



New South Wales
Department of State and
Regional Development

Sydney and New South Wales: First for Life Sciences



Sydney is among the world's most attractive locations for life science operations. Ernst & Young ranks Australia as the number one biotechnology country in the Asia Pacific and sixth worldwide in its global biotechnology census.

A recently released KPMG report, *Competitive Alternatives*, notes that for biomedical R&D, Australia is ranked second after Canada as the most cost effective ahead of the UK, USA and Germany, particularly with respect to labour, salaries, utilities and income tax.

Key life science strengths in NSW include:

Pharmaceutical operations

Major pharmaceutical companies including Pfizer, Merck, Eli Lilly, Novartis, Wyeth, Abbott Pharmaceuticals and Schering Plough have established regional operations in Sydney to take advantage of its highly skilled multilingual workforce, mature bioscience sector and competitive costs.

Eli Lilly operates a clinical outcomes and research institute in Sydney, where it designs, manages and analyses clinical research data for Australia, Asia, Africa, Eastern Europe, the Middle East, Latin America and Canada.

Bioscience alliances

International alliances accounted for around 70 per cent of the 84 Australian biotechnology alliances announced in 2004. Multinational pharmaceutical companies are forming alliances with world class NSW biotechnology companies to bring advances to the global marketplace.

Schering-Israel has engaged Sydney's Brain Resource Company to supply neurological data services to a multiple sclerosis study being conducted in Israel.

Human therapeutics

Organisations such as The Garvan Institute, St Vincent's Hospital, PacMab and Pharmaxis focus on areas including rheumatology, immunology, infectious diseases, oncology and neurology.

G2 Therapies is engaged in a major collaboration with Denmark's Novo Nordisk AIS to develop, manufacture and commercialise anti-inflammatory therapies.

Platform technology

World recognised companies such as Proteome Systems, Minomic and Medsaic provide genomics, proteomics, metabolomics, bioinformatics, microarray technology and nanotechnologies.

Life Therapeutics has developed cell separation technology to isolate healthy sperm to increase the likelihood of fertilisation.

Diagnostics and biologics

Diagnostic testing for infectious diseases, biomarkers and toxins in foods are some of the areas covered by companies such as Cellabs and Dermatech.

Cellabs has significant international support for its malaria test kits in developing countries.

Clinical trials

Australia is ranked third most cost effective location for clinical trials after the Netherlands and Canada. Having a broad multicultural population and highly trained clinicians, Sydney leads clinical trials in Australia with large clinical research organisations such as GlaxoSmithKline, Covance, Quintiles, Roche, Novotech, Datapharm and ICP Firefly.

The George Institute for International Health has over 100 staff working on collaborative trials and projects spanning 40 countries to treat problems including heart disease, injury and mental illness.

Complementary medicines

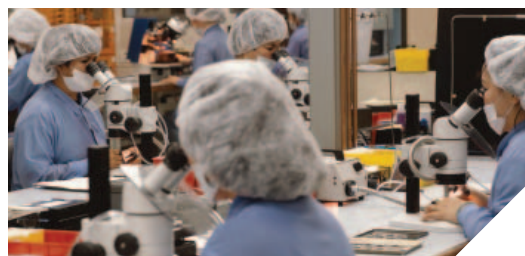
Companies such as CompleMED, Blackmores and Global Therapeutics are engaged in product development, research into efficacy, training and clinical trials.

Biomedical devices and technology

World recognised NSW medical device companies such as ResMed, Cochlear, Ventracor and Portland Orthopaedics have expertise in instrumentation, electronics and engineering, and renowned applications in cardiovascular treatment, ophthalmology, orthopaedics, hearing implant technology and sleep apnoea.

The NSW Department of State and Regional Development offers:

- programs to help develop bioscience operations
- opportunities to build alliances
- business planning support
- intermediary support
- advocacy within government
- other assistance on a case by case basis.



Sydney has many advantages, including:

- a large, mature bioscience sector
- a highly skilled multilingual workforce
- competitive costs
- a low risk business environment
- world class telecommunications
- a time zone spanning the United States and European markets.

A mature bioscience sector

Sydney is home to 80 per cent of multinational pharmaceutical companies in Australia, 70 per cent of pharmaceutical companies with regional headquarters in Australia and 40 per cent of Australia's biotechnology industry. In 2003, the pharmaceutical industry in Australia spent some \$520 million on research and development.

Highly skilled and multilingual workforce

NSW has a workforce of 3.3 million and over a quarter were born overseas. In 2003 there were over 9,000 life science graduates in NSW, representing 32 per cent of Australia's total, providing a strong source of educated and multilingual workers.

Competitive costs

Australia was ranked the second least expensive location in which to undertake pharmaceutical manufacturing in the latest KPMG survey of 11 developed countries.

A low risk business environment

Australia ranks second in the world for political stability, has the sixth most business friendly regulatory framework and is rated well above most locations in the Asia Pacific region for intellectual property protection, making it ideal for global bioscience groups.

World class telecommunications infrastructure

Sydney has the highly developed telecommunications infrastructure, linking major global centres, which is vital in areas like bioinformatics, clinical trials, and data collection and analysis.

Time zone advantages

Sydney spans the closing of the US business day and the opening of the European day, supporting the seamless development of global projects.

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