrade, Beijing**

Since June 2003 Peter Osborne has been the Australian Trade Commission (Austrade) Senior Trade Commissioner and Deputy Consul-General (Commercial) of the Australian Consulate-General, Hong Kong, with responsibility for Australian trade and investment promotion and facilitation in Hong Kong and Macau. He is also Austrade's sub-regional manager with management responsibility for Austrade's operations in Taiwan and Vietnam. In January 2007, Peter moves to Beijing to be the new Senior Trade Commissioner with responsibility for all of Austrade's trade and investment activities in China.

Peter was previously based in Shanghai from 1999 to March 2003 as the Senior Trade Commissioner and Deputy Consul-General, and prior to that held two postings in Taiwan - from mid 1996 to mid 1999, as Senior Trade Commissioner; and from 1991 to 1994 as Projects and Investment Director of the Australian Business Centre in Taipei, representing Australia's commercial interests in the Taiwan market. From 1994 to 1996 Peter spent two and a half years in Suva, Fiji as the Trade & Investment Director of the South Pacific Forum Secretariat - a regional organisation representing the interests of the 14 island countries of the South Pacific. Peter also served as the South Pacific Expert Adviser on trade development to the United Nations Conference on Trade and Development (UNCTAD), and the UN Commission for Sustainable Development.

Prior to his overseas postings, Peter worked in various positions within the Australian Trade Commission, and also travelled the length and breadth of Australia as a field officer with the Australian Bureau of Agricultural Economics.

Peter has travelled extensively throughout China, and is a prolific freelance travel writer in his spare time, having written numerous articles on China, Japan, Korea, Taiwan and Vietnam. Peter is also a published children's author of a fantasy set in Taiwan titled The Golden Dragon.

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