



2009: Year in Review

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AusBiotech BD Forum
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External Landscape

Late 2008/09

- GFC
- No Commercial Ready
- No Industry Action Agendas
- Biotech Australia closed down
- PISG recommendations ??
- Cutler review recommendations??
- Australian listed companies spend on R&D dives 25%
- Pfizer winds up Australian clinical trials

AusBiotech Reaction

- Increase Funds for Venture Capital
- Change tax legislation to increase cash flow to companies
- Replace CR with another program

Outcome

- \$64m
- 45cents /\$ for turnover less than \$20m
- Commercialisation Australia

Investment Attraction

- JP Morgan Jan 2009
- Australasian Investment Summit Oct 2009
- JP Morgan 2010
- BIO Chicago May 2010
- Australasian Investment Summit 19 Oct 2010

Overall Market Change

- Strong recovery for more mature companies
- Increased investment polarity
- Investors looking for and finding value (\$672m)

Better management of any setbacks and investment relations

Company Changes

- Arana acquired by Cephalon \$319m
- Peplin acquired by LeoPharma \$307m
- Hard times for Ventracor, Fermiscan, Polartechnics, Progen
- Good announcements from Acrux, Bionomics, Clinuvel, Avexa, Mesoblast, Biota, Pharmaxis, ChemGenex and others re capital, clinical trials or IND's.
- Given the starting scenario a great effort from the sector



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AUSTRALIA'S BIOTECHNOLOGY ORGANISATION