



Mai Zymaris

Partner

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Mai Zymaris is a partner in Ice Miller's Business Group, specializing in guiding clients on U.S. and cross-border life sciences transactions. She also oversees the Vietnam desk of the Asia-Pacific Practice Group.

Mai counsels pharmaceutical, biotechnology, medical device, diagnostic, and technology companies on a wide range of licensing, collaborations, joint ventures, strategic alliances, and other intellectual property-focused transactions. She assists life sciences and technology companies with commercial transactions related to manufacturing, supply, distribution, and commercialization of technology and products. Mai also represents research and academic institutions in forming public-private partnerships and drafting and negotiating various agreements such as consortium, grant, joint research, and sponsored research. Her scope of knowledge includes intellectual property, corporate and commercial aspects of M&A transactions.

Mai is an active member of the Greater Boston Area and Vietnamese startup and investment communities. She co-founded and co-hosts the Boston Life Sciences Showcase, and is the founder and President of VietChallenge, the largest global Vietnamese startup program that has helped jumpstart more than 800 companies.

Education

- Diplomatic Academy of Vietnam (B.A., *cum laude*, 2008)
- Boston College Law School (J.D., 2017)
- Harvard Law School (LL.M., 2013)
 - Banking, Corporate, Finance and Securities Law

Admissions

- Massachusetts

Languages

- Vietnamese

Services & Industries

- Asia-Pacific Practice
- Business
- Distressed Health Care & Life Sciences
- Health Care
- Joint Ventures
- Life Sciences & Biotechnology
- Mergers & Acquisitions
- Middle East Practice
- Transactions
- Vietnam Practice

Community Involvement

- Co-Founder & Co-Organizer, Boston Life Sciences Showcase
- Co-Founder & President, VietChallenge

Key Matters

Licensing Transactions: (including transactions prior to joining Ice Miller)

- Represented Prazer Therapeutics, a biotechnology company developing orally available, brain-penetrant targeted protein degraders, in a strategic collaboration with Johnson & Johnson to advance discovery of novel therapeutics for neurodegenerative diseases.
- Represented Schrödinger, Inc. (NASDAQ: SDGR) in its research collaboration and licensing transaction with a NYSE-listed global pharmaceutical company for a \$150 million upfront fee with up to approximately \$2.3 billion in milestone payments plus royalties.
- Represented a Swiss pharmaceutical company and its U.S. subsidiary in the manufacturing and supply agreement and related agreements with a wholly-owned subsidiary of an American healthcare company, for the supply and commercialization of a Humira biosimilar used for the treatment of various inflammatory conditions.
- Represented a California-based biopharmaceutical company in various clinical supply and collaboration agreements.
- Guided a Japanese multinational pharmaceutical company on its research collaboration and license agreement with a U.S.-based biopharmaceutical company for novel bispecific macrophage engagers, including up to USD 37 million in upfront and option fees and potentially more than USD 1.7 billion in future development, regulatory, and commercial milestones.
- Represented a pharmaceutical manufacturing company in a USD 1.5 billion+ exclusive license agreement between an oncology company to supply, develop, and commercialize a clinical-stage antibody drug conjugate targeting advanced gastric/gastroesophageal junction cancer, in all global territories outside Greater China.
- Represented a Japanese multinational pharmaceutical company in a USD 700 million+ exclusive license agreement with a Massachusetts biopharmaceutical company to supply, develop, and commercialize a clinical-stage antibody drug conjugate targeting a cell adhesion molecule in the U.S., Australia, Canada, and various European countries.
- Represented a developer of oncology drugs in an exclusive license agreement with a clinical- and commercial-stage biopharmaceutical company to develop and commercialize a novel small molecule tyrosine kinase inhibitor targeting both mutant forms of the epidermal growth factor receptor and Bruton's tyrosine kinase.
- Represented a commercial-stage biopharmaceutical company in an exclusive license agreement with a global leader in *animal health* to develop and commercialize a monoclonal antibody targeting canine parvovirus.
- Represented an emerging leader in the development and commercialization of energy transfer technology in a license and marketing agreement with a regenerative and cellular medicine company to commercialize a human amniotic membrane allograft and a human connective tissue matrix.
- Represented a Spain-based biotechnology corporation in a collaboration agreement to distribute its immunostaining equipment and reagents in the United States.
- Represented a federally-funded research and development non-profit on matters related to grant award agreements and private and public partnerships to advance food and agriculture research.
- Represented a Canadian biopharmaceutical company in its clinical collaboration agreement with a California-based biotechnology company to evaluate the combination of a core inhibitor with an RNA interference *therapeutic* in patients with chronic Hepatitis B virus infection.
- Represented a global biopharmaceutical *company* in its USD 930 million acquisition by a U.S.-based biopharmaceutical company.

- USD 1.7 billion research collaboration and licensing agreement between a company focusing on RNAi-based *therapeutics*. and a Swiss multinational holding healthcare company to develop and commercialize DCR-HBVS for the treatment of chronic Hepatitis B Virus infection.
- USD 1 billion strategic collaboration between client, the largest Korean chemical company and a clinical-stage biopharmaceutical company to develop and commercialize its immunotherapy platform in oncology.

M&A, Joint Venture, and General Corporate:

- Counseled a Swiss biotech company in the USD 1.25 billion sale of its subsidiary to an American multinational pharmaceutical, biotechnology, and medical technologies corporation.
- Guided a company improving mental fitness in the workplace in its merger with a prescription digital therapeutics maker, by way of a two-step merger to form a diversified and leading digital health company.
- Represented a clinical-stage pharmaceutical *company* in a USD 488 million merger and acquisition transaction by their licensee, a clinical- and commercial- stage biopharmaceutical company.
- Represented a commercial-stage biopharmaceutical company developing therapies for pets in its USD 440 million acquisition transaction by a global leader in animal health.
- Represented a privately held provider of proprietary, ultra-pure nucleotides to customers in the diagnostics, pharma, genomics, and research markets in connection with its USD 240 million sale to a life sciences company.
- Counseled a plant-based food brands company in establishing a joint venture in Africa with a leading South African food manufacturer, focusing on commercial and intellectual property aspects.

Success Stories

Ice Miller Helps TippingPoint Biosciences Raise \$4.5 Million Seed Financing to Advance Epigenetic Drug Discovery in Pediatric Brain Cancer

Ice Miller client TippingPoint Biosciences has announced the closing of an oversubscribed \$4.5 million seed financing to advance its platform targeting disease-specific epigenetic protein interfaces. The Ice Miller team led by partners Mai Zymaris and Fabian Koenigbauer served as TippingPoint Biosciences' intellectual property transactions counsel.

The round was led by SOSV and LKS Fund, with participation from Sazze Partners, Freeflow Ventures, StoryHouse Ventures, Sontag Innovation Fund, American Cancer Society BrightEdge, XEIA, and WeCAN. The financing will support the continued development of TippingPoint's drug discovery platform, which is designed to recreate disease specific chromatin environments and identify highly selective biological targets.

Co-founded and led by Laura Hsieh, Ph.D., and Geeta Narlikar, Ph.D., the company is pursuing a differentiated approach to addressing challenges that have historically limited epigenetic therapies—particularly the difficulty of targeting mechanisms unique to diseased cells without affecting healthy tissue.

TippingPoint's initial focus is Diffuse Intrinsic Pontine Glioma (DIPG), an aggressive pediatric brainstem tumor with limited treatment options. The seed financing is expected to support proof-of-concept studies in DIPG models, while also enabling expansion of the company's broader platform into additional disease areas driven by chromatin dysfunction.

Ice Miller's Life Sciences practice group has extensive experience working with biotechnology companies to help them with seed-stage funding, intellectual property procurement and counseling, and licensing and strategic alliances. If you need guidance on any life sciences matter, our team is here to help.

Ice Miller Helps Client Secure a Strategic Collaboration with Johnson & Johnson

Ice Miller's South Korea-based client Prazer Therapeutics Inc. (Prazer) has entered into a strategic collaboration and license agreement with Johnson & Johnson (J&J) to advance the discovery of novel therapeutics for neurodegenerative diseases. This partnership follows Prazer's Series B financing led earlier this year by J&J, through its corporate venture capital organization, Johnson & Johnson Innovation (JJDC, Inc.).

Prazer is a biotechnology company developing orally available, brain-penetrant targeted protein degraders with a novel approach to targeted protein degradation (TPD). Their proprietary SPiDEM™ platform is engineered to identify new degradation mechanisms and address limitations associated with traditional bivalent and monovalent protein degraders. This new collaboration with J&J will help Prazer leverage their innovation platform and advance targeted protein degradation to accelerate the discovery of new potential TPD medicines for patients.

The Ice Miller deal team was led by Business group partner TaeSoo Sean Kim and included partner Mai Zymaris and law clerk Kelly Xia (not yet admitted to practice in any jurisdiction). Intellectual Property partners Fabian Koenigbauer and Robert Keeler also provided key assistance. Further assistance was provided by associate Brigid Sharek.

Ice Miller's Life Sciences practice group has extensive experience working with biotechnology companies to help them with seed-stage funding, intellectual property procurement and counseling, and licensing and strategic alliances.

Ice Miller Assists Cellens in Raising \$6.5 Million to Advance Physics-Based Test for Bladder Cancer

Ice Miller represented Cellens—a Boston-based cancer diagnostics company pioneering a new mechanobiology and AI-driven platform, BioFeel™, for non-invasive cancer detection, in raising a \$6.5 million Series Seed round.

Cellens' technology is a departure from the norm in cancer diagnostics, in which scientists largely rely on molecular markers inside the cell. The company uses atomic force microscopy, which "feels" the stiffness of cells to identify a cancer's biophysical fingerprint rather than its molecular signature. The technology is combined with machine learning algorithms trained on millions of cell interactions.

The financing follows compelling early clinical data generated with leading urologists at Harvard's Brigham and Women's Hospital, showing that the company's urine-based bladder cancer test detected recurrence with strong diagnostic performance, detecting all recurrence cases and achieving an Area under the Curve (AUC) of 88% in an initial prospective clinical study.

The round was led by SOSV, with participation from the Labcorp Venture Fund, KOLON, Blackwood Healthcare Breakthroughs, Tufts University, American Cancer Society BrightEdge, Cancer Fund, TiE Boston Angels, and other strategic investors.

Bladder cancer is among the most common and most expensive cancers to monitor, with an estimated 83,190 new United States cases in 2024 and 800,000 living with the disease nationwide. Because recurrence is frequent, patients undergo repeated invasive cystoscopies, often several times per year. Yet, the majority of these procedures yield negative results, creating significant patient burden and high health care costs. According to SEER-Medicare projections, bladder cancer is expected to reach \$11.6 billion in annual United States costs by 2030.

Ice Miller Business partners Dann Bruno and Mai Zymaris represented Cellens in the financing, with assistance from associates Michael Bennett and Tim Pierret. Our Life Sciences practice group has extensive experience working with start-ups to help them with seed-stage funding, intellectual property procurement and counseling, and licensing and strategic alliances.

[Click here to read the article.](#)

Ice Miller Represents Vietnamese Company in Expanding Sustainable Packaging Operations in the United States

Ice Miller serves as legal counsel to Plascene Inc., a subsidiary of Vietnam's DUYTAN Group, providing strategic legal guidance as the company strengthens its position in the United States plastics market and advances its commitment to sustainable packaging.

Founded in 2011, Plascene has grown from a single manufacturing facility in Oxnard, California, into a recognized leader in food-grade PET and recycled PET (rPET) bottles and jars. The company now operates 15 production lines with an annual capacity exceeding 270 million bottles, serving global clients across the food, beverage, and nutraceutical sectors. Plascene has built long-standing partnerships with brands whose products are distributed in leading retailers, including Costco, Walmart, Trader Joe's, Target, and Sam's Club. As part of DUYTAN Group—Vietnam's largest plastic manufacturer with more than 38 years of industry experience—Plascene benefits from its parent company's global network and shared dedication to sustainability.

The deal team was led by partner [Mai Zymaris](#) and supported by partners [Justin Swindells](#), [Wonnie Lee](#), [Freedom Smith](#), [Olga Voinarevich](#), Ken Robinson, [Terri Czajka](#), [John Cannizzaro](#), and [Brad Jones](#). Associates [Grace Dahm](#), [Amy Flowers](#), [Zenas Shi](#), and law clerk Kelly Xia provided additional assistance. Ice Miller's [Vietnam Practice](#) interdisciplinary team has counseled Plascene on intellectual property protection, international trade compliance, commercial and IP-related contracts, tax credits, employee benefits, and cross-border transactions. The firm's guidance has enabled Plascene to navigate complex regulatory frameworks while strengthening its competitive position in the global packaging market.

"Ice Miller stands out by combining that same 'Big Law' caliber expertise with the personalized, flexible service of a boutique firm—all at reasonable rates. No issue is too small; the team always prioritizes practical solutions over billable hours or high-profile wins," said Plascene General Counsel Minh Khoa D. Tran. "What impressed me most is their remarkable responsiveness and flexibility. Despite Plascene not being their largest client, they treat us as a top priority, seeing our future potential and supporting our U.S. expansion every step of the way."

Plascene's continued expansion demonstrates how thoughtful legal counsel can support mission-driven manufacturers as they scale across jurisdictions and advance industry standards for sustainable production.

Ice Miller Client Schrödinger Enters into License and Collaboration Agreement with Novartis

Ice Miller client Schrödinger, Inc. (NASDAQ: SDGR) today announced a research collaboration and license agreement with Novartis to advance multiple development candidates into Novartis's portfolio for further development. The companies also announced an expanded three-year software agreement that substantially increases Novartis's access to Schrödinger's computational predictive modeling technology and enterprise informatics platform.

[The full press release can be found here.](#)

As part of the agreement, Schrödinger will receive \$150 million upfront payment, with eligibility to receive up to approximately \$2.3 billion in milestone payments plus royalties on each product commercialized by Novartis.

Ice Miller's rapidly growing Life Sciences team has been counseling Schrödinger since 2022 and continues to support the company in their growth utilizing its computational predictive modeling technology for drug discovery. The Ice Miller deal team was led by Business Group Partner [TaeSoo Sean Kim](#) and included [Mai Zymaris](#) and Simone Park, with additional deal support from Nancy Kartos and Xuan Feng. Specialist support was provided by [Anthony Aaron](#) (Regulatory/Antitrust), [Grace Dahm](#) (Regulatory/Antitrust), [Daniel Corsaro](#) (Tax), [Pierce Han](#) (SEC/Capital Markets), [Fabian Koenigbauer](#) (IP), and [Ethan Rii](#) (Healthcare).

Thought Leadership

October 17, 2025

Weathering New Currents: Updates on United States–Vietnam Reciprocal Tariffs

August 25, 2025

Capital Sources for Large-Scale Manufacturing and Infrastructure Projects

July 15, 2025

Where the Trade Winds Blow: Signals from the U.S.–Vietnam Deal

Speaking Engagements

- Speaker, “Biotech Legal Forum: Navigating M&A, Licensing, and Partnerships,” Korea Health Industry Development Institute (KHIDI), March 2025
- Moderator, “How to Build a Successful and Competitive Biopharma Ecosystem in Southeast Asia,” Bio International Convention, San Diego, CA, June 2024
- Guest Lecturer, “Legal Considerations for Early Stage Companies,” Tufts Engineering School’s MS in Innovation & Management (MSIM) Program (Medford, Massachusetts, 2020-2024)
- Speaker, “MassBio General Counsel Executive Group Roundtable: Navigating Innovation Partnerships in an Evolving Life Sciences Market,” Cambridge, MA, September 2021