

AUSTRALIA

2003 Bioindustry Review

Private Service Company Survey

We seek your response to a survey being conducted by Aoris Nova and Advance Consulting & Evaluation for the 3rd annual publication of the Australian Bioindustry Review on trends in the biotech and device industries in Australia. This survey covers the financial year 2002/2003 and will be published in December 2003.

For the 2003 review we will include a survey of companies which provide a service to the industry. It is clear that the biotech/life sciences companies are underpinned by numerous different external service companies for IP, regulatory, legal, accounting, marketing and business consulting advice, etc (probably more so than any other high growth industry). This resource is a particular strength of the industry in Australia but is not highlighted in analyses of the industry nor emphasised by government as a compelling benefit. We believe that this needs to be reviewed and reported in order to encourage support and to ensure effective cover of the whole service sector.

The review will contain only aggregated data and individual responses will not be published. Respondents to this survey will receive a summary of results prior to publication.

There are 11 questions, all of which seek tick-box or one word answers. We estimate it will take 10 minutes to complete. Thank you for your assistance. Our contact details are at the end of the questionnaire.

Service company status

1. Are you
 - a. A service organisation?
 - b. Considered to have dedicated resources to serving the biotech/life science industry and market?
 - c. Experienced in the industry sector with in-house knowledge and background?
 - d. Do you have clients in this industry sector?

Staff

2. How many people (full-time equivalent) were employed by your firm in Australia?

Total staff in Australia _____
Total staff committed to biotech/life sciences _____

3. How many qualified scientific personnel does your firm employ?

Biotech/Life science PhDs	
Other Science/Engineering PhD's	
Biotech/Life Science Graduates	
Other Science/Engineering Graduates	

4. Which of the following service categories is your firm involved in and how many staff does your firm employ in these areas in Australia?

	Yes/No	Number
Intellectual property		
General legal		
Regulatory affairs		
Recruiting		
Contract R&D, Testing, Manufacturing		
Business consulting, Marketing		
Accounting/Financial services		
Funding		
TOTAL		

5. What percentage of your total Australian-based staff did you recruit directly from overseas?
 _____%

Company information

6. Is your company head office located overseas? _____
 If so, in which city and country? _____ Country:
 City:

7. What type of company structure best describes your business:
 a. Sole Trader
 b. Partnership
 c. Incorporated structure as Pty Ltd company
 d. Trust
 e. Other _____

8. Did you provide services from Australia to clients
 in other countries?
 a. Which countries? _____
 b. What percentage of total Australian
 company revenue was generated
 overseas? _____%
 c. Was the work carried out
 in Australia?

Finance

9. What is your revenue range for all service business activity:
 a. Less than AU\$500,000
 b. AU\$500,000 to \$2 million
 c. AU\$2 million to AU\$10 million
 d. Over AU\$10 million

10. What percent of your firm's revenue is generated by biotech related projects in Australia?
_____ %

11. If you are involved in raising finance for clients what category would you place your company in and what is the size of the fund or amount raised in the year?

Business Angels	_____
Seed Capital	_____
Formal Venture Capital	_____
Debt Finance	_____
Private Placement	_____
Government grants	_____

Thank you for your time, your input is much appreciated.

Please return the questionnaire via fax, post or email, contact details are as follows:

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Private Biotech Company Survey, July 2003 (New Zealand)

We seek your response to a survey being conducted by Aoris Nova and Advance Consulting & Evaluation for the 3rd annual publication of the Australian Bioindustry Review on trends in the biotech and device industries in Australia. This survey covers the financial year 2002/2003 and will be published in December 2003.

Again this year we have decided to extend the survey to firms in New Zealand so we can publish an Australia-New Zealand report (Advance Consulting & Evaluation was also a co-author of the Venture Capital in Healthcare Bioscience in Australia and New Zealand report).

The published report will contain only aggregated data. Individual responses will not be published and the data will not be used for any other purpose in non-aggregated form.

Respondents to this survey will receive a summary of results prior to publication.

There are 12 questions, most of which seek tick-box or one word answers. We estimate it will take 10 minutes to complete. Thank you for your assistance. Our contact details are at the end of the questionnaire.

Staff

1. How many paid employees (full-time equivalent) are employed by your firm as at 30 June 2002 (one year ago)? _____

2. How many staff (full-time equivalent) in each of the following categories did your firm employ as at 30 June 2003?

Administration and Management	_____
Marketing	_____
Production	_____
R & D	_____
Other	_____
Total	_____

3. Of the total staff (full-time equivalent) employed by your firm as at 30 June 2003, how many were located overseas? _____

4. What percentage of your total New Zealand-based staff (full-time equivalent) did you recruit directly from overseas in the financial year 2002/2003? _____%

Finance

5. What was the total amount of external capital raised in the financial year 2002/2003? Exclude sales revenue (Tick one box only)

No external capital raised	<input type="checkbox"/>
Up to AU\$1 million	<input type="checkbox"/>
>\$1 million up to \$5 million	<input type="checkbox"/>
>\$5 million up to \$10 million	<input type="checkbox"/>
>\$10 million up to \$50 million	<input type="checkbox"/>
>\$50 million	<input type="checkbox"/>

6. Of the capital raised in the financial year 2002/2003, what percentage came from the following sources?:

Business Angels	_____%
Formal Venture Capital	_____%
Debt Finance	_____%
Private Placement (via stockbrokers/lawyers etc)	_____%
Government grants	_____%
Parent firm or institution	_____%
Other	_____%

Total 100%

7. In what country/ies were the headquarters of any firms you acquired during financial year 2002/2003
_____ (write N/A if no companies acquired)

8. What was the purpose of the acquisition identified in Q7 (if applicable)?

Access to technology or IP	<input type="checkbox"/>
Access to manufacturing facilities or expertise	<input type="checkbox"/>
Access to market in that country	<input type="checkbox"/>
Access to distribution networks	<input type="checkbox"/>
Access to capital	<input type="checkbox"/>
Other	<input type="checkbox"/>

Market

9. What was your major source of external income in the financial year 2002/2003

Sale and distribution of products	<input type="checkbox"/>
Sale of services	<input type="checkbox"/>
Licenses (royalties) for IP	<input type="checkbox"/>
Other	<input type="checkbox"/>

10. From which overseas countries did you derive your largest sales revenue? (if no overseas markets write N/A)

Largest market for products/services _____ (country)

Largest market for royalties _____ (country)

Technology and Alliances

11. How many new patents applications (by technology) were lodged by your firm in the financial year 2002/2003? _____

12. Please complete the following table about the location and type of international alliances (formal agreements) current during the financial year 2002/2003.

Reason	Location					Total
	Europe	Asia	USA	Australia	Other	
Capital						
R&D						
Production						
Marketing/ Distribution						
Other						

Thank you for your time. Your input is much appreciated.

Please return the questionnaire via fax, post or email, contact details are as follows:

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Biotech Company Survey, July 2002- June 2003 New Companies

We seek your response to a survey. It is being conducted by Advance Consulting & Evaluation and Aoris Nova for the 3rd annual publication on trends in the privately-owned biotech and device industries in Australia. The report will be published in December 2003 and will contain only aggregated data. Individual responses will not be published and the data will not be used for any other purpose in non-aggregated form. This survey is tailored to your status as a firm commencing Australian operations in the last twelve months. Respondents to this survey will receive a summary of results prior to publication. There are 12 questions, most of which seek tick-box or one word answers. We estimate it will take 10 minutes to complete. Thank you for your assistance. Our contact details are at the end of the questionnaire.

Staff

1. If your company is a formal or informal spinoff from an Australian research institution please answer the following question (otherwise, start at Q2)

What was the main impetus leading to the formation of your firm (tick one only)?

- | | |
|--|--------------------------|
| Unable to find suitable arms length licensee for technology | <input type="checkbox"/> |
| Past licensee had failed to commercialise successfully | <input type="checkbox"/> |
| Needed knowhow of scientist to commercialise successfully | <input type="checkbox"/> |
| Being made redundant – no other option | <input type="checkbox"/> |
| Always part of planned career path by founder | <input type="checkbox"/> |
| Needed long term finance and skills of founder together | <input type="checkbox"/> |
| Research institution seeks long-term returns through capital gains | <input type="checkbox"/> |
| Founder seeks long-term returns through capital gains | <input type="checkbox"/> |
| Other (please specify) | <input type="checkbox"/> |

2. How many staff (full-time equivalents at 30 June 2003) in each of the following categories does your firm employ?:

Administration and Management -	_____ (number)
Marketing –	_____ (number)
Production –	_____ (number)
R & D -	_____ (number)
Other -	_____ (number)
Total	_____ (number)

3. Of the total staff (full-time equivalent) employed by your firm how many are located overseas? _____
4. What percentage of your total Australian-based staff (full-time equivalent) did you recruit directly from overseas? _____%
5. How many contract R&D personnel (full-time equivalent) does your firm pay for in R&D institutions? _____

Finance

6. What was the total amount of external capital raised in the financial year 2002/2003? Exclude sales revenue (Tick one box only)

- No external capital raised
- Up to AU\$1 million
- >\$1 million up to \$5 million
- >\$5 million up to \$10 million
- >\$10 million up to \$50 million
- >\$50 million

7. Of the capital raised in the financial year 2002/2003, what percentage came from the following sources?

- Business Angels _____%
- Formal Venture Capital _____%
- Debt Finance _____%
- Private Placement (via stockbrokers/lawyers etc) _____%
- Government grants _____%
- Parent firm or institution _____%
- Other _____%

Total 100%

8. As at 30 June 2003, what percentage of your shareholding was Australian-based? _____%

9. Is your firm part-owned (ie share equity held) by

- An Australian University or other research institution?
- A Venture capital firm or other funding source?
- An overseas corporation?

Market

10. What year do you project will be the first when you derive income from the sale of products and services?

- 2002/03
- 2003/04
- 2004/05
- 2005/06 or later
- Not intending to develop products and services

Technology and Alliances

11. What is the source of your initial intellectual property?

- Founder's own invention
- Invention licensed or assigned from R&D institution
- Invention licensed or assigned from other company
- No formal IP

12. What is the highest level of protection for the intellectual property on which your firm is founded?

- US or other overseas granted patent
- Australian granted patent
- PCT application
- Australian patent application
- Copyright
- Know how or trade secrets
- Other (specify)

Thank you for your time; your input is much appreciated.

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