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China Biotech Podcast: BIOSECURE Updates, Genmab/ProfoundBio Deal

Latest hot topics discussion

by **Brian Yang**

In this mixed Chinese- and English-language episode, guest speaker Treehill Partners co-founder Ali Pashadezah joins Brian Yang and Dexter Yan to discuss updates on the proposed BIOSECURE Act in the US Congress and US-China biotech movements. Also discussed is how Chinese biotechs are becoming acquisition targets for overseas biotech companies, including the recent purchases of Profound by Genmab and AnHeart Therapeutics by Nuvantion.

The potential impact of the proposed US BIOSECURE Act continues to spread as the Biden administration increases its focus on China. But with BIO's top lobbyist and the top House sponsor of the legislation now headed out the door, the future of the bill remains uncertain.

This week will be particularly important as the US Congress returns to work and the bill's chief sponsor, Representative Mike Gallagher, could potentially push to advance the planned law.

Meanwhile, two recent Chinese biotech acquisitions have gained much attention, one being the purchase of [AnHeart Therapeutics](#) by [Nuvation Bio, Inc.](#) and the other being [ProfoundBio \(Suzhou\) Co., Ltd.](#)'s buyout by [Genmab A/S](#), with both being Nasdaq-listed companies.

What does the active acquisition scene mean for local China biotechs looking to go global and what are some of the considerations driving the deals? Treehill Partners CEO and co-founder Ali Pashadezeh joins the discussion to dissect and explain three aspects: culture connection; geopolitical proximity; and commercial relevance in terms of assets acquired.

"Simply having more data doesn't cut the deal," he noted. Chinese biotechs eyeing globalization

must keep US regulatory frameworks in mind, such as FDA requirements for clinical data diversity instead of only China-specific data, and look at commercial relevance, answering questions such as "what do buyers want?"

"Drug development in the US is different than in China," Pashadezeh observed, pointing out that the traditional model of having one business development person stationed in the US to make deals won't work anymore.

Treehill Partners Ali Pashazadeh Ali Pashazadeh Ali Pashazadeh advisory

BIOSECURE BIO

AnHeart Nuvation ProFoundBio Genmab BD

Stories discussed in this episode:

(Also see "[BIOSECURE: What's Coming Next?](#)" - Pink Sheet, 10 Apr, 2024.)

(Also see "[Investor Faith In David Hung's Nuvation Renewed By Anheart Buyout](#)" - Scrip, 27 Mar, 2024.)

(Also see "[Genmab Adds To Sector ADC Buying Spree With \\$1.8bn ProFoundBio Acquisition](#)" - Scrip, 3 Apr, 2024.)

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