

## INFORMATION UPDATES

### Webcasts

PBM hosts Asian medical webcasts. These presentations are designed for medical device and pharmaceutical professionals who want to stay abreast of new Asian regulatory and business issues. To learn about upcoming webcasts and purchase previous webcasts, please see "Webcasts" at [www.pacificbridgemedical.com](http://www.pacificbridgemedical.com).

### China Medical Newsletter

PBM publishes the *only* newsletter that focuses exclusively on medical device and drug regulations in China. This unique newsletter provides the most recent Chinese regulations. To subscribe, please see "China Medical Newsletter" at [www.pacificbridgemedical.com](http://www.pacificbridgemedical.com).

### Free Asia eNewsletter

PBM publishes a FREE newsletter to update you on key Asian medical issues every month. To subscribe, please see "Free Asia eNewsletter" at [www.pacificbridgemedical.com](http://www.pacificbridgemedical.com).

### Research Publications

PBM offers research publications for sale, including *Sourcing and Manufacturing Medical Devices in Asia*, *Chinese Pharmaceutical Regulations*, and *CROs in Asia*, among others. To purchase these reports, please see "Publications for Sale" at [www.pacificbridgemedical.com](http://www.pacificbridgemedical.com).

## PARTIAL CLIENT LIST

### MEDICAL DEVICES

Abbott  
C.R. Bard  
General Electric  
Welch Allyn

### PHARMACEUTICALS

Abraxis  
Bristol-Myers Squibb  
C.B. Fleet  
Medicis

### BIOTECHNOLOGY

Genzyme  
DuPont  
QLT  
Affymetrix

### MEDICAL SYSTEMS/SOFTWARE

Pyxis  
Vital Images  
Medicsight

### MEDICAL SERVICES

Hill-Rom  
1-800 Contacts  
STERIS

### CONSUMER PRODUCTS

Parke-Davis  
Combe  
Schering-Plough



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# Need business or regulatory assistance in Asia?



## Pacific Bridge Medical can help.

We have helped hundreds of medical companies achieve success in Asia since our founding in 1988.



[www.pacificbridgemedical.com](http://www.pacificbridgemedical.com)

# PACIFIC BRIDGE MEDICAL

## navigate roadblocks

Pacific Bridge Medical (PBM) was formed in 1988 to help international medical companies cope with their problems doing business in Asia. PBM has helped hundreds of medical companies in Asia since its founding. PBM assists such companies in navigating regulatory roadblocks, finding partners, and setting up operations in the Asian marketplace.

## strategic affiliates

PBM works with strategic affiliates throughout Asia, each of which has been carefully selected for its expertise and track record in successfully assisting medical companies. Our Asian affiliates help us get products registered, increase sales, establish joint ventures or subsidiaries, perform market research, develop regulatory strategy, and more.

## quality & accountability

PBM takes pride in its quality and accountability to its clients and has a large base of repeat clientele. PBM can act as a medical company's Asian representative, answer questions, and manage each assignment to completion.

## offices in Asia

In addition to its D.C.-area headquarters, PBM has its own offices in Beijing and Tokyo to assist international medical companies in Asia. We assist medical device, pharmaceutical, dental, biotech, medical services, and consumer product companies in Asia.

# BUSINESS SERVICES IN ASIA

## Business Strategy

PBM can make sure you develop the appropriate business strategy for each Asian country.

## Finding Distributors/Partners

PBM can search for and select the right distributor or partner for your products in Asia.

## Market Research

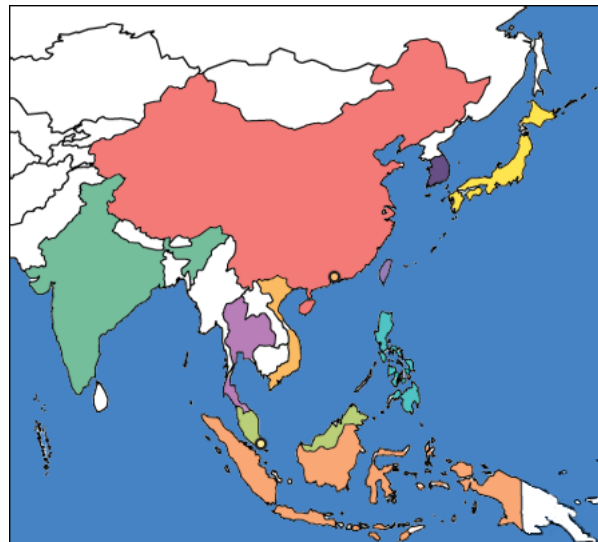
PBM can help determine whether there is a market for your product in Asia.

## Sourcing and Manufacturing

PBM can help you with sourcing and contract manufacturing in Asia.

## Acquisitions, Joint Ventures, and Licensing

PBM can do on-the-ground due diligence, conduct negotiations, and help you close the right deals in Asia.



- |             |               |             |
|-------------|---------------|-------------|
| ● China     | ● Japan       | ● Singapore |
| ● Hong Kong | ● Korea       | ● Taiwan    |
| ● India     | ● Malaysia    | ● Thailand  |
| ● Indonesia | ● Philippines | ● Vietnam   |

# REGULATORY SERVICES IN ASIA

## Regulatory Strategy

PBM can make sure you determine the right regulatory strategy for each Asian country.

## Product Registration

PBM can register your products in each Asian market in a cost-effective and timely manner.

## Reimbursement

PBM can help get your product reimbursed by Asian government healthcare systems.

## Quality Standards

PBM can help ensure that your Asian operations comply with the appropriate quality standards.

## Local Representation

PBM can serve as your local representative in key Asian countries.

## AMES GROSS

*President and founder of Pacific Bridge Medical*

*Medical Device & Diagnostic Industry (MD&DI) recently named Mr. Ames Gross one of the top 100 executives in the medical business. Mr. Gross has helped hundreds of medical companies in Asia since founding PBM in 1988. He is a frequent contributor of articles on Asian medical issues for Clinica, In Vivo, and MD&DI, as well as many other medical business journals. Mr. Gross is also often a featured speaker on Asian medical markets at the Medical Design and Manufacturing shows, the Regulatory Affairs Professionals Society (RAPS) annual conferences, the Medtrade Home Health Care Exhibition, and a variety of other medical conferences.*