

# Biopharma Vision LLC

Bringing solutions to business development & corporate growth



## Karl Qin(覃可), M.S.MBA

President & Founder

### Previous Experiences

VP, Biopharma Products  
Nanobiosym Dx, Inc.

VP, Business Development  
CHI Scientific, Inc.

Dir. Business Development  
Genzyme Corp.

Sr. Dir. Business Development  
Control Delivery Systems

Dir. Tech Transfer  
MD. Anderson Cancer Center

### Education

MBA, Rice University  
MS/Bio, Univ. Massachusetts  
BS, Wuhan Univ. (武汉大学)



### Contact Information

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## Company Overview

Biopharma Vision LLC is a Boston, MA based consulting company serving global biopharmaceutical and medical device industries. We are specialized in helping decision makers to make better decisions in formulating and executing their corporate strategies. With deep domain expertise in biopharmaceutical industries in the US and Asia, we are bringing to our clients unmatched commercial expertise and capabilities in product commercialization.

## Company Capabilities

### Commercial Assessment

- in-depth primary & secondary market research
- competition landscape analysis
- product positioning & pricing
- financial projection & modeling
- asset valuation

### Commercial Partnering

- identifying commercial partners
- establish & foster business discussions
- deal structures, term sheet and valuations
- due diligence & commercial transaction execution

### Business and Corporate Planning

- formulate R&D pipeline and business strategy
- business plan for venture start-ups
- corporate valuation
- PPM for fund raising & road show
- due diligence

### US & China Partnering & Financing

- represent client companies in promoting products and technologies
- strategic partnerships between US and Chinese biopharma companies
- M&A, JV and corporate capitalization
- due diligence

## Sample projects successfully completed

### Business Plan & financing (2008-2009)

- raising capital for a clinical diagnostic client in its Series B financing
- generated Private Placement Memorandum and road show package
- resulted in 2 term sheets from investors with aggregated capital of \$30M

### Commercial Assessment (2009)

- conducted a comprehensive R&D pipeline and competition analysis in 5 disease indications defined by the client
- performed market research and financial assessment for a client's oncology compound under development; provided appropriate product development and pricing strategies

### Corporate Partnering (2008)

- Represented the client in negotiation and execution an international licensing and distribution agreement with a Japanese partner for a client's primary cell based research product

### US & China Partnering & Financing (2009-2010)

- Represent a US client in exploring Chinese anti-viral markets