China - France: Cross-fertilizations within the Health Care sector

June 5, 2014
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BIOVISION, The World Life Sciences Forum, organized since 1999 by an independent non-profit organization, brings together international decision makers from the academic, private, policy-making and civil society sectors to foster a productive dialogue on life sciences discoveries and their impact on society, and to translate innovative ideas into actionable solutions for the benefit of citizens. Capitalizing on the success of the new initiatives BIOVISION Catalyzer and BIOVISION Investor Conference introduced in 2013, BIOVISION will be organized around key points impacting the future of citizens’ health. In celebration of the 50th anniversary of French-Chinese diplomatic relations, China will be BIOVISION’s 2014 guest country.

www.biovision.org
On behalf of the members of the G5 Health, I warmly welcome you to this workshop dedicated to scientific cooperation between France and China.

The G5 Health is a think-tank composed of the major French health care and biosciences industries. The future development of our companies relies on the excellence of our R&D, and our capability of constant innovation.

The G5 members, who have chosen France as the base for their international development, are strongly committed to re-enforcing the relationship between France and China. The G5 is the founder and leader of the first Healthcare Club launched in China in April 2013, on the occasion of the French President’s state visit to China. The aim of this umbrella structure is to facilitate cooperation between French and Chinese health stakeholders.

Marc de Garidel
Chairman and CEO of Ipsen and Chairman of the G5

China and France are two countries with a long history of scientific excellence and cutting edge biomedical research. Bringing together scientists from France and China to present examples of success is an excellent way to promote cross-fertilization between our two countries in the strategic healthcare sector.

前言

我谨代表G5所有成员对你们表示热烈的欢迎，欢迎大家参加此次中法科学合作论坛。

G5是由法国医疗卫生和生物科学行业组成的智囊团，我们公司的未来发展将依赖于我们杰出的研发和不断创新能力。

G5成员选择法国作为他们国际发展的基础，坚定地致力于加强中法两国之间的关系。G5是第一个医疗卫生俱乐部的创始人和领导人，该俱乐部于2013年4月在法国总统对中国进行国事访问期间创立，目的是促进法国和中国在医疗卫生领域的合作。

中国和法国在科学和先进的生物医学研究领域都有悠久的历史。将中法两国的科学家汇集在一起，展示一个个成功的案例，是促进我们两国在战略医疗卫生领域的交叉渗透的一个很好的方式。

33 sites in China for G5 Healthcare companies
Pioneering Diagnostics

A world leader in the field of *in vitro* diagnostics for 50 years, bioMérieux is present in more than 150 countries through 41 subsidiaries and a large network of distributors. In 2013, revenues reached €1.588 billion with 87% of sales outside of France.

bioMérieux provides diagnostic solutions (reagents, instruments, software) which determine the source of disease and contamination to improve patient health and ensure consumer safety. Its products are used for diagnosing infectious diseases and providing high medical value results for cancer screening and monitoring and cardiovascular emergencies. They are also used for detecting microorganisms in agri-food, pharmaceutical and cosmetic products.

bioMérieux’s long-standing commitment to public health in China dates back 1992. The subsidiary’s head office is located in Shanghai and in addition, 6 regional offices have been opened in China since 1996 (Beijing, Chengdu, Guangzhou, Hong Kong and Taipei). The distribution benefits also from a strong network of 79 distributors. Around 400 employees are working at bioMérieux China either in R&D, production and commercial functions.

bioMérieux is listed on the NYSE Euronext Paris market (Symbol: BIM – ISIN: FR0010096479).
Dr Mark Miller joined bioMérieux in October 2012 as Chief Medical Officer and a member of the Management Committee. He is a medical clinician, certified in Internal Medicine, Infectious Diseases, and Medical Microbiology. He is also a Professor of Medicine at McGill University.

Before joining bioMérieux, he worked full-time as the Head of Infectious Diseases, the Chair of Infection Prevention and Control, as well as the Chief of Clinical Microbiology at the Jewish General Hospital in Montreal, Canada – a tertiary care McGill University-affiliated institution.

He is currently the head of the Clinical Affairs and the Medical Affairs groups, as well as the Medical Diagnostic Discovery Department and the Companion Diagnostic Program at bioMérieux. He has continued to direct an Infectious Diseases Research Unit at the Jewish General Hospital in Montreal, with an emphasis on studying healthcare-associated infections.

He also remains a professor at McGill University.

Dr Xia Meng is, the Asia Pacific Scientific Director of bioMérieux, the Head of Fudan University Shanghai Cancer Center - Institut Mérieux Laboratory, the General Manager of Transgene Tasly (Tianjin) Biopharmaceutical Co., Ltd., and Transgene Biopharmaceutical Technology (Shanghai) Co., Ltd.; Dr Xia Meng got her B.S. Degree from Wuhan University, China, and obtained her PhD in the University of Paris VI, with more than 10 years’ basic research experiences in very famous laboratories like INSERM and Curie Institute in France, and over 15 years’ experiences in industry, from Research, Development, to Marketing, Sales, and Business, both in domestic and international companies: Novo Nordisk China, Shanghai Sunway Biotech Co., Ltd., and bioMérieux, Institut Mérieux, Transgene.
bioMérieux has a long history of collaboration with China and Chinese healthcare research. This long-term cooperation resulted in the creation in 2006 of a Joint Research Laboratory as a partnership between the Fudan University Shanghai Cancer Centre (FUSCC) and Institut Mérieux (IM) following the vision of Dr. Christophe Mérieux. This joint research laboratory is dedicated to oncology marker discovery and validation. The missions are: 1) to reinforce public health and personalized medicine; 2) to meet the needs of patients and clinicians for in vitro diagnostics and immunotherapy. Located in Shanghai, the Joint Laboratory accommodates an integrated Sino-Franco research team working on the discovery of cancer-related biomarkers. This teamwork has generated 10 high-impact scientific publications and 5 patents from their work on colorectal and liver cancers. In addition, they have succeeded in the discovery of an RNA signature in blood which can successfully screen at-risk individuals for the reliable detection of all stages of colorectal cancer without the necessity of colonoscopy.

In January 2012, this lab obtained a consortium agreement of 4 European countries, supported by The Seventh Framework Program (FP7) from the European Commission (EC). This is the first Chinese-based laboratory which received financial support from the EC. The aims of this consortium are: 1) to increase the medical research cooperation between European countries and China, 2) to conduct research on the immunological characteristics of Chinese cancer patients as medical biomarkers for a personalized prognosis, and 3) to promote the FUSCC-IM laboratory as the reference lab in Asia in the field of Cancer Prognosis.
Colorectal cancer (CRC) is the most common malignant tumor in China. The incidence and mortality of CRC have risen rapidly in the last few decades. In 2008, more than 220,000 new cases of CRC were clinically diagnosed in China, and about 110,000 people died of this cancer [1]. CRC is actually preventable and curable if discovered at an early stage, and if regular screening could be applied [2].

Currently, fecal occult blood test (FOBT) followed by confirmation with colonoscopy is the most widely used protocol for CRC screening in China [3]. FOBT is noninvasive and inexpensive. However, only 50% of CRC and 30% of adenomas give FOBT positive results. The sensitivity of one-time FOBT for CRC has been reported to be as low as 13% to 35% [4]. FOBT for population-based screening often leads to large amounts of false positives, which can cause unnecessary colonoscopies. Colonoscopy is the gold-standard for CRC diagnosis, which achieves higher sensitivity (≈95%) compared with FOBT [5, 6]. However, the procedure is unpleasant and uncomfortable and poses certain medical risks. In China, colonoscopy is not possible as the primary test for population-based screening.

bioMérieux has developed an in vitro molecular test of an 18-gene expression profiles from the peripheral blood with promising performance of 84% sensitivity and 88% specificity for CRC [11]. The blood sampling is simple to perform and does not require diet or medication restrictions. As such, it would be a valuable addition to the existing CRC screening scenarios. A highly sensitive and specific blood gene expression test may help to minimize false-positive FOBTs, convince patients to undergo colonoscopy, and reduce the number and cost of unnecessary colonoscopies.

Reference

Ipsen, present in China since 1992, is a global specialty-driven pharmaceutical company which aims to become a leader in specialty healthcare solutions for targeted debilitating diseases. Its development strategy is supported by 3 franchises: neurology, endocrinology and urology-oncology. The Group also has a significant presence in primary care. Its aim is to find innovative drugs for patient care.

Ipsen is honored to participate to the 50th anniversary of France - China relations. This commemoration year is a unique opportunity to celebrate the quality of exchanges in the fields of health and innovation between the two countries. In China for more than 20 years, with a workforce of approximately 700 employees at our site, the Ipsen Group has been providing medicines that improve the lives of Chinese patients and is committed to continue to do so.

Marc de Garidel
Chairman and CEO of Ipsen and Chairman of the G5

"Ipsen's commitment in China began in 1992, and more than 20 years later, our long-term vision is still rooted in a commitment to help and support patients in China. Thanks to a very positive experience and presence in China, Ipsen is committed to continue to propose innovative therapeutic solutions to keep on improving Chinese patients' quality of life."

www.ipsen.com
Ms. Limei Sun is the Medical Director of Ipsen China. Steering a professional team, she is in charge of leading all medical activities in short/mid-term visions on the aspects of clinical trials, medical affairs, pharmacovigilance, medical information and medical quality. She has also been involved in many clinical trials across various therapeutic areas. Prior to Ipsen China, Ms. Sun used to work with Pfizer China for about 15 years in R&D and Medical. Earlier than that, she started her career in pharmaceutical industry with Astellas. During her 2 years’ tenure as a co-researcher in the Division of Nephrology, Medical Center of Stanford University, Ms. Sun was involved in a research project of diabetes and/or kidney transplant. She worked as a resident for a few years in gerontology department in Beijing Jishuitan Hospital after her medical school graduation.

Ms. Sun received her Medical Bachelor degree in Clinical Medicine from the Medical School of Peking University in 1989, and a MBA from the City University in Seattle, US in 1999.

Prof. Gang Zhu is a consultant urological and laparoscopic surgeon in the Department of Urology, Beijing Hospital, and Beijing United Family Hospital. He is also Professor of Urology in Peking University, PhD Degree of Medicine Supervisor in Peking Union Medical University, and visiting professor in the department of Urology of University Hospital Carl Gustav Carus, Technische Univeritat Dresden. He studied a PhD of medicine in King’s College London, UK from 2000-2003.

Prof. Zhu’s expertise is mainly focused on Uro-oncology and minimally invasive surgery. He is one of the pioneers in China setting up LESS surgery techniques. In view of the mixed nature of academic and clinical practice, he is the Vice-President of the International Relation Committee of Chinese Urology Association (CUA), the Lecturer of Chinese School of Urology (CSU), Lecturer of Chinese Urology Education Program (CUEP) joint organized by CUA and European Association of Urology (EAU), Panel member of EAU-ICUD Guideline on Renal Cancer and Prostate Cancer Hormonal Treatment, Panel member of the editorial board of Chinese Prostate Cancer Guideline, Member of the editorial board of BJU international, Panel member of the editorial board of Chinese Journal of Urology, Active member of the European Association of Urology and the Executive Panel Member of APPC.
Strengthening the connection of Chinese and French Urology

The development of modern Chinese Urology is kindly supported by professional organizations and pharmaceutical companies worldwide. France is a friend of China with long history. The communication between the two countries never stops. From fashion to medical science, Chinese people are regularly keen to learn medical expertise such as Urology, and French people, at the same time, start to share their knowledge and experiences in Urology for Chinese people’s wellbeing. For one hand, there are needs of bridges and channels to connect these urologists from two continents; for the other hand, we also need platforms and occasions to meet and to exchange with each other.

There is a very good relationship between Chinese Urology Association (CUA) and European Association of Urology (EAU). The EAU-Chinese International Academic Exchange Programme is generously sponsored by IPSEN, one of famous pharmaceutical companies in France. This is a bilateral exchanging programme. So far there were 12 Chinese urologists and 4 European urologists having taken part in this event in the duration of 2011-2013. I have led the 2012 European Tour, and Hospital Henri Mondor in Paris was one of the top European medical centers we visited. Prof. CC. Abbou as the European team leader visited China in 2012 in return. We have also attended the 27th Annual EAU Congress in Paris.

The CUA & EAU prostate cancer guideline exchange meeting was organized twice a year during EAU annual meeting and CUA annual congress. Prof. Jacques Irani from France played an important role in the meeting for organizing and exchanging the expert opinions of prostate cancer. With the help, Chinese urologists developed the guideline and committee organization meeting the updated knowledge in prostate cancer.

In addition to above, many other French professors such as Dr. Didier Jacqmin from Strasbourg University has visited China to give lectures on urological scientific topics and related training programme. Dr. Jacqmin invited Chinese urologists visiting his department to learn more about minimally invasive surgery as well.

With the involvement of Chinese Opinion Leaders, IPSEN has also been conducting a series of multi-national trials at the forefront of medicine including “FEELING Project” and “PRIORITI Project”. Furthermore, the company has included Chinese scientists and medical experts to its global innovation networks through such project as a phase III clinical trial for Tasquinimod with biomarkers. Today the development of Tasquinimod is principally focused on the treatment of prostate cancer, but clinical studies in other cancer indications are performed.

With the sound track of medical communication, I believe that the exchange and cooperation will greatly reinforce the friendship between China and France.
Pierre Fabre has been operating in China since 1996.

Pierre Fabre capitalizes on its proven expertise in oncology and therapeutic solutions based on natural sources to bring Navelbine® IV to Chinese patients. Navelbine is a chemotherapy drug whose active ingredient is derived from the Madagascar rosy periwinkle and is used against breast or lung cancers. In 2012, Pierre Fabre signed a distribution agreement with China Resources Guokang Pharmaceutical with the objective to provide Chinese patients access to the oral form of Navelbine by the end of 2014. Navelbine Oral will help improve medical treatment of patients under chemotherapy, particularly for those who live far away from major hospitals. Another Pierre Fabre’s oncology treatment, Javlor®, is currently under clinical development for target application to registration in 2016.

Since 2003, Pierre Fabre has also been forcefully developing its cosmetology activity. The Eau Thermale Avène brand, an official partner of the Chinese Dermatology Association, is distributed in over 230 cities and has become the leading brand on the Chinese dermo-cosmetic market. China is now one of the Top 3 international markets for Pierre Fabre in dermo-cosmetics.


Pierre Fabre is determined to pursue its development in China which started as early as in the mid-90’s. We are proud of the trustworthy relationships built with Chinese oncologists and dermatologists, and will foster them in the decade to come through new treatments adapted to the needs of Chinese patients. We are equally committed to making our cutting-edge pharmaceutical R&D capabilities in natural or biological active ingredients the platform of future win-win partnerships with innovative Chinese pharmaceutical companies.  

www.pierre-fabre.com
Dr. Laurent Audoly is Global Head of Drug Development at Pierre Fabre Laboratories overseeing activities from preclinical characterization to product advancement onto the market. Prior to this position, Laurent has held positions of increasing leadership responsibilities in both the pharmaceutical and biotech industries leading to the identification, development, and drug approvals in inflammation, cardiovascular diseases, and oncology. He studied medicine and chemistry and graduated with a Ph.D. in Pharmacology from Vanderbilt University. Laurent was awarded a fellowship from the American Heart Association during his training at Duke University. Laurent has maintained strong ties with the academic world having served on NIH study sections, invited speaker at universities across the world, and published > 70 papers. He has also served on the board of multiple healthcare organizations.

Prof. Yi-Long Wu is also Professor of Oncology and PhD supervisor at Sun Yat-sen University of Medical Sciences. He is currently President elect of the Chinese Society of Clinical Oncology CSCO, Past Director of the Chinese Society of Lung Cancer (CSLC), President of the Chinese Thoracic Oncology Group (C-TONG), member of the Council of the Chinese Anti-cancer Association, Member of the Expert Team of the National Healthcare Committee, Member of the International Periodical Committee of the International Association for the Study of Lung Cancer, Member of the Oncology Branch of the Chinese Medical Association, President of the International Chinese Society of Thoracic Surgery (ICSTS), a Fellow of the American College of Surgeons, a Member of staging committee of the International Association Study of Lung Cancer (IASLC) and a Member of the International Affairs Committee of ASCO.

His main research interests are the multidisciplinary synthetic therapy on lung cancer in translation medicine and evidence-based medicine in oncology. He is active in oncology research and has been principal investigator or steering committee member of more than 60 international or national clinical trials. Professor Wu has published 16 books and more than 300 papers in international and national peer-reviewed journals including J Clin Oncol, Lancet Oncol, New Engl J Med and J Thorac Oncol. He also serves on the editorial boards of Cancer Letters, Annals of Surgical Oncology, Lung Cancer, Lung Cancer Management, International Journal of Biological Marker and General Thoracic and Cardiovascular Surgery. He is editor-in-chief of Journal of Evidence-based Medicine, editor-in-chief of the Journal of Thoracic Oncology (Chinese Edition), and editor-in-chief of Oncologist (Chinese Edition).

The Professor Yi-Long Wu graduated from Sun Yat-sen University of Medical Sciences in 1982, and completed his thoracic surgery training in Germany in 1989.
In China, lung cancer is the most common cancer in men (430 thousands cases, 23% of total events). In females incidences rates are lower, but lung cancer is now the second most frequent cancer of women (190 thousands cases, 14.85 % of the total events). Because of its high fatality (the ratio of mortality to incidence is 0.86), lung cancer is also the most common cause of death from cancer in China, with 18 millions deaths forecasted in the next 30 years according to the report from the Harvard School of Public Health.

On April 28th 1997, the Chinese Society of Clinical Oncology (CSCO) was established by clinical oncology professionals, relevant enterprises and public institutions. Since then, CSCO has made remarkable achievements, rapidly joining the international oncology research circle as with the American Society of Clinical Oncology (ASCO) and the European Society for Medical Oncology (ESMO) and has made great contribution to China’s cause of clinical oncology. Nowadays, in the global fight against cancer, with its 12,000 member, CSCO has reached an organization level where the Chinese clinical oncologists discuss professional subjects, communicate experience, and share the outcomes of relevant study. With the China oncology threat becoming more and more important worldwide, CSCO is aiming to play a leading role internationally and is welcoming any support in China to do so.

Pierre Fabre Medicament, a company with international expertise in oncology, joined CSCO the first year of its history, with other five pharmaceutical multinational companies. The partnership is fruitful to help establishing domestic and foreign academic institutions, cancer prevention and keep organizations in close contact, promote international scientific and technological cooperation and promote friendly exchanges at home and abroad and also bring high quality anti-cancer products to China.

With rapid development of China’s pharmaceutical sector, Chinese drug registration and regulatory paradigms are quickly evolving, resulting in opportunities and challenges to the global pharmaceutical industry. In the past 5 years, China Food and Drug Administration of China (CFDA) has undertaken a series of initiatives to promote development in areas such as encouragement of new chemical entity registration in China, drug registration standardization, administration, and innovation, and is increasingly open to work with domestic and overseas industry associations and authorities to enhance transparency of the regulatory system and to ensure drug safety.

We welcome the arrival of oral chemotherapies for lung cancer such as Oral Navelbine. The ongoing development of oral cancer therapies demonstrated that all burden aspects of cancer (such as quality of life among patients and carers) have turned into a widely used concept worldwide.

From the patients’ and carers’ perspective, oral cancer therapies offer a great convenience and better quality of life by:
- Reducing pain and discomfort generated by repeated intra-venous injections, reducing pain associated with potential complications,
- Reducing psychological impact such as stress generated with the repeated visits to a “cancer focus environment” in the oncology department,
- Reducing transportation time and costs.

From the payers’ perspective, oral chemotherapies engender much savings for Hospital admission, Hospital Stay, duration of remission (and, in some cases, also survival) while maintaining the quality of life of patients. Oral chemotherapies also reduce medical institutions overload to a large number of patients.

One of the missions of CSCO is to support national policy in the fight against cancer and assisting the government in the management of cancer prevention and treatment.

In this context, like R&D-driven Pharmaceutical companies, we welcome the reforms initiated by the CFDA to introduce new drug into China as early as possible for the benefit of Chinese patients. With the aim to deliver innovative treatments to China in parallel with the US, EU, and others, multinational pharmaceutical companies would like to involve China in global clinical development programs. Earlier China is involved in pivotal studies; earlier the Chinese patients will benefit.

Through cross-fertilization between France and China within the health care sector, I hope we can use this good opportunity to enforce the collaboration between our two countries with a common aim to provide new innovative treatment into China to benefit Chinese patients as early as possible.
Established in China for 30 years, Sanofi is a global healthcare leader focused on patients’ needs and engaged in the research, development, manufacturing and marketing of innovative solutions. Our strategy is based on seven growth platforms: diabetes, vaccines, innovative solutions, consumer healthcare, emerging markets, animal health and Genzyme. With over 110,000 employees in 100 countries and 112 industrial sites, we act to protect health, enhance life and respond to the needs of the 7 billion people around the world. In China, we employ 7 400 people, operating in 11 regional offices and 7 manufacturing plants. Our sponsorship of this 50th anniversary of the establishment of diplomatic relationships between France and China reflects our commitment to global economic growth and public health.

Sanofi, a pioneer in China

This commitment started 30 years ago when Sanofi became the first foreign pharmaceutical group to open offices in China. Between 1982 and 1988, the Group has signed Traditional Chinese Medicine research agreement with Shanghai and Beijing Institute of Materia Medica, Chinese Academy of Sciences. Furthermore, in 1995, Sanofi established the first French pharmaceutical joint venture in China with the Hangzhou-based pharmaceutical company Minsheng Pharmaceutical Group which is wholly owned by Sanofi since 2009. One year later, Pasteur Mérieux Connaught became the first multinational vaccine company to establish in China. Since 2005, the Group established its China Clinical Research Unit in Shanghai to conduct high quality trials and contribute to global clinical development. In 2007, Sanofi Pasteur announced investment in a world-class flu vaccine facility in Shenzhen. In 2008, Sanofi has set up a China R&D Center in Shanghai to speed up our research for the benefit of the Chinese population. Lastly, in 2011, Sanofi acquired BMP Sunstone to expand its presence in consumer healthcare in China.

As one of the first multinational pharmaceutical companies to operate in China Sanofi has continually provided innovative healthcare solutions for patients, expanding in pace with the country’s development.

Our expanding portfolio of medicines and vaccines allows us to contribute to important public health issues in China, such as chronic disease management, prevention and food safety.

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Prof. Philippe Monteyne, MD, Ph.D. joined Sanofi on the 1st Oct 2012 as Vice President R&D France. He is therefore working at setting up a new Hub structure in France, across all R&D disciplines and all French sites, an organization of more than 6,000 scientists, as has already been done recently by Sanofi in North America and in Germany. Philippe reports to Elias Zerhouni, President Global R&D.

Philippe holds an M.D, a Ph.D. in Viral Immunology, and a Board Certification in Neurology. After an education in Belgium and France, and a position at Pasteur Institute in Paris, he joined SmithKline Beecham Biologicals in 1998 as a Medical Coordinator.

He was rapidly promoted Director, Head of the Program for Chronic Disorder Vaccines and Human Cellular Immunology Platform. In 2003 he took the position of VP, Worldwide Regulatory, Epidemiology and Safety for GSK (GlaxoSmithKline) Vaccines and then became VP, Worldwide Operations, Cervarix TM, and Head of Global Vaccine Development as of 2006. He moved to his most recent position at GSK in 2010, as Senior VP, Head of Development and Chief Medical Officer, GSK Rare Diseases.

Philippe is also a visiting Professor of Neurosciences at UCL in Belgium.

Jingsong Tao
Senior clinical research director and project leader

Jingsong is a senior clinical research director and project leader at Sanofi Asia-Pacific R&D based in Shanghai, China.

An MD by training, Jingsong received PhD and post doc training in immunology, molecular biology and biochemistry in Canada.

He joined Sanofi in 2010 after close to 20 years in biotech industry in North America. During his tenure in the industry, he had gained tremendous experiences in various areas of R&D, especially in linking discovery and clinical proof of concept, translational medicine. He has led signal transduction research, animal model development, drug discovery and early stage clinical trials. He has established a track record of advancing programs from concept generation to early stage clinical development through multiple years of experiences in leading multi-functional development teams in a matrix environment.

Jingsong joined Sanofi with a focus of his expertise in oncology R&D. During the last four years at Sanofi, Jingsong’s primary area of focus is liver cancer research and development. His responsibilities include leading global project teams for innovative agents targeting hepatocellular carcinoma, leading biomarker research projects through working with internal and external partners, networking with clinical and research experts in the field, and exploring unmet medical needs and innovative treatment strategy, and evaluating licensing opportunities.
Hepatocellular carcinoma (HCC) is the fifth most common cancer type in the world with an estimated ~750,000 cases worldwide. It is one of the most deadly diseases with extremely high mortality rate. Close to 700,000 patients die of this devastating disease every year. Up to date, the only worldwide approved drug for patients with advanced HCC is sorafenib. HCC is also known as an “Asian cancer” due to its high prevalence in the region and unique etiological factors and disease characteristics. HCC is a high impact life-threatening disease in China representing 55% of worldwide cases and ranked number two in cancer related mortality. The primary etiological factor among Chinese patients is chronic hepatitis B virus (HBV) infection. In China sorafenib usage is lower than 5% of eligible patients due to limited efficacy, significant toxicity and lack of access. For vast majority of patients, there has been in reality no treatment. They were left with either “best supportive care” or off-label uses of chemotherapeutic regimens that have not been shown survival benefit and with significant, debilitating, dose-limiting toxicities. Recent attempts to improve upon sorafenib have failed with multiple studies of innovative drugs falling short of meeting clinical endpoints.

In recent years, with strong financial and policy support from the government and enthusiastic participation of the investment community and the global pharmaceutical industry, an ecosystem is being developed to support fast expansion of science and innovation in China in an unprecedented pace, involving hospitals, academic institutions, pharmaceutical industry and contract service providers, developing capabilities along the R&D value chain from translational clinical trial centers, tissue banks and patient tumor tissue-derived animal models.

Sanofi Asia-Pacific Therapeutic Strategic Unit is a R&D center based in Shanghai with the mission of bringing innovative health care solutions to address unmet medical needs in the region. HCC and related liver diseases such as HBV chronic infection are keys area of our focus. For Research and discovery, we search for innovative drug candidates through collaborative network and accessing expertise and technology platforms of Sanofi global R&D. For Development, we deploy clinical development and regulatory teams with proven track record of bringing innovative products to Chinese patients. In addition, through our extensive network in the region, we access immobile translational research assets that are absolutely necessary for early stage clinical development of innovative HCC-targeting agents.
A successful example of a dedicated local team to address unmet needs of Chinese patients is Sanofi sponsored-clinical trial (the EACH study) investigating therapeutic effect of an Eloxatin®-based chemotherapeutic regimen for the treatment of advanced HCC in Asian countries. The EACH study for the first time shows that a chemotherapy regimen with Eloxatin® provided statistically and clinically significant survival benefit in Chinese patients and with a good tolerance profile. Importantly, adverse events associated with the treatment are predictable and controllable. Today, this treatment regimen is offering Chinese HCC patients with advanced HCC a real care option that has not been there before.

At Sanofi, our collaborations go beyond China. We tap into innovations and expertise in AP region, in France and throughout the world. We are developing innovative R&D strategies, exploring novel targets, and building a pipeline through sourcing innovative products, bringing candidates for evaluation and optimization in the labs in France and other parts of the Sanofi R&D organization. At same time, we take Sanofi products to China for collaborative translational research to support global and regional development.

In summary, we mobilize regional and global, Sanofi internal and external expertise and resources to tackle HCC, a disease having a profound impact on Chinese people.
## About G5 Health

G5 Health, the voice for the French health industry, is a forum for the leaders of the major health and bio-sciences companies in France (bioMérieux, Guerbet, Ipsen, LFB, Pierre Fabre, Théa, Sanofi and Stallergenes), chaired by Marc de Garidel, Chairman and Chief Executive Officer of Ipsen. These companies have chosen France as the base for their international development and have made R&D their priority. The members of the G5 Health share five ambitions: to gain recognition for the crucial contribution of the life sciences to public health in France, help restore France’s competitive position, make a strong commitment to excellence in French bio-medical research, improve patient access to health solutions, and support the biotechnology and new technology sectors.

### Competitiveness

Restore France competitiveness, with a sectoral industrial policy scope an ambitious vision the attractiveness of the area of capacity building innovation or the international radiation health industries.

### Innovation

Support Biotechnology sector and all innovations in the management of patient and diseases.

### Patients

Expand access patients in health solutions, modernize assessment policies and market access.

### Search

Continuing commitment strong service excellence biomedical research French and competitiveness France in R&D in competition international intense.

### Reforms

Be a key player the health service, a vision renewed political control and taxation.

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65, quai Georges Gorse  
92650 Boulogne-Billancourt - CEDEX  France  
Tel. : +33 1 58 33 51 16 - Contact : g5@g5.asso.fr

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www.g5.asso.fr

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### G5关心的5项与健康相关的内容

| 竞争力 | 借助行业产业政策的支持，提升法国在建设创新能力或国际健康产业领域的吸引力和竞争力。 |
| 创新 | 支持生物技术部门以及患者和疾病管理方面的所有创新 |
| 病人 | 扩大患者在健康解决方案的可及性，使评估政策和市场准入现代化。 |
| 研究 | 不断地致力于法国生物医学领域的卓越研究，以及增强法国在研发领域在国际的竞争力。 |
| 改革 | 在健康服务领域是一个关键角色，政治控制和税务方面的远见性的改革。 |