



Golden cooperation opportunities

Finnish life science companies
looking for Chinese partners

黄金合作机会 - 芬兰生命科学公司寻找中国合作伙伴



The Finnish pharmaceutical

Cooperation is the key

Over the past 20 years Finland has invested heavily in research and development in the field of biotechnology. As a result, Finland has succeeded in building a significant high-quality network of research institutes and commercial enterprises within the life sciences field.

The basis of the pharmaceutical & life science industry in Finland was laid in 1980s, with heavy public investment in R&D activities in the area. Of the public financiers, the Academy of Finland gave its funding to basic research, while Tekes – the Finnish Funding Agency for Technology and Innovation – supported applied research and development.

The Tekes programmes such as the Pharma programme and the Academy of Finland's research programmes are central tools in the promotion of Finnish scientific and R&D work in biotechnology. The programmes offer a solid framework, not just for the cooperation between academia and enterprises – and between enterprises – but also for joint R&D projects at an international level.

Strategic Centres for Science, Technology and Innovation – long-term cooperation between industry and academia

In 2006, the Finnish Research and Innovation Council, who coordinates the public funding for research and development in Finland, decided to launch Strategic Centres for Science, Technology, and Innovation, initially in five focus areas. All Strategic Centres are aimed at achieving world-class expertise and internationally important innovations and discoveries.

The Strategic Centres offer top research institutes and companies a new way of carrying out close, long-term cooperation. In the Strategic Centres companies, universities and research institutes as shareholders agree on joint research programmes. In addition to shareholders, public funding organisations commit themselves to providing funding for the centres in the long term.

The first Strategic Centre to start operations was the For-est Cluster in spring 2007, followed in 2008 by the Finnish



al and life science industry

Metals and Engineering Competence Cluster, and Information and Communication Industry and Services, and Energy and Environment Cluster. SalWe Ltd, the Strategic Centre for Health and Well-being was established in 2009 with biotechnology and its applications in a central role.

Varied life science industry – potential for partners

The Finnish combination of knowledge, research, know-how, and a solid infrastructure has been encouraging to entrepreneurs. Most new companies in the field have emerged from research and innovation that originated in universities or institutes of science and technology. Life science and biotech centres and science parks established with universities act as catalysts, merging companies and biotechnology-focused research units.

There are almost 300 life science related companies operating in Finland in 2010. About 135 of these exploit biotechnology or closely related technologies. Besides these core companies there are a variety of medical device and IT

companies creating added value to the life science sector in Finland.

Finnish biotech companies operate in the health sector, are conducting research and developing or manufacturing pharmaceuticals, diagnostics or biomaterials. There are about 30 companies developing pharmaceuticals and some 40 companies engaged in in-vitro diagnostics. Almost 150 companies are focusing on medical devices including biomaterials and IT and about 60 companies are service providers. All of these intend to develop products for the international market. Finland also has a significant presence in industrial-scale enzyme production.

Making the most of the rich potential offered by Finnish pharmaceutical and life science relies on the ability to attract partners and funding.

This brochure presents Finnish pharmaceutical and life science companies interested in finding cooperation partners in China. The brochure has been produced by the Tekes Pharma programme as well as by the Pharmaceutical Gateway China–Finland/Europe programme.



芬兰制药和生命科学产业

合作是关键

在过去的20多年里，芬兰投入了大量的经费用于生物技术领域的研究和开发。因此，在生命科学领域，芬兰成功地建立了一个有重要意义的、高质量的研究机构和企业网络。

4 芬兰在二十世纪八十年代，打下了制药和生命科学产业的基础，政府投入了大量的经费用于该领域的研究和开发活动。作为政府资助方，芬兰科学院资助基础研究，而芬兰国家技术创新局（Tekes）则支持应用领域的研究和开发。

芬兰国家创新局（Tekes）的计划——比如Pharma计划，以及芬兰科学院的研究计划是推动芬兰在生物技术领域科学研发工作的重要工具。这些计划向学术界和企业之间、企业与企业之间的合作，以及国际联合研发项目提供了坚实的框架。

科技创新战略中心 —产业与学术界的长期合作

2006年，作为协调政府资助研究和开发活动的单位，芬兰研究和创新理事会决定成立科技创新战略中心，初步聚焦在五个领域。所有的战略中心是为了达到世界级的专业水平以及重要的创新和发现都保持国际先进水平。



战略中心为顶级研究机构和公司进行密切、长期的合作提供了新途径。在战略中心，公司、大学和科研机构作为股东同意联合研究计划。除了股东，公共筹资组织承诺为战略中心提供长期的资助。

第一个战略中心，是在2007年春季开始运营的林业集群，随后在2008年，芬兰金属和工程集群、信息通信工业和服务业，以及能源和环境集群相继成立。SalWe有限公司，作为卫生和福利的战略中心于2009年成立，生物技术及其应用时它的核心。

多样的生命科学产业 —潜在的合作伙伴

芬兰将知识、研究、技能以及坚实的基础设施相结合一直鼓励着企业家。大多数在该领域的新公司都结合了研究和创新，这起源于在大学或研究机构的科学和技术。生命科学和生物技术中心，以及与大学共同建立的科学园区作为催化剂，促进了公司与重点研究生物技术的科研单位互相结合。

2010年，在芬兰有近三百家生命科学有关的公司。其中，约135家公司在开发生物技术或密切相关的技术。除了这些公司外，还有很多不同的从事医疗设备和信息技术的公司为芬兰的生命科学产业创造着附加值。

芬兰生物技术公司卫生部门指导下运营，开展研究以及开发或生产医药、诊断或生物材料。约有30家公司在开发药品，约40家公司从事体外诊断的工作。近150家公司专注于医疗器械包括生物材料和信息技术，约60家公司是服务供应商。所有这些公司都计划为国际市场开发产品。芬兰还有大批工业规模的酶生产商。

芬兰制药和生命科学产业蕴含着最大的潜力吸引合作伙伴和资金支持。

这本手册介绍了有兴趣在中国寻找合作伙伴的芬兰医药和生命科学企业。这本手册由芬兰国家技术创新局（Tekes）Pharma计划和中国-芬兰/欧洲医药通道计划共同制作。

Organisations behind the brochure

Tekes Pharma programme

The extensive goal of the Tekes *Pharma – Building Competitive Edge* programme is to promote the international competitiveness of the Finnish pharmaceutical industry. The programme focuses on the development of operational models and methods to intensify activity and networking within the industry. The creation of new operational models is promoted through networking between pharmaceutical R&D, diagnostics, and clinical research.

The programme focus areas are identified by the Finnish pharmaceutical industry and special emphasis are placed on business projects. The development targets include models and tools that accelerate and support the product development process, chemical production technologies, and innovative medical formulations. In order to further develop the service business in the field, the programme supports the creation of a national operational model for clinical research and promotes the development of business competence in pharmaceutical companies.

The Pharma programme is promoting Finnish companies and research groups and to build bridges towards China e.g. in cooperation with the Pharmaceutical Gateway China-Finland/Europe programme.

Pharma can finance the Finnish counterpart in cooperative Sino-Finnish projects, create networks as well as facilitate collaboration in China by arranging visits and provide contacts through the local Tekes offices in Beijing and Shanghai.

The Pharma programme spans over four years, 2008–2011, with a total budget of €58 million.

Companies may apply for funding at any time without separate application periods.

芬兰国家技术创新局Pharma计划——建立竞争优势，是为了提升芬兰药物产业的国际竞争力。本计划旨在开发新的运作模式和方法以加强产业内部的活动和联系。通过药物研发、诊断和临床等多个方面的合作，形成新的运作模式。

Pharma计划聚焦的领域由芬兰药物产业认定，并特别强调商务项目。我们的目标是开发出能够加速和支持产品开发过程、化学生产技术和创新型药物开发的模型和工具。为了进一步加强这一领域的服务水平，该计划支持建立一个国家级的临床研究的运作模式，以支持药物企业的市场竞争力。

Pharma计划为芬兰企业及研发机构与中国合作提供桥梁，比如与中国-芬兰/欧洲医药通道计划合作。

Pharma计划资助中芬合作项目中的芬兰方，通过芬兰国家技术创新局北京和上海办公室为其和中方的合作提供支持，如安排考察和提供联系等。

Pharma计划运行时间为四年，2008–2011，总经费为5800万欧元。

企业可以在任何时间申请Pharma计划的资助。

www.tekes.fi/pharma



Organisations behind the brochure

Pharmaceutical Gateway China–Finland/Europe programme

Pharmaceutical Gateway China–Finland/Europe (PGCF) is a spearhead project of national HealthBIO Cluster involving Finnish and Chinese universities, pharmaceutical and biotech companies and development organisations. The project (2008 - 2010) is coordinated by University of Eastern Finland and Kuopio Innovation Ltd, and it is a direct extension of the start-up project (2007) which created a Finnish-Chinese network and operations models for Chinese-Finnish collaboration.

The aims of the project:

- to promote pharmaceutical R&D cooperation between Finnish and Chinese universities, research centres and pharmaceutical and biotech companies.
- to help Chinese companies to gain access to the European markets with their own products via Finland and to find partners in Finland and Europe.
- to help Finnish/European pharmaceutical and biotech companies to gain access to the Chinese market and to find partners in China.

To achieve these aims, project personnel creates a collaboration platform by searching and evaluating appropriate partners in China and Europe, by arranging joint events both in China and in Finland and by promoting business-to-business activities. The platform and concrete cooperation projects form the Gateway programme.

中国-芬兰/欧洲医药通道计划 (PGCF) 是芬兰国家生物健康技术集群里的一个国家级项目, 包括芬兰和中国的大学、药物和生物技术企业及研发机构。该计划 (2008–2010) 由东芬兰大学和库奥皮奥创新中心负责, 是2007年启动项目的直接延续, 当时的启动项目建立了芬兰和中国的合作伙伴网络及运作模式。

计划的主要目的:

- 促进中芬大学、科研机构以及企业间在药品研发方面的合作
- 帮助中国药企进入芬兰/欧洲市场, 寻找合作伙伴
- 帮助芬兰/欧洲药企走进中国市场, 寻找合作伙伴

项目组将通过协助双方寻找合适的合作伙伴、共同安排活动及共同促进商业合作等方式, 搭建合作平台。此平台和基于平台的具体合作项目共同促成中国-芬兰/欧洲医药通道计划。



www.healthbio.fi

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Finnish pharmaceutical and life science companies

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Aidertech Inc.

www.aidertech.com | **Address 地址:** Kuusmiehentie 32 A, 00670 Helsinki, Finland | **Phone 电话:** +358 40 5401302
Contact Person 联系人: Jan Ekström, Managing Director | jan.ekstrom@aidertech.com

Company profile:

Aidertech Inc is a Finnish life science area management consulting company established in 1995. Aidertech's founder Mr. Jan Ekström has 30+ years experience in building international medical technology businesses.

Aidertech's services include market research, strategy and business planning, international partnering, OEM and licensing arrangements as well as acquisitions and post-merger integration. Mr. Ekström serves as a board member of several life science companies.

Cooperation goals regarding the Chinese partner:

Aidertech provides market entry planning and partnering services for Chinese companies entering the European market. The company can help Chinese companies in finding suitable distributors or OEM partners. Through our partner network Aidertech can also assist Chinese companies in getting European regulatory approvals.

公司简介:

Aidertech Inc 是芬兰一家从生命科学领域管理咨询公司，成立于1995年。Aidertech公司的创始人Jan Ekstrom先生有三十年以上从事建设国际医疗技术业务的经验。

Aidertech的服务包括市场研究，战略和业务规划，国际合作，贴牌生产和许可安排，以及收购和合并后的整合。Ekstrom先生是多家生命科学公司的董事会成员。

期望与中国合作伙伴展开合作:

Aidertech可以为进入欧洲市场的中国公司提供进入市场的规划和建立合作关系服务。公司可以帮助中国公司寻找合适的经销商或贴牌生产的合作伙伴。通过我们的合作伙伴网络，Aidertech也可以协助中国公司获得欧洲监管部门的批准。

Aurealis Ltd

www.aurealispharma.com | **Address 地址:** P.O. Box 1188, 70211 Kuopio, Finland | **Phone 电话:** 00358 (0)50 3312954
Contact Person 联系人: Thomas Wirth, CEO | Thomas.Wirth@aurealispharma.com

Company profile:

The aim of AUREALIS is to bring innovative medicines, with a special focus on gene and cell based therapies, and new anti-cancer molecules derived from natural sources to the European and Asian market.

AUREALIS is focusing on two major business areas: Research and development of innovative medicines and IPR business. The key strategy of AUREALIS lies in the R&D of innovative medicines in specialised areas (i.e. cancer and cardiovascular diseases), as well as in the acquisition of IPR's of new innovative medicines (approved and non-approved).

AUREALIS is located in Kuopio, Finland. Kuopio is considered as being one of the most advanced places in the world regarding gene therapy based medicines. The uniqueness of AUREALIS lies in its specialised product portfolio that focuses on gene and cell based therapies, and computational modelling of active compounds derived from natural sources. AUREALIS has an excellent network to pharmaceutical companies and top edge research institutions on the field of biotechnology, and has all the expertise to perform "bench-to-bedside" research.

Cooperation goals regarding the Chinese partner:

AUREALIS is interested in collaborations and co-development of projects originating from the academia or from pharmaceutical companies that show potential as being used as therapeutics in the treatment of cancer and cardiovascular diseases.

AUREALIS has also an own strong project portfolio and is seeking for potential collaborators for co-development of AUREALIS own products.

公司简介:

AUREALIS公司的目标是向欧洲和亚洲市场带来创新药物，专注于基因和细胞治疗，以及天然的新型抗癌分子。

AUREALIS聚焦两个主要业务领域：创新药物的研发和知识产权业务。AUREALIS公司的关键战略是，在专门的领域研发创新药物（比如，癌症和心血管疾病），以及新的创新药物（批准和非批准）的知识产权业务。

AUREALIS位于芬兰库奥皮奥市（Kuopio）。库奥皮奥市被视为在以药物为基础的基因治疗方面全球最先进的地方之一。AUREALIS公司独特的产品组合在于，专注于基因和细胞治疗，以及天然活性化合物的计算机建模。AUREALIS在生物技术领域，有卓越的网络连接制药公司和最先进的研究机构，并拥有所有的专业知识来执行“从实验室到床头”的研究。

期望与中国合作伙伴展开合作:

AUREALIS有兴趣合作和共同开发项目，这些项目来自学术界或原产制药公司，并在用作癌症和心血管疾病治疗方面具有一定的潜力。

AUREALIS还拥有强大的项目组合，并正在寻找潜在的合作者共同开发AUREALIS公司自己的产品。

BioCis Pharma Ltd

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Company profile:

BioCis Pharma Ltd. is an innovative drug development company with a business idea to develop drug therapies based on a novel, patented therapeutic principle.

BioCis Pharma is targeting unmet medical needs in substantial therapeutic markets including inflammation, allergy and cancer.

The company's spearhead product is a topical ProtoCure™ emulsion cream which is now in phase II clinical testing for atopic dermatitis and psoriasis. Also the first oncology product, ProtoCure™ intravesical solution, is now being tested in phase I/IIa clinical trial in patients with non-invasive bladder cancer.

Cooperation goals regarding the Chinese partner:

BioCis is currently looking for Chinese collaboration partners in oncology therapeutic area, especially in bladder cancer and non-melanoma skin cancer, for further development and commercialisation of the company's anticancer technology.

公司简介:

BioCis制药有限公司是一家创新药物开发公司，经营理念是开发新颖的并获得专利的药物治疗方案。

BioCis制药公司的目标是满足包括炎症、过敏和癌症治疗市场上大量的医疗需求。

该公司的先锋产品是一种局部ProtoCure™乳液霜，目前在第二阶段的特应性皮炎和牛皮癣临床试验阶段。另外，第一个肿瘤产品，ProtoCure™膀胱解决方案，目前正在测试的第一/第二阶段，对患有非浸润性膀胱癌的患者进行临床试验。

期望与中国合作伙伴展开合作:

BioCis目前正在寻找在肿瘤治疗领域中的中国合作伙伴，特别是在膀胱癌和非黑色素瘤皮肤癌领域，将公司的抗癌技术继续发展及商业化。



Biocellex Ltd

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Company profile:

Biocellex Ltd is a privately-held international innovation and business development company offering services for the life sciences field.

Biocellex focuses on business and technology areas related to drug discovery & development, diagnostics, biomaterials, functional foods and life science services. In terms of business development, Biocellex Ltd offers business development services for a broad range of life science companies.

For growth phase companies, the experienced team can help you with e.g. business and marketing strategy planning, product development strategy and market entry into Scandinavia and Europe. For established companies looking for new business openings or additions to their product portfolio, we offer e.g. in-depth scouting services, due diligence and commercial/technical assessments and reports about the Scandinavian and European operating environment.

Cooperation goals regarding the Chinese partner:

Biocellex Ltd is interested in cooperating with Chinese life science companies in

- Helping Chinese healthcare products (pharmaceuticals, diagnostics, medtech and biomaterials) in entering European and Scandinavian markets
- Helping Chinese traditional or natural drugs in European market entry operations
- Looking for new product opportunities and business partners from Europe and Scandinavia for Chinese life science companies
- Preparing focused in-depth market reports about European and Scandinavian life science environment in different life science technology areas

公司简介:

Biocellex有限公司是一家私人控股的国际创新和业务发展公司，为生命科学领域提供服务。

Biocellex专注于相关领域的商业和技术，包括药物发现和开发，诊断，生物材料，功能性食品和生命科学服务。在业务发展方面，Biocellex有限公司向生命科学公司提供业务范围广泛的发展服务。

对于成长阶段的公司，经验丰富的团队可以帮助制定商业和营销战略规划以及产品开发战略，开拓北欧和欧洲市场。对于正在寻找新的商业机会或产品组合的公司，我们提供深入侦察服务，尽职调查和商业/技术评估以及报告北欧和欧洲的经营环境。

期望与中国合作伙伴展开合作:

Biocellex公司有兴趣与中国生命科学公司合作

- 帮助中国保健品（药品，诊断，医疗科技和生物材料）进入欧洲和北欧市场
- 帮助运作中国的传统天然药物进入欧洲市场
- 帮助中国生命科学公司寻找新产品的机会和来自欧洲和北欧的商业伙伴
- 在不同的生命科学技术领域中，准备欧洲和北欧的生命科学环境市场报告

Biohit Oyj

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Company profile:

Established in 1988, Biohit Oyj is a Finnish biotechnology company, acting on the global market. Biohit's operations are based on a goal-oriented and long-term innovation and patenting strategy to promote better health.

Biohit works with scientific communities to produce new technologies, products and services that can be used to develop safe and cost-effective liquid handling solutions for laboratory work as well as diagnostic tests and products for the early detection and prevention of diseases of the gastrointestinal tract.

Liquid handling products include electronic and mechanical pipettes, disposable tips as well as pipette maintenance and calibration services for research institutions, healthcare and industrial laboratories.

The diagnostics business comprises products and analysis systems for the early diagnosis of gastrointestinal diseases, such as the blood-sample based GastroPanel examinations for the diagnosis of atrophic gastritis and associated risks, quick tests for the diagnosis of lactose intolerance and Helicobacter pylori infection in connection with gastroscopy, and the ColonView examination for the early detection of intestinal bleeding that indicates a risk of colorectal cancer. The new Acetium innovation has been developed to reduce carcinogenic acetaldehyde in the gastrointestinal tract.

Cooperation goals regarding the Chinese partner:

- Find distributors for Biohit diagnostic business in China
- Licensing of products and patents from Biohit on the Chinese market
- Introduce GastroPanel, the Stomach Health test to Chinese Basic Health Care to develop safe, ethical and cost-efficient diagnosis and prevention of gastrointestinal diseases, such as Helicobacter pylori infection and stomach and oesophageal cancer
- Find customers, such as hospitals and private clinics, for turnkey, comprehensive GastroPanel laboratories (www.biohit.com / Diagnostics / Literature and brochures / GastroPanel Laboratories)

公司简介:

成立于1988年, Biohit 公司是面向全球市场的芬兰生物技术公司。Biohit的业务是基于目标导向和长期的创新及专利战略而促进健康。

Biohit与科学界共同合作, 生产新技术, 产品和服务, 可用于开发安全和符合成本效益的实验室工作液体处理解决方案以及开发为早期发现和预防胃肠道疾病的测试诊断和产品。

液体处理产品包括电动和手动移液器, 一次性吸头以及为研究机构、医疗保健和工业实验室提供移液器的维修和校准服务。

诊断业务包括胃肠疾病的早期诊断产品和分析系统, 如以血样为基础诊断萎缩性胃炎和相关风险的非侵入性胃粘膜血清快速检测 (GastroPanel), 与胃镜检查相结合快速检测乳糖不耐症和幽门螺杆菌感染, 肠道出血表明大肠癌风险的早期诊断ColonView检测。新Acetium创新性被开发用于减少胃肠道致癌物质乙醛。

期望与中国合作伙伴展开合作:

- 寻找Biohit诊断业务中国经销商
- 在中国市场许可Biohit的产品和专利
- 向中国的基础卫生医疗系统介绍GastroPanel和胃健康检测, 发展安全, 伦理和更具成本效益的诊断和预防胃肠疾病, 如幽门螺杆菌感染、胃癌和食道癌
- 寻找客户, 如医院和私人诊所, 向他们提供交钥匙、综合的GastroPanel实验室(www.biohit.com / Diagnostics / Literature and brochures / GastroPanel Laboratories)

Biotie Therapies Ltd

www.biotie.com | **Address 地址:** Tykistökatu 6, FI-20520 Turku, Finland | **Phone 电话:** +358 2 274 8900
Fax 传真: +358 2 274 8910 | **Contact Person 联系人:** Chris Piggott, Chief Business Officer | chris.piggott@biotie.com

Company Profile:

Biotie is a drug discovery and development company focused on central nervous system and inflammatory diseases. It has a broad range of innovative small molecule and biological drug candidates at different stages of clinical and pre-clinical development.

Biotie's products address diseases with high unmet medical need and significant market potential, including addiction and psychotic disorders, rheumatoid arthritis, psoriasis and chronic obstructive pulmonary disease (COPD).

The most advanced product, nalmefene for alcohol dependence, is currently in phase III clinical development by licensing partner H. Lundbeck A/S. The commercial value of the pipeline has been demonstrated through existing alliances with top-tier global pharmaceutical companies such as Lundbeck, Roche and Pfizer. Biotie has operations in Turku, Finland and Radebeul, Germany. Shares are listed on NASDAQ OMX Helsinki Ltd.

Cooperation goals regarding the Chinese partner:

Biotie is interested in cooperating with Chinese pharmaceutical companies who are interested in out-licensing or co-development arrangements for their proprietary product candidates (both small molecules and biological drugs).

The preferred therapeutic areas are CNS disorders and inflammatory/autoimmune conditions.

公司简介:

Biotie是发现和开发药物的公司，专注于中枢神经系统疾病和炎症。在临床和临床前不同发展阶段，Biotie公司在创新小分子和生物制药候选范围很广泛。

Biotie的产品能满足满足医疗需求和巨大的市场潜力，其中包括吸毒和精神疾病患者，类风湿性关节炎，牛皮癣，慢性阻塞性肺疾病（COPD）的疾病。

最先进的产品，对酒精依赖患者使用的纳美芬，目前正处于临床开发的第三阶段，特许合作伙伴是Lundbeck公司。通过与全球顶级制药公司形成的联盟，如Lundbeck公司，罗氏公司和辉瑞制药公司，该通道的商业价值已经被证明。Biotie在Turku芬兰和Radebeul德国设有办公室，是纳斯达克赫尔辛基的上市公司。

期望与中国合作伙伴展开合作:

Biotie希望与中国制药公司合作，这些中国公司有兴趣进行专利授权或共同开发他们的专利候选产品（包括小分子和生物药品）。

首选的治疗领域是中枢神经系统疾病和炎症性/自体免疫疾病。



Fennopharma Oy Ltd

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Contact Persons 联系人: CEO, Dr. Jouko Savolainen | jouko.savolainen@fennopharma.fi

Director of Business Development, Dr. Jukka Holappa | jukka.holappa@fennopharma.fi

Company profile:

Fennopharma Ltd is a privately held Finnish pharmaceutical product development and commercialisation company. Fennopharma Ltd actively seeks new innovative, market driven, ideas, product leads and ready products into its portfolio for the European markets.

Fennopharma has access to distribution channels for all major markets within the European Union. Fennopharma also possess the expertise to manage the challenges of the highly fragmented European market. In joint projects, Fennopharma's collaborators can enjoy a full service chain, from the idea to the completed, registered pharmaceutical product.

Fennopharma does not do consumer marketing, but finds the most suitable marketers for its products in each European country.

Cooperation goals regarding the Chinese partner:

Fennopharma is active in building business cases with Chinese companies and research institutions, and is a dedicated partner for their European operations.

Fennopharma brings the essential market and regulatory expertise for joint projects, and does all the European operations, e.g., towards regulatory authorities.

公司简介:

Fennopharma公司是一家私营公司，主要从事药物产品开发和商业化。Fennopharma公司积极寻求新的创新，市场推动，理念，领先产品和准备投入欧洲市场的产品。

Fennopharma通向欧盟所有主要市场的分销渠道。Fennopharma也具备专业知识，管理高度分散的欧洲市场。在合作项目中，Fennopharma的合作者可以享受全面服务供应链，从构思到完成，并注册药剂产品。

Fennopharma不做消费市场，但为它的产品在每个欧洲国家找到最合适的营销人员。

期望与中国合作伙伴展开合作:

Fennopharma希望与中国公司和研究机构共同建立商业合作，并成为他们欧洲业务的唯一伙伴。

Fennopharma带来重要市场和合作项目管理经验，并完成所有的欧洲业务，如：应对监管机构。

Fennopharma

Finnish Red Cross Blood Service

www.veripalvelu.fi | Address 地址: Kivihaantie 7, 00310 Helsinki, Finland | Phone 电话: +358 50 37 4 2612

Contact Person 联系人: Michael T. Jones, Head of Licensing | michael.jones@bts.redcross.fi

Profile of the Organisation:

The Finnish Red Cross Blood Service is the nationwide blood service provider in Finland. The services comprise recruiting blood donors, organising blood donation, collecting blood and testing the donated blood. The donated blood is used to make cellular blood products and delivered to hospitals for use in treating patients. The Blood Service also operates a Bone Marrow Donor Registry and a Cord Blood Bank.

The Blood Service is a financially and operationally independent section of the Finnish Red Cross. It is a not-for-profit organisation, and the organisation's prime concern is what is best for the patient.

The strong expertise of Finnish Red Cross Blood Service is built on in-house research and development, forming the foundation of safe and reliable products and services to the Finnish health-care sector.

Stem cells and cord blood processing methods are focal areas for Research and Development at Blood Service. Given the integral role in testing organ, tissue and stem cell transplants, Blood Service is particularly well placed to further develop products and services for the Finnish health-care sector in the emerging field of regenerative medicine. With state of the art instrumentation Blood Service analyse stem cell surface structures.

The Blood Service's special expertise is in cell membrane glycoconjugates. The Blood Service has developed analytical methods in this area and has a portfolio of patent applications covering many areas, including glycocontamination and glycomodification of stem cells. Other key areas for R&D are the interactions between the microbiota and host in intestinal disorders with special focus on transplantations.

Cooperation goals regarding the Chinese partner:

The Finnish Red Cross Blood Service is looking for partners who are interested in licensing and/or cooperative research in the following areas:

- stem cell glycomics platform and
- distribution of research tools for stem cell studies.

机构情况:

芬兰红十字血液服务中心是芬兰全国性的血液服务供应商。其服务包含寻找血液捐助者, 组织血液捐助, 收集血液以及测试捐助血液。捐助的血液将被用于血液细胞产品以及送到医院给需要的病人使用。血液服务中心也与骨髓捐助中心 (Bone Marrow Donor Registry) 以及脐带血银行 (Cord Blood Bank) 合作。

血液服务中心是芬兰红十字会中经济与运行独立的一个部门。他是一个非营利机构, 机构最关心的是对于病人来说什么是最好的。

芬兰红十字会血液中心的强大专业技能是建立在机构内部的研究和开发, 为芬兰健康行业提供安全可靠的产品基础。

干细胞和脐带血的制作方式是血液服务中心的重点关注领域。给予其在器官, 组织以及干细胞移植测试中一完整角色, 血液服务中心尤其在为芬兰卫生保健领域发展以及提供再生医药服务有着重要的地位。血液服务中心更有先进技术性的仪器来分析干细胞表面构造。

血液服务中心在细胞膜复合糖方面有着其特殊工艺。血液服务中心在这个领域开发出了一套分析方法, 还拥有一套覆盖干细胞糖污染以及糖修复的专利申请文件。其他重要关注点还包括在移植术领域研发微生物丛与肠道疾病细菌的互动。

与中方伙伴合作的期望目标:

芬兰红十字血液服务中心希望寻找愿意在以下方面合作的伙伴

- 干细胞糖组学平台以及
- 干细胞研究工具的分配

FinnREACH Ltd

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Fax 传真: +358 2 4788 120 | **Contact Person 联系人:** Jan Nylund, CEO | jan.nylund@finnreach.com

Company profile:

FinnREACH Ltd is a network of Finnish contract research organizations serving companies with activities in (chemical) industry and pharma. FinnREACH provides GLP certified laboratory services, research work and project management, especially to companies influenced by the REACH regulation, the Biocide directive (BPD) or any other issue concerning safe handling and manufacturing of chemicals. The laboratory services include OECD validated models for endocrine disrupter testing and in vitro (GLP) toxicology research and testing.

FinnREACH also focuses on helping its customers to comply with the new Globally Harmonized System (GHS) on classification, labelling and packaging of chemical substances and preparations, i.e. the CLP-directive in the EU, and to prepare appropriate and correct material safety data sheets (MSDS) and other documents needed by law. The FinnREACH cluster companies have gained extensive experience and expertise serving customers from a wide range of industries on testing and regulatory issues.

Cooperation goals regarding the Chinese partner:

FinnREACH seeks partners that need assistance or partnership in dealing with EU regulatory issues on chemical safety or with GHS on preparation of MSDS, classification and labelling of chemicals.

公司情况:

FinnREACH有限公司是一个为医药类公司提供研究服务的公司。FinnREACH 提供 GLP 认证实验室，研究工作以及项目管理，特别是对那些受 REACH 条款影响的公司，比如杀菌剂指导 (BPD) 或者其他任何关于医药安全生产的条款。实验室服务还包括内分泌干扰物测试和试管 (GLP) 毒理学研究和测试的 OECD 验证模式。

FinnREACH 也关注于帮助其客户在医药物质的分类，标注以及包装和准备过程中遵守新全球调和制度 (GHS)，比如，欧盟的 CLP 指导，以及根据法律规定准备合适正确的物品安全管制表 (MSDS)。FinnREACH 集群公司在各类行业都得到了关于测试以及条款事宜方面广泛的经验以及专业技能支持。

与中方伙伴合作的期望目标:

FinnREACH 希望与那些对欧盟医药安全条款或者为全球调和制度 (GHS) 准备物品安全管制表，医药分类标注等需要帮助的合作伙件。

Foodfiles Ltd

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Fax 传真: +358 (0)17 288 1269 | **Contact Person 联系人:** Essi Sarkkinen, CEO | essi.sarkkinen@foodfiles.com

Company profile:

Foodfiles is a privately owned contract research organisation (CRO) in the field of nutrition. Company performs clinical studies and regulatory services for food and pharmaceutical industry to support their research and development activities, and finally entry on the EU market.

Foodfiles produces clinical research services on efficacy and safety of food or food ingredients. In addition, company acts as a professional study site in clinical studies with pharmaceutical products in nutrition related indication areas like diabetes, obesity, lipid disorders and blood pressure.

Foodfiles provides expert service in regulatory affairs relating to the nutrition and health claims, novel foods, food supplements, food fortification and other EU food legislation. Company compiles the required regulatory documents (e.g. health claim and novel food dossiers for European Food Safety Authority) and contacts the food authority on behalf of industry. The company acts as a gateway for Chinese companies willing to enter European market with their products under food law.

Cooperation goals regarding the Chinese partner:

Foodfiles is interested in cooperating with Chinese food and pharmaceutical companies who:

- Are aiming to carry out clinical trials for food and food ingredients and pharmaceutical products in nutrition related indications (ICH GCP)
- Are aiming to bring products which are under the EU food law to European markets
- Needs consultancy in European guidelines and regulatory requirement issues

公司简介:

Foodfiles是一家研究营养方面的私人合同研究组织 (CRO)。公司为食品以及制药行业提供临床研究以及法规咨询的服务来支持他们的研究和开发, 最终得以进入欧盟市场。

Foodfiles为食品以及食品成分的效能和安全性提供临床研究服务。另外, 公司也是一个与营养补给有关医药产品的临床研究专业研究网站, 例如糖尿病, 肥胖, 血脂异常以及高血压。

Foodfiles提供与营养和健康, 新型食品, 食品补充剂, 食品强化相关的条款以及其他欧盟食品法规的专业咨询服务。公司根据法规文件 (比如欧洲食品安全局的健康声明和新型食品) 并且代表行业协会联系食品安全局。公司根据欧洲食品法规为那些希望其产品进入欧洲市场的公司开启了大门。

期望与中国合作伙伴展开合作:

Foodfiles希望与以下的中国食品和制药公司合作:

- 希望可以为食品以及食品成分和营养补给有关的 (ICH GCP) 医药产品进行临床实验的
- 希望可以根据欧盟食品条例把其产品打进欧洲市场的
- 希望得到欧洲条例和法规方面咨询帮助的

Horizon Wellness Oy Ltd

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Contact Person 联系人: Thomas Lemström, CEO and Hu Ying, export assistant | thomas.lemstrom@horizon.fi, hu.ying@horizon.fi

Company profile:

Horizon Wellness is an export management company run by a team of Chinese and Finnish professionals. Horizon Wellness specialises in developing and exporting products in the health, wellness and fitness segments. The company assists its European clients in developing sales in China and, in tapping into outsourcing opportunities. Horizon Wellness' strength lies in scientific know-how, local business contacts and tools to manage the cultural and geographical distance between China and Europe.

Horizon Wellness offers its clients turnkey solutions for managing export and distribution, helping the client to increase sales and seize the best subcontracting opportunities. Horizon Wellness also operates clinical trials in China with extremely high quality and cost efficiency.

Cooperation goals regarding the Chinese partner:

Horizon Wellness is constantly looking for new trade partners and distributors in the Chinese wellness sector. Horizon Wellness wants to bring together European high quality products and great Chinese distribution channels thus creating mutually beneficial profitable business for both Chinese and European parties.

公司简介:

Horizon Wellness是一个由中国以及芬兰专家组成的出口管理公司。Horizon Wellness主要开发以及出口与健康相关的产品。公司帮助欧洲的客户开发其中国市场，寻找合适的外包机会。Horizon Wellness的特长在于其科学技术，当地的商业网络以及协调好中国和欧洲之间地理文化的差异。

Horizon Wellness为其客户提供出口以及分销的一站式服务，帮助客户增长其销售额以及把握最佳分包机会。Horizon Wellness也为客户提供高质量和高成本效率的中国临床实验服务。

期望与中国合作伙伴展开合作:

Horizon Wellness长期寻找在健康领域合作的中国合作伙伴以及经销商。Horizon Wellness希望把欧洲优质的产品和中国经销网络组合在一起，从而为双方构建一个互惠互利的良好平台。

Hormos Medical Ltd

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Contact Person 联系人: Risto Lammintausta, Managing Director | risto.lammintausta@hormos-med.com

Company profile:

Hormos Medical Ltd is subsidiary of QuatRx Pharmaceuticals (USA) with a focus on discovery and development of pharmaceutical products for women's and men's health. This focus includes male hypogonadism, erectile dysfunction and prostate diseases as well as menopause, endometriosis and breast cancer.

Cooperation goals regarding the Chinese partner:

Hormos is interested in cooperating with Chinese pharmaceutical companies who are:

- Looking for licensing in new drug candidates (in phase I-III) for the treatment of hormonal disorders to be marketed in Chinese or Asian territory
- Interested in co-development of new drugs in preclinical or clinical phase to be marketed on the Asian territory
- Looking for a European partner for co-development of Chinese innovation to be marketed in Europe and USA.

公司简介:

Hormos Medical有限公司是QuatRx Pharmaceuticals (美国) 子公司, 关注于为女性以及男性健康探索和开发医药产品。这包括了男性性技能减退, 勃起功能障碍和前列腺疾病以及绝经, 子宫内膜异位和乳房癌。

期望与中国合作伙伴展开合作:

Hormos希望寻找以下中国医药公司作为合作伙伴:

- 希望在中国或者亚洲地区为新型治疗激素紊乱的候选药物申请许可 (第一到第三阶段)
- 在亚洲地区对共同开发临床前或者临床阶段药物感兴趣的公司
- 寻找欧洲合作伙伴或者共同开发中国创新药物, 使其在进入欧洲或者美国市场



Hormos Medical

Imanext Oy Ltd

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Contact Person 联系人: Kim Bergström, CEO | kim.bergstrom@imanext.com

Company profile:

Imanext Ltd. is a private Finnish CRO company providing specialised services to pharmaceutical industry. The services are based on translational functional imaging (PET/SPECT/CT, MRI) where Imanext has a strong expertise.

Imanext has a mission to reduce drug development expenses by using and developing imaging technologies and also to make these technologies available to all drug development and biotech companies.

Imanext serves both nonclinical and clinical drug development and offers imaging and related services such as imaging tracers, in vitro and in vivo studies, stem cells, animal models, microdosing, and microscopy. Through global partner network Imanext operates worldwide.

Cooperation goals regarding the Chinese partner:

- Imanext is looking for partners to perform molecular imaging studies in China, including animal imaging (PET, SPECT, MRI), and clinical imaging (PET, SPECT). The company offers its special expertise to the partner to build up a special imaging CRO service in China together with Imanext.
- Imanext has proprietary imaging biomarker technology. It is seeking to out license or partner on this technology.

公司简介:

Imanext有限公司是一家为制药行业提供特殊服务的芬兰合同研究组织（CRO）公司。其服务主要是建立在转换功能成像（正电子发射X射线摄影技术/单光子发射计算机化成像/计算机X射线断层造影术，核磁共振成像），Imanext在这个领域有着非常强大的技术。

Imanext的目标是通过开发成像技术达到减少药物开发的成本，并且使这些技术能够在所有药物开发和生物技术公司中使用。

Imanext服务于非临床以及临床药物的开发，其成像和相关的服务还包括成像示踪剂，体外和体内研究，干细胞，动物模型，优缺点和显微镜。Imanext公司通过其在全球的合作伙伴将他的经营范围扩展到全世界。

期望与中国合作伙伴展开合作:

- Imanext寻求在中国进行分子成像研究的合作伙伴，包括动物成像（正电子发射X射线摄影技术，单光子发射计算机化成像，核磁共振成像）以及临床成像（正电子发射X射线摄影技术，单光子发射计算机化成像）。公司将为其合作伙伴提供他的特殊技术共同在中国建立一个特殊的成像合同研究组织。
- Imanext还拥有成像生物标志物技术。公司也在寻找需要这项技术的中国合作伙伴。

Innomedica Ltd

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Contact Person 联系人: Tanja Dowe, Managing Director | tanja.dowe@innomedica.fi

Company profile:

Innomedica Ltd is an international business development company serving the biotechnology and pharmaceutical industries. The company provides a full range of services for market access in Europe and Japan, starting from carefully conducted market analysis and selection of partner candidates, to negotiation support, legal services for license and distribution agreements and all the way to establishment of sales offices when needed. The client base covers both private and public sectors.

Innomedica would be happy to discuss with Chinese partners about their product's market potential in Europe.

Cooperation goals regarding the Chinese partner:

Innomedica is looking for Chinese pharmaceutical, diagnostic and medical device companies that are either

- looking for European products for marketing and distribution in China, or
- willing to bring their products to European markets.

公司简介:

Innomedica有限公司是一家为生物技术以及制药行业提供服务的国际化商业开发公司。公司提供一整套欧洲以及日本市场准入的服务,包括详细的市场调研分析和选择合适的合作伙伴,谈判阶段的支持,认证以及分销协议的法律法规咨询,和在需要的情况下建立销售中心。客户来自于私人公司和政府机构。

Innomedica公司乐意与中国的合作伙伴探讨关于他们产品在欧洲的潜在市场。

期望与中国合作伙伴展开合作:

Innomedica公司寻求那些中国的制药,诊断以及医药仪器公司:

- 寻求在中国推广的欧洲产品,或者
- 希望把自己的产品打入欧洲市场的中国公司

Leiras Finland Oy Ab

www.leiras.fi/english | **Address:** Paciuksenkatu 21, PO Box 1406, FIN - 00101 Helsinki, Finland

Phone: +358 20 746 5014, mobile +358 40 5152 268

Contact Person: Raimo Skottman, LEIRAS Business Development | raimo.skottman@leiras.fi

Company profile:

LEIRAS is one of the leading Finnish pharmaceutical marketing companies. Nowadays LEIRAS is part of European based mid sized pharma group Nycomed.

LEIRAS has strong presence on primary care, hospital care and self care markets in Finland. The core marketing and sales competence and therapeutic areas expertise for LEIRAS are: gastroenterologic and cardiovascular diseases, diabetes, arthrosis and osteoporosis, pain management, respiratory diseases and special hospital products and self-care area.

On global level Nycomed group identifies and makes licensing deals of top class products (at development phases 2 – 3) in the biotechnology and pharmaceuticals sectors throughout the world and then invests in R&D co-development projects on these products aiming to commercialise unlicensed products around the world.

LEIRAS does local portfolio development and in-licensing of new drugs at phase 3-4 through its own Business Development function as well. LEIRAS offers to your company a reliable and long-term partnership to commercialize successfully your product in Finland and a gateway to get your product for broader usage in other countries in EU as well by using Nycomed group network.

Cooperation goals regarding the Chinese partner:

Leiras Finland is interested in cooperating with Chinese pharmaceutical companies who are able to provide new out-licensing opportunities such as:

- New chemical entities (NCEs) at development phase 3 to 4 on therapeutic areas like hypertension, type 2 diabetes, gastroenterology (anti-inflammation), central nervous diseases (CNS) (e.g. Alzheimer disease, Parkinson disease, anxiety, depression and schizophrenia), cancer diseases (e.g. small and non-small cell lung cancer, prostate cancer, cancer treatment support), serious infectious diseases (hospital setting)
- New products providing value added features compared to Finnish/European market situation (could be either prescription or self care status drugs or medical devices)
- Nominated generic products

公司简介:

LEIRAS是芬兰顶尖的医药市场推广公司。LEIRAS挪威隶属于欧洲医药集团Nycomed。

LEIRAS的初级护理，医院护理以及自我护理在芬兰市场有着重要的地位。LEIRAS的核心市场推广以及销售技能和治疗学领域的特长包括：肠胃病和心血管疾病，糖尿病，关节炎和骨质疏松症，伤痛管理，呼吸疾病和特殊医疗产品以及自我护理领域。

全球来说，Nycomed集团在全世界帮助生物技术以及医药领域的高档产品（第二至第三开发阶段）得到认证许可，并且投资到此类产品的共同研发项目中，使产品进一步商业化。

LEIRAS自己的商业开发部门也开发新型药品的第三至第四阶段的认证文件。LEIRAS还为贵公司提供了一个长期安全可靠的合作关系来帮助您的产品进入芬兰以及其他欧洲市场，并且提供Nycomed集团的网络关系。

期望与中国合作伙伴展开合作:

Leiras芬兰希望与那些可以提供新产品外包认证机会的中国医药公司

- 新化学实体 (NCEs)：高血压，第二型糖尿病，肠胃病（抗炎），中枢神经疾病 (CNS)（比如阿尔茨海默病，帕金森病，焦虑症，抑郁以及精神分裂症），癌症（比如小型及非小型细胞肺癌，前列腺癌，癌症治疗支持），严重的传染病（医院设置）等治疗的第三至第四开发阶段。
- 相对于芬兰/欧洲市场的情况新产品应该具有增值效应（可以是处方或者自我护理的药品或者医用仪器）。
- 被提名的通用产品

LEIRAS

Medbase Ltd

www.medbase.fi | **Address 地址:** Linnankatu 64 B 23, 20100 Turku, Finland

Phone 电话: +358 400 548237 | **Fax 传真:** +358 2 232 9000 | **Contact Person 联系人:** Kari Laine, CEO | kari@medbase.fi

Company profile:

Medbase Ltd produces medical databases for healthcare professionals (medical doctors and pharmacists) to ensure effective and safe clinical use of drugs.

The company was founded by experts in pharmacotherapeutics and the products are constantly maintained and further developed by an international team of experts including those of Karolinska Institutet in Sweden.

The database contents are written by trained experts, mainly medical doctors, and approved by specialist doctors in clinical pharmacology. This all is aimed to improve clinical decision making by providing appropriate medical recommendations in drug therapy.

Medbase products are easily adapted, be it a new language version, connection to a local drug register or a method of accessing the information. The decision support databases cover the main problem areas in drug prescription and dispensing: SFINX interaction database – decision support for drug interactions, gravbase/lactbase – drug use during pregnancy and breast-feeding, and renbase, a decision support system for drug dosing in renal failure.

Cooperation goals regarding the Chinese partner:

Medbase is seeking for local partners in different countries for localising and marketing its products.

An ideal partner could be e.g. a medical publishing company or some other neutral partner that could deliver medbase products via portal or mobile channels and, in addition, to make further partnerships with the local electronic patient record system or pharmacy IT-system providers.

公司简介:

Medbase有限公司专注于为健康护理专家（医生和药剂师）提供医药数据库，从而确保有效以及安全的药物临床使用。

公司是由医药治疗学专家组成，产品的长期维护和进一步开发是由属于瑞典Karolinska中心的国际专家们进行的。

数据库的内容由受过培训的专家编写，主要是医生，也得到了临床药理学专家的认可。这些都是为了提供准确的药物治疗医学建议从而提升临床决策。

Medbase产品非常容易适应，比如如果需要一个新的语言版本，可以通过联系当地药品注册中心或者其他取得信息的方式。这种决策支持数据库覆盖了处方药和配方药的主要问题区域：SFINX互动数据库 – 药品互相作用的决策支持，gravbase/lactbase – 在怀孕，哺乳期间使用药品的决策支持，renbase – 肾功能衰竭时的药品决策支持。

期望与中国合作伙伴展开合作:

Medbase在很多国家寻找当地的合作伙伴，共同将其产品本地化并且推向新市场。

最理想的合作伙伴是：医学出版公司或者其他中立的可以将Medbase的产品通过门户网站或者移动平台进行推广的合作伙伴，另外，希望与当地的电子病例系统或者药房的IT系统供应商进行进一步的合作。

Medfiles Oy Ltd

www.medfiles.fi | **Address 地址:** Volttikatu 5, 70700 Kuopio, Finland | **Phone 电话:** +358 20 7446 802
Fax 传真: +358 20 7446 801 | **Contact Person 联系人:** Tuija Keinonen, CEO | tuija.keinonen@medfiles.fi

Company profile:

Medfiles Ltd is privately owned CRO company which was the first of its kind when it was founded in Kuopio, Finland in 1987. Medfiles is oldest and biggest CRO in its focus area of operation. Its focus is on Scandinavia and Baltic area but operates in whole Europe.

Complete range of product development process, starting with pharmaceutical development with quality control laboratory analyses (chemical and microbiological; EU GMP), implementing clinical trials (phases I to IV; ICH GCP) and dealing with regulatory affairs (e.g. marketing authorization, pharmacovigilance) culminates its "one-stop-shop" service package. Apart from American and European pharmaceutical companies as its clients, Medfiles has done business also with Chinese pharmaceutical companies.

Cooperation goals regarding the Chinese partner:

Medfiles is interested in cooperating with Chinese pharmaceutical companies who are:

- aiming to carry out clinical trials (ICH GCP) in Europe
- needing quality control analytics (EU GMP) for pharmaceutical batches imported to EU (i.e. mandatory release analytics) and product release
- aiming to bring pharmaceutical products to EU market (marketing authorization applications etc.)
- needing consultancy in European guidelines and regulatory requirement issues (e.g. ICH GCP, EU GMP, EMA).

公司简介:

Medfiles有限公司是一家私人拥有的临床实验公司，公司成立于1987年，是芬兰第一家此类公司。Medfiles也是此类临床实验公司中历史最悠久，规模最大的公司。公司主要关注于北欧以及波罗的海地区，在全欧洲都有经营。

公司完整的产品开发过程包括：通过高质量的实验室分析进行医药开发（化学和微生物学；欧盟药品生产质量管理规范），实施临床实验（第一至第四阶段，国际临床试验规范）以及帮助完成法规事宜（比如营业许可，药物警戒性），因此这是一种‘一站式’服务。除了公司在美洲以及欧洲的客户以外，Medfiles还与一些中国医药公司进行合作。

期望与中国合作伙伴展开合作:

Medfiles与以下中国医药公司有合作意向:

- 希望在欧洲进行临床实验（生产及相关医药生产设备的清洁验证，药品临床试验质量管理范围）
- 在进口到欧洲的药品批号方面（比如，强制释放分析）和产品释放方面需要质量控制分析的
- 希望把医药产品带入欧盟市场的（营销授权申请等）
- 那些需要得到欧洲条款，法规咨询的（包括生产及相关医药生产设备的清洁验证，药品临床试验质量管理范围，欧盟药品生产质量管理范围等）

Mendor

www.mendor.com | **Address 地址:** Huopalahdentie 24, 00350 Helsinki, Finland | **Phone 电话:** +358 45 673 3313
Contact person 联系人: Kristian Ranta VP, Business development, Co-Founder

Company profile:

Mendor is a company specialised in advanced diabetes management and is currently preparing to launch an extremely easy to use, discreet and portable all-in-one blood glucose meter and software for the daily management of diabetes.

Together with users and diabetes experts, Mendor has designed its products to address the needs of people with all types of diabetes requiring regular monitoring of blood glucose. The solutions take daily diabetes management to a whole new level in terms of portability, discreetness and efficacy.

Cooperation goals regarding the Chinese partner:

Mendor is interested to expand our international presence to the Chinese market through distribution partners and would like to be connected to companies that have a strong presence in the Chinese diabetes market.

公司简介:

Mendor公司专注于先进的糖尿病管理。现在正在开发一种非常易使用、谨慎、便携且多合一的血糖仪及相关软件以用于糖尿病的日常管理。

Mendor公司和用户以及糖尿病专家一起，针对各种糖尿病患者都需要定期监测血糖这一需求设计出了这一产品。这一便携、谨慎以及高效的方案使糖尿病的日常管理达到了一个全新的水平。

期望与中国合作伙伴展开合作:

Mendor公司希望通过与代理商合作的形式以拓展中国市场，同时也希望和那些在中国糖尿病市场上知名的公司建立联系和展开合作。

MetGen Oy

www.metgen.fi | **Address 地址:** Itäinen Pitkätatu 4 B, PharmaCity, Gate B, 4th floor, 20520 Turku, Finland
Contact Person 联系人: Alex Michine, Managing Director | info@metgen.fi

Company profile:

MetGen Oy is active in development and production of biopharmaceuticals and industrial enzymes. MetGen biocatalytic processes make the production of pharmaceuticals and industrial products faster, cleaner and less expensive.

MetGen develops enzymes also for biomass treatment. The enzymes are used for energy saving in pulp and paper industry and biomass treatment for extracting specialised chemicals from cellulosic biomass. The company's products are also used in bioethanol production from cellulosic waste and removing phenolic compounds from waste waters and polluted soil.

MetGen focuses on industrial enzymes called Laccases. Laccases are oxidoreductases belonging to the multinuclear copper-containing oxidases and their uses span from the textile to the pulp and paper industries, and from food applications to bioremediation processes. Laccases also have uses in organic synthesis, pharmaceutical and nanotechnological sectors. These oxidase enzymes catalyse substrates at the expense of molecular oxygen and produce water as the only by-product.

MetGen's proprietary technology provides a significant advantage over existing approaches in regard to selectivity, productivity and the eventually cost of desired industrial enzymes or micro-organisms. MetGen technology was successfully tested for various applications.

Cooperation goals regarding the Chinese partner:

MetGen Oy is interested in cooperating with Chinese Life Science companies in terms of

- Find customers interested in biocatalytic methods to produce modified nucleosides for existing drugs and for those in the pipeline
- Collaborations and co-development of projects focusing on development of novel enzymes
- Find customers interested in specific applications of Laccase, such as waste water treatment and soil bioremediation

公司简介:

MetGen公司致力于生物药剂及工业酶的开发和生产。MetGen公司专有的生物催化技术能以更快的速度、更清洁的方式和更低的成本生产生物药剂及工业产品。

MetGen公司也开发生物质处理所用的酶。这些酶在纸浆和造纸工业及生物质处理过程中从纤维素提取出特定的化学物质。MetGen公司的产品也用于以纤维素废物为原料制取燃料乙醇以及从废水和污染土壤中去酚类复合物。

MetGen公司专注于漆酶这一领域。漆酶是属于多核含铜氧化酶中的氧化还原酶，其用途涵盖从纺织业到纸浆及造纸业，以及从食品应用到生物修复等众多领域。漆酶也可用于有机合成、药物及纳米等领域。漆酶在催化酶解物时，消耗氧分子同时产生唯一一种副产物一水。

在工业酶和微生物方面，MetGen公司独有的技术具有显著的可选择性、生产率及成本的优势。MetGen公司的技术已成功地在各种应用领域得到了证明。

期望与中国合作伙伴展开合作:

MetGen公司非常感兴趣和中国的生物公司展开合作

- 寻找对以生物催化技术为现有药物或研发中药物生产修饰核苷感兴趣的顾客
- 在新酶开发项目上展开合作
- 寻找对漆酶特定应用（如废水和土壤生物修复）感兴趣的顾客

Optomed Ltd

www.optomed.fi | **Address 地址:** Hallituskatu 13-17D 96, 90100 Oulu, Finland

Phone 电话: +358 20 741 3380 | **Fax 传真:** +358 (0)17 288 1269

Contact Person 联系人: Seppo Kopsala, CEO | seppo.kopsala@optomed.fi

Company profile:

Optomed Ltd is a pioneering medical technology company that specialises in development of digital medical imaging devices. We develop, manufacture and sell innovative camera products to screen and diagnose eye, ear and skin diseases in hospitals and clinics. Our key product is new digital fundus camera to take pictures of the retina of the eye for screening and diagnosis eye diseases such as diabetic retinopathy.

In China Hospitals and clinics need hundreds of thousands of new digital imaging devices to screen, diagnose and monitor sight threatening eye diseases such as diabetic retinopathy, glaucoma and AMD. According to WHO 80% of blindness would be avoidable if clinics could afford the needed equipment. Optomed is entering this market in cooperation with China Ministry of Health, WHO, IAPB and World diabetes foundation that support hospital investments. Clinics can purchase significant amount of Optomed Smartsopes to enable maximum patient throughput that is needed when treating a vast population in China.

Optomed Oy (Ltd) is a privately owned company and its headquarters based in Oulu, Finland. In addition, two sales offices are located in Kerava, Finland and Shanghai, China.

Cooperation goals regarding the Chinese partner:

Optomed is searching for an OEM partner regarding equipment production and sales of Optomed's Medical Imaging solutions in China.

公司简介:

Optomed是一家开拓型的医疗技术企业，专注于数字医疗图像设备的开发。我们研发、制造并销售创新的摄像产品来拍摄并诊断医院及诊所的眼、耳和皮肤疾病。我们的拳头产品是新的数字基底照相机，能够对视网膜进行拍照并放映以诊断如糖尿病性视网膜炎等眼科疾病。

在中国的医院和诊所需要数十万的新的数字图像设备来拍摄、诊断和监测畏光型眼科疾病，如糖尿病性视网膜炎、青光眼、年龄相关性黄斑变性（AMD）等。根据世界卫生组织的数据，如果诊所能提供所需的设备，80%的失明是可以避免的。Optomed公司正在和中国卫生部、世界卫生组织、国际盲症预防协会、世界糖尿病基金会等合作进入这一市场。诊所可以大量添置Optomed公司的Smartsopes这一设备来为中国庞大的人口服务。

Optomed是一家私有企业，其总部在芬兰的Oulu。另外，在芬兰Kerava和中国的上海设有两个销售办公室。

期望与中国合作伙伴展开合作:

Optomed公司正在寻找一家在中国进行OEM的合作伙伴，同时在中国生产及销售Optomed公司的数字医疗图像设备。

Orion Corporation

www.orion.fi | **Address 地址:** Orionintie 1 A, FIN-02200 Espoo, Finland

Phone 电话: +358-10- 4261 | **Fax 传真:** +358-10-426 3815 | **Contact Person 联系人:** Riitta Vartiainen, Senior Vice President, Business Development and Support | licensing@orionpharma.com

Company profile:

Orion is an innovative European, R&D-based pharmaceutical and diagnostic company with an emphasis on developing medicinal treatments and diagnostic tests for global markets. Orion develops, manufactures and markets human and veterinary pharmaceuticals, active pharmaceutical ingredients as well as diagnostic tests.

Orion is the leading pharmaceutical company in Finland, with an own marketing organisation in over 20 European countries. The net sales of the Orion Group for 2009 were EUR 771.5 million, pharmaceuticals accounting for about 95 % of the total. At the end of 2009, the Group had a total of approximately 3,200 employees.

The best known of the seven Orion-originated NCEs is entacapone, which is an active substance in Stalevo® and Comtess®/Comtan®, used world-wide in the treatment of advanced Parkinson's disease. Value-adding, complementary partnerships and networking are the key focuses throughout the value chain (R&D, manufacturing, marketing) in Orion's strategy.

Cooperation goals regarding the Chinese partner:

Orion is interested in cooperating with Chinese pharmaceutical companies, who are:

- Looking for ready products for the Chinese market
- Developing and producing pharmaceutical products for global markets especially in the following therapy areas; CNS, Critical care, oncology

公司简介:

Orion是一家创新型基于研发的药物和诊断的欧洲企业，专注于内科疗法和诊断试验的全球市场。Orion公司开发、制造并销售人、兽药，活性药物成分以及诊断试验。

Orion是芬兰领先的药物企业，其销售机构遍布于20多个欧洲国家。2009年的总销售额为7.715亿欧元，其中药物占95%。至2009年底，Orion集团公司共拥有约3200位员工。

Orion发明的7种化合物中，最著名的是恩他卡朋（抗震颤麻痹药）。恩他卡朋是全世界治疗晚期帕金森症时使用的Stalevo®和Comtess®/Comtan®中的活性物质。增值服务、互补合作以及伙伴关系贯穿Orion发展的战略的整个价值链（研发、制造和市场）。

期望与中国合作伙伴展开合作:

Orion希望与如下中国医药企业合作

- 寻找适合中国市场的终端产品的企业
- 针对中国以外的市场开发和生产医药制品的企业，尤其是在如下领域：中枢神经系统、病危护理及肿瘤

Pharmatest Services Ltd

www.pharmatest.fi | **Address 地址:** Itäinen Pitkätatu 4 C, 20520 Turku, Finland | **Phone 电话:** +358-2-2784703
Fax 传真: +358-2-2784700 | **Contact person 联系人:** Jussi Halleen, CEO | jussi.halleen@pharmatest.fi

Company profile:

Pharmatest is a CRO offering preclinical efficacy services for the pharmaceutical industry. The service products include various cell culture assays and animal models for osteoporosis, osteoarthritis, cancer and urological diseases.

Cooperation goals regarding Chinese partner:

Pharmatest is looking for a partner CRO in China who would be interested in licensing preclinical efficacy models of Pharmatest, setting up the models in their premises, and offering the services to potential customers in China. Pharmatest would transfer SOPs of Pharmatest to the partner and maintain the SOPs, and the staff of Pharmatest would train the staff of the partner to perform the models according to the SOPs.

The partner should also be capable of performing studies in non-human primates, allowing Pharmatest to outsource such studies to the partner. Pharmatest could also be interested in outsourcing the animal experiment phase of some of its customer projects performed with the licensed animal models to the partner.

公司简介:

Pharmatest是一家提供临床前效验的医药研发外包服务企业。其服务包括对骨质疏松症、骨关节炎、癌症及泌尿科疾病等提供各种细胞培养分析及动物模型。

期望与中国合作伙伴展开合作:

Pharmatest希望在中国寻找到一家医药研发外包服务企业作为合作伙伴，合作的模式是：Pharmatest将其临床前效验的许可授权给中方，在中方自有的经营场所建立模型并在中国开展业务。Pharmatest将提供给中方其标准作业程序并对程序进行维护。同时，Pharmatest将培训中方的员工安装标准作业程序来开展业务。

中方的合作伙伴需持有对非人类灵长类动物开展研究的许可，并能够接受Pharmatest提供给中方的外包业务。Pharmatest也希望能将一些其客户委托的动物试验过程连同动物试验模型外包给中方合作伙伴。

pharmatest

Proactum Oy

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Contact Person 联系人: Pirjo Hannikainen, CEO | pirjo.hannikainen@proactum.fi

Company profile:

Proactum Oy is experienced provider for enterprise IT solutions utilising cost efficient open source technologies that are used in demanding environments.

Proactum's solutions include several national level portals, case and document management systems and heavy integrations. The solutions typically utilize innovative technologies for i.e. semantic processing or utilising GPS positioning information.

For Finnish National Institute of Health and Welfare Proactum has delivered a unique semantic health portal that has a 23000 word ontology build in. It handles massive amount of solid health information for professionals and all citizens of Finland. It enables same system for multiple (>100) organizations to manage/publish content, intelligent search and dynamic navigation.

Cooperation goals regarding the Chinese partner:

In China, Proactum is eager to find customers and partners with whom to share its experience in the field of semantic health information management and publishing.

公司简介:

Proactum为企业 提供价格合理、开放源码且按需定制的IT解决方案。

Proactum的解决方案包括国家级的门户网站、案件和文件管理系统及高度集成领域。其解决方案使用如语义处理、GPS定位信息等各种创新技术。

我们为芬兰国立健康和福利研究院提供了独特的语义处理的健康类门户网站，该门户含有23000个语义本体。该门户为芬兰国民及专家提供海量的详细的健康信息。它使得此类系统能够和许多其他机构(>100家)管理/发布内容、智能搜索机动态导航。

期望与中国合作伙伴展开合作:

Proactum很希望在语义健康信息管理和发布方面，在中国寻找到用户和合作伙伴。



REACHLaw Ltd

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Company profile:

Established in 2006, the Finnish environmental service company REACHLaw Ltd is specialised in services between the global industry and the new European Chemicals Agency (ECHA) in Helsinki, Finland.

REACHLaw addresses customers business and regulatory compliance needs by combining know-how of the chemical industry, legislation and business in its services. The company has 200 major customers including several Fortune 100 companies. REACHLaw's customers are from more than 30 different countries and the company has 20 partners in the globally most important markets in Europe, Asia, Latin-America and the USA. The company headquarter is in Helsinki, Finland and other offices in Brussels and New Delhi.

REACHLaw focuses on assisting clients who operate on or are planning to enter the European market in fulfilling the demands of the new REACH regulation. REACHLaw is continuously developing new productized services for the global regulatory requirements in the environmental field, assisting companies to fulfil both their business objectives and regulatory obligations in the global business environment. Further information at: www.reachlaw.fi

Cooperation goals regarding the Chinese partner:

Already having major customers in China, REACHLaw is looking for partners in marketing, sales and delivery of services in China.

公司简介:

REACHLaw 是一家芬兰的环境服务公司，成立于2006年。REACHLaw 专注服务于全球工业以及新成立的位于芬兰赫尔辛基的欧洲化学品管理局（ECHA）。

针对客户商务及法规遵循方面的需求，REACHLaw 利用其在化学品工业、相关法规及商务的专业知识为客户提供服务。REACHLaw 服务于200多家客户，其中包括一些世界100强企业。REACHLaw 的客户来自于30多个国家，其20多家合作伙伴遍布于全球最重要的市场如欧洲、亚洲、拉丁美洲及美国。REACHLaw 的总部在芬兰赫尔辛基，在布鲁塞尔、新德里设有办公室。

REACHLaw 专注服务于正在或准备应对新的 REACH 法规的客户，为他们进入欧洲市场提供服务。REACHLaw 持续开发其新的服务以满足其在全球市场的经营目标和规章义务。更多信息，请浏览 www.reachlaw.fi。

期望与中国合作伙伴展开合作:

鉴于在中国已有许多客户，REACHLaw 希望在中国寻找市场、销售和提供服务的合作伙伴。

StatFinn Oy

www.statfinn.fi | **Address 地址:** Linnankatu 9 b A 1, 20100 Turku, Finland | **Phone 电话:** +358 50 365 2990

Contact Person 联系人: Pasi Korhonen, CSO | pasi.korhonen@statfinn.fi

Company profile:

StatFinn Oy is a privately owned Contract Research Organization (CRO) established in 2005 with two offices in Finland and one in Basel Switzerland. StatFinn received recently a certificate "The Strongest in Finland" indicating that StatFinn has a solid, profitable and trustworthy foundation and potential for creating economical growth also in the future.

StatFinn provides statistical and data management services to customers conducting experimental research in the various fields of life sciences. It focuses on proper application of statistical methods in planning, analysis and reporting of clinical and non-clinical studies. Full scale CRO services from planning to final report are provided together with partners.

StatFinn has streamlined specific services (e.g. analysis and reporting of bioequivalence studies, food-interaction studies and animal toxicology studies) into products which fulfil regulatory requirements.

StatFinn has experience in communicating with external partners and authorities. StatFinn respects the timelines without compromising the quality by strictly following the internal guidelines and standard operating procedures. StatFinn's processes and environment have been successfully audited by our clients and are in compliance with GxP and 21 CFR Part 11.

Cooperation goals regarding the Chinese partner:

StatFinn is looking for strategic partners

- who plan to outsource statistics and data management services in order to conduct clinical and non-clinical research according to European (EMA) regulations
- who would like to utilise StatFinn's products as part of their own services for conducting clinical and non-clinical research according to Chinese (SFDA) and European (EMA) regulations

公司简介:

StatFinn是一家私营的委托合同研究机构，成立于2005年，在芬兰有2个办公室，在瑞士巴塞尔有1个办公室。StatFinn最近被评为“芬兰最强，The Strongest in Finland”，这表明StatFinn是一家稳固的、赢利的且值得信赖的企业，且增长预期良好。

StatFinn为生命科学各领域试验研究提供统计和数据管理服务。StatFinn擅长于采用适当的统计学方法为临床和非临床研究提供计划、分析和报告。与合作伙伴一起，StatFinn为客户提供从计划到最终报告的全套服务。

StatFinn为客户提供满足法规要求的高效率服务，如生物当量、食物相互作用、动物毒理等方面的研究和报告。

StatFinn和外部合作伙伴和机构等有相当多的合作经验。StatFinn严格遵守时间并严格按照内部准则和标准操作程序为客户提供高水平的服务。StatFinn的工艺和环境已经成功通过了GxP和 21 CFR Part 11的评审。

期望与中国合作伙伴展开合作:

StatFinn希望寻找如下战略合作伙伴:

- 希望外包其临床或非临床研究的统计和数据管理服务，以满足欧洲EMA规则
- 希望运用StatFinn的技术作为其自身业务的一部分，以开展符合中国国家食品药品监督管理局和欧洲EMA规则的临床和非临床研究

Suunto Oy

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Contact Person 联系人: Shelly Zhao, Business Manager | shelly.zhao@suunto.com, website: www.suunto.net.cn

Company profile:

There is a growing interest in health and wellness globally. Suunto's products e.g. heart rate monitors allow people to gain the benefits from guided aerobic training, thereby enabling them to have a healthy balance in their lives filled with wellbeing, motivation, and inspiration.

Suunto is a leading designer and manufacture of health monitoring and sports precision instruments for training, diving and outdoor sports.

Prized for their design, accuracy and dependability, Suunto wristop computers combine the aesthetics and functionality of watches with sport-specific computers. Headquartered in Vantaa, Finland, Suunto employs more than 500 people worldwide and distributes its products to over 100 countries.

The company is a subsidiary of Helsinki-based Amer Sports Corporation with sister brands Wilson, Atomic, Precor, Salomon, Mavic and Arc'teryx

Cooperation goals regarding the Chinese partner:

Suunto is looking forward to cooperating with partners from fitness clubs, professional teams, running clubs, and various other groups and individuals who are interested in scientific physical training and enjoying the returns from Suunto instructed exercises.

公司简介:

全世界的人们都越来越重视其健康问题。Suunto的产品如心率监视器使得人们通过指导下的有氧训练获益，从而使得人们在生活的健康、动力和灵感方面有一个很好的平衡。

Suunto是一家领先的健康监测及运动精度仪器的设计和生产商，产品涵盖体育训练、潜水及户外运动等领域。基于其拥以自豪的设计、准确性和可靠性，Suunto腕上计算机结合了美学和运动计算手表的功能。Suunto的总部在芬兰的万塔，在全世界拥有超过500名员工，其产品销售到了全球100多个国家。

Suunto是位于芬兰赫尔辛基的Amer Sports公司的子公司，其姊妹品牌包括Wilson, Atomic, Precor, Salomon, Mavic及Arc'teryx。

期望与中国合作伙伴展开合作:

Suunto希望和健康俱乐部、专业体育队伍、跑步俱乐部及其他对科学训练和Suunto指导训练感兴趣的组织或个人开展合作。

This brochure presents Finnish pharmaceutical and life science companies interested in finding cooperation partners in China. The brochure has been produced by the Tekes Pharma programme as well as by the Pharmaceutical Gateway China–Finland/Europe programme.

这本手册介绍了有兴趣在中国寻找合作伙伴的芬兰医药和生命科学企业。这本手册由芬兰国家技术创新局（Tekes）Pharma计划和中国-芬兰/欧洲医药通道计划共同制作。

