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Further information can be found at:

[www.biogeelong.com.au](http://www.biogeelong.com.au) and [www.geelongaustralia.com.au](http://www.geelongaustralia.com.au).



### Griffith University

Griffith University is a regional leader in life sciences located in Brisbane, Queensland, Australia. Its Griffith Institute of Health collaborates with industry and public-health sectors to deliver benefits to the world through outcomes such as novel drug leads, vaccines for combating infectious diseases and healthy living programs.



### Institute for Molecular Bioscience / IMBcom

The Institute for Molecular Bioscience (IMB) undertakes globally competitive research to decipher the information contained in the genes and proteins of plants, animals and humans. IMB's exploration of the genetic basis of life will greatly impact on the health and quality of life of humans, well into the next century.



### Nucleus Network

Nucleus Network is Australia's leading clinical research organisation specialising in the conduct of Early Phase Clinical Trials. Currently servicing ten of the top 12 biotech/pharma companies, all studies are conducted in accordance with international regulatory requirements and expectations. Sponsors can benefit from a favourable regulatory environment, exchange-rate advantages and experienced investigators and staff.



### QRxPharma Limited

QRxPharma Ltd is a clinical-stage specialty pharmaceutical company focused on the development and commercialisation of new treatments for pain management and central nervous system (CNS) disorders. The company's lead products comprise a patented combination of existing drugs, with a well-defined path to regulatory approval and sales. QRxPharma's lead drug compound, MoxDuoIR™ (Q8003IR), began Phase III

clinical trials in November 2007. The company's preclinical and clinical pipeline includes other technologies in the fields of neurodegenerative disease and venomics.



Queensland University of Technology

### Queensland University of Technology

QUT is a top Australian university with global connections, a wide range of studies and applied research.

QUT has a strong reputation for solving problems for industry and the community and developing new products. QUT fosters a research environment that supports large-scale, outcome-based research endeavours through focus on areas of research expertise, and internal and external collaboration.



### Selborne Biological Services

Selborne Biological Services is a leading supplier of specialised products of animal origin for the biotech, pharmaceutical, veterinary and diagnostics industries.

Selborne's family of products falls within two main divisions:

Animal blood products, including a wide range of animal sera, plasma and microbiological reagents; and

Therapeutic Proteins and Protein Fractions for cell culture and diagnostic applications.



### Trident Clinical Research

Trident is a full service CRO providing clinical research project management, monitoring, data management, statistics, quality assurance, medical writing, local safety reporting and training. Trident has an 11-year history of providing quality services, with offices in Sydney, Melbourne, Adelaide, Brisbane, as well as Mumbai, India.



### UniQuest Pty Ltd

UniQuest Pty Ltd, based at The University of Queensland, is widely recognised as one of Australia's largest and most successful university commercialisation groups. For 25 years UniQuest has been managing and commercialising an extensive intellectual property portfolio, including core technologies in vaccine development and diagnostic devices. 

# Business development gets a boost

The AusBiotech Business Development Workshop and Forum provided specialised learning for business development professionals.



*'Managing opportunity and risk in Asia' session was chaired by Dr Anna Lavelle, CEO, AusBiotech. Speakers included Dr Daniel Grant, Head of Strategic Alliances, Pfizer Global Pharmaceuticals, Pfizer Australia; Sarah Meibusch, Vice President Business Development, Progen Pharmaceuticals Limited; and Richard Walmsley, CEO, Ingeneus Pty Ltd.*



*The annual BD Volleyball challenge on Glenelg beach.*



**More than 100 bioscience professionals, from every Australian state and territory as well as the UK, Europe, the US and Asia, gathered at the Stamford Grand in Adelaide, for the AusBiotech 2009 Business Development Workshop and Forum.**


The February event titled: "Walking the Biotech Tightrope in Today's Deal Climate," saw professionals from the bioscience community both in Australia and overseas present on their areas of expertise, including those from global biopharmaceutical companies, such as CSL and Pfizer.

"It's a very challenging time for the Australian and global biotechnology sector, but an exciting one too" said Dr Anna Lavelle, AusBiotech CEO.

"There is huge potential for product development as global pharmaceutical and medical device companies are searching for potential products to add to their development portfolios."

The workshop – supported by Bio Innovation SA – included sessions on trends in deal-making, the current global financial crisis, terminology used in licensing deals and negotiation skills.

"The engine room of biotechnology is the ability to monetise quality IP," said Dr Lavelle. "The event gave business development practitioners the opportunity to enhance their professional ability in the art of deal-making and deal architecture."

"It also demonstrated how the sector has the capacity to aid our economic recovery in Australia." 



Michael Hudson, ENS Founding Director and Negotiation Strategist with ENS International, led a workshop on negotiation myths and 'myth-takes', which was practical and interactive. Topics included the 'how' of negotiation and overcoming 'myth-understandings'. The session was Sponsored by CSL Limited.



Delegates enjoyed tasting some of SA's best wines from the ARRIVO label. Peter Godden, Arrivo's owner, is known across the globe for his ground-breaking AWRI research on wine closures but his growing reputation as arguably Australia's preminent Nebbiolo exponent, threatens to overshadow his earlier work in the labs!



Bree Gallagher, Thomson Reuters, Business Development Executive (Pharma/Chem) Australasia.



Industry commentator, David Blake from BioShares.



Dr Anna Lavelle, CEO, AusBiotech and Neil Finlayson, Business Development Director, Bio Innovation SA, wrap up yet another successful event.



Mr Dennis Mutton, Chairman of the Bio Innovation SA Board and Dr Jurgen Michaelis, CEO of Bio Innovation SA with the winners of the 2009 BioSA Bioscience Achievement Awards. The BioSA Young Achiever Award winner, Dr Daniel Johnson, General Manager of Business Development at The Australian Wine Research Institute and Professor Howard Morris, Director of the Hanson Institute. Professor Morris has been instrumental in increasing funding from \$4m in 2000 to \$35m in 2008.

## South Australia

**The SA Branch of AusBiotech finished last year with a themed BioBreakfast with guest speakers Dr Leanna Read (CEO of TGR BioSciences) and Professor Peter Clifton (CSIRO). The 2008 SA BioBreakfast series was proudly partnered by Phillips Ormonde Fitzpatrick.**


Professor Clifton, who is the Theme Leader for Obesity in the Preventative Health Flagship, provided information on functional foods.

Dr Read, who founded TGR BioSciences in 2001 to commercialise therapeutics from dairy process fractions, spoke on drug-like benefits from foods and presented a case study from her company. Lactermin™, a patented milk-derived bioactive extract to prevent mouth ulcers caused by chemotherapy or radiotherapy.

TGR BioSciences invited 'Friends of TGR', including AusBiotech, to attend its annual meeting in December 2008. The company is focused on drug discovery assay technologies and plans to continue its commercialisation of novel high throughput assays.

In December, AusBiotech was given a tour of the new Wine Innovation Cluster (WIC) Central Building by Dr Daniel Johnson and Dr Roxanne Portolesi – both from the Australian Wine Research Institute (AWRI), a joint partner in the WIC. SA AusBiotech members will also have the opportunity to tour the facilities as well as hear about the latest research to improve wine quality and production being undertaken by AWRI, at an event scheduled in April.

In January, Bio Innovation SA announced a revision to their Business Development Initiative (BDI) granting scheme. Until recently, BDI grants of up to \$50,000 have been granted to assist start-up and early stage SA companies. On 21 January, at an event held at the Bio Innovation SA incubator, it was announced that Bio Innovation SA has decided to allow companies to apply for funds up to \$250,000.

The 2009 SA BioBreakfast Program, proudly partnered by Phillips Ormonde Fitzpatrick, is well underway with the first breakfast held in conjunction with the AusBiotech Business Development Forum at Glenelg in February – with guest speaker Dr Fintan Walton, CEO of PharmaVentures. The second BioBreakfast event was in March, with speaker Jefferson Harcourt, CEO of Grey Innovation. 

For further information contact:  
 Dr Olga Bushi  
 SA Industry Development Officer  
 obushi@ausbiotech.org



2009 SA BioBreakfast Program kicks off



Fintan Walton, CEO of PharmaVentures, addresses the SA BioBreakfast

## New South Wales

**The NSW Branch of AusBiotech and AusMedtech held a very successful end-of-year business networking celebration prior to Christmas, with about 100 members and select guests attending the event. *The Members' Show*, which screened throughout the event, provided the latest information on some of our leading corporate members, including AgResearch Ltd, Arana Therapeutics, ASDM, Seagull Technology, Chemgenex Pharmaceuticals, Fermiscan, Immune System Therapeutics, QRX Pharma and Clinuvel.**

Davies Collison Cave – recognised as one of Australia's leading intellectual property (IP) firms – hosted the event and continues to support the work of the NSW Branch.

Through the hard work of the NSW Branch Committee, led by Alan Little of IST and Carol Upton of Upton Consulting, a program of business seminars and workshop events has been developed for the NSW members in 2009.

AusMedtech, the medical devices and diagnostics network in NSW, began the year with its February seminar entitled: *Medical Devices Industry Action Update: AusBiotech's Ongoing Initiatives to Drive the Issues and Opportunities.*

The program featured three of the industry's leading champions – Associate Professors Anne Simmons and Greg Roger, and Dr Bruce Cornell.

The NSW Branch hosted members, industry stakeholders and guests to the first 'hot topic' business and networking seminar, in early March on the very topical subject of *Climate Change, Biotechnology and Sustainability: Opportunities and Developments*.

Check [www.ausbiotech.org](http://www.ausbiotech.org) for upcoming industry events.


The NSW Branch is looking forward to supporting the upcoming BioCareers event, to be coordinated by the student association, working with CSIRO, to present half-day technology briefing sessions. The national AusMedtech 2009 conference will be held in Sydney in June this year.

*For further information on becoming more involved with the NSW Branch, please contact Vikki Hine, Manager Innovation & Technology, Executive Officer AusBiotech NSW, Department of State and Regional Development NSW on 02 8843 1107 or [vikki.hine@business.nsw.gov.au](mailto:vikki.hine@business.nsw.gov.au).*

### Re-tooling for climate change program

The \$75m 'Re-tooling for Climate Change' program will help small and medium-sized Australian manufacturers reduce their environmental 'footprint'.

AusIndustry's program provides \$10,000 to \$500,000 grants for projects that improve energy and / or water efficiency of production processes. The grants will fund up to one-third of the cost for projects of up to 18-months duration.

The final round (round 3) of funding closes 1 June 2009. Visit [www.ausindustry.gov.au](http://www.ausindustry.gov.au) or call the AusIndustry hotline on 13 28 46 for details. 

## Victoria

**The Victorian AusBiotech Branch is pleased to welcome a new Chair, Mr Ian Dixon. Previous Chair, Dr Ric DeGaris, has stepped down after three years' dedicated service, but will remain active on the Victorian Committee.**

Dr Anna Lavelle, AusBiotech CEO, thanked Ric for his support and leadership of the Branch Committee during the past three years. Jefferson Harcourt and Craig Newton have resigned, after each spending two years on the committee, due to work commitments. Anna thanked the committee past and present for their time and support.

The Committee members are Dr Sue Foran, Dr Ric DeGaris, Dr Frances Guyett, Dr John Morrison, Prof Michael Vitale, Jeremy White and the newly appointed Chair, Ian Dixon.

Ian Dixon said: "In 2009, many of us will face both personal and professional challenges compounded by the effects of the GFC and a paucity of investment for even the best projects and opportunities. In tough times it is especially important to form and nurture supportive networks amongst people who understand and can offer support."

"AusBiotech is a critical resource within Australia's biotech industry and clearly Victorian members represent the largest constituency – across drug development, diagnostics, medical devices, agbio, bioinformatics and industrial biotech."

Over 2009, the Victorian Committee of Ausbiotech will be running a number of local functions, events and programs to support our members and to facilitate success of members, and would welcome your input or attendance:

- **BioForum July 2009** – an opportunity to meet with other Victorian biotech industry players;
- **Executive lunches throughout the year** – including high-profile international speakers on topics of particular interest and importance;
- **Project support for unlisted biotechs** – we are working with the Victorian government to find ways to support the mid-stage unlisted sector and help it progress and flourish at this important time;
- **Breakfast forum** – for people in the listed and larger-private sector to meet and discuss hot topics.

The **unlisted private biotech sector** tends to be poorly understood and under-recognised, yet is the pool from which our successes grow. In 2009 the Committee would like to see the profile of the private Victorian biotech enterprises lifted – and will assist with business goals where possible. Please contact with Ian Dixon on (03) 9894 4555 or Kinnie Hui at AusBiotech on (03) 9828 1400.

The Committee welcomes your input and suggestions to:  
*Ian Dixon*

*Chair Victorian Committee of AusBiotech*

*CEO Genscreen Pty Ltd*

*Ph 0418 561 907 [ian.dixon@genscreen.com.au](mailto:ian.dixon@genscreen.com.au) *



*New Victorian Chair, Ian Dixon*

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## Western Australia

**The news that Stewart Washer has joined Simon Carroll on the Board of AusBiotech late last year was welcomed by the WA Branch. The two directors will give the local industry improved leverage and influence in our engagement with government.**

With a change of government and the re-appointment of Professor Lyn Beazley as Chief Scientist, engagement between the local biotechnology industry and State Government is a high priority for the local branch this year to support other state branches across Australia in getting positive outcomes from the Federal Government budget process.


Simon Carroll will chair an interim committee to recharge the branch structure and will also conduct a series of monthly breakfast events under the banner 'Energising WA BioTech', starting with a report from the new Department of Commerce on 20 March. The previous biotechnology unit within the Department is being re-badged to 'Life Sciences', to reflect a broader scope of operations for the unit. It is important to note that the Department is now under the wing of the Treasurer,

Minister Troy Buswell and his Parliamentary Secretary, Barry House, giving the industry a closer relationship to the key people that control finances in WA.

At the moment the Department is considering the recommendations of a 'white paper' compiled by the International Biotechnology Advisory Board (IBAB), which is an initiative led by John Cullity and other expatriate WA people working in the USA. IBAB had discussions in December with a wide range of industry stakeholders including AusBiotech members and the release of the paper is highly anticipated.

The new government has started positively by approving small scale commercial GM Canola trials announced by the Minister for Agriculture and Food, Terry Redman, as well as the re-appointment of the Chief Scientist. Professor Beazley was quick to put the government on notice that the industry would like to revisit the Human Reproductive Technology Amendment Bill 2007, which failed at its last start.

Members are encouraged to contact Bart Houwen, to participate in branch initiatives.

*Bart Houwen*  
[bhouden@ausbiotech.org](mailto:bhouwen@ausbiotech.org)  
0417 115 210 

## Queensland



Nicole Brackenridge joins AusBiotech as QLD Industry Development Officer.

**Looking forward, the AusBiotech Queensland Branch has planned a comprehensive schedule of events for the local biotechnology sector in 2009. In addition to the Breakfast Series and Executive Briefings, ClubBio will return in a new format – a series of informative events throughout the year offering a range of relevant topics and networking opportunities.**

Last year ended with more than 100 guests attending the final Ernst & Young Breakfast Series event for 2008 – *How to Survive the Economic Downturn – Looking Ahead*, which was held at the Indooroopilly Golf Club on early December.

Guest speaker Neale Jones from LEK Consulting spoke of the implications of the current climate for the Australian and global biotech sector and potential strategies to manage the challenges. Neale Jones was followed by Shane Storey, Senior Biotechnology & Healthcare Analyst from Wilson HTM, who discussed survival options facing biotechnology companies while equity markets remain 'closed'.

*The Queensland Life Sciences – Gearing Up Going Forward* event was held at Brisbane's Francis Rush Centre in February, featuring a roundtable discussion on building companies and attracting business to Queensland in challenging economic times. The event was jointly sponsored by AusBiotech, the Medical Technology Association of Australia and the Queensland Clinical Trials Network.

Together with Brisbane Technology Park, Zernike Australia and The Australian Institute for Commercialisation, AusBiotech presented a February breakfast with Dr Peter Farrell, founder and Chairman of Resmed – who shared his 30 years' experience of the medical device industry.

Another breakfast was held in early March 2009, with representatives from the State Government and the Opposition presenting their political viewpoints concerning the Queensland biotechnology industry and their plans for

supporting the sector following the State election.

The Queensland Branch will support a range of local events over the coming months. Details will be sent as they come to hand.

AusBiotech Queensland Branch Committee wishes to thank Anne Hartshorn-Smith for her support over the past years in the role of Industry Development Officer. Anne resigned from the position in January 2009 and has since relocated. AusBiotech welcomes Nicole Brackenridge to the position.

Members are welcome to contact Nicole via email at [nbrackenridge@ausbiotech.org](mailto:nbrackenridge@ausbiotech.org)

## Tasmania



**Xderma Pty Ltd is a newly-registered company established by Drs Glen Jacobson and Christian Narkowicz, from the University of Tasmania's (UTAS) School of Pharmacy, and Mr Bob Armstrong, a retired pharmacist.**

The company was formed to commercialise two ointments containing essential oils from the native plant *Kunzea ambigua*, which have been developed for use in treating pastern dermatitis ('greasy heel') in horses and psoriasis in humans.

Xderma is yet to commence trading but has already received a \$25,000 prize through the UTAS business plan competition. Initial clinical trials of both products have produced promising results.

The market for the greasy heel ointment is estimated to be worth \$2-5 million per annum in Australia alone, assuming 50-100,000 horses treated out of a population of 1.2-1.4 million horses. The international market for psoriasis treatments is estimated to be worth \$3.3 billion per annum by 2013.

Demand for the veterinary product will underpin the development of the psoriasis treatment. Demand for both products is expected to lead to an expansion of *Kunzea* oil production in North East Tasmania and eventually increased employment in manufacturing, quality control and research and development.

The product has been previously supplied over the counter but cannot be marketed or sold without first being registered with the Australian Pesticides and Veterinary Medicines Authority (APVMA). Assistance has been provided to register the veterinary product with APVMA and undertake market research and analysis.

For further information contact:

Diana Weston

[Diana.Weston@development.tas.gov.au](mailto:Diana.Weston@development.tas.gov.au)

# ABSA Report



Students networking and discovering their "BioCareer" opportunities at the ABSA QLD BioCareers Night.

**The AusBiotech Student Association (ABSA), a special interest group of AusBiotech, which works to assist and incorporate students into the Australian biotechnology industry, has hit the ground running this year with the formation of a National Advisory Committee (NAC).**

This committee's primary objective is to streamline critical aspects of ABSA such as branding, partnership packages, cohesion and communication between the states. Designed to operate within the existing volunteer framework of AusBiotech advisory committees, such as AusMedtech and AgBio, the NAC eases the pressure on state chairs as well as creating a unified student voice on a national level. The committee consists of National ABSA Coordinator, Dr Olgatina Bushi, and former state ABSA Chairs, Sarah Wakefield and Caroline Hopkins.

Sarah Wakefield and Caroline Hopkins both became involved with ABSA during their undergraduate years and volunteered as Chair of ABSA in South Australia (2007–2008) and Queensland (2008) respectively. Both women are currently in the late stages of their doctorate studies. Ms Wakefield's study is investigating pre-implantation embryo development and metabolism, while Ms Hopkins is studying adult kidney cells and whether these can be turned back into stem cells that could eventually repair a damaged kidney. Both women are passionate about the role of commercialisation in supporting their research and hope that the formation of the ABSA NAC.

## ABSA QLD

'BioCareers: Pharmaceutical Biotechnology Careers Night' was held at the end of last year, with an overwhelming 380 students attending along with over 60 industry representatives. Dr Raisa Monteiro was the guest speaker, highlighting her career-path and leading the industry panel in a Q&A session that included early career mentors Belinda Luscombe and Raj Aturaliya. Generous BioCareers partners supported the event, answering the 'burning' career questions of students.

Thanks to gold partners Davidson Recruitment, University of Queensland, Southbank Institute of Technology, and strategic alliance partners TetraQ and Q-Pharm, and silver partners Kelly Scientific, QUT, Techstaff, Inverness Medical, Perkins Resources, Griffith University, and the Institute for Molecular Bioscience/IMBcom. Thanks also to bronze partners, the Australian Institute for Bioengineering and Nanotechnology, the Mater Medical Research Institute and GlaxoSmithKline.

Queensland ABSA ended the year with the annual meeting, which saw the election of the new Chair, Lorae Harbottle-Purs from QUT, and Vice-Chair Vee Halilovic from Griffith University. Both young women are seasoned ABSA 'crusaders'. Already there are plans to build on the current ABSA calendar of BioCareers, BioFutures, the GSK Student Excellence/Research to Revenue program and the e-newsletter, to include 'Bio at the Bar' and a 'BioBall'.

**Caroline Hopkins, 2008 Chair ABSA QLD**

For more information please email [absa.qld@ausbiotech.org](mailto:absa.qld@ausbiotech.org)

## ABSA SA

In September ABSA SA held its annual BioCareers Night with an attendance of over 240 bioscience students, industry representatives and leading academics – including 20 organisations, such as platinum partner, Bio Innovation SA. Gold sponsors were Flinders University, The University of Adelaide/ACPF, Jurlique and Signostics.

Also in September was the final of the AusBiotech-GSK Student Excellence Awards for SA. Ms Ellena King was awarded the overall winner and congratulations go to each of the finalists for the high standard of work presented.

The final event for the year was the industry site visit at the Thebarton Bioscience Precinct, including visits to the new Bio Innovation SA incubator, Hospira Adelaide, Bionomics and Novozymes Gropep with about 25 students attending.

Alicia Filby has taken over as Chair for 2009, and would like to thank each of the each of the 2008 partners and ABSA SA committee members for their hard work and support over the last 12 months, especially Sarah Wakefield and Alexandra Smart for the 'amazing work' for ABSA SA as co-chairs.

### **Alicia Filby, 2009 Chair ABSA SA**

For more information please email [absa.sa@ausbiotech.org](mailto:absa.sa@ausbiotech.org)

## ABSA VIC

In late August, a new education series was launched with an evening seminar providing an overview of the biotech industry. Dr Anna Lavelle, CEO of AusBiotech, provided students with valuable insight into the future direction of the industry while representatives from AusAgtech and AusMedtech discussed transferring their skills.

October brought the first annual BioCareers event to Victoria. The event was an overwhelming success, with 300 student and industry representatives attending. The ABSA VIC committee would like to thank all 2008 BioCareer sponsors and AusBiotech staff for helping to make this much needed event possible.

Last year saw the introduction of a number of events, the creation of new relationships between industry and universities and the formation of many friendships.

ABSA VIC would like to thank everyone involved for a fantastic year last year and with the appointment of new committee chairs Jason Jinks and Jessica Martin for 2009, ABSA VIC is looking forward to another great year.

### **Jason Jinks, 2009 ABSA VIC Chair**

For more information please contact [absa.vic@ausbiotech.org](mailto:absa.vic@ausbiotech.org)

## ABSA NSW

The recent BioCareers Night was a great success, featuring an address from Shane Coombe of the NSW Department of State and Regional Development – who spoke about the Department's support of the NSW biotechnology industry and initiatives such as the Centre for Implantable Bionics at UNSW.

The election of Vangelis Kanellis as the ABSA NSW chair for 2009, and Te-Jia Low as vice-chair, was announced. Chair of NSW Branch, Alan Liddle, spoke about the challenges and rewards of a biotechnology career and other experiences.

This was followed by presentations by the 2008 Biocareers Night platinum partners, the Australian Nuclear Science and Technology Organisation (ANSTO) and Cochlear. ABSA NSW has planned even more exciting opportunities and events for its student members over the next 12 months.

### **Vangelis Kanellis, 2009 Chair ABSA NSW**

For more information please email [absa.nsw@ausbiotech.org](mailto:absa.nsw@ausbiotech.org)

## And now introducing ABSA TAS

Diana Weston and Clare Smith, both previous winners of the ABSA Student Excellence Award for Tasmania, will this year be forming Tasmania's first ABSA committee to promote to university biotechnology students, provide members with information on events and host an information seminar for students on the local industry and employment opportunities. 

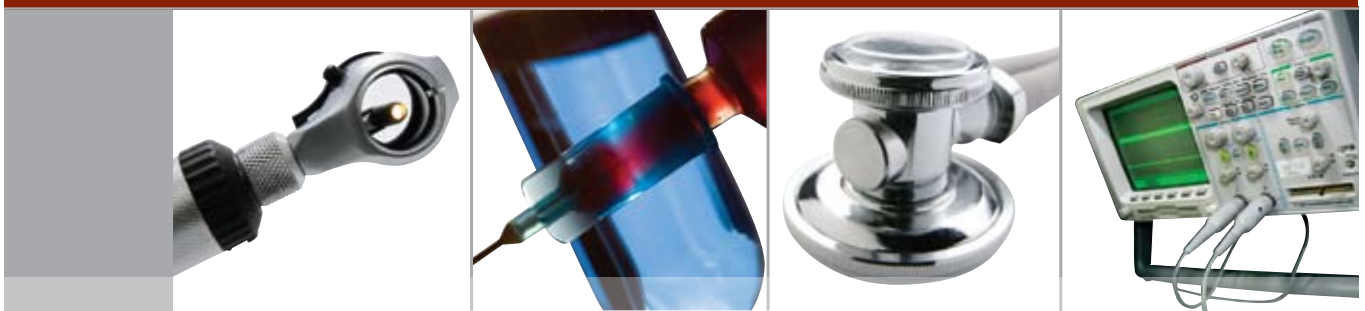


Guest speaker Dr Raisa Monteiro (centre) with ABSA QLD committee members Paula and Adrian during the ABSA QLD BioCareers Night held in late 2008.



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*Principal Systems Engineer*

**Ben Johnston** BE BMedSc (Hons),  
*Mechatronics Engineering*

**Pierre Vancaillie** BE BmedSc (Hons),  
*Biomechanical Engineering*

**Leanne Maslen** MM,  
*Management Systems and Administration*

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# AusBiotech and GSK engaging the next generation of bio-leaders with volunteer program



GlaxoSmithKline

The AusBiotech-GSK Student Volunteer Program at the national AusBiotech 2008 conference facilitated the active engagement of selected, motivated students with conference delegates.


Participating students had the opportunity to improve their communication and networking skills and experience working behind the scenes of a major industry event. The program, proudly supported by GSK, aims to give students a competitive edge in the 'race' for bio-industry employment.

Volunteer, Kate Makinson, says it was a "really great and enriching experience" that presented lots of opportunities.

Kate said: "Following AusBiotech CEO, Dr Anna Lavelle, on the first day involved giving select delegates messages and exclusive invitations, and for someone who is usually terrible at approaching people 'cold', this gave me the perfect opportunity to liaise with some of industry's busiest and most influential people later on."

"Other highlights included the vast amounts of fantastic food, working with and getting a better insight into the national AusBiotech team, and the buzzing environment created by everyone who seemed so excited to be there.

"I would most certainly recommend volunteering to any and all willing students next year...and the busier you keep yourself, the more rewarding it is!"

Applications for the 2009 AusBiotech-GSK Student Excellence Awards and 2009 AusBiotech-GSK Student Volunteers Program will open soon. 



2008 AusBiotech-GSK student volunteers Kate Makinson and Daniel Buchanek

# AusMedtech2009

## A ROADMAP FOR GLOBAL SUCCESS

### Australia's Medical Technology National Conference

15 and 16 June 2009



#### Sheraton on the Park, Hyde Park, Sydney

**AusMedtech.2009 - A Roadmap for Global Success** will bring together members of the Australian and international Medtech communities who are passionate about the future growth and sustainability of our medical devices and diagnostics sector. It will provide the opportunity to network with colleagues and learn about key issues affecting the global success of your business.

This conference provides information that will help you plot your course to global success targeting key commercial issues such as quality assurance systems and implementation, regulatory approvals, reimbursement, finance and investment, distribution and sales networks and provide real information that participants can use in their businesses.

### Early bird registration closes on Friday 15 May 2009

#### Who should attend?

This conference is a must if you are involved in identifying market needs and commercialising medical technology in the international marketplace. If you are:

- A medical device or diagnostic company;
- A clinician, medical professional or bio-medical engineer;
- Investing in and financing medical and/or new technology;
- Managing regulatory approvals in overseas markets;
- Establishing new or managing existing international sales networks;
- Responsible for innovation, intellectual property or managing new technology.

#### See the conference website for:

- Live program with updates;
- Early bird registration for delegates;
- Event partners with links to their websites;
- Sponsorship and exhibitor opportunities;
- Sydney tourism information.

**[www.ausmedtech2009.com.au](http://www.ausmedtech2009.com.au)**

**We look forward to welcoming you to Sydney, New South Wales,  
Australia for AusMedtech 2009.**

**For event information visit: [www.ausmedtech2009.com.au](http://www.ausmedtech2009.com.au)**

  
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## Sector on the move

The biotechnology sector is characterised by upward of one thousand small to medium-sized companies, most of which are in their growth phase. Not surprising, staff members, junior and senior, move frequently around the sector.



From mid-January to the end of February, some of the moves include the following:

- Anteo appointed Dr Geoffrey Cumming as its new CEO
- Formerly from Cygnet Capital, Eric De Mori has been appointed to Incitive as Director as CEO, Don Homes, leaves
- Biodiem's CEO, Dr Andrew O'Brien, has resigned
- Shane Hickey left Bio-Melbourne Network
- Bill Widin left Nanosonics, while David Slack started as Director
- Heartware appointed Dr Keith Aaronson as co-investigator
- LTL appointed new CEO, Brian Andrews
- Dr Stewart Washer, Xceed Director, departed
- Prof Tony Moon left Giaconda's Board, while Chris Bilkey returned
- Dr Peter Jenkins left Immuron
- Co-Founder of Solagran Denis Kilroy left, while new CEO, Director, Branko Jovanovic is appointed and Dr Robert Payne, formerly of Belgravia, is appointed as a new Director
- Dr Leeearne Hinch left OBJ
- Angus Holt appointed Director at Optiscan
- New Chief Medical Officer for Pharmaxis, Dr Howard Fox
- Phosphagenics appointed Executive Director, Dr Esra Ogru, as Chief Operating Officer and promotes Dr Paul Gavin to Vice-President of Research and Development
- Calvin London leaves Stirling Products
- Sirtex announces, Darren Smith as new CFO and Company Secretary, after Angela Axisa resigned
- Metani Rooms joins CSL from AusBiotech
- Dr George Jessup has resigned from the Arana board
- New Chairman for Biota, Dr James Fox, and Grant Latta appointed as a non-executive Director. 

## New member profiles



### Brandwood Biomedical

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- Technical files including software, hardware, sterilisation and biocompatibility;
- ISO 13485 quality systems;
- Vendor evaluations and audits;
- Clinical evaluations supporting registration, reimbursement and market acceptance.

See [www.brandwoodbiomedical.com.au](http://www.brandwoodbiomedical.com.au)  
or Tel: (02) 9906 2984



### Minter Ellison — Lawyers to the Biotech Industry

With resources and expertise across our network of offices, we provide an integrated service covering the full breadth of legal needs to the biotech sector:

- capital raising;
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We advise participants across the spectrum of this sector, including major research institutes, universities and private and publicly-listed corporations.

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Tel: (02) 9921 4800  
Email: [lynne.peach@minterellison.com](mailto:lynne.peach@minterellison.com)  
[www.minterellison.com](http://www.minterellison.com)



### Repromed is a company running medical clinics and day surgery facilities specialising in infertility treatment. It is based in Adelaide but also has branches in Darwin, Mildura, Auckland and Christchurch.

At Repromed, our goal is to do whatever we can to help people realise their dream of having a child. Repromed is staffed by a group of medical specialists, GPs, nurses, scientists, counsellors and administration staff working in assisted reproductive technology (ART), including in vitro fertilisation (IVF). The Repromed team is highly respected worldwide for its quality of care and innovative procedures.

We believe in treating each couple individually and personally, according to their needs and circumstances.

When you choose Repromed, our team joins you on your journey of realising your dream of having a baby.



### Biogen Idec

Biogen Idec was founded in 1978 and is a global leader in the discovery, development, manufacturing, and commercialisation of innovative therapies. Biogen Idec employs approximately 4,500 employees and operates in 29 countries with direct commercial capabilities in 27 and a distribution network in over 70 countries.

Biogen Idec creates new standards of care in therapeutic areas with high unmet medical needs. Core areas of focus include those where we have established expertise: neurology, oncology and immunology. We have also leveraged our capabilities to expand development into the promising new therapeutic areas of cardiovascular disease and hemophilia.

Products available in Australia are:

AVONEX® (Interferon beta-1a) is indicated for the treatment of relapsing forms of multiple sclerosis (MS), and also indicated in patients who have experienced a single demyelinating event and are at risk of developing clinically definite MS based on the presence of brain MRI abnormalities characteristic of MS.

TYSABRI® (Natalizumab) is indicated as monotherapy for the treatment of patients with relapsing remitting MS to delay the progression of physical disability and to reduce the frequency of relapse. The safety and efficacy of TYSABRI beyond two years are unknown.

[www.biogenidec.com](http://www.biogenidec.com)  
Australian office Tel: 02 8875 3900



## Maverick Biosciences

Maverick Biosciences is an 'animal derived biological' processor supplying manufacturers of human and veterinary pharmaceuticals, diagnostics, nutraceuticals, medical device, and cosmetics, globally.

Maverick meets regulatory and quality requirements of countries/governments, certifying bodies, and clients specific cGMP and industry needs.

Supply chains are custom designed to meet client needs. Shipments can be delivered to very tight time and temperature requirements internationally, and consistently meet all regulatory and client requirements.

Maverick Biosciences Pty Ltd is heavily experienced in this field and looks forward to delivering to you **lowest total cost solutions** to make a significant contribution to your enterprise.

[www.maverickbio.com](http://www.maverickbio.com)

Email: [ccrowley@maverickbio.com](mailto:ccrowley@maverickbio.com)



## Occupational & Medical Innovations Limited *Shaping the future of safety engineered medical devices*

Occupational & Medical Innovations Limited (ASX: OMI) develops intellectual property in the safety engineered medical device (SEMD) sector.

Key OMI products are the OMI Auto Retractable Safety Syringe, a simple, cost effective and safe solution to the issue of needle stick injuries globally and the OMI Safety Scalpel, designed to reduce the risk of contaminated blade-cut injuries suffered by healthcare workers.

Additionally, OMI continues to develop its research and development program for in the areas of IV Valve, IV Catheter, and pre-filled syringe products with the aim of becoming a sustainable participant and leader in the development of intellectual property for the SEMD sector.

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[www.omiltd.com](http://www.omiltd.com)



## Nanosonics

Nanosonics is an Australian founded company developing a range of infection control solutions. The Company's proprietary technologies are unique because:

- They kill the most resilient micro-organisms;
- The entire process is environmentally friendly and safe;
- There is no exposure to harmful chemicals;
- They can be suited to a variety of markets including the healthcare industry, food processing, room and space decontamination and manufacturing.

The Company is currently focused on developing a range of infection control solutions for the healthcare industry. The launch of Nanosonics' product range will be led by the Trophon EPR, a device specifically designed to disinfect intracavity and surface ultrasound probes.

For more information about Nanosonics and our current projects please visit our website, [www.nanosonics.com.au](http://www.nanosonics.com.au), or contact us directly.

Tel: (02) 8063 1600

Email: [info@nanosonics.com.au](mailto:info@nanosonics.com.au)



## National Association of Testing Authorities, Australia (NATA)

NATA's R&D accreditation provides formal, independent recognition of a research facility's technical competence and research management ability. This establishes a high level of credibility, helps improve long-term sustainability and can lead to a reduction in the overall level of auditing of research work. It provides a real marketing advantage and helps persuade decision-makers to support a facility's work.

NATA is responsible for programs covering a wide range of facilities throughout Australia from laboratories and inspection bodies to proficiency testing scheme providers and producers of certified materials. NATA is also Australia's GLP compliance monitoring authority.

NATA is a not-for-profit, government-endorsed company with offices around Australia.

For further details on NATA's R&D program contact Ms Jane King on Tel: (03) 9329 1633 or [Jane.King@nata.asn.au](mailto:Jane.King@nata.asn.au). For more information on NATA visit [www.nata.com.au](http://www.nata.com.au).



**UniQuest Pty Limited**

UniQuest Pty Limited, established in 1984 by The University of Queensland, is widely recognised as one of Australia's largest and most successful university commercialisation groups, benchmarking in the top tier for technology transfer worldwide. UniQuest commercialises innovations and expertise from leading Australian research institutions, including The University of Queensland, University of Wollongong, James Cook University, University of Technology Sydney and the Mater Medical Research Institute. UniQuest has created more than 50 companies, and since 2000 UniQuest and its start-ups have raised a quarter-of-a-billion dollars to take UQ technologies to market.

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 Tel: +61 7 3365 4037  
 Email: [enquiries@uniquest.com.au](mailto:enquiries@uniquest.com.au)



**vivoPharm**

vivoPharm is a contract research organisation (CRO) based in Adelaide, SA.

VivoPharm offers integrated preclinical services – including in vitro and in vivo efficacy (focus on oncology), safety, toxicology, pharmacodynamic and pharmacokinetic analyses – to the biotechnology and pharmaceutical industries.

The company's advanced animal facilities, laboratories and corporate headquarters are located in Adelaide, Australia. VivoPharm has offices in Europe (Munich, Germany) and in the U.S.A. (Hillsborough, NC).

vivoPharm operations are GLP compliant and meet the highest industrial standards, acknowledged by customers worldwide.

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 Facsimile: +61 8 8311 5210  
 Email: [info@vivopharm.com.au](mailto:info@vivopharm.com.au)



**Smartstream Pty Ltd.**

Smartstream was specifically formed to bridge the gap between medical innovation and the consumer by establishing and maintaining a global network of independent distributors.

We achieve this via the following core competencies: market research, focus group testing, distributor profiling, and channel management.

Through market research and focus group testing, we can provide independent feedback on the commercial application and viability of the product. Our knowledge and expertise in distributor profiling and channel management ensures the product is readily accessible to the end-user and supplied with the best support possible.

Further information:  
 Tel: 07 3844 1182  
 Email: [mjs@smartstream.com.au](mailto:mjs@smartstream.com.au)  
 Website: [www.smartstream.com.au](http://www.smartstream.com.au)



**Office of Health and Medical Research**

We are working to make Queenslanders Australia's healthiest people by:

- Raising awareness of the value of research;
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- Promoting the transfer of knowledge into improved health services;
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## Brandon Capital Partners

Brandon Capital Partners makes seed and venture capital investments into emerging life science businesses. Brandon Capital Partners currently manages two funds, the Brandon Biosciences Fund 1 (BBF1 IIF Partnership and BBF1 Trust) and the Medical Research Commercialisation Fund (MRCF). Our team works with entrepreneurs to build businesses, creating value for them, their teams and our investors. If you are seeking investment for a high-growth life science opportunity, please visit our websites for more information on our funds.

[www.brandoncapital.com.au](http://www.brandoncapital.com.au)

[www.mrcf.com.au](http://www.mrcf.com.au)

Brandon Capital Partners

Tel: 03 9657 0700

Email: [info@brandoncapital.com.au](mailto:info@brandoncapital.com.au)



## Applied Physiology Navigator™

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## Biological Therapies

Biological Therapies manufactures sterile TGA-registered injectable nutritional supplements for human use to full GMP standard. The company distributes a wide range of injectable and oral nutritional supplements and accessories.

The medical literature reports successful use of very high dose IV vitamin C in severe burns, significantly reducing resuscitation fluid volume needs and improving outcomes for patients (see PubMed PMID: 16998143). We seek the participation of a major hospital, clinic or burns unit to pursue research in this area.

For enquiries contact Dr Ian Dettman:

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(PO Box 702) Braeside

VIC 3195 Australia.

Tel: (03) 9587 3948

Fax (03) 9587 1720

[www.biologicaltherapies.com](http://www.biologicaltherapies.com)

Email: [biol@biol.com.au](mailto:biol@biol.com.au)



Queensland Government

## Queensland Medical Devices Industry

Entrepreneurial companies characterise the medical devices sector in Queensland. The State is home to medical device companies such as ImpediMed Limited that are making significant headway into the large United States market and winning competitions like the G'Day USA Innovation Shootout.

The newly formed Queensland Branch of AusMedTech has commissioned a strategic analysis of the medical device industry in Queensland. This analysis will assist AusMedTech, working with the Queensland Government and other industry associations, to develop initiatives to broaden medical device companies' expertise.

Queensland will continue to be a 'fertile environment' for innovation in the medical-device sector.

Office of Biotechnology and Therapeutic Medicines and Devices  
Department of Tourism, Regional Development and Industry

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## Corporate and institute members of AusBiotech

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