



How we helped

Industry Country of Origin Type of Investment	How we helped
BIOTECHNOLOGY	
<p>Biotechnology Singapore – commenced 2008 Strategic Alliance</p>	<p>This private Singapore-based biotech focuses on research and the clinical development of oncology drugs, and has developed a world first treatment for a form of cancer. The company was unaware of the depth of capability within the Australian biotech sector. Austrade helped by providing information about Australia’s market strengths and the industry’s key players. This prompted the company to look into finding an Australian clinical partner. Proximity and cost (rather than going to the United States) were factors in this decision.</p> <p>RESULT: After completing pre-clinical studies, the biotech has commenced trials in Australia in collaboration with a major hospital and a cancer centre for the first clinical evaluation of a new drug’s efficacy in humans. If successful – and the evaluations to date have been promising – the trials are likely to progress to the next stage, which will be on a much larger scale. There is also significant scope for the Australian partners to benefit from the drug’s further commercialisation and development.</p>
<p>Biotechnology USA – commenced 2004 R&D joint venture</p>	<p>Coordinating representatives from Australia’s state and territory governments, we prepared a one-week site visit program for company staff. The visit targeted businesses and key research organisations in the company’s key therapeutic areas of interest. We also arranged high-level meetings with government agencies and industry stakeholders.</p> <p>RESULT: Follow-up visits took place in subsequent years, resulting in several partnerships with Australian biotechnology companies.</p>
<p>Large pharmaceutical USA – commenced 2004 R&D reinvestment</p>	<p>We assisted in developing a corporate reinvestment case for therapeutics and clinical trials by providing information costs, capability analysis and benchmarking information.</p> <p>RESULT: The company now conducts clinical and drug discovery research in Australia.</p>
<p>Large pharmaceutical Europe – commenced 2005 R&D reinvestment</p>	<p>When opinion leaders and eminent researchers in this company’s area of expertise visited Australia, we arranged briefing sessions with state government personnel. We also facilitated a series of company visits for this company’s international representatives.</p> <p>RESULT: The company has successfully entered into partnerships with Australian biotechnology companies.</p>



Australian Government
Australian Trade Commission



How we helped

Medium medical

USA – commenced 2002
Manufacturing reinvestment

This US company was considering relocating a strategic manufacturing function. We provided a briefing to the US parent company and worked with local representatives and State Government officials and ministers to develop the business case.

RESULT: The parent company relocated one of its global production lines to its Australian subsidiary.

About Austrade

The Australian Trade Commission – Austrade – is the Australian Government's trade and investment development agency. Through Austrade's global network we assist Australian companies to succeed in international business and attract productive inward investment into Australia.