



# The journey from research to commercial

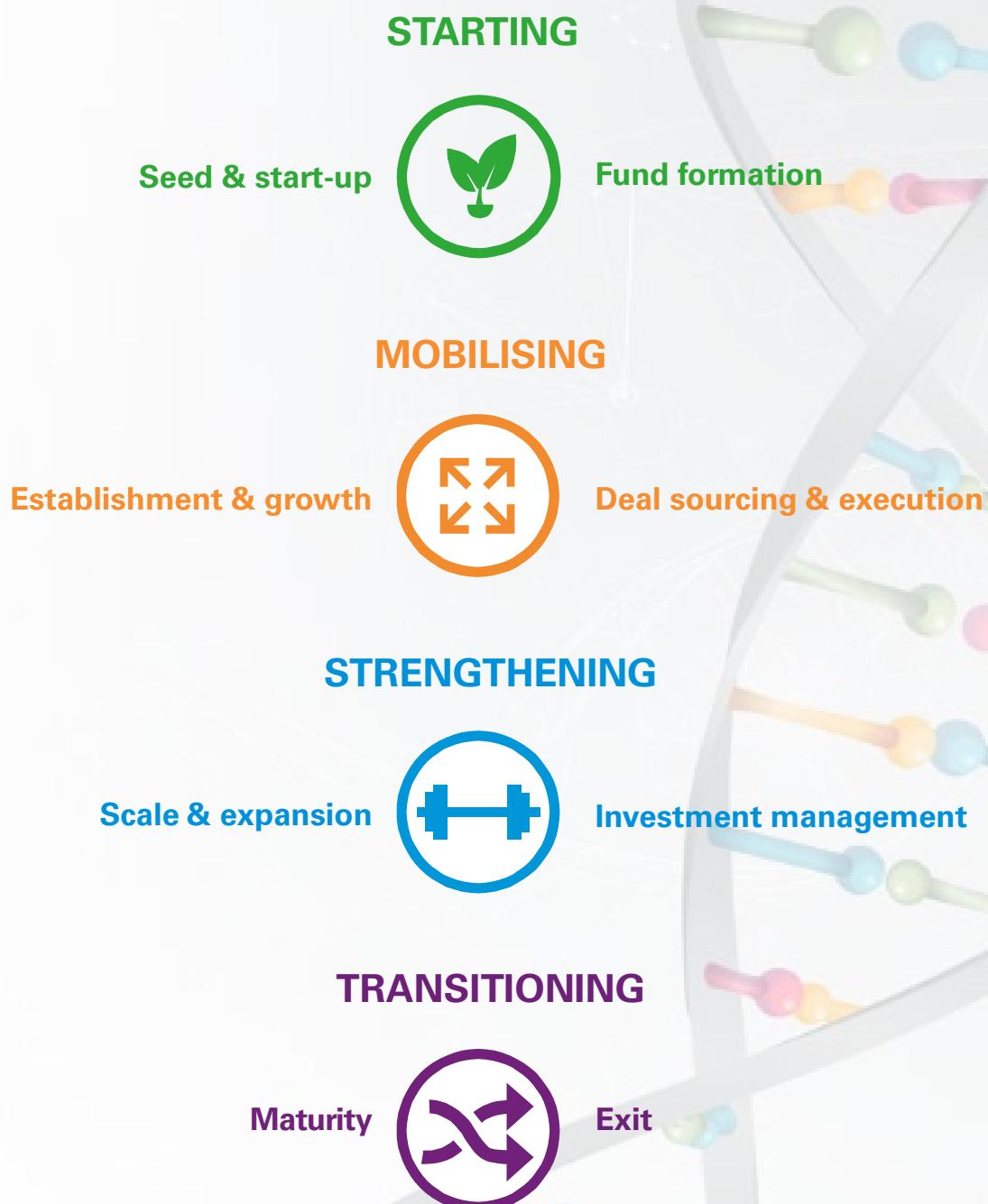
# We are here to help clinical stage life sciences businesses and investors along the growth journey

## How we help clinical stage life science businesses

All companies have a business cycle – from a start-up to becoming a mature company – and each stage presents its own set of opportunities and challenges. KPMG advisors understand what it takes for you to succeed at each stage of your business journey.

## How we help investors and funds

We provide 'one stop service' for funds and investors in order to facilitate, accelerate and simplify the process of setting up and managing such vehicles.



# Company and funds structuring



## For businesses/portfolio companies:

We provide founders with recommendations for an **optimal ownership and legal structure**, taking into account tax costs in target markets and on remittances, tax deductibility of establishment and early phase costs, and tax consequences of providing a future return or exit to investors/shareholders.

## For investors/funds:

We provide investors and funds with **fund strategy** and planning to formulate investment mandates, support in **structuring and registering funds**, and developing appropriate **governance structure** to support investment mandates.

# Talent and compensation



## For businesses/portfolio companies, investors/funds:

We offer customised services across all aspects of the **executive search and recruitment** process, from advertising, executive search and headhunting, to assisting founders and mobile employees with **personal and employment taxes** in mainland China, Hong Kong, and international tax issues associated with migration and business travel; along with **advisory on employee share ownership schemes**.

# Raising capital for growth



## For businesses/portfolio companies, investors/funds:

Capital plays a significant role in the early years of new businesses. We provide hands-on assistance throughout the fundraising process from initial assessment and strategy to successful execution, and assistance with **government grants & incentives** application.

From **deal origination to due diligence**, our Deal Advisory professionals are experienced with investments in all industry sectors, the practicalities of investing in Greater China & Asia Pacific, and the needs and timelines of strategic and financial investors; therefore positioned to help **identify, evaluate and execute potential investments**.

# Enhancing business performance



## For businesses/portfolio companies:

Lack of capital to cover everyday running costs is why new businesses fail. Therefore, **managing cash flow** needs to be a top priority to ensure the business will maintain sufficient cash flow. We offer hands-on assistance in **working capital management, financial modelling and forecasting** that enable better decision making for the business.

## For investors/funds:

Assisting investors to **identify key milestones, value creation opportunities and synergies** before completing the transaction(s) and developing practical implementation plans to realize value.

Assistance in releasing cash to fund business growth through **efficient working capital management, managing cost of capital**, and other means to monitor and add value to your investment

# Strengthening accountability through Audit



## For businesses/portfolio companies, investors/funds:

Our **independent assurance and insights** go beyond the audit opinion, giving you a greater understanding of your organization or fund's financial performance, advice on internal controls and processes, and confirmation of accounting treatments with respect to complex transactions to help **improve efficiency and resolve accounting issues** in a timely manner and effectively communicate with stakeholders.

# Developing better oversight for Tax matters



## For businesses/portfolio companies, investors/funds:

Our **global transfer pricing services** practice helps companies and investors develop and implement economically supportable transfer prices, document policies and outcomes, and respond to tax authority challenges.

**Review of intellectual property**, amongst other key functions and assets is imperative in transfer pricing study so as to determine allocation of profits within the group. The review not only helps mitigate tax risks, but also identify opportunities for tax savings and efficiencies across the entire supply and value chain.

**International tax services** – we are passionate about helping you find comprehensive approaches for typical business events such as expansion, private finance and refinancing.

# Enabling growth/exit options



## For businesses/portfolio companies, investors/funds:

**Buy-side deal advisory** to support your growth agenda by helping you buy the right assets and the right price – from identifying potential targets to running an efficient transaction process and executing the deal.

**Sell-side deal advisory** that helps you develop an exit strategy – preparing for exit and developing an exit story that helps to maximise value to enhance your retained business.

**IPO readiness advisory** that helps you develop a seamless strategy for going public from evaluation, to offering, to post-IPO operations. These include advisory on areas such as internal controls, financial reporting, tax structure and corporate governance.

We act as **reporting** accountants, performing audits of listing-related financial statements, and advising on accounting treatments and comments raised by the regulators throughout the IPO process.

# Contacts

KPMG's Life Sciences team is comprised of professionals that are dedicated to serve all businesses and investors in the Life Sciences sector, providing a range of services that includes Audit & Assurance, Capital Markets/IPO Advisory, Corporate Finance, Strategy, Tax Advisory; enabling us to serve every business need.

**Irene Chu**  
**Partner**  
**Head of Life Sciences and New Economy,  
Hong Kong  
KPMG China**  
E: irene.chu@kpmg.com  
T: +852 2978 8151

**Paul Lau**  
**Partner**  
**Head of Capital Markets  
KPMG China**  
E: paul.k.lau@kpmg.com  
T: +852 2826 8010

**Daniel Hui**  
**Partner**  
**China Tax  
KPMG China**  
E: daniel.hui@kpmg.com  
T: +852 2685 7815

**Cyan Sze**  
**Partner**  
**Corporate Finance  
KPMG China**  
E: cyan.sze@kpmg.com  
T: +852 2140 2359

**Li Fern Woo**  
**Partner**  
**Head of Life Sciences, Head of Internal  
Audit, Risk and Compliance, China  
KPMG China**  
E: lifern.woo@kpmg.com  
T: +86 (21) 2212 2603

**Jay Fang**  
**Partner**  
**Audit, Life Sciences  
KPMG China**  
E: jay.fang@kpmg.com  
T: +86 (28) 8673 3700

**Grace Xie**  
**Partner**  
**China Tax  
KPMG China**  
E: grace.xie@kpmg.com  
T: +86 (21) 2212 3422

**Andy Qiu**  
**Partner**  
**Corporate Finance  
KPMG China**  
E: andy.qiu@kpmg.com  
T: +86 (21) 2212 3572



[kpmg.com/cn/socialmedia](http://kpmg.com/cn/socialmedia)



For a list of KPMG China offices, please scan the QR code or visit our website:  
<https://home.kpmg.com/cn/en/home/about/offices.html>.

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavour to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act upon such information without appropriate professional advice after a thorough examination of the particular situation.

© 2019 KPMG, a Hong Kong partnership and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity. All rights reserved. Printed in Hong Kong.

The KPMG name and logo are registered trademarks or trademarks of KPMG International.