

# **I Can Meet with Dead Scientists #Chapter 81 - 78 Difficult Negotiations. (2nd Update) - Read I Can Meet with Dead Scientists Chapter 81 - 78 Difficult Negotiations. (2nd Update)**

## **Chapter 81: Chapter 78 Difficult Negotiations. (2nd Update)**

"Breaking through other technological barriers?"

Upon hearing Xu Yun's words, Tian Liangwei's expression hardly changed, but Zheng Zu was slightly taken aback:

Good heavens.

Does this kid really think that breaking through technological barriers like Imidacloprid is that easy?

One must understand.

Even for the fund's various leaders, the company's functional positioning is just a professional biological pesticide manufacturing enterprise.

However, even this so-called 'just' represents an incredibly vast market!

Though Zheng Zu inwardly belittled Xu Yun for overestimating himself, he managed his facial expression well and provided a highly professional solution:

"This issue is actually quite straightforward, Dr. Xu. If the patent lists you as the first inventor, then you can choose to draw an additional licensing fee after obtaining the current dividends.

For example, draw 3% or 5% of the sales profit; many companies like Google and Microsoft operate this way.

Besides that, you can also choose a one-time buyout for a number of years, licensing, and so on. There are at least seven or eight specific options.

So, if there is a new technology that emerges, the company—or rather Ke Da—definitely won't let you hand it over for free. Business is business, after all."

Xu Yun nodded thoughtfully.

Though his question might appear overly ambitious or unrealistic to Zheng Zu, potentially earning a poor impression as a result, he understood that with the mysterious halo, breaking through other technological barriers wasn't out of the realm of possibility.

Hence, if he couldn't get an answer to this question, he wouldn't feel at ease to discuss subsequent matters.

Seeing that both parties had no objections to the technical stock investment plan, Zheng Zu smoothly transitioned to the next stage:

"In that case, let's talk about the equity distribution, which is the most critical part."

As he spoke, he pulled a form from his briefcase, which clearly recorded a lot of data:

"Dr. Xu, the company we're establishing will undoubtedly be in the biopharmaceutical sector, do you have any objections to this?"

Xu Yun responded with a hum:

"No objections."

Imidacloprid is a type of biological pesticide, so the nature of the company will only likely be biopharmaceutical, at least for the time being.

Then Zheng Zu continued:

"As for the equity distribution..."

The school's opinion is that our New Creation Fund will lead the investment with 8 million in cash flow and other supplementary items.

These include, but are not limited to, the group office location, equipment, and executive headhunting lists, accounting for 43% of the shares.

The School of Life Sciences will co-invest 2 million in cash flow and some supplementary items, accounting for 14% of the shares.

An employee option pool is reserved at 20%, and Dr. Xu will share the remaining portion."

"43 + 14 + 20 is 77...100 - 77 is 23%..."

Xu Yun quickly did the math and quickly shook his head:

"Secretary Zheng, this percentage is too low; I cannot accept it."

Prepared for a lengthy negotiation, Zheng Zu patiently explained:

"Dr. Xu, you might not realize this, but this percentage is not low at all, and is even a bit higher than the general market trend.

The revenues of patent owners are primarily in subsequent dividends, not dependent on the extent of its prospects.

For example, Lipitor, have you heard of this drug?

Pfizer applied for five patents for it in total, and the single item value of US4681893 was up to a hundred billion US Dollars, but its R&D team held even less than 0.1% of the shares at Pfizer.

Another example is Larry Page's PageRank patent; he is the founder of Google.

This patent's actual value is nearly 5 billion US Dollars, but the technology only accounted for a little over 1% when it was added to the company, and later an entire buyout cost 1.8 million shares of Google's stock."

As he spoke, Zheng Zu sighed and earnestly said:

"Dr. Xu, if you want to sell this technology on its own, then there's not much to say.

Not to mention tens of millions, we can afford to pay even four or fifty million.

But if you want to invest it as equity, it must be discussed from the perspective of stock shares.

It's the same with other institutions, and the percentage might even be shrunk to single digits.

This isn't about undervaluing or undercutting—it's just a different model."

Xu Yun maintained a tight-lipped, serious expression.

Though what Zheng Zu said was reasonable, Xu Yun had also looked into some investment matters over the past few days.

Generally, technology shares in equity are around 20% - 30%.

And they are mostly not intellectual property, which is likely to be easily outplaced.

Legally protected intellectual property is typically around 10% - 15%.

So it wasn't deceitful of Zheng Zu to say it's higher than the market price.

Unless, like President Lei, who had tens of billions when Xiaomi was founded, served as CEO of Kingsoft, and invested in Vancl and Cheetah, one wants to hold 40% shares.

However, understanding is one thing, and whether Xu Yun could accept it was another.

At least, the current number of 23% was far below his bottom line.

After a moment, Xu Yun looked up and said:

"Secretary Zheng, the minimum percentage I can accept is 40%, and dual-class shares should be employed.

I need to hold over 50% of the voting rights, meaning the management rights belong to me, and if this can't be agreed upon, we have no reason to continue the discussion."

Dual-class shares, as it is often called AB shares, fundamentally mean same shares with different rights.

Simply speaking, it separates voting rights from dividend rights.

For example, Class A shares might have 1 vote per share, while Class B shares might have 10 votes per share.

Class A shares are typically held by investors and public shareholders, while Class B shares are often held by the founding team.

In this way, even if the founding team does not hold a high percentage of shares, they can still retain decision-making power in the company.

This is also the same ownership structure of JD.com:

Brother Dong holds only 15.8% of the shares, yet has 80% of the voting rights, thus firmly grasping control over JD.com.

Similarly, B of BAT has an extraordinary 53.5% voting right with only 15.9% of the shares.

The storyline of protagonists holding 80%, 90% shares when going public in some novels can't possibly happen in reality.

The case of Zhong Shuangshuang is already one in a million, with his holding just over 60% before increasing after going public.

Thus, Xu Yun was clear:

Simply relying on one technology to take the largest share was clearly impossible, but he could gain control through AB shares.

Control.

This was the bottom line of his bottom line.

The share ratio could be discussed, even dragging for ten days, half a month would be fine, but there couldn't be any compromise on the AB share mode.

The former at most means earning less money. With the halo, Xu Yun wasn't too worried about revenue.

But the latter was about whether he could potentially be ousted.

"Dual-class shares are no problem."

Zheng Zu responded swiftly, evidently the fund had long considered this aspect:

"Ke Da itself does not participate in corporate decision-making, as this is one of our principles.

The main goal of the school's industries is nurturing and supporting, after all, strictly speaking, this is a political task related to social influence and economy.

As for the shares...Dr. Xu, let me give you a number.

28%, it really can't be higher unless you can put in more cash alongside, otherwise there's really no way."

Raising shares by 5%, and estimating another 3% increase would hit Ke Da's limit.

Having reached this stage, the ceiling for technological equity investments was essentially set.

Yet, regardless, Xu Yun still wanted to try to negotiate:

"Secretary Zheng....."

But just as he spoke half a sentence, a hearty laughter sounded from outside the office:

"Secretary Zheng, how can you discuss equity distribution with Xiaoxu without including our Physics College?"

...

## Chapter 82: Chapter 79: Turning Point! (3rd Update, Debt Repayment Chapter)

Inside the office.

As the sound from outside the door was heard, Zheng Zu and Xu Yun immediately froze.

Moments later, unexpected expressions appeared on both of their faces simultaneously.

As the secretary-general of USTC and the Ke Da Innovation Fund, Zheng Zu was naturally very familiar with the voices of the main leaders within the school, after all, he himself was a member of the USTC system.

It's just that he was in charge of economics, while Tian Liangwei and others were responsible for scientific research and teaching.

Thus, the moment he heard this sentence, he immediately identified the identity of the newcomer.

As for Xu Yun's daze, it was actually similar to Zheng Zu's.

Because this voice was extremely familiar to him, they had met once not long ago, which was precisely...

Academician Pan Jianwei!

But if he remembered correctly, wasn't Academician Pan currently busy with the fifteen-photon experiment?

Why did he suddenly appear here, and he seemed quite aware of what was happening in the office?

At this thought, a flash of lightning suddenly crossed Xu Yun's mind, and he subconsciously looked towards Tian Liangwei:

If he remembered correctly.

Not long ago, his teacher seemed to have made a phone call to the inside line under the pretext of preventing outsiders from disturbing.....

Seeing Xu Yun's eyes turn towards him, Tian Liangwei mischievously raised his eyebrows at him, everything was understood without words.

Then he took the initiative to stand up and, along with Zheng Zu, welcomed Academician Pan into the room.

"Xiaoxu, Xiaoxu, aren't you being a bit unfair?"

As soon as he sat down, Academician Pan displayed a blaming attitude towards Xu Yun:

"Obviously the Physics Department contributed to your project group, cooperating here and there, and even produced research results, oh, but when it came time to start a company and make money, you plan to ditch me, your teacher? How does that make sense?"

Upon hearing this, Xu Yun had no chance to respond as Zheng Zu couldn't sit still and spoke up:

"Academician Pan, you are....?"

"What about me?"

Academician Pan gave him a strange look:

"Secretary Zheng, since the project group includes results from the Physics College, now you're secretly starting a company, isn't it reasonable for me to come over and ask for an explanation?"

Academician Pan's appearance interrupted Zheng Zu's pace, but as the overall head of the Ke Da Innovation Fund, he naturally had experience that was incomparable to most people.

After the initial surprise, he quickly grasped some of the cause-and-effect.

Although the Physics College, Life Science College, and the Innovation Fund all belong to USTC's affiliated units, adding them up doesn't simply equal the sum of their parts, and their respective demands differ.

For example, each college's funding, scholarships, and staff welfare vary, and the vast majority of these discrepancies originate from enterprises in which the colleges have shares.

Meanwhile, the Innovation Fund primarily answers to USTC and the Science Institute.

It ultimately boils down to which pocket the money goes into.

If the money is distributed by the Innovation Fund, it would likely not return to the college's pocket, but dividends from college shares can mostly be retained for their own use.

Similarly, money in the Innovation Fund's pocket gives Zheng Zu more leeway—this leeway isn't about corruption or anything, purely a literal sense, because in venture capitalism, no one wouldn't want more money in their pocket.

In fact, it's not just USTC; almost every university, upon discovering new patents, results in one or two rounds between related colleges and the university fund.

Due to this, it's evident that Academician Pan was invited as reinforcements.

However, regardless of being reinforcements, as long as he had reason, Zheng Zu wasn't afraid, even if it really blew up to the University Board, he would still have justification.

Thinking of this, he couldn't help but frown and said:

"Academician Pan, I don't quite understand what you're saying.

Dr. Xu's results clearly fall under the category of biomedical science, how does it relate to the Physics College?

Isn't that a bit... a bit unreasonable?"

"How is it unreasonable?"

Academician Pan smiled, gave him a glance, took out a document from his body, and handed it over:

"Take a look at this."

Zheng Zu took the document and skimmed through it, soon feeling a bit dizzy:

"5-Epoxyoctadec-1-ene?"

Academician Pan nodded, gave Tian Liangwei a suggestive look.

Tian Liangwei, in tacit understanding, unfolded Xu Yun's research report and found one page:

"Look, Secretary Zheng, 'A Report on the Activity Differences of 5-Epoxyoctadec-1-ene at Different Temperatures,' they are the same substance."

Then Academician Pan pointed to the official seal on the report, explaining:

"During their experiments, Xiaoxu and his project group discovered differing activities of 5-Epoxyoctadec-1-ene at different temperatures, but because they didn't understand the reason for these differences, they specially wrote a separate record report.

This anomaly report had an inspirational impact on Tongfu Laboratory's research on lithium-storing materials, Secretary Zheng, do you think Xu Yun's research is related to the Physics College?"

After saying these words, Academician Pan paused, looking at Zheng Zu, whose firm stance seemed to be faltering, and pursued relentlessly:

"Secretary Zheng, think again, where did Xiaoxu conduct the actual experiments?"

Building 14, East District!

If there were no relation, would he opt for Building 14, known for applied physics?"

Of course.

If Secretary Zheng doesn't believe my words, surely you can trust the Tongfu Laboratory's seal, right?"

Academician Pan's words were nine truths and one lie, making them more persuasive than complete honesty.

The truth, naturally, is the first half, which refers to the anomaly of 5-Epoxyoctadec-1-ene (see Chapter 52).

Previously, during a conversation outside the library with Academician Pan, Xu Yun had inadvertently mentioned this anomaly.

Academician Pan, because of his focus on photon entanglement, happened to be doing D-vit structure simulations during this period, and upon returning, he casually conducted an experiment, unexpectedly discovering the unique structural nature of this alkyne.

Based on this structural property, the laboratory might develop a new material with stable structure, excellent conductivity, and good storage capacity for alkali metal atoms, which is one of the key research directions for the Synchrotron Radiation Laboratory.

At the same time, this material would be a significant boost for the classical channels needed in photon entanglement experiments.

Hence, Xu Yun's discovery was a pleasant surprise for both national laboratories.

By a twist of fate, saying that Xu Yun and the Physics College had project collaboration posed no issues.

As for the false aspect, it was the last sentence:

The reason Xu Yun approached the second class of Applied Physics actually had nothing to do with the project group; it was simply because he was a teaching assistant for the second class of Applied Physics.

But these were Xu Yun's personal motives, and if they were imposed on the Physics College, even Zheng Zu couldn't find a reason to refute.

Seeing Zheng Zu, unsure of where to counter, Academician Pan smiled contentedly:

"Secretary Zheng, do you think our Physics Institute qualifies to partake in this matter?"

Zheng Zu's mouth quivered a few times, finally nodding helplessly.

After all, when all's said and done, he was also a member of the USTC system, needing to consider the nuances of human relationships.

Academician Pan and Tian Liangwei were both national-level academicians; within USTC, one was the Executive Vice President, and the other was the Dean of the Life Science College.

Such high specifications were indeed rare to encounter for most people.

"As for you saying Xiaoxu has no money..."

Academician Pan again took out three forms from the document bag, throwing them in front of Xu Yun:

"Xiaoxu, take a look at these, and just sign if there's no issue."

Xu Yun took a look and found they were titled "USTC Physics College Entrepreneurship Support Application Form," "USTC Life Science College Entrepreneurship Support Application Form," and...

"Entrepreneurship Support Fund Convertible Bond Financing Guarantee Responsibility Agreement."

The first two were quite simple in content.

According to the Thirteenth Five-Year Plan and the relevant clauses in USTC's 2015 published "Self-Owned Industry Incubation Support Regulations and Management Measures," all USTC colleges could provide students with certain interest-free loans targeted for entrepreneurship.

The loan starts at 30,000 yuan, with a maximum of 500,000 yuan, and a cycle of one to five years.

Moreover, if the funds are used for the financing process of startups, it requires signing from relevant responsible persons to undertake responsibility, which is the third document.

The support funds approved for Xu Yun in the two forms were 500,000 yuan each, totaling exactly one million.

This portion of funds, combined with Xu Yun's own technology shares, would account for no less than 40%, if not more.

Subsequently, Xu Yun took a deep breath and opened the "Responsibility Agreement."

As expected, in the guarantor column, two names were flamboyantly written:

Pan Jianwei, Tian Liangwei.

.....

Note:

Debt repayment -2

Daily request for the monthly pass, have been working up till now....

Not exactly 9,000 words, but it's only short by two to three hundred.

### **Chapter 83: Chapter 80: Dust Settles**

When Academician Pan took out two application forms, Xu Yun and Zheng Zu quickly figured out the cause and effect:

Before today's three-party...or rather four-party meeting, Tian Liangwei and Academician Pan had already prepared everything!

The commercial prospect of the Fifth Generation Imidacloprid is indeed very alluring, but ultimately it's just a type of biopesticide, far from reaching the level of Lipitor, Ibuprofen, or the blue pill.

Therefore, having the Secretary of a fund like New Creation personally attend, is already quite a high specification.

Eight million cash flow plus attachments, accounting for 43%.

In other words, New Creation Fund values Xu Yun's company at around eighteen million.

New Creation Fund, being a tech innovation fund of a university, involves rather ambiguous specifics.

Generally, it's either VC or angel investment, occasionally Series A and rarely Series B.

Xu Yun's current situation can be considered between angel and Series A, as he doesn't yet have a commercialized product.

This round's valuation at twenty million Huaxia Coins, what does this mean?

Here's an example.

In 2012, a company raised just thirty thousand US Dollars during its angel round, and approximately a few million US Dollars in its Series A round in 2013, with Sequoia and Morningside leading the investment.

And the peak market value when that company went public?

1.2 trillion Hong Kong Dollars! (Of course, it has fallen to 300 billion now)

Similarly, Bilibili's financing in 2013 was also about a million US Dollars.

Another example, the SpringWorks Therapeutics project is similar to Imidacloprid, also in the biotech field.

They have a  $\gamma$ -secretase inhibitor called nirogacestat, which has been granted orphan drug status for treating desmoid tumors by the Eagle. The valuation for its Series A was merely 600,000 US Dollars.

Thus, even for Series A, the valuation given by New Creation is definitely not low.

However, while New Creation values this highly, the interest parties it represents are not solely from the Science Institute, as previously introduced, it's no longer mentioned here.

Considering Xu Yun's sole technical equity would have a limit not meeting his expectations, Academician Pan who learned about this matter as a vice president at the Institute, along with Tian Liangwei, prepared a fallback.

Aren't you betting on Xu Yun lacking cash flow?

Well, now he has it, you can't stop him from investing money, can you?

"Academician Pan, oh Academician Pan..."

In the office, Zheng Zu pondered in silence for a long time, finally sighing:

"You certainly care deeply about your student

Double institute's 500,000 entrepreneurial support, I remember the last time someone at our school received such treatment was the god of the mathematics department, Pang, right?"

Academician Pan confidently flicked his sparse hair at his forehead, though he loved washing his hair, it always seemed greasy and limp:

"Both have a GPA of 4.3, if Xiaopang could secure double institute support, why not Xiaoxu?"

Secretary Zheng, you should know as well.

This scale of entrepreneurial support isn't something Elder Tian and I can just grant; getting recognition is also a skill."

Aside, Tian Liangwei nodded cooperatively.

As Academician Pan said.

Giving out 500,000 personally and obtaining 500,000 through institute approval are entirely different matters.

Both he and Tian Liangwei own various businesses, some patents yield considerable annual licensing fees, giving Xu Yun 500,000 on their own wouldn't be difficult.

However, this could bring unnecessary trouble to Xu Yun.

In terms of speech, or political review.

But institute support is different, this implies Xu Yun got the institute funding through his own efforts.

The source of the funds is perfectly clear, there's no loophole for conspiracy theories, at most someone might gripe he has good teachers.

Then Zheng Zu looked up at those present, suddenly feeling an overwhelming sense akin to Lu Bu battling three heroes:

"In that case, Academician Pan, Academician Tian, Dr. Xu, let's discuss the equity distribution."

As soon as Zheng Zu finished speaking, Academician Pan crossed his legs:

"Secretary Zheng, our institution has just one requirement, the equity proportion matches the School of Life Sciences, in addition, funds will be available as needed, and resources provided as necessary."

"..."

Academician Pan stated this lightly, but Zheng Zu was instantly burdened:

"Academician Pan, isn't your request a bit much..."

"This was the consensus of the institute leadership before I came, Dean Shen and Academician Ouyang share this stance."

Zheng Zu: "..."

It's underappreciated.

The Science Institute is a university heavily biased towards disciplines.

For example, in the fourth round of national discipline evaluation results, the humanities and social sciences ratings are just C, but physics ranks alongside Yan University as one of the only two A+ in the country.

Moreover, this is reflected in recruitment ads:

Others like Zhejiang University, Renmin University, Shanghai Jiao Tong University feature pure and pretty female students, while the Science Institute showcases two dogs running in the snow...

Currently, the Science Institute Physics Department boasts 17 academicians and over 200 with senior titles, among them, Dean Shen and Academician Ouyang are authoritative representatives.

Thus, upon hearing these names, Zheng Zu was instantly deflated:

"This...this...well, alright, we'll go with your opinion."

As the saying goes, "seize the courage to pursue the retreating enemy," seeing this situation, Tian Liangwei quickly followed:

"Also regarding Xiaoxu's equity, Secretary Zheng, how much do you think a 1 million cash flow stake should hold?"

Seeing the two academicians clearly backing Xu Yun, Zheng Zu had to abandon his prior unrealistic thoughts, pondered seriously, said:

"Academician Tian, Academician Pan.

The fund values Dr. Xu's product at around 18 million, with 1 million cash flow added, the proportion is 5.555%...let's round it to 5.6%.

Adding to the previous 28%, theoretically, it's a 33.6% share..."

Tian Liangwei slightly nodded, turned to Xu Yun:

"Xiaoxu, what are your thoughts?"

Xu Yun was silent for a few seconds, then said:

"I'm okay with the cash proportion, but I can't accept the proportion for the equity; the two combined should be at least 40%."

"Dr. Xu, that's really not feasible....."

Facing Xu Yun's demand, Zheng Zu helplessly rubbed his temples, and warily glanced around, lowered his voice:

"Given the circumstances, I'll be upfront.

As you all know, although our fund's authority is relatively independent, it ultimately answers to the Science Institute.

Recently, the Mu Family incident had a big impact, so now our investment involves certain restrictions, hence it's not me fixating on these points, but simply the current situation..."

Tian Liangwei blinked:

"Which Mu Family?"

Zheng Zu shrugged, straightforwardly said:

"Which else could it be, the Mu Family involved in computers."

Tian Liangwei showed realization, turned his head towards Academician Pan.

Academician Pan understood the hint, nodded, said:

"What Secretary Zheng mentioned is indeed true. Xiaoxu, Secretary Zheng, so how about we all compromise?"

I'll suggest a number, Xiaoxu 38%, Class A and B shares, reduce employee options a bit, Secretary Zheng should be able to report this."

Zheng Zu pursed his lips, swiftly calculated:

After a few seconds, he sighed deeply, saying:

"Alright, we'll go with Academician Pan's suggestion."

38%, slightly off from Xu Yun's desired 40%, but compared to the initial 23%, it's tremendously better.

Xu Yun is not someone without sense; with AB equity at hand, the company's decision-making power firmly in his grasp, this is undoubtedly the best possible result:

"I have no objections either, let's sign the contract."

At this point, the collaboration issue was settled. Zheng Zu transmitted the situation back to the foundation, and once officially approved by the nominal chairman, the agreement could be formally signed.

While awaiting feedback, the relaxed Zheng Zu couldn't help but strike up a conversation:

"By the way, Dr. Xu, do you have any thoughts on the company's name?"

Xu Yun nodded:

"Yes, I indeed have an idea..."

"Oh? What is it?"

"One Mantis Extinct, what do you think?"

Moments later, three voices screamed in unison inside the office:

"Are you not afraid of being beaten to death by readers?"

.....

## **Chapter 84: Chapter 81: The Shield of Huaxia!**

The proposal for 'Get Rid of Bugs' survived only a few seconds before being mercilessly shot down by the three bosses.

Moreover, Academician Pan and the other two reached a common understanding:

From now on, all issues related to naming can directly exclude Xu Yun, the naming failure, and be ignored!

Then Tian Liangwei picked up his tea and took a sip, saying:

"Everyone, I have an idea. How about Yunchuang Technology? Yun from Xu Yun, Chuang from innovation, concise and clear."

Academician Pan, sitting nearby, thought for a few seconds and shook his head:

"Yunchuang Technology, that's too generic. Sounds like one of those 20-square-meter computer stores on the street corner..."

Personally, I suggest we avoid using the word Yun.

Firstly, the word Yun has been overused in recent years, and secondly, companies with Yun in their names now easily give the impression of being involved in servers."

Upon hearing this, Zheng Zu nodded in agreement.

No one knows when it started, but domestic companies love using the word Yun in their names.

Back in 2019, Tianyancha published a comprehensive list of company names, and for tech companies, the word 'Tech' had the highest usage, followed by 'Integration', and 'Cloud' came third.

In novels, it's like a fantasy setting where the protagonist's surname is Ye or Xiao—a trope so old that it starts with being rejected for marriage.

Due to the sheer number, companies with Yun in their names also rank among the top three for shutting down.

Interestingly, companies named after the founder have a 70% higher chance of failing compared to others.

Although feudal superstitions are inadvisable, some things are quite mysterious, like that unfortunate COO with Yun in his name, being listed alongside Mu Lolita as the two major golden flowers of the fish grill.

Then Academician Pan pondered and suggested another name:

"How about Guoguang Pharmaceutical?"

Pharmaceutical companies may have approval difficulties, but with our background, it's not hard to obtain."

"No no."

Xu Yun and Tian Liangwei hadn't commented yet when Zheng Zu waved his hand, speaking seriously:

"This name... or names starting with Guoguang have basically been registered already, considering there's a renowned old local enterprise, Guoguang Group, in Zhejiang Province.

Although legally, companies can register with the same name as long as they aren't in the same province and have different industrial and commercial registration bodies.

But there's a prerequisite here: the other party doesn't possess a patent.

Guoguang Pharmaceutical, being a pharmaceutical company, holds quite a few patents, so the word Guoguang is out of the question."

Academician Pan nodded in realization:

"I see. I was ignorant."

Though Academician Pan has been involved in company registrations quite a few times, he clearly isn't as adept at remembering numerous company names as Zheng Zu, so it's normal to have such misconceptions.

Despite Academician Pan's suggestion being unfeasible, it opened a window for Tian Liangwei:

"Guys, if Guoguang Pharmaceutical isn't suitable... what do you think of the name Huadun Biotech?"

Beside him, Xu Yun, who hadn't said much, blinked:

"Huadun Biotech? Sounds pretty good."

"That's right, Huadun Biotech."

Tian Liangwei nodded heavily, with a hint of sentiment on his face:

"Even though the domestic bio-pharmaceutical field is developing well, overall, it's still very notably weaker than foreign products.

Not to mention, let's just talk about Imidacloprid.

Companies like Bayer and Morioka, two foreign enterprises combined, almost dominate 80% of the household pest control market, pushing domestic enterprises towards the low-end market to compete with intermediates.

And the frustrating thing is, they openly win through technology, and over the years, the mid-to-high-end market is entirely filled with foreign brands.

So I'm thinking...

Let's not discuss the future, but at least once the fifth generation of Imidacloprid is out, it'll inevitably face off with foreign giants like Bayer and Morioka.

Huadun, Huadun, the shield of Zhonghua.

Can we use this as our purpose, in this era, to build a shield wall against foreign foes?"

Tian Liangwei's tone was soft, but it carried extremely strong personal emotion, with subtle tremors in his mouth and brow as he spoke.

Or more accurately...

It carried the emotions of most domestic bio-tech professionals.

As he mentioned, although domestic bio-pharmaceutical development is promising, with a constant stream of breakthrough news.

But truthfully speaking, whether in the research or product sales end, the gap between local and international remains very clear.

Roche, Novartis, Pfizer aside, even in small sectors like Bayer, Xiaolin, or Flower King, many domestic products struggle to survive.

Just like how Tian Liangwei mentioned Imidacloprid pesticide.

Morioka's 5-gram Imidacloprid gel bait sells for over 20 yuan, while domestic intermediate agriculture products are only thirteen yuan per pound.

Do domestic producers not know gel bait is profitable?

They know, but they're unable to match the others in technology.

The added value is high, with seven or eight patents in a single product, the efficiency is there, the anger is real, but the helplessness is also real.

In fact, Bayer and Morioka haven't been in the domestic market for very long.

Before they entered, the domestic market was occupied by several domestic brands.

But in a few years, others have crushed the major brands into the low-end realm through technology, and now only Chao Wei and Lanju are left struggling to hold on.

Similar situations abound, like in the eye drop market, where a brand like Cang Tian Rose almost matches the sales of Runjie and Zhenshi Ming on e-commerce platforms—even with restrictions on purchases.

It's no exaggeration to say that in many areas now, there's a dangerous situation with foreign enemies encircling.

The reasons behind this situation are many, and detailing them can pull out numerous surprises, but there's inevitably an unavoidable factor: competing against technology barriers.

Admittedly.

Some domestic companies have made their way abroad, achieving great success, but how many such companies are there?

Thus, the name proposed by Tian Liangwei carries a life science practitioner's decades-long, perhaps lifelong, expectations.

He doesn't know how far Xu Yun can go in the future, or whether he can produce more exceptional results.

But he knows very well that even with just the fifth generation of Imidacloprid, Xu Yun's company can firmly establish itself in the pest control field.

An ancient saying goes, in poverty, one maintains oneself, in success, one benefits the world.

If Xu Yun has only one product in the future, then battle foreign enemies wholeheartedly in the pest control domain, a market worth tens of billions of US dollars globally.

But should more products emerge in the future...

Then perhaps one day, Huadun can truly become a shield wall against foreign foes, a Great Wall of this era!

Additionally, there's a little Easter egg in this name...

Tian Liangwei looked at Xu Yun with deep eyes and smiled:

"Xiaoxu, you like killing cockroaches, right? Let me ask you a question, what's the ancient name for cockroach?"

Xu Yun blinked:

"Ancient name... Yuezhang?"

"That's right, Huadun not only guards against foreign foes but also naturally kills Yuezhang on a daily basis..."

Upon hearing Tian Liangwei's words, Xu Yun's eyes instantly brightened.

.....

Note:

The next dungeon is about to open, everyone can start guessing what might appear....

### **Chapter 85: Chapter 82: Company Established!**

The name Huadun Biotech was proposed and quickly received unanimous approval from everyone present, and it was finally selected as the official name of the joint venture company.

Meanwhile.

The chairman of the New Creation Fund also sent feedback on the previous share distribution plan:

Approved!

Thus, the equity wrangling phase for Huadun Biotech has come to an end, leaving only the final step...

Contract signing!

Interestingly enough.

Zheng Zu, as the secretary-general of the New Creation Fund, naturally carried the official seal with him. Tian Liangwei's seal was in his office, and as for Academician Pan...the "Application" and "Guarantee" were brought along, so the official seal wouldn't be forgotten either.

As a natural person, Xu Yun didn't need a stamp; a handwritten signature was legally effective. Hence, the conditions for directly signing the contract were met on-site.

Then Zheng Zu took out the drafted equity distribution contract, and the three official seals of Ke Da Innovation Fund, Physics College, and Life Science College were stamped in sequence.

The full name of this contract is the "Initial Equity Distribution Agreement of Huadun Biotech Co., Ltd." hereinafter referred to as the Agreement.

The Agreement stipulates an agreement on investment cooperation between Ke Da Innovation Fund, Physics College, Life Science College, and the natural person Xu Yun. The operating unit's full name is Huadun Biotech Co., Ltd.

Registered capital is 13 million Huaxia Coin, with full subscription paid up in the first phase.

This round is not a financing round, but if financing is initiated in the future, it will directly start from the B-Round.

The lead investor of this round is Ke Da Innovation Fund, contributing a cash flow of 8 million Huaxia Coin along with additional resources, accounting for 27% of the shares.

The co-investors are Keda Physics College and Keda Life Science College, each contributing cash flow of 2 million along with additional resources, holding 10% each, totaling 20%.

The natural person Xu Yun joins with cash + technology, injecting 1 million in cash, and the technology item titled Fifth Generation Imidacloprid and its commercial derivatives, holding 38% of the shares.

An employee stock option pool of 15% is used for ESOP — Employee Stock Option Plan, and the issuance target will be decided by the board of directors within the specified limits of the option pool.

The company uses a dual-class share structure; the legal person and the first CEO are both held by Xu Yun, and relevant positions such as COO and CTO will be appointed subsequently.

The company account is jointly established by the above four parties, held as a public account, with Xu Yun having the right to use part of the funds. However, he must periodically disclose the usage of the funds and bear the responsibility.

Then Xu Yun took a deep breath and signed his name after the three official seals:

Xu Yun.

Purely from the perspective of the outcome, this Agreement should be considered the most perfect result.

Xu Yun holds 38% of the shares, but due to the adoption of an A-B share structure, Xu Yun's current voting rights are as high as 89.1%.

Of course.

With the future development of Huadun Biotech, this number will definitely further decrease, stabilizing to a reasonable line of 68%-73%.

As for Ke Da, although the company internally is divided into fund and two college share modules, these three modules all belong to Ke Da and Science Institute systems.

The shares of the 'Ke Da System' add up to a high of 47%, which stands unchallenged everywhere.

In addition, the four parties determined the seats of the board:

The company's executive directors are two people, Xu Yun and Tian Liangwei.

There are also five director seats, equally shared by the fund, Physics College, and Life Science College.

Independent directors are not established temporarily because the company has not yet gone public.

These directors are mainly considered representatives from the funding side. Unless Xu Yun does something like emptying the account money, they are basically mascots.

Getting subsidy, making appearances on the financial reports, and such.

After the Agreement was signed, Academician Pan, while retracting the official seal, jokingly said:

"Chairman Xu, congratulations, congratulations, whether we will be eating abalone or mixed fish depends entirely on you."

"...."

Xu Yun looked at him speechlessly:

"Please just call me Xiaoxu, the term Chairman Xu gives me the creeps...."

Academician Pan chuckled and patted his shoulder. Then his expression gradually became serious:

"Xiaoxu, now that the company is established, do you have specific ideas on how to proceed?"

Seeing this, Xu Yun's face turned serious and after a moment of contemplation, he answered:

"Director Pan, actually I also considered this issue before I came. First is the registration process of the company. The production of bio-pesticides requires inspection from both the agricultural and commercial sectors, unlike ordinary..."

Before Xu Yun finished speaking, Zheng Zu patted his chest and interrupted:

"Dr. Xu, regarding the company's business scope, leave it to the New Creation Fund. We have special channels. It should all be settled within two weeks."

"That'd be great."

Xu Yun slightly relaxed a breath. Company registration is a stage he's the least confident in, and now that the New Creation company can help solve it, it's undoubtedly unloading a heavy burden.

He then continued:

"Apart from registering the company, three issues remain:

First is the establishment of mass production output, which needs to consider the venue, equipment, and sales channels, etc.

Second is patent approval and paper publication, which involves the uniqueness of our product.

Third is the selection of company function departments. At the very least, we should first secure a COO...."

Hearing Xu Yun's words, Tian Liangwei couldn't help but turn his head to glance at Academician Pan:

The entire argument is well-reasoned. It seems his disciple didn't get too inflated because of suddenly owning a company.

This is undoubtedly a good thing.

After a while, Tian Liangwei asked:

"Xiaoxu, how long will it take to complete your paper?"

Xu Yun pondered for a moment and gave a time:

"Next time for sure!"

"Speak human language."

".....About two days."

Tian Liangwei touched his chin and nodded slightly:

"Alright, I'll find someone after the meeting to send the solicitation letter for the journal.

The patent application has a specialized team at the school, so that's not a big issue. But regarding the venue and equipment...

Xiaoxu, you will have to handle it personally. The school can only give you a lead, keep that in mind."

As Lu Prefecture is an inland provincial capital, there aren't many areas suitable for long-line factories.

Some cutting-edge modern factories are mainly concentrated in the High-tech Zone, which was formerly Lu Prefecture Industrial Park.

For example, the National Quantum Information Laboratory that Academician Pan is responsible for, which had a total national investment of 100 billion for five years and a first phase investment of 7 billion, is located in the High-tech Zone.

Hence, the factory site for Huadun Biotech will also be selected in that vicinity.

However, while the area is designated, the specific site, price, and lease term aspects will all require Xu Yun to negotiate personally.

This is also a challenge presented by Tian Liangwei and Academician Pan — Xu Yun is an executive director of the company after all. Relying entirely on the school won't do, right?

As the saying goes.

The greenhouse can only cultivate hollow fronts; actual combat can produce durable small steel cannons.

As one of the decision-makers with executive director powers in the company, Tian Liangwei would rather have him spend more money on the offline module construction than be strung up for a beating after the product launches.

Meanwhile, Academician Pan suddenly thought of something:

"Oh yeah, Xiaoxu, if you want to form a management team, I do have a few candidates I can recommend."

...

Note:

Yesterday, someone asked about the basis for the company's bankruptcy, and argued strangely. Originally thought that once it's on the shelf, there wouldn't be such curious people, so I didn't attach links. Now I realize I was careless...

Some people have quite interesting thought processes. They listed company names with a dozen founders' names and used this to question the authenticity of the data, implying that only over thirty companies have been established globally over decades....

Currently, there are over 20 million various enterprises locally, with an average lifespan of 2.97 years, not to mention globally, and how many among them haven't been shut down, right?

If the numerator is ten thousand and the denominator is one billion, the result is a calculation for one ten-thousandth, but they ignored the denominator and used the numerator to refute others. I reckon if this logic is unclear, there's no point in being self-righteous....

Guzman, J., & Stern, S.(2015).Science, 347(6222), 606-609, the data you wanted, Mr. fellow, you're welcome to check it.

This guy reminds me of another genius from the last book, who asked me for the paper and then said he didn't have a ladder to access it. After providing a ladder, he told me he couldn't understand English....