

Edward Philip Blackshaw

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Designation

**Chartered Chemist (CChem)
Fellow of the Royal Society of Chemistry (FRSC)
Chartered Scientist (CSci)**

Experience

An executive with an unusually wide exposure to the international healthcare business. Initial career experience in chemical research was followed by production management which led to domestic and then international General Management roles. Joined Janssen Pharmaceutica NV, a Johnson and Johnson subsidiary, in 1981 as President of their Irish companies and subsequently held positions of increasing responsibility internationally with other Johnson & Johnson affiliates for the following fourteen years. Established and managed major pharmaceutical investments in the United States, Europe and China. Recruited by Bayer AG in January 1996 as Regional Director, responsible for the restructuring of the Bayer Consumer Care businesses in China, Hong Kong, Taiwan and Korea. Joined Lotus Healthcare as CEO in 1997.

1997 to Present China

Chairman and CEO of Lotus Healthcare

Since 1997 held the position of Chairman of Lotus Healthcare and is both Chairman and General Manager of the group's Joint Venture in Shandong Province, Weihai Lotus Pharmaceutical Company Limited. Led a Management Buy Out of the Company and oversaw the restructuring of the business including the divestment of a Joint Venture in Jiangsu Province, the creation of a China Trading Company and the development of the Weihai Joint Venture business. Responsible for the daily operation of the Joint Venture which includes pharmaceutical formulation, production, sales, new product and business development.

1996 to Jan. 1997 Greater China & Korea

Regional Director, Consumer Care Business Group Bayer China Limited, Hong Kong.

Scope of responsibility included the Bayer Consumer Care business in China, Taiwan, Hong Kong and Korea. Initial responsibility was to transfer the executive functional control from the headquarters in Leverkusen, Germany to Asia by establishing a regional office in Hong Kong. Restructured the China entry strategy for the two major business segments of Consumer Household Products and OTC pharmaceuticals. Prepared plans for the formation of a Joint Venture for Household Products in China and restructured the Greater China regional OTC business, including relocating its operational headquarters from Beijing to Shanghai. Initiated discussions for a strategic alliance with another major international consumer products company in Taiwan. Established the financial reporting systems for consolidation of the businesses on a regional basis.

**1992 to 1995
USA and China**

**International Vice President, OTC Development, China
Johnson & Johnson International**

Devised and implemented the strategy for J&J's entry into the Tylenol OTC pharmaceutical business in China. Selected Shanghai as the preferred location to headquarter the business and identified the Chinese partner; was the principal joint venture contract negotiator and successfully negotiated an equity participation of 90% for J&J. Established the necessary senior contacts with the Shanghai Government and the Shanghai Pharmaceutical Administration Bureau (SPAB). Structured the joint venture management board and selected and appointed the members. Obtained authorization from the Ministry of Public Health in Beijing (MOPH) to initially import finished product. Appointed an importer and three distribution companies; one in each of the major regions of Beijing, Shanghai and Guangzhou. Built a pharmaceutical manufacturing plant in Shanghai and guided the formulation of the sales and marketing, manufacturing and distribution plans.

**1991 to 1992
Belgium.**

**International Vice President, Chemical Operations
Janssen Pharmaceutica NV**

Managed the international chemical operations of this important J&J subsidiary, including line responsibility for the Janssen companies in Ireland and Puerto Rico. Acted in a technical and advisory capacity to the decentralized management of the J&J associated companies in Spain, Mexico and Brazil. Responsible for the international transfer of technology to those companies and to the J&J internationally affiliated companies of Cilag in Switzerland and Noramco in the United States. Initiated a procedure for updating of systems for the implementation of chemical process change.

As part of the long term strategic planning process, researched and identified potential international sites for future manufacturing expansion, taking into account company policy concerning manufacturing efficiency and tax optimization. Conducted a feasibility study into China and Singapore as potential chemical supply countries for the group.

**1988 to 1991
China.**

**Company President
Xian Janssen Pharmaceutical Ltd.**

Held general management responsibility for the completion of construction and start up of production of J&J's first investment in China, a US\$50 million (at 1988 costs) modern pharmaceutical manufacturing plant in Xian. Without the benefit of any historical information of the pharmaceutical business in China, devised, developed and implemented the very first plan for business strategy, sales and marketing, nation wide distribution and human resources development in the largest pharmaceutical joint venture in China. Structured and negotiated the product pricing strategy and established and staffed a network of regional sales offices. Guided the fledging business through the Chinese crisis period of June 1989. Cultivated the relationship between Janssen and the four Chinese partner companies of the joint venture. Developed the company into a US \$ 100 million sales; 500 employee business by 1991. Coordinated the public relations program and generated governmental and public recognition of the company

**1981 to 1988
Ireland.**

**Company President
Janssen Pharmaceutical Ltd.**

Established the business as the first Janssen bulk active chemical manufacturing company to be located outside of Belgium, with business objectives of optimizing corporate tax by availing of the special tax incentives offered by the Irish Government. Coordinated the construction of considerable additional manufacturing capacity, solvent storage facility, waste water treatment plant and additional warehousing. Achieved six years without a lost time accident and no lost time from industrial action in a union environment. Reporting to an Executive Vice President located in Belgium.

Formulated and implemented plans to streamline and amalgamate the Janssen Irish pharmaceutical marketing business resulting in a one year turn around from loss to restored profit. Continued to manage and grow the business with reduced head count and higher profitability.

**1979 to 1981
Ireland.**

**General Manager and Company Secretary
Pilmar Pharmaceutical Ltd.**

Instrumental in the formation of a completely new business, including construction of a multi purpose fine chemical manufacturing plant, laboratories, offices and warehouses from a green field situation. Responsible for the selection and recruitment of all employees. Negotiated trade union agreements. Formulated business plans, start up and general management strategy of the company. Established the Company's relationship with the Irish Government and the Industrial Development Authority (IDA). Secured bank loans and government training grants. Reporting to the Board Chairman resident in Switzerland.

**1972 to 1979
Clwyd, Wales.**

**Production Manager
Palmer Research Laboratories Ltd.**

Reporting to the Technical Director, managed the chemical production department for six years. Made significant contributions to the design and construction of two multi purpose chemical synthesis plants producing a range of custom manufactured products for a wide variety of customers. Scale up of processes from laboratory bench to commercial scale manufacturing. Notably the first commercial scale physical resolution process to produce the isomer D (-) Parahydroxyphenylglycine. Responsible for manufacturing operations, trade union negotiations, personnel, purchasing, safety and inventory control. Worked in close contact with the customer's technical staff.

**1969 to 1972
Cheshire, UK**

**Laboratory Chemist
Burmah Oil (Research Department) and Shell Chemicals Ltd.**

Assisted with the operations of the research pilot plant and analysis of samples in order to establish optimum full scale plant conditions. Analysis of the complete range of Shell solvents organic by traditional chemical and instrument techniques. Periodic duties of gas safety checking in the refinery working with engineering and contract staff.

Personal

UK Citizen living in Singapore
Date of Birth - April 22, 1947 - Married