



“Turning Ideas into Industry”



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## AUDIT OF THE SOUTH AFRICAN BIOTECHNOLOGY SECTOR

**Thank you for taking the time to participate in this national audit of the biotechnology sector in South Africa. The results of this audit will be used as a quantitative baseline for measuring the growth of biotechnology over the next few years in response to new government interventions in the industry. The results will also be used to guide the allocation of resources and design of government instruments (such as funding schemes) for the development of the technology platforms that will be necessary to ensure the future competitiveness and economic growth of South Africa. The survey therefore aims to be as comprehensive as possible and requires some degree of effort on your part. The questionnaire will take on average 15-30 minutes to complete. Each question should be answered as accurately as possible in order to ensure high quality data and an accurate report on the state of the industry in South Africa.**

### Survey Endorsement

**The survey is being undertaken by Idea to Industry, a biotechnology project management company, on behalf of eGoli BIO Life Sciences Incubator and the Department of Science and Technology (DST). We kindly request your assistance in completing this form and returning it to us by the due date (25 July 2003). Your participation in the audit is of great importance to the quality and depth of the results, and would be much appreciated. It is also your opportunity to influence the allocation of future funds to biotechnology, particularly with respect to technology platforms and infrastructure development. A report generated from the results will be sent to all survey participants as soon as it is available and will also be made available on the eGoli BIO website ([www.egolibio.co.za](http://www.egolibio.co.za)).**

### Confidentiality

**Information gathered in the survey will be held in the strictest confidence. Under no circumstances will Idea to Industry, eGoli BIO or DST, publish, release or disclose any information on, or identifiable with, individual companies or organizations. In addition, neither the completed questionnaires, nor the addresses of participants, will be released to any parties other than eGoli BIO, DST, or its participating initiatives. Only the aggregated data from this survey will be used in publicly available documents.**

### Due Date: 25 July 2003

Please email your completed forms to [gatwin@netactive.co.za](mailto:gatwin@netactive.co.za) or fax them to (021) 715 3490 on or before the due date. We will be following up telephonically with all stakeholders and will be conducting telephonic or in-person interviews with a sample of the survey population. However, if you have any questions or comments before this



time, please do not hesitate to contact Shelley Mulder at the above email address, or on 072 392 8828.

## **Notes on Completion of the Questionnaire**

Please complete the questionnaire if your organization or research group fits into the following definition:

*Organizations “using biotechnology” are those that use a set of techniques leading to the transformation of a substance or production of a product, and where living organisms, or parts thereof, are involved. The living material may be the object that is transformed or produced or may be used in the manipulation or production process.*

**A stakeholder is defined for these purposes, as any individual or organization that has an interest in or participates in biotechnology activities.**

**Biotechnology activity can be divided into 4 categories.**

- First generation biotechnology involves the use of wild type or natural biological organisms to produce a product, for example, the use of yeast to make beer or wine.
- Second generation biotechnology refers to the production of specific products using a pure cell or tissue culture of organisms that have been specifically selected, through random cross-breeding or similar techniques, for their superior production or expression abilities without introducing foreign DNA.
- Third generation biotechnology involves manipulation of the genetic make-up of organisms, by introducing selected foreign (across the species barrier) DNA, through recombinant DNA technology, to make them produce small molecules, compounds or proteins.
- Support services for biotechnology include those activities that do not directly make use of biotechnology activities but provide essential support to those groups that do, e.g. legal services, business and financial support, equipment or reagent supplies etc.

Please complete all questions as accurately as possible.

Please report all expenditure items in the questionnaire exclusive of Value Added Tax (VAT). Where stipulated, please provide figures for the financial year 1 March 2002-28 February 2003.

Where exact figures are not available, please provide carefully considered estimates.

**Please mark all appropriate boxes with a tick or x.**

**For questionnaires that are sent electronically, please use the “Track Changes” option when completing the questionnaires (See Tools/Track Changes).**

## Questionnaire for Biotechnology Funders

### Contact Details

- 1.) Name of Enterprise/Organization:
- 2.) Department:
- 3.) Type of Enterprise/Organization:

	NGO	Pty Ltd	CC	Parastatal	Trust	HEI	Other*
4.) Telephone:	( )	_____					
5.) Fax:	( )	_____					
6.) Postal Address:	PO Box Number	_____					
	Suburb	_____					
	Postal Code	_____					
.) Street Address:	Building Name	_____					
	Street Name and Number	_____					
	Suburb	_____					
	Postal Code	_____					
	Province	_____					

- 8.) Web Address:
- 9.) General Email Address:

### Contact Person

- 10.) Designation:
- 11.) Telephone: ( ) \_\_\_\_\_
- 12.) Fax: ( ) \_\_\_\_\_
- 13.) Cell:
- 14.) Email:
- 15.) Other Relevant Persons:

### Biotechnology Investments

Have you invested in biotechnology-related ventures?

If no, do you intend investing in biotechnology-related ventures?    Yes                      No

Please list your investments:

Name of Co/project	date	amount committed	amount	invested
expect date exit		biotechnology type		

Explanations:

**Investment rate**

How many South African biotechnology-related funding applications did you receive for the year 2002

How many of these underwent a formalised or comprehensive due diligence process

How many of the 2002 total received funding

What is your average ratio: applications : due diligence : investment

What is the average time (days, weeks or months) for each of the 3 stages:

Application processing:

Due diligence:

Approval to investment:

Please estimate the number of applications according to type of biotechnology:

Human health:

Animal health:

Plant:

Industrial processing:

Environmental:

Service (eg. lab or bioinformatics):

Natural products:

Aqua/Mariculture:

Other (please specify):

Of all the biotechnology-related applications received, give an estimated % of failures classified according to reason:

Poor concept

Poor business plan / presentation

Market opportunity unattractive

Science unsound

IP not secure

Do not trust management

Likely financial return unattractive

Negotiation failure

Competitive bid (investor, merger, etc)

Other (please specify)

Total size of biotechnology funds for investment: R

Of this, currently invested: R

Expected fund growth in future, when R

**Do you have comments or suggestions as to how to increase the investment rate into biotechnology in South Africa**