



# Pharma/Biotech Development in Australia and Queensland

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CEO, QCTN Inc.

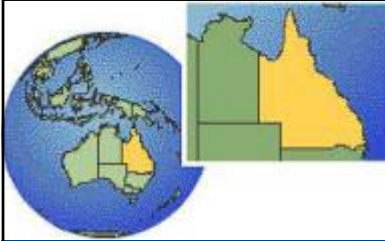
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## Biotech in Australia & Queensland

- **> 400 Biotech companies by the end of 2008**
  - Majority focussed on commercialising human therapeutics/health and medical treatments
  
- **75 Biotech companies listed at the ASX**
  - Total market capitalisation of AUD \$22.4 billion
  - CSL had a market cap of AUD \$20.3 billion!

<b>Biotechnology</b>	<b>AUS</b>	<b>QLD</b>
	<b>2007</b>	<b>2007</b>
Number biotechnology companies (listed and not)	470	~ 90
Total Revenue	\$3.9 b listed biotech	\$896 m
Employees	14,000	7,630



## Australia: Survival of an Industry

### 2008

- ❑ Financing plummeted
- ❑ Profitable sector
- ❑ IPO window closed
- ❑ Strong M&A deals
- ❑ Promising pipelines

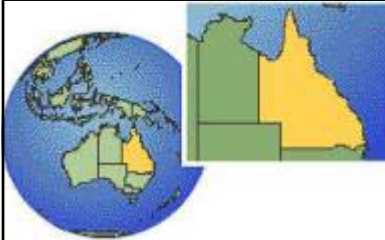
### 2009 and beyond

- ❑ Financing looks promising
- ❑ IPO window to open
- ❑ Focused spending
- ❑ Smaller, stronger sector
- ❑ M&A activity to continue



Source: Ernst & Young, *Beyond borders: global biotechnology report 2009*

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## Queensland Clinical Trials Network Inc.

- ❑ Established in 2005, based in Brisbane
- ❑ QCTN is an independent industry body ("Cluster")
- ❑ QCTN members are R&D service providers covering all aspects of new product development
- ❑ Strategic partners in Pacific Rim



Fraunhofer  
60 Jahre im Auftrag der Zukunft.

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[www.qctn.com.au/members](http://www.qctn.com.au/members)

# QCTN Members & Personalised Medicine: Collaborative Network for Translational Research



**Sponsors**  
Pharma, Biotech,  
Research Labs

Contract

Report & Data

Samples &  
Pat. Data

Samples &  
Med.  
Context

☐ Hospitals

☐ Clinics

QCTN Members

☐ Clinical  
CROs

☐ Preclin  
CROs

☐ Analytical Labs

☐ Logistics

☐ Other Service  
Providers

QCTN Members

Trial Mgt

Q-Pharm  
CNS

TetraQ

Results &  
Advice

Samples  
Requirements

Results & Advice  
Custom IT solutions

**Coordination/Facilitation**

**Portal**

**Services**

Sequencing

Genotyping

Gene  
Expression

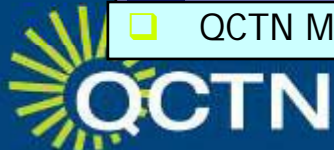
Proteomics

Metabolomics

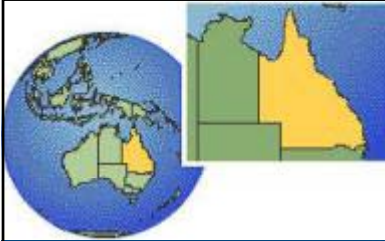
Cell Biology

Bio  
Informatics

☐ QCTN Members: IHBI, QFAB, AGRF, IMB, MMRI, APCRC, QIMR, etc. etc.



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# Translational Research in Pacific Rim

CALAsia, July 2010

**TRX10 - Translational Research Excellence, Oct 2010**

□ **3-day, multi-track conference - Asia-Pacific focus**

- Translational Medical Research, Stem Cell Research
- Preclinical Research, Biomarkers, Imaging
- Regulations, IT + Bioinformatics
- Collaborative Research Models
- "Call for Sessions" is available at [www.qctn.com.au](http://www.qctn.com.au)

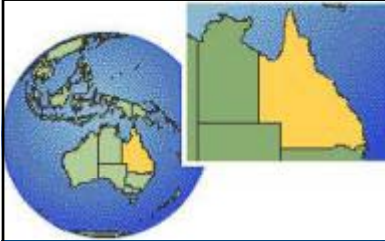


**TRX12**

**Opening of Translational Research Institute, Brisbane**



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## Australia/Queensland

- ❑ Major trading partners in Asia & North-America
- ❑ Stable country, safe and strong legal (IP) environment
- ❑ Efficient and robust regulatory system for conventional and regulations and frontline research (e.g. GMOs, stem cell)
- ❑ Used by international bio-pharma as stepping stone to Western and Asian Markets
- ❑ Active and consolidating biotech industry





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