

KEY GOVERNMENT INITIATIVES SUPPORTING THE HEALTH SECTOR

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Health and medical research organisations in Australia have access to a wealth of services and incentives to support research and development, commercialisation, industry partnerships and international marketing.

This fact sheet sets out some of the government and industry initiatives available to Australian organisations in the health sector.

Information has been collated by Austrade and federal, state and industry partners specifically for the benefit of Australian companies seeking to grow their global business.

AUSTRALIAN GOVERNMENT INITIATIVES

Department of Industry, Innovation and Science

The Entrepreneurs' Programme

This Programme is an Australian Government initiative to improve business competitiveness and productivity. The Programme uses experienced advisers and facilitators, drawn from industry, to ensure businesses get the advice and support they need to improve their capability and to maximise their growth potential.

The primary focus is on providing access to tailored advice, and connection and networking opportunities to grow their business and capitalise on opportunities. This is done through four elements:

- › **Accelerating Commercialisation.** Helping entrepreneurs, researchers, startups and businesses address key commercialisation challenges in bringing novel products, processes and services to market. It also offers matched grants of up to \$1 million to support businesses on their commercialisation journey business.gov.au/AC



Australian Government
Australian Trade and Investment Commission



- › **Business Management.** Tailored support and advice for small to medium business to improve capability and capitalise on growth opportunities, including matched grants of up to \$20,000 to implement practical activities
- › **Incubator Support.** Funding to support the establishment of new incubators in regions or sectors with high innovation potential, and to expand the services of existing, high performing incubators business.gov.au/incubator-support
- › **Innovation Connections.** Providing support for business to collaborate with the research sector and connect with appropriate sources of expertise, technology and advice. It also offers matched grants of up to \$50,000 to get direct access to research capability and support business to implement innovative projects business.gov.au/IC

For more information visit business.gov.au/EP or call 13 28 46

R&D Tax Incentive

The R&D Tax Incentive supports Australian innovation by reducing the cost and risk of undertaking research and development (R&D) activities. A tax offset for eligible R&D expenditure is available to companies in all industry sectors.

The offset is refundable at a rate of 43.5 per cent where company turnover is less than \$20 million per annum, or non-refundable at a rate of 38.5 per cent tax offset for other companies (for R&D expenditure up to \$100 million per year).

For more information visit business.gov.au/taxincentive or call 13 28 46

Biomedical Translation Fund

The Biomedical Translation Fund (BTF) is a \$500 million equity co-investment venture capital programme designed to support early stage investee companies that are developing

and commercialising biomedical discoveries. The Government has provided \$250 million which has been matched by private sector capital.

The BTF will translate biomedical discoveries into tangible products, services and outcomes to deliver long term health benefits and economic outcomes.

The Australian Government has licensed three private sector fund managers, BioScience Managers Pty Ltd, OneVentures Management Pty Ltd and Brandon Capital Partners. Collectively, they are responsible for screening investment proposals, making venture capital investments and providing Australian biomedical companies with the expertise and access to networks to be a success. Each BTF fund manager will build a portfolio of investments in companies that are developing and commercialising innovative science - to ultimately improve the health and wellbeing of Australians.

For more information visit business.gov.au/btf or call 13 28 46

Global Innovation Strategy

To help Australia compete on an international level, the Australian Government is investing \$36 million over four years in a Global Innovation Strategy under the National Innovation and Science Agenda to improve Australia's international science, research and innovation collaboration. The strategy includes the Global Connections Fund, Global Innovation Linkages programme, establishment of five Landing Pads and the Regional Collaborations Programme.

For more information visit industry.gov.au/innovation/Global-Innovation-Strategy

Global Connections Fund

This \$4.9 million programme provides seed funding to enable Australian small to medium enterprises (SMEs) to link with international researchers, and Australian researchers to link with international SMEs, to seize opportunities and explore collaborative projects.

There are two types of grants under the Fund, Bridging Grants and Priming Grants.

Bridging Grants are grants of up to \$50,000 designed as seed funding capital to enable viable projects to grow in scope and scale, test commercialisation and proof-of-concept activities.

Priming Grants are small grants of around \$7,000 to enable Australian SMEs and researchers to meet and collaborate with international partners to further develop their ideas.

These grants are administered by the Australian Academy of Technology and Engineering. For more information visit globalconnectionsfund.org.au

Global Innovation Linkages programme

The Global Innovation Linkages programme provides funding to assist Australian businesses and researchers to collaborate with global partners from priority economies on strategically focused, leading-edge research and development projects. It will advance Australia's international collaboration and encourage Australians to leverage entrepreneurial expertise found in key locations overseas.

Funding of up to \$1 million per project will be provided over a maximum of four years.

For more information visit business.gov.au/GIL or call 13 28 46

The Australian Trade and Investment Commission (Austrade)

Austrade is the Australian Government's trade, investment and education promotion agency. Austrade offers practical advice, market intelligence and ongoing support to companies involved in, and new to, international business.

Austrade operates over 80 offices in 48 overseas markets and its network of locally engaged Business Development Managers around the world can help Australian exporters with advice on doing business overseas, introductions to networks of key decision

makers, customers and contacts, and information and insights on emerging international trends and new business opportunities.

For more information on Austrade trade missions in the health sector visit austrade.gov.au/events

Export Market Development Grants (EMDG)

The EMDG scheme provides financial assistance to encourage SMEs (maximum turnover \$50 million) to develop export markets. EMDG reimburses up to 50% of eligible export promotional expenses such as overseas representation; marketing consultants; marketing visits; free samples; trade fairs; literature and advertising; overseas buyers; and IP registration.

For more information on EMDG visit austrade.gov.au/Australian/Export/Export-Grants

TradeStart

Austrade's TradeStart network is an extension of Austrade's own domestic offices, providing greater access to Austrade services for export-ready businesses in regional and outer metropolitan areas to help them develop international markets. The network is co-funded and jointly delivered by state, territory and local governments, industry associations and chambers of commerce.

For more information on the TradeStart network visit austrade.gov.au/TradeStart

Landing Pads

Landing Pads provide Australian market-ready startups and scaleups with the opportunity to access global innovation hubs in San Francisco, Tel Aviv, Shanghai, Berlin and Singapore, and be immersed in an environment that will help them accelerate the design and development of their product or service business model.

For more information visit www.australiaunlimited.com/landing_pads

Export Finance and Insurance Corporation (Efic)

When Efic helps you grow, it helps Australia grow.

Efic is the Australian Government's export credit agency. Through its loans, guarantees and bonds, Efic is able to provide export finance support to small and medium businesses (SMEs) when their bank may be unable to help.

Efic operates on a commercial basis to provide financial solutions for:

- › SMEs that are first time or experienced exporters
- › Australian companies in an export supply chain
- › Australian companies that want to expand their business operations overseas to better service their clients
- › Australian companies operating in emerging and frontier markets.

Efic has helped many Australian exporters and subcontractors take advantage of new contract opportunities that may otherwise have been out of reach.

See how Efic has supported businesses in the healthcare and social assistance sector

<https://www.efic.gov.au/education-and-tools/case-studies/healthcare-and-social-assistance/>

To find out more call 1800 093 724 or visit [efic.gov.au](https://www.efic.gov.au)

National Health and Medical Research Council Development Grants

The National Health and Medical Research Council (NHRC) scheme provides funding for one to three years to support individual researchers, research teams, or a health and medical research company in partnership with researchers to undertake research at the early proof-of-principle or pre-seed stage.

The scheme supports the commercial development of a product, process, procedure

or service that, if applied, would result in improved health care, disease prevention or provide health cost savings.

Applicants are encouraged to source a funding partner for the proposed research, but this is not essential.

[nhmrc.gov.au/grants](https://www.nhmrc.gov.au/grants)

National Health and Medical Research Council Career Development Fellowships

The purpose of the Career Development Fellowships (CDF) scheme is to further develop Australian health and medical early to mid-career researchers. It aims to enable investigators to:

- › establish themselves as independent, self-directed researchers
- › expand capacity for biomedical, clinical, public health and health service delivery research, and for evidence-based policy development in the Australian health system
- › encourage the translation of research outcomes into practice
- › bridge the gap between research and industry.

These fellowships support researchers to spend one to two years of their award research time in an industry placement (in Australia or overseas), followed by the residual proportion at a research institution in Australia. The industry placement does not need to be taken over a single continuous period.

[nhmrc.gov.au/grants/apply-funding/career-development-fellowships](https://www.nhmrc.gov.au/grants/apply-funding/career-development-fellowships)

The Medical Research Future Fund (MRFF)

MRFF is one of the most important initiatives in Australia's history to ensure that Australia stays at the leading edge of medical science, with profound benefits for our health, the world's health, and our economy.

The MRFF will build to a \$20 billion perpetual fund, providing annual disbursements of \$1

billion by 2022-23. The Fund will have a transformational impact on long-term future health and medical research in Australia and, through this, the efficiency and effectiveness of the Australian health system.

As well as improving the health of current and future generations through better health policies, technologies and medicines, the MRFF will drive economic outcomes by improving workforce participation and productivity. It will help grow Australia's medicines industry, currently worth \$4 billion in annual exports, and attract private investment to Australia.

For more information visit
researchaustralia.org/mrff/mrff

MTPConnect

MTPConnect is an independent, not-for-profit organisation championing a sector-led approach to support the growth of Australia's flourishing medical technology, biotechnology and pharmaceutical ecosystem. MTPConnect was established as part of the Australian Government \$250 million Industry Growth Centres Initiative, in acknowledgement of the sector's international value and importance to the Australian economy.

Working closely with Austrade, MTPConnect can bridge the international gap by connecting international and Australian companies and researchers to foster collaboration and product development, sharing of expertise and best-practice, and access to joint funding through grants and investment. The MTPConnect Project Fund Program invests in big, bold ideas to improve the productivity, competitiveness and innovative capacity of the Australian MTP sector, to deliver national results.

For more information or to become a Network Associate and take advantage of early access to industry insights, news, events, and opportunities for collaboration and promotion visit
mtpconnect.org.au

STATE GOVERNMENT INITIATIVES

ACT

Trade Connect

The ACT Government's Trade Connect grant programme, an initiative of the CBR Trade and Investment Development Fund, is designed to help Canberra-based businesses with a range of export market development activities. The ACT Government also offers 'in kind' support in the form of trade missions, funding the ACT Exporters Network and ACT Export Awards (delivered by Canberra Business Chamber). The government also has a suite of innovation/commercialisation funding programmes aimed at startups and university spin-off ventures with a focus on business development.

business.act.gov.au/grants-and-assistance/grants/trade_connect

business.act.gov.au/grants-and-assistance/cbr-innovation-development-fund

NEW SOUTH WALES

NSW Exporters

The NSW Government provides a range of services to assist businesses to succeed in export. In partnership with Austrade, the NSW Government delivers the TradeStart Trade Promotion Program in Nowra, Orange, Central Coast, Port Macquarie, Tamworth and Wagga Wagga.

industry.nsw.gov.au/export-from-nsw/export-assistance/coaching-with-our-export-advisors

NSW Government International Network

Includes 11 representative offices in strategic international locations.

industry.nsw.gov.au/contact-us/international-network

The Premier's NSW Export Awards

An annual program which recognises excellence in the export of goods and services by NSW business. Health & Biotechnology is one of the Export Award National Categories

industry.nsw.gov.au/export-from-nsw/export-assistance

Jobs for NSW

Jobs for NSW will be investing the four-year \$190 million Jobs for NSW Fund across a portfolio of product and service offerings including grants, loans, loan guarantees and other forms of business support that will accelerate job creation.

jobsforNSW.com.au/

TechVouchers

Established to drive opportunities for research collaboration between NSW small-to-medium enterprises (SMEs) and Boosting Business Innovation Program (BBIP) delivery partners.

industry.nsw.gov.au/business-and-industry-in-nsw/innovation-and-research/techvouchers

Sydney School of Entrepreneurship and Knowledge Hubs

Two other NSW Government initiatives to assist businesses.

industry.nsw.gov.au/business-and-industry-in-nsw/innovation-and-research/techvouchers

Boosting Business Innovation Program

This \$12 million program aims to accelerate innovation in NSW by supporting greater collaboration between research organisations and their business communities.

industry.nsw.gov.au/business-and-industry-in-nsw/innovation-and-research/boosting-business-innovation-program

Research Attraction and Acceleration Programme (RAAP)

In 2016/17 the NSW Government announced \$13.8 million funding under RAAP to support innovation and investment in the state's research and development capacity.

chiefscientist.nsw.gov.au/investing-in-science/research-attraction-and-acceleration-program-raap

The Medical Devices Fund (MDF)

A competitive technology development and commercialisation programme funded by the NSW Government. More than \$35 million has been awarded to 20 outstanding new medical technologies since 2013. The key objective of the MDF is to promote new and innovative medical devices and technologies within NSW that may have a global benefit.

health.nsw.gov.au/ohmr/mdf/Pages/default.aspx

QUEENSLAND

The Queensland Government is committed to the development of a strong and agile life sciences sector and continues to be a major supporter of health and biotechnology providers.

Advance Queensland

The Government is investing \$405 million in Advance Queensland, which is specifically designed to drive research and innovation in areas of Queensland's competitive advantage. <http://advance.qld.gov.au>

Researchers, scientists and clinicians are supported through:

- › **Founders' Fellowships**
to develop innovations
<http://advance.qld.gov.au/industry/founders-fellowships.aspx>
- › **Ignite Ideas Program**
to develop new and improved products
advance.qld.gov.au/industry/ignite-ideas-fund.aspx
- › **Industry Accelerator Program**
to fast track to commercialisations
advance.qld.gov.au/industry/industry-accelerator-program.aspx
- › **Innovative Partnerships Program**
for collaborative research projects
advance.qld.gov.au/industry/innovation-partnerships/guidelines.aspx
- › **Business Development Fund**
to co-invest into Queensland business
advance.qld.gov.au/industry/business-development-fund.aspx
- › **Industry Attraction Fund**
designed to attract businesses to Queensland, either to relocate or establish new projects in the state, through supporting jobs creation, regional growth, increased innovation and the building of local supply chains.
statedevelopment.qld.gov.au/industry-development/advance-queensland-industry-attraction-fund.html

The Queensland Government is enabling market entry access to key international markets under *Advance Queensland* through partnerships with regions and agencies overseas. This includes:

- › **Commercialisation Partnership Program**
advance.qld.gov.au/industry/commercialisation-partnership-program.aspx
including the Chinese Ministry of Science and Technology, the Chinese Academy of Sciences
business.qld.gov.au/industries/science-it-creative/science/qcas
and the Smithsonian Institution
qld.gov.au/dsiti/science/
- › supporting emerging research leaders through **Research Fellowships**
advance.qld.gov.au/uni-researchers/research-fellowships.aspx
Assisting in attracting and keeping the best

and brightest research minds in Queensland and building Queensland's capacity to conduct innovative research and development;

and **PhD Scholarships**

[advance.qld.gov.au/uni-researchers/phd-](https://advance.qld.gov.au/uni-researchers/phd-scholarships/guidelines.aspx)

[scholarships/guidelines.aspx](https://advance.qld.gov.au/uni-researchers/phd-scholarships/guidelines.aspx)

to support undergraduate researchers in gaining a PhD degree, and fostering increased linkages with industry/end-user organisations.

- › launching the **Made in Queensland** program to support the manufacturing sector to become more internationally competitive and adopt innovative processes and technologies
statedevelopment.qld.gov.au/industry-development/made-in-queensland.html
- › connecting businesses, potential collaborators and investors with leading research institutions through the **Queensland Science Capability Directory**
<https://www.qld.gov.au/dsiti/about-us/business-areas/innovation-science-dev/science-directory/>
and support of **Life Sciences Queensland**
lsq.com.au
- › launching the **Queensland Trade and Investment Strategy 2017–2022**
tiq.qld.gov.au/ti-strategy/ which will position Queensland as Australia's most innovative and dynamic trading economy.

SOUTH AUSTRALIA

The health industry is a priority sector for the South Australian Government.

The Department for State Development facilitates industry development activities in medical technologies, healthy ageing and disability. It connects stakeholders, advances projects and supports the state's businesses to increase their capability to compete in local and international markets.

statedevelopment.sa.gov.au/

Health Industries SA

Health Industries South Australia acts as a single point of contact for interstate and international health and life sciences companies choosing Adelaide as a launch pad to national and overseas markets. It provides companies with advice on government regulations, accessing land and introductions to the local network of education, research, finance and industry partners.

healthindustries.sa.gov.au

The Premier's Research and Industry Fund (PRIF)

PRIF aims to support South Australia's research community to compete successfully on global scale. The fund has three elements including the Research Consortia Program, Innovation Voucher Program (vouchers up to \$50,000) and the CRC Assistance Program.

statedevelopment.sa.gov.au/science/premiers-research-and-industry-fund

The Export Partnership Programme

This program provides export funding assistance to small and medium sized businesses. The program supports businesses with export marketing related activities including marketing materials, market research, website development, travel and accommodation costs for overseas meetings, trade missions, trade shows and incoming buyer costs. Applicants can apply for up to \$50,000 on a dollar for dollar basis.

For more information visit

statedevelopment.sa.gov.au/epp

VICTORIA

MedDev SA Alliance

MedDevSA Alliance supports the growth of medtech companies in South Australia by encouraging collaboration between industry, research and government.

meddevsa.com

The Medical Device Partnering Program

The Medical Device Partnering Program (MDPP) offers research and development services for new commercially viable medical and assistive devices through collaborations between industry, researchers, end-users and government.

flinders.edu.au/mdpp/

TechInSA

TechInSA works with the SA high-tech sector to facilitate commercialisation and growth. The agency administers the South Australian Early Commercialisation Fund, providing early stage companies and entrepreneurs up to \$500,000 for eligible projects. It also provides business and marketing assistance and manages two business facilities based at the Thebarton Technology Precinct. TechInSA is the South Australian Government's innovation agency.

Techinsa.com.au

Future Industries Fund

The \$200 million Future Industries Fund supports high growth industry sectors critical to securing Victoria's future as a competitive, innovative and outward looking economy.

The Manufacturing Program provides up to \$500,000 to assist companies to implement new manufacturing technologies that will provide a critical foundation for growth.

The Sector Growth Program provides up to \$1 million to implement projects that will generate new jobs and increase the competitiveness of Victorian businesses.

business.vic.gov.au/support-for-your-business/future-industries

Victorian Government's International Victorian Government Business Offices

Victoria's global International Victorian Business Office network includes 20 offices in strategic locations offering facilities and assistance to Victorian companies visiting overseas markets.

tradeandinvestment.vic.gov.au/

LaunchVic

The Victorian government has invested \$60 million into Victoria's startup ecosystem, administered by LaunchVic. LaunchVic supports entrepreneurs to develop and grow businesses.

launchvic.org

The Victoria-Israel Science, Innovation and Technology Scheme (VISITS)

VISITS supports collaborative projects by Victorian and Israeli organisations. VISITS includes the VISTECH program which provides up to \$250,000 for collaborative R&D projects aimed at commercialisation of new or

improved products, processes or services.
business.vic.gov.au/support-for-your-business/grants-and-assistance/the-victoria-israel-science-innovation-and-technology-scheme-visits

The Victoria-Jiangsu Program for Technology and Innovation R&D

The Victoria-Jiangsu Program for Technology and Innovation Research and Development provides up to \$200,000 for market-oriented collaborative R&D projects by organisations in Victoria and Jiangsu Province.

business.vic.gov.au/support-for-your-business/grants-and-assistance/jiangsu-victoria-technology-and-innovation-r-and-d-program-vicjs-tech

MedTech's Got Talent

The Victorian Government has supported MedTech's Got Talent, Australia's largest medical device accelerator program which assists emerging entrepreneurs to develop and refine skills in pitching, developing a technology roadmap and launching commercialisation activities for medical technology innovations.

medtechchallenge.com

Medicines Manufacturing Innovation Centre

The Victorian government has invested \$4 million in the establishment of a Medicine's Manufacturing Innovation Centre which brings together specialist capabilities from the Monash Institute of Pharmaceutical Science and pharmaceutical manufacturers. It provides specialist scientific capabilities to support pharmaceutical manufacturing.

BioCurate

The Victorian Government has invested \$10 million to support BioCurate, an \$80 million ten-year collaboration between Monash University and the University of Melbourne to

facilitate the translation of drug discoveries into medically sound and commercially investable projects.

biocurate.com.au

WESTERN AUSTRALIA

Innovation Worth Sharing

An online hub for the Western Australian innovation community showcasing successful innovation achievements; investment pitches, awards, programs and grants such as the Innovation Vouchers Program; and services including the Innovation Centre of WA which provides education, expert advice and networking opportunities as well as a Business Incubator.

innovation.wa.gov.au

WA Innovator of the Year Program

The program promotes the success of Western Australian innovators, encourages co-support from industry for promotional activities, and strengthens industry-government research collaborations. It offers an overall prize of \$75,000, emerging innovation and growth category prizes of \$25,000 each and two \$10,000 encouragement awards.

gcio.wa.gov.au/initiatives/wa-ioty

Western Australian Trade and Investment Offices

The Western Australian Government operates ten international offices in the State's key trading regions in Africa, Asia, Europe and the Middle East. The offices provide free and confidential services for export-ready Western Australian companies including market information, contacts and introductions, and marketing advice.

dsd.wa.gov.au/trade-with-wa/our-services/global-offices

TASMANIA

Business Tasmania

Business Tasmania (BT) is a Tasmanian Government service which supports anyone starting or operating a business in Tasmania, providing information and targeted referrals to programs, services and other areas of government.

The website business.tas.gov.au features information and tools to assist all stages of a business's life cycle. BT is engaged with social media which enables people to contact the team at any time with business-related queries through the medium of their choice.

You can follow BT on Facebook or Twitter, subscribe to the newsletter, send an email or call the team during business hours with a question.

Call 1800 440 026 or email
ask@business.tas.gov.au

Enterprise Centres Tasmania

Enterprise Centres Tasmania (ECT) is a statewide network of business advisors created to help small businesses and their owners to reach their potential.

ECT business advisors are independent, resourceful and experienced business people who understand small business.

For those with a new idea for a business, or an existing business looking to make some changes or grow, ECT advisors can help develop or refine business plans, map out marketing strategies, set goals for greater success or plan an exit.

ECT is a free service supported by the Tasmanian Government and is designed for every stage of business life.

Get in touch with an ECT advisor, call Business Tasmania 1800 440 026 or email ask@business.tas.gov.au

SPECIALIST SEED FUNDS

The Medical Research Commercialisation Fund

The Medical Research Commercialisation Fund (MRCF) is a seed fund that supports the development and commercialisation of early-stage medical technologies. Established in 2007 through a collaboration between several Australian MRIs, Statewide Super and Westscheme (now part of AustralianSuper), and support from several state governments, the MRCF invests exclusively in opportunities from its member institutes.

MRCF provides funding of \$200,000 up to \$2 million for any one project, investing up to \$1 million on its own, and reserves the second \$1 million for further rounds of investment made alongside co-investors. It also provides financial and strategic management assistance. MRCF is managed by Brandon Capital Partners, a life science fund manager, and each member institute nominates a representative to the Investment Review Committee (IRC). The MRCF has received \$30 million in funding from superannuation funds and \$20 million from the Federal Government's IIF programme.

researchaustralia.org/mrff/mrff

Uniseed

Uniseed is a \$60 million venture fund established in 2000 and operating at the Universities of Melbourne, Queensland and New South Wales, with investment capital provided by the three universities and AustralianSuper. It exclusively facilitates the commercialisation of IP generated by the three partner universities.

The fund operates in partnership with the universities' commercialisation arms, which in turn provide a best-practice commercialisation service tailored to their respective universities; with the staff of these commercialisation arms comprising the majority of Uniseed's Investment Committee.

Success is measured by a balance of return on investment (including the flow of funds for research to further the commercialisation of IP generated), establishment of viable start-up companies, generation of research income for

partner universities, and the improvement of university commercialisation processes. AustralianSuper is also given the opportunity to participate directly in follow-on investment opportunities available in the Uniseed portfolio companies.

Uniseed.com

OVERSEAS GOVERNMENT INITIATIVES

THE EUROPEAN UNION (EU)

Horizon 2020, the EU's new programme for research and innovation, will run from 2014 to 2020 with a budget of nearly 80 billion Euros.

The initiative is aimed at securing Europe's global competitiveness and is part of the drive to create new growth and jobs in Europe. Horizon 2020 funding is based on competitive calls - consortia of researchers (including industry) can respond to these calls and these consortia can include international research and industry partners. International partners are expected to bring matching funding and/or resources to the consortia and may be eligible to receive funding under Horizon 2020 if their contribution to the research project is essential.

ec.europa.eu/programmes/horizon2020/

UNITED STATES

Many funding programs in the US are administered at the state and local level. Australian organisations interested in accessing US funding mechanisms are encouraged to connect with SelectUSA, an arm of the US Department of Commerce. SelectUSA acts as the umbrella FDI promotion agency for the whole of the US with an office in Sydney. Austrade Officers in the USA can connect Australian organisations with SelectUSA colleagues.

selectusa.gov/medical-technology-industry-united-states

The 27 Institutes and Centers (IC) of the National Institutes of Health (NIH) provide opportunities for Australian and international health exporters through research grants. As part of the NIH, the Fogarty International Center supports and facilitates international partnerships in research to address global health needs. More information on NIH Foreign Grants can be found at grants.nih.gov/grants/foreign/ and fic.nih.gov/About/Pages/default.aspx

Austrade's partnership with Texas Medical Center is designed to create new connections between Australian medtech and the world's largest medical centre.

hisa.org.au/wp-content/uploads/2016/10/Texas-Medical-Centre-Bio-Bridge-Flyer.pdf

MALAYSIA

The Biotechnology Commercialisation Fund (BCF) of the Malaysian Biotechnology Corporation (MBC) is ongoing.

BCF is a programme under the Tenth Malaysian Plan (10MP) and the fund is managed by BiotechCorp as part of overall incentives for BiosNexus status companies.

It is a funding scheme that combines term loans and grants at a ratio of 2:1 with a maximum funding of RM3million per BioNexus status company. The key objective is to facilitate on-going commercialisation of biotechnology products and services and/or expansion of existing biotechnology business.

General Eligibility Criteria:

- › a BioNexus Status Company
- › majority owned by Malaysians i.e. 51 percent
- › minimum paid-up capital of RM250,000

Applications can be submitted to MBC biotechcorp.com.my

HONG KONG

Incubator Programme

The Hong Kong Science & Technology Park Soft Landing Program

provides office space, seminars and networking opportunities, familiarisation programmes and physical showcases for shortlisted overseas technology transfer offices, incubation centres, universities, R&D institutes, science parks and their spinoffs or startup technology companies.

hkstpssoftlanding.com/

Technology and Innovation Funding

The Small Entrepreneur Research Assistance Programme (SERAP)

provides financing to support entrepreneurs and small enterprises to carry out R&D and conduct market validation. Funding of up to HK\$6 million will be provided for each approved project on a dollar-for-dollar matching basis within a maximum two-year period. The funds will be recouped if the project is able to attract third party investment or generate revenue.

The Public Sector Trial Scheme

provides funding support for production of prototypes/samples and conducting of trial schemes in the public sector, to facilitate and promote the realisation and commercialisation of R&D results under ITF projects. The scheme aims to facilitate the development of new products not already available in the market, utilising the results/deliverables of the completed ITF projects.

Patent Application Grant

provides a grant of not more than HK\$150,000 to assist local companies and individuals to apply for patents for their own inventions.

The Research and Development Cash Rebate Scheme

supports research culture and encourages business to establish stronger partnerships with designated local public research institutions. Under the Scheme, a company can access a cash rebate equivalent to 30 percent of its expenditure in projects funded by ITF and applied R&D projects funded entirely by companies and conducted by local designated research institutions.

Financial aid for equipment and marketing

The SME Loan Guarantee Scheme (SGS) secures loans of up to HK\$6 million for companies that need working equipment or business capital.

The SME Export Marketing Fund (EMF) helps companies participate in overseas exhibitions, business missions and to place B2B advertising.

For more information visit investhk.gov.hk/business-opportunities/government-support.html

VIETNAM

A loan programme implemented by the National Foundation of Science and Technology Development is applicable to organizations of science and technology, businesses and individuals to execute projects that apply research results and emerging technology and which serve social and economic development.

Eligibility criteria: organizations in science and technology, businesses that operate under Vietnamese law and individuals who invest in projects of research and technological achievement.

For more information visit nafosted.gov.vn/en/grant-program/Loan-Program/Loan-Program-7/

In June 2015, the Ministry of Health launched a credit programme for the development of the healthcare sector in partnership with the Bank for Investment and Development of Vietnam (BIDV). The first credit package, valued at VND20 trillion (\$917.4 million) and based on the principle of revolving loans, will be used for upgrading and importing medical equipment as well as renovating, expanding and modernizing medical facilities and hospitals. Lending rates for the first two years are set at less than 7.5 per cent per annum. The credit package is expected to be implemented from June 15, 2015 to May 31, 2022.

For more information visit [vneconomicstimes.com/ article/banking-finance/bidv-moh-comes-to-terms-on-credit-package](https://vneconomicstimes.com/article/banking-finance/bidv-moh-comes-to-terms-on-credit-package)

THAILAND

Thailand Health Sector – Human Capacity Building

The Thai Ministry of Public Health (MOPH) has a master plan to establish a Health Centre of Excellence in various areas including newborn babies, trauma, cancer, heart disease, transplant and primary care in a number of hospitals across Thailand.

The Ministry has allocated budget to upskill their executives, public health officials and professional staff working in these hospitals to have a better understanding of overseas health practices and international standards.

The key priority area is heart disease and coronary artery disease. The MOPH plans to send staff on 2-3 week professional development training and site visit programs to learn about policy and best practice related to heart and coronary artery disease prevention, treatment and support services.

SOUTH KOREA

Industrial R&D policy and programmes

Korea has ranked 1st on the Bloomberg Global Innovation Index 2015 for three years in a row (the Index is a ranking of the world's 50 most innovative countries). Korea ranked especially high for R&D spending, education and patents. This culture of innovation is another reason so many companies have invested in Korea.

Source: Invest Korea, The Bloomberg Innovation Index 2015

The Korean Government has gradually increased its R&D investment in basic research areas, of which investment into biotech takes up 18.22% at approximately USD2.5 billion in 2015.

Source: Invest Korea

Korea launched a strategy called Pharma 2020 Vision to become one of the seven global biotech powerhouses by 2020. The plan includes R&D support for certification of innovative pharmaceutical companies,

development and commercialisation, stem cell research, brain disease research and genome projects:

- › Korea Drug Development Fund (KDDF) R&D matching fund (US\$1,000 million 2011-20)
- › National Onco Venture (NOV) R&D matching fund (US\$240 million, 2011-16)
- › Global Pharmaceutical Fund Policy Fund (PEF) (US\$550 million, 2014-22)

Source: Invest Korea, Ministry of Health & Welfare, Ministry of Trade, Industries and Energy, Ministry of Science, ICT and Future Planning

investkorea.org

JAPAN

The Japan Agency for Medical Research and Development (AMED) establishes and maintains an environment for R&D, and provides funding to promote integrated medical R&D from basic research to clinical trials and practical applications.

Based on the Plan for Promotion of Medical Research and Development prescribed by the Government of Japan, AMED focuses on nine interrelated areas including regenerative medicine and oncology.

In order to maximize research outcomes, AMED provides a variety of support including corporate alliances targeting practical application, and support for international joint research.

For more information visit amed.go.jp/en/program/

CENTRAL EUROPE

The health care system in Central Europe is undergoing significant transformation as it endeavours to reach the higher healthcare

standards in Western Europe, and deal with the rising cost pressures in the sector. Innovation and investment in R&D plays an important role in this process. There are a number of European Union (EU) funds and programs that may be of interest to health exporters and their in-market partners.

- › European Structural and Investment Funds (ESIF)
- › Horizon 2020 Programme
- › Active and Assisted Living Programme
- › EU Health Programme 2014-2020
- › The Innovative Medicines Initiative (IMI)

POLAND AND CZECH REPUBLIC

Between 2014 and 2020 the European Structural and Investment Funds (ESIF) will be available to invest in the Polish and Czech healthcare system to modernise, improve efficiency and stimulate innovation. The co-funding will come from both national government central operational programmes – the Knowledge, Education and Development Operational Programme and the Infrastructure and Environment Operational Programme, as well as regional operational programmes.

mz.gov.pl/en and mmr.cz/en/Homepage

INDIA

International Collaboration & Partnerships

International collaborations to strengthen interactions among governments, academia, institutions and industries are encouraged. Currently, India has several bilateral Science & Technology (S&T) cooperation agreements with other countries to facilitate cooperation in biomedical research.

The Indian Council of Medical Research (ICMR) operates in close cooperation with the Indian Ministry of Health & Family Welfare, Ministry of Science & Technology, Ministry of External Affairs, Indian missions abroad and

foreign missions in India.

icmr.nic.in/About_Us/Guidance_for_International_Collaboration.html

Biotechnology Industry Research Assistance Council (BIRAC)

A not-for-profit enterprise, set up by the Department of Biotechnology (DBT), Government of India as an Interface Agency. BIRAC empowers emerging Biotech enterprises to undertake strategic research and innovation, addressing nationally relevant product development needs.

birac.nic.in/desc_new.php?id=89

Indian Council of Medical Research (ICMR)

ICMR is the peak body in India for the formulation, coordination and promotion of biomedical research.

icmr.nic.in

NHMRC and ICMR signed a Memorandum of Understanding on research collaboration in February 2016. NHMRC is in discussion with ICMR about activities to advance cooperation in health and medical research between India and Australia.

DBT has announced the Indo-Australian Career Boosting Gold Fellowships, supporting researchers to undertake a collaborative research project at a leading science institute or university in Australia for a period of up to 24 months (source: ibef.org/industry/biotechnology-india.aspx).

Australia India Strategic Research Fund (AISRF)

The AISRF helps Australian researchers from the public and private sectors to collaborate with Indian scientists on cutting-edge research projects and workshops.

The AISRF is Australia's largest fund dedicated to bilateral research and one of India's largest sources of support for international science.

science.gov.au/international/Collaborative_Opportunities/AISRF/Pages/default.aspx

TAIWAN

1. Technology Development Programs (TDPs), Department of Industrial Technology, Ministry of Economic Affairs

2016 Budget: US\$60 Million

To accelerate Taiwan's development of industrial technology and value creation, the TDPs bring together research institutes, enterprises and academia. TDPs focus on developing and introducing new technology as well as transferring R&D technology to industry.

moea.gov.tw/MNS/doi_e/home/Home.aspx

2. National Development Fund, Executive Yuan

Total Assets: US\$12.7billion at the end of 2015

This Fund is heavily engaged in direct and venture capital investment in the biomedical sector. For further information on the investment review process:

df.gov.tw/attachement/Brief%20Introduction%20to%20Applying%20for%20Investment%20by%20the%20National%20Development%20Fund.pdf

3. Dragon Gate Program, Ministry of Science and Technology (MOST)

MOST Taiwan has launched the Dragon Gate Program, subsidizing Taiwanese talent to visit designated foreign world-class research institutions to study key areas of technology and science. MOST encourages local talent to team up with Australian institutes.

Applications must be submitted by the Taiwanese counterpart.

most.gov.tw/sci/ch/detail?article_uid=a7bf717c-aa96-4625-b8ac-76c63fd172a6&menu_id=6b4a4661-9126-4d0c-897a-4022c82114a9&content_type=P&view_mode=listView (Chinese only)

MALAYSIA

HRDF Claimable Training

Australian healthcare providers are invited to explore partnership opportunities with Human Resources Development Fund (HRDF). HRDF are certified with the Malaysian Government and looking to develop capability in delivering training programs customised for corporate organisations, including training needs analysis, relevant diagnostics and one-on-one coaching options. They provide specialized training grants as an incentive for in-market employers to retrain and upgrade workers' skills.

hrdf.com.my

MSC Malaysia Status

MSC Malaysia Status is recognition by the Government of Malaysia, through the Malaysia Digital Economy Corporation (MDEC), for ICT and ICT-facilitated businesses that develop or use multimedia technologies to produce and enhance their products and services.

MSC Malaysia status companies, institutions or faculties enjoy Pioneer Status -100 percent exemption from taxable statutory income. This incentive is granted for a period of five years for the first round. Other financial incentives include:

- › a 100 per cent Investment Tax Allowance (ITA)
- › eligibility for R&D grants (for majority Malaysian ownership/MSC Malaysia Status companies)
- › freedom to source capital and borrow funds globally, and
- › duty-free importation of multimedia equipment (DFI).

mscmalaysia.my/msc_malaysia_status

DISCLAIMER

Please note, the details of grants and initiatives set out in this document have been prepared from a range of sources and the listing is not exhaustive. While care has been taken to ensure the information in this document is accurate, the Commonwealth of Australia represented by the Australian Trade and Investment Commission does not provide warranty or accept liability for any loss arising from reliance on such information. In particular, while the details provided in this document are correct at the time of publishing, the relevant funding bodies may change the terms of the grant or initiative at any time. Potential applicants should, therefore, check the latest requirements for applications directly with the relevant funding body. Potential applicants are also encouraged to seek independent professional advice before applying for government funding.

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