



## Press Release

March 24, 2022

Shonan Health Innovation Park

### **Shonan iPark Signs Memorandum of Understanding for Strategic Alliance with Chinese Science Park ‘Suzhou Industrial Park’**

Alliance in bilateral business exchange and expansion, as well as investment support between Japan and China

Shonan Health Innovation Park ("Shonan iPark") announced today that on March 15, it signed a memorandum of understanding (MOU) for a strategic alliance with the **Suzhou Industrial Park Administration Committee (SIPAC)** ("SIPAC," Location: Jiangsu Province, People's Republic of China), which is the government administrative agency of Suzhou Industrial Park (SIP), and **AIS CAPITAL LIMITED** ("AIS CAPITAL," Location: Chiyoda-ku), a group of experts with experience in Japanese and Chinese cross-border investment and M&A.

Based on this MOU, Shonan iPark, SIPAC, and AIS CAPITAL ("the three parties") will leverage their respective strengths and resources to promote alliances between resident (tenant) companies, support companies entering each other's markets, and assist in raising funds with the aim of advancing technological development and capital alliance in the Japanese and Chinese biopharmaceutical industries.

Shonan iPark has been promoting partnerships with ecosystems abroad to create innovation in life science, and this MOU marks the fifth such partnership. Shonan iPark will continue to develop its network with leading science parks abroad, aiming to build a life science ecosystem that is open to the world.

The main contents of the alliance between the three parties covered by the MOU are as follows:

- Establishment of a system of exchange between Japanese and Chinese companies
  - To share resources, know-how, and industry experience to attract customers, exchange information on life science innovation trends and industry policies between Japan and China, and promote partnerships between the respective resident companies.

- Creation of a platform for capital alliances
  - Shonan iPark and SIP will convene biopharmaceutical companies, investment firms, R&D institutions, and service companies in both science parks to promote interaction with Shonan iPark residents and explore potential alliances for investment and financing technology collaboration and licensing, etc. by holding regular exchange events.
  - When a Shonan iPark resident company expands into China, SIP will provide full support for that company, including assistance with clinical trials and regulatory filings in China.
  - If a SIP resident moves into Shonan iPark and establishes a presence in Japan, Shonan iPark will provide quality services to that company.
  - AIS CAPITAL will offer advisory services to business alliances and partnerships between Shonan iPark and SIP companies.

The Investment Promotion Committee of Suzhou Industrial Park stated, “Through this partnership, we hope to combine and maximize the industry resources and incubation capabilities of the three parties. Together, we will work to build a platform for technology, business, product, and capital exchange between the Japanese and Chinese biopharmaceutical industries to achieve mutual prosperity and development.”

Dr. Toshio Fujimoto, General Manager of Shonan iPark, said, “China's bio-industry is developing rapidly, and many attractive start-ups are emerging. We hope that this MOU will promote research and business exchanges between the two countries and accelerate the creation of innovation in Asia.”

#### **About the Suzhou Industrial Park Administration Committee (SIPAC)**

The Suzhou Industrial Park Administration Committee (SIPAC) is the government administrative agency of Suzhou Industrial Park (SIP). Launched in 1994 as a joint project between the governments of China and Singapore, SIPAC is a high-tech park and a state-level economic development zone with one of the largest industrial scales in China. The city boasts the overwhelming No. 1 industrial cluster in China, especially in the life science sector, and has nurtured more than 1,800 life science-related startups in an area of 278 square kilometers, producing more than 20 publicly listed companies to date.

#### **About AIS CAPITAL LIMITED (AIS CAPITAL)**

AIS CAPITAL is a group of experts who are familiar and savvy with both China and Japan, have a background in venture capital investment and investment banking, and focus on bilateral investment and business expansion support between the two countries. It also provides professional advisory services for M&A, strategic and financial investments, joint venture establishment, and business alliances between Japanese and Chinese companies. In particular, AIS CAPITAL focuses on cross-border incubation business, such as providing growth funds to

venture businesses in both countries, supporting the expansion into the partner countries, and introducing business partners and resources.”

### **About Shonan Health Innovation Park (Shonan iPark)**

Shonan iPark is a science park founded in April 2018 by a pharmaceutical company. It convenes private and public sector organizations and academic institutions that widely range in terms of business type and scale and aims to be a space where health innovation can be accelerated. More than 2,000 employees (as of March 2022) from more than 140 pharmaceutical, next-generation medicine, AI, venture capital, and government-related companies and organizations together form an ecosystem to enable such innovation.

Visit our website here: <https://www.shonan-health-innovation-park.com/en>

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### **Press Contacts**

Shonan Health Innovation Park Communication  
Attn: Keiko Takizawa, Haruka Hibino  
Email: [smb.iParkcommunication@takeda.com](mailto:smb.iParkcommunication@takeda.com)