

VICTORIA: CHINA'S PARTNER IN LIFE SCIENCE INNOVATION MELBOURNE, VICTORIA

Victoria is at the epicentre of Australia's dynamic medical technologies, biotechnologies and pharmaceuticals industries. Victoria has a strong capacity for innovation and excellence in product quality and services. Victoria welcomes the formation of mutually beneficial, cooperative frameworks with Chinese entrepreneurs, businesses, institutions and investors interested in pursuing investment and trade cooperation.

SUPPORTING INNOVATION

Victoria's technology sector is backed by outstanding talent, world-leading research institutes and infrastructure, and a Government committed to supporting innovation.

The State Government of Victoria is growing its priority sectors, including the medical technologies and pharmaceuticals sector, and provides funding assistance, key R&D infrastructure, research and industry grants, and a robust policy setting that encourages scientific endeavour, industry collaboration, product development, commercialisation and highly-skilled manufacturing.

Melbourne has one of the world's highest ranked life science clusters and continually attracts more than 40 per cent of Australia's biomedical research funding as well as being home to 41 per cent of all ASX listed companies.

Key capabilities include: cancer, clinical research and therapeutics underpinned by excellence in clinical trials; immunology, infectious diseases and diagnostic testing; neuroscience research and development; stem cell research and regenerative medicine, and drug discovery.

This strong commitment to innovation is underscored by sustained investment in digital game development, ICT capabilities and 3D printing and additive manufacturing for health related products.

Victoria has an innovation-driven ecosystem, evidenced by a track record of successful life sciences companies who have developed and delivered medicines and therapeutics to the market. In addition, an extensive portfolio of assets are under pre-clinical and clinical development.

OPPORTUNITIES FOR CHINESE ENTREPRENEURS AND INVESTORS

Victoria provides a stable, growth oriented environment and location for life sciences companies. Both the Victorian Government and the wider community attach great importance to the relationship with China. Victoria welcomes investment from Chinese enterprises and is open to further strengthening exchanges and cooperation in various fields, including with sister provinces Jiangsu and Sichuan.

The Victorian Government can facilitate the building of networks between Chinese and Victorian academic organisations and industry to collaborate in research, development, production and sales.

STARPHARMA

Starpharma is a world leader in the development of dendrimer products, with a number under development and on market in agrochemicals, health, and drug development including several based on VivaGel[®], a dendrimer with antimicrobial products.

In July 2016, Starpharma announced the signing of an exclusive license and supply agreement with Shenyang Sky and Land Latex Co. Ltd. for the manufacture and sale of VivaGel[®] condoms in China.

WORLD CLASS VITAMINS, SUPPLEMENTS AND SKIN-CARE PRODUCTS

Victoria is home to manufacturers and exporters of high quality, accredited, quality assured and tested vitamins and supplements, cosmetics, and skin care products, which are available for export to China in high-volume. Victoria also has a clean environment, important for naturally grown and sourced ingredients.

SWISSE VITAMINS

Swisse has become one of the most recognised health brands in China, having built sales predominantly through on-line markets for savvy health-conscious Chinese consumers.

In 2015, Swisse was sold to a Hong Kong firm, Biostime, for A\$1.7 billion and in early 2017, Biostime bought out the remaining shares held by Swisse for over A\$300 million, with plans to expand the sale of Swisse products to stores across China.

LEVERAGE VICTORIA'S QUALITY MANUFACTURING SYSTEMS

Victoria is a leading life science R&D location with established expertise in pharmaceuticals sciences, including small molecules and biologics, as well as medicinal and analytical chemistry.

Investors can take advantage of Australian IP to manufacture products either in China or Victoria. Companies can take advantage of Victoria's GMP accredited production facilities, advanced manufacturing techniques, as well as specialised services for design, development, optimisation of biologics and small molecules, and production of biologics and sterile injectable products for export.

MANUFACTURE IN VICTORIA, SELL IN EUROPE

Victoria has a robust regulatory environment covering the full research-to-commercialisation pathway for therapeutic products, including research, clinical trials and manufacturing. Australia's Therapeutic Goods Administration (TGA) is a world leading regulator for new therapeutic products, ensuring safety and quality.

A Mutual Recognition Agreement (MRA) is in place between the European Union and the TGA, covering all medicinal products and vitamins, minerals, and supplements. To take advantage of the MRA, the medicinal product must be manufactured in Australia.

Victorian companies can assist Chinese companies to realise the goals of the 13th Five Year Plan, particularly the goals related to science focused innovation and development of life sciences, and can partner with pharmaceutical and medical device makers to increase and sustain growth in sales.

Victorian Government investment experts can assist Chinese investors, pharmaceutical research organisations and manufacturers looking for investment opportunities to acquire new products, core technologies or manufacturing licenses, or to outsource manufacturing to specialised Victorian firms.

CLINICAL TRIAL SERVICES

Melbourne has an international reputation for delivery of world-class clinical trials. Victoria is home to highly experienced clinicians and can facilitate access to patients and 'trial-ready' infrastructure.

Trial locations can offer prospective trials assistance with trial managers, ethics approval, lawyers, accountants, and claiming the R&D tax incentive.

Victoria's clinical trial strengths include:

- Highly skilled workforce
- Simple and efficient regulatory regime
- R&D tax incentives (up to 43.5 per cent)
- Culturally diverse trial population
- Complementary seasonal and time zone differences
- Low cost, high-quality location with an international reputation for R&D
- Nine world-class universities, 10 teaching hospitals and more biotech firms than any other Australian state
- Enabling infrastructure
- Robust intellectual property system



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