

An User in Air Cargo Cold Chain Logistics

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Desmond HAU, *PhD*

CEO, Pangenía Inc.

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Desmond HAU, PhD

Academic Qualifications:

- Doctor of Philosophy, RDD, School of Chinese Medicine, HK Baptist U
- Master of Philosophy, Biochemistry, University of HK
- Bachelor of Science, Biology, HK Baptist U



Working Experiences:

- CEO & Board of Director, Pangenja Inc.
(a leading molecular diagnostics group in Hong Kong)
- Director of Marketing & Founder, Bio-Gene Technology Ltd.
(a leading laboratory solution provider in Hong Kong, Macau and mainland China)

→ more than 26 years of experience in marketing and management, specializing in scientific, clinical laboratory and biopharmaceutical markets in Hong Kong, Macau, mainland China and Southeast Asia.

PANGENIA SNAPSHOT

Founded: Year 2006 in Hong Kong, by Scientists

Business: A Hong Kong based **Biotechnology** company, with own R&D, product manufacturing & registration and global distribution network, specialized in **(1)** *in vitro* diagnostic (IVD) testing services & products, **(2)** drug discovery & development, and **(3)** laboratory solutions

Locations:

- Hong Kong (HQ)*
- Mainland China*
 - Management & Sales Office, Laboratory & Manufacturing Plant
 - Direct Sales Offices, Sub-dealers & Vendors/Suppliers (Beijing, Jinan, Shanghai, Wuhan, Xiamen, Guangzhou, Chengdu, Shenzhen)
 - Laboratory (Guangzhou)
- Overseas*
 - a network of authorized distributors in Asia, Middle East, Europe & Latin America
 - Vendors & Suppliers

Employees: > 200 (> 20 PhDs)

Funding: Privately funded by investors from US and HK

PANGENIA SNAPSHOT

Customer Sector: Laboratories in academic & institutional research, hospitals & clinics, industrial (biologic, biopharmaceutical, pharmaceutical, chemical) manufacturing/QA/QC

Products/Services Provided: (1) Services - performing clinical diagnostic reports of *human clinical samples* collected from clinics & hospitals
(2) Products – supplying instruments, *bioreagents* & consumables to customers

Logistics: (1) Instruments/Bioreagents/Consumables **from various sites** (USA, Europe, Japan, Korea, mainland China) to Hong Kong;
(2) IVD Products (devices & kits) manufactured in Hong Kong **to various sites** (Mainland China, Asia, Middle East, Europe, Latin America)
(3) Human clinical samples from Asia & Latin America to Hong Kong

* *Most of the bioreagents, kits and human clinical samples are **perishable** (temperature sensitive, short shelf-life, hard-to-collect, restricted importation/exportation, etc.)*

➤ **Need a reliable air cargo cold chain logistic solution**