

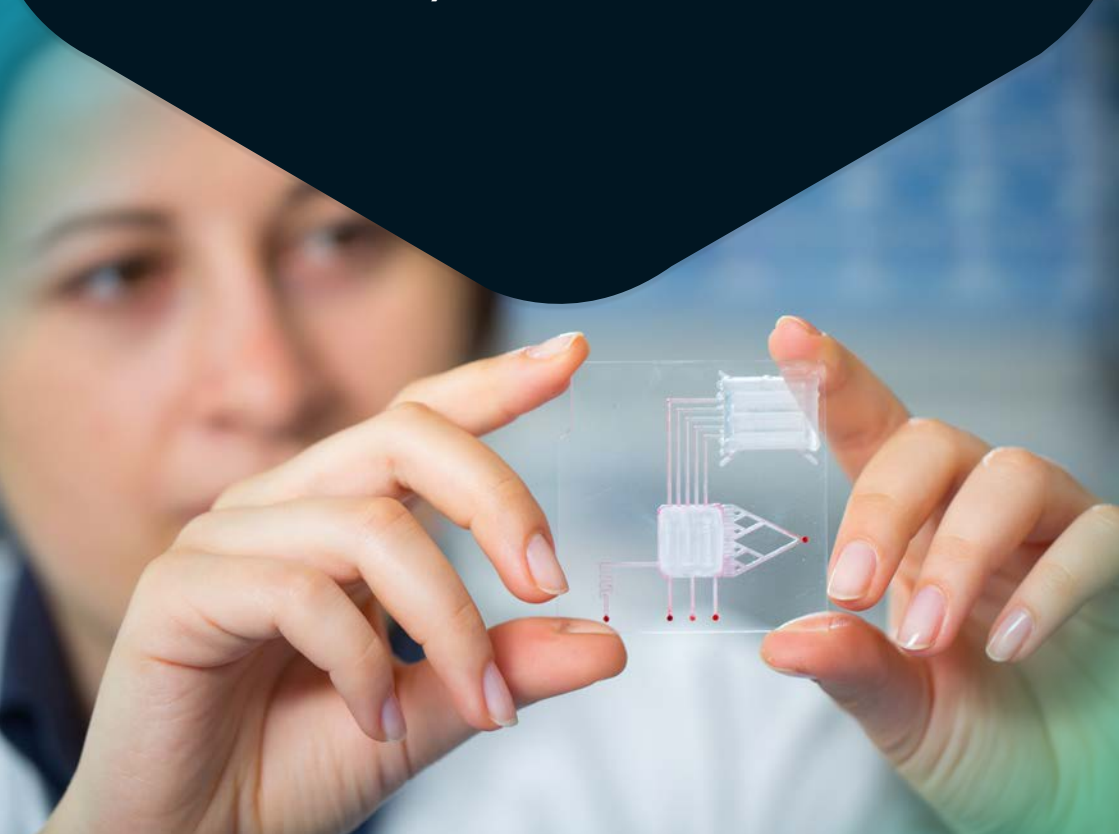
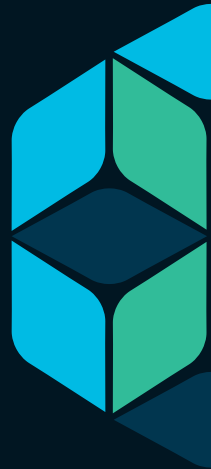


NEW ZEALAND
INNOVATIVE PARTNERSHIPS

BIO2019

New Zealand Delegation

PHILADELPHIA JUNE 3-6



**MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT**
HĪKINA WHAKATUTUKI

New Zealand Government

Tēnā koutou katoa

Welcome

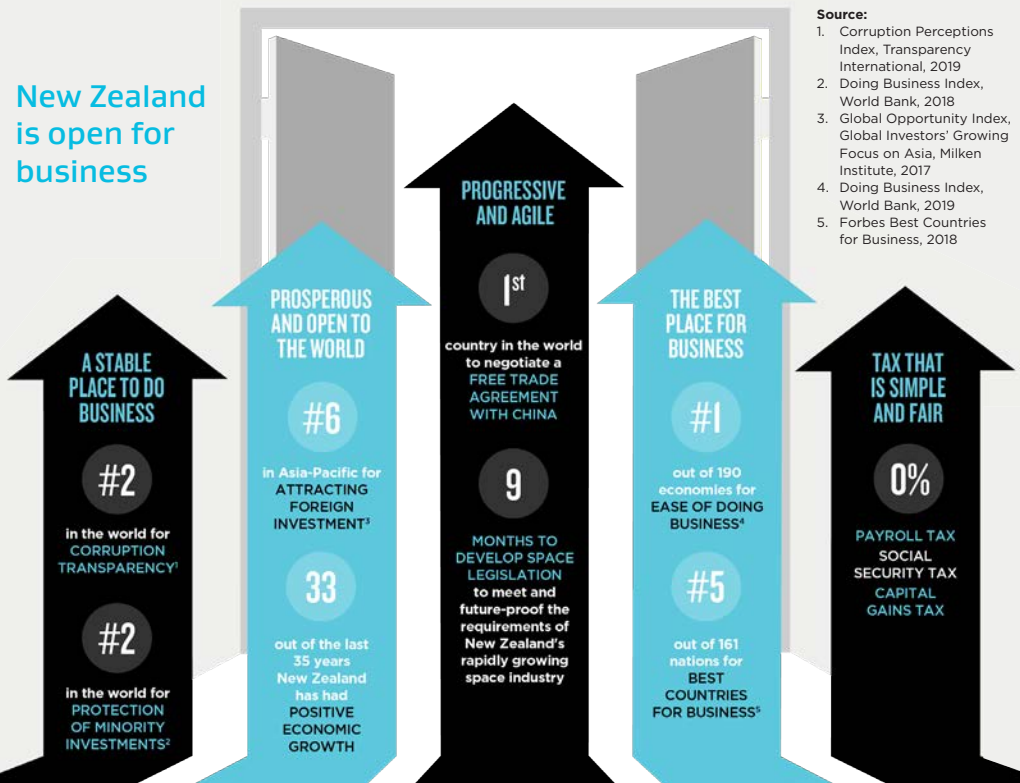
NEW ZEALAND - your partner in biotech

The New Zealand delegation at BIO2019 includes companies and commercialization offices representing all parts of our burgeoning biotech industry.

New Zealand leads global indexes for ease of doing business, has a progressive and agile regulatory system and is home to world-class researchers.

We are here to connect, collaborate and partner with you to grow your business.

New Zealand is open for business



Source:

1. Corruption Perceptions Index, Transparency International, 2019
2. Doing Business Index, World Bank, 2018
3. Global Opportunity Index, Global Investors' Growing Focus on Asia, Milken Institute, 2017
4. Doing Business Index, World Bank, 2019
5. Forbes Best Countries for Business, 2018

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Avalia Immunotherapies



Avalia Immunotherapies develops powerful and targeted vaccines that generate robust T cell responses to prevent and treat infectious diseases and provide sustained clearance of tumors.

Our lead program is targeting a cure for chronic hepatitis B, a disease with no available cure, which results in over 700,000 deaths annually. The first-in-patient study is targeted for late 2020.

Avalia Immunotherapies is interested in meeting organisations looking to enhance their vaccine and immunotherapy platforms with a powerful innate and adaptive immune system activator, or with a mandate to invest in preclinical and clinical development programs in infectious disease or cancer.



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BioPacific Partners



BioPacific Partners provides international corporates with unequalled access to the New Zealand and Australian life-science ecosystem, including 10% of the world's top 100 life-science universities.

We provide a range of services from identification and analysis of innovation or capability to project management and due diligence. We work as an extension of the Open Innovation or Search & Evaluation teams of pharma, consumer health, animal health and functional food multinational companies. We provide our services from the corporate's perspective – the 'buy-side'.

BioPacific's 'bilingual' team – fluent in both science and commercialization – provides bespoke services in one-off projects, or on an ongoing basis – but at a small fraction of the cost of employing a scout.



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Blue Penguin



Blue Penguin IP (BPIP) is a new generation IP firm founded by Jo Shaw and Jon Ashen in 2018.

BPIP provides patent attorney and commercialization services with a particular focus on Biological and Chemical inventions. BPIP offers the same depth of experience and expertise as a larger firm, but at a lower cost. We do this by investing in the best people and IP tools, not flash offices. It's that simple.

Our highly secure systems are managed by filing specialist Alecia Salvador and our team includes experienced engineering/ICT and commercial law experts, engaged on an as-needed basis.

We are at BIO to meet with IP professionals requiring patent attorney services in Australasia, to discuss how we can meet your needs in these markets.



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Cure Kids Ventures

cure kids
ventures

Cure Kids Ventures (CKV) is New Zealand's largest seed and early stage healthcare investment fund. CKV was founded in 2008 and has a portfolio of 15+ companies (most notably the A2 Milk Company (ASX:A2M)).

CKV is owned by Cure Kids Foundation, New Zealand's largest private funder of child health research. Our deal flow comes from our deep links to Universities and research institutes resulting from more than 40 years of private research funding in excess of \$40m.

We are looking for co-investment partners and also investors who are interested in providing Series A (or later) funding for our portfolio companies.



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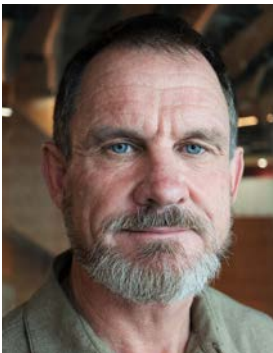
GlycoNZ Ltd is a global leader in the development of high-quality carbohydrate-based biochemicals.

We are a subsidiary of Kode Biotech, supplying the largest range of glycoconjugates for glycobiology research.

We design and produce commercially available, high purity glycans including simple saccharides, spacer-arm saccharides, glycoconjugates, affinity resins and custom syntheses.

Glycochips containing up to 400 glycans can be manufactured on request.

We are looking to establish relationships with companies who require high quality glycoconjugates.



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Henry Hughes IP



Henry Hughes IP is an independent intellectual property firm based in Wellington, New Zealand’s capital city.

Our services include advising on, obtaining and enforcing patents, trademarks, designs and plant variety rights and related licensing issues. We have a strong track record of successfully resolving disputes, and have acted in several key litigation precedents. Our experienced practitioners have expertise in a wide range of technologies, including biotechnology and the life sciences.

We provide services in Australia, New Zealand and the Pacific, as well as internationally through our well-established global networks. Henry Hughes IP is New Zealand’s first intellectual property firm, having operated continuously since 1882.



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HoneyLab



HoneyLab is a New Zealand health product company. We develop novel products and undertake clinical research into the medical uses of honey, bee venom and other products from bees and their environment.

By undertaking extensive R&D we show that our products are as effective and safe as pharmaceutical medicines, despite them being natural products – therefore we call our products PharmaNaturals.

We have completed multiple Phase II & III clinical trials, most recently a 950 patient trial comparing our patented product for Cold Sores (Honevo) vs Acyclovir. Our business model is to out-licence our products and Intellectual Property.



CONTACT:
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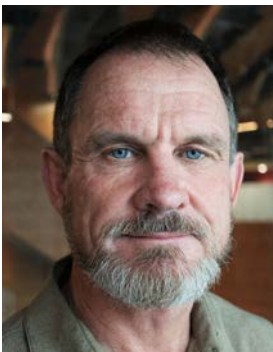
Kode Biotech



Kode Biotech is a commercial stage company that out-licenses the validated Kode™ Technology platform to allow rapid modification of virtually any biological or non-biological surface with virtually any small molecule (www.kodecyte.com).

Kode™ Technology is the easiest, fastest, most versatile and controllable method for temporary modification of any surface and is particularly suitable for modification of live cells and liposomes.

With a proven licensee track record including an immuno-oncotherapeutic product AGI-134 in phase 1/2a clinical trials (Aug-2018), as well as several R&D and diagnostic products, Kode Biotech is now looking for new licensees in wound healing and liposomal drug delivery areas.



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Lipid and Diabetes Research Group

**Lipid and Diabetes
Research Group**

Over the last 20 years the Lipid and Diabetes Research Group has played a major role in pharmaceutical drug trials and academic research. We are based in Christchurch, New Zealand.

Our areas of research strength are very common worldwide: Diabetes Mellitus Type 1 and 2, Cardiovascular and Renovascular Health, and Lipid Disorders.

We also undertake clinical trials for a diverse range of other health indications, mainly in development Phases 2 and 3. We have been very involved in preventive trials for the last 5 years, particularly for patients aged 65 years and over.

We welcome new opportunities to promote our Group's work and New Zealand biotechnology research in the global arena.



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Living Cell Technologies Ltd



Living Cell Technologies Ltd (LCT) is an Australasian biotechnology company improving the wellbeing of people with serious diseases worldwide by discovering, developing and commercializing regenerative treatments which include naturally occurring cells to restore function.

LCT is incorporated in Australia, with operations based in NZ, and we are listed on the Australian and US stock exchanges.

We have completed two clinical studies in Parkinson's disease (PD) with its lead cell therapy product NTCELL®. The company is also advancing research collaborations with the University of Auckland to identify products that are candidates for out-licensing. We have identified lead compounds ready for development as treatments for migraine and obesity.



CONTACT:

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Medical Research Institute NZ



MEDICAL RESEARCH
INSTITUTE
OF NEW ZEALAND

The Medical Research Institute NZ (MRINZ) is one of New Zealand's leading independent medical research institutes, established in 2001.

Our scientists are dedicated to investigating the causes of globally important public health problems to improve the prevention and treatment of diseases. Our particular focus is on research which leads to improvements in clinical management. Our diverse clinical research programmes are conducted through our international and domestic trials networks in respiratory medicine, general practice, intensive care, stroke medicine, cardiothoracic medicine and community pharmacy.

The Institute's main offices, respiratory physiology laboratory and clinical research facility are located at a large hospital - Wellington Regional Hospital - where the Institute has access to a 14-bed inpatient clinical trials unit.



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Middlemore Clinical Trials

Middlemore
Clinical Trials
Future of healthcare



One of Australasia's leading clinical trial sites, Middlemore Clinical Trials (MMCT) is located in one of New Zealand's largest hospitals. Our highly trained staff and Principal Investigators work within a large multicultural population with significant health needs.

MMCT's association with Middlemore Hospital in Auckland means that we are able to fulfil sponsors' requirements in all therapeutic areas. Widely respected for our world class processes and professionalism, MMCT consistently achieves fast, high quality outcomes for sponsors.

MMCT is a fully integrated research unit with a staff of 45, a pharmacy and lab processing facilities. In 2018 MMCT had 549 participants on trials involving 22 different hospital departments and 41 Principal Investigators.



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New Zealand Association of Clinical Research



The New Zealand Association of Clinical Research (NZACRes) is a nationwide membership organization with the aim of supporting, fostering and facilitating clinical research and researchers in NZ.

Its members come from Pharma, Biotech, CROs, academia, and research sites, both Public and Private, and include individuals from all levels of these organization.

New Zealand has an active clinical research sector, which through the efforts and representations of NZACRes, can work to shorter regulatory timeframes than almost all other countries. Research sites in NZ have become recognized throughout the world as providing high quality data, in a reliable and timely fashion, at lower cost than most other first-world countries.



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Optimal Clinical Trials Ltd



The people to deliver - every day is valuable.

“They have consistently been the fastest and highest recruiting site we have ever worked with” – US Biotech

We are people on a mission - to reduce suffering and help people around the world gain a better quality of life. We are dedicated to being one of the top research sites in Asia-Pacific.

We are a private, independently owned clinical research site in central Auckland, New Zealand’s largest city. Optimal has grown rapidly – we’ve been a Deloitte Fast 50 Company and won multiple awards.

We specialize in conducting commercial phase 1b to 3 trials over a wide range of therapeutic areas due to our expert investigators and specialists.

We regularly work with the world’s largest pharmaceutical companies, CROs and many US Biotechs. We are known for our speed, quality and responsiveness to client’s needs.



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Otago Innovation



Otago Innovation is a University of Otago company developing and commercializing the University's intellectual property.

We invest in patent protection and scientific development to conduct proof-of-concept experiments to gain the interest of external investors and partners. Technology transfer includes licensing, formal collaborations with commercial terms and company formation.

We seek alliances with investors, licensing partners, and commercial partners with expertise and experience in product-related industries such as drug/biologic/nutraceutical development (including repurposing and reformulations), vaccines, tissue engineering, dental materials, diagnostics and medical devices (human and animal health).



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P3 Research Ltd



P3 Research
trialling tomorrow's medicines today

P3 Research Ltd is a leading and respected independent clinical trials company performing high quality clinical studies. We own and operate three private research sites in New Zealand – Wellington, Tauranga and Hawke's Bay.

The sites undertake sponsored clinical trials in a variety of non-oncology therapeutic areas across a wide range of common chronic diseases.

At any one time our investigators, research nurses and support staff are running 40 sponsored clinical trials across our three sites. We have particular expertise in running phase 1b, 2a and 2b studies, but also participate in large phase 3 clinical trials. Since 2001 we have successfully performed over 100 clinical studies on behalf of global pharmaceutical companies, contract research organisations and individual researchers.



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Pacific Clinical Research Network



Pacific Clinical Research Network (PCRN) aligns three of Australia and New Zealand's market leading, privately owned and dedicated clinical research site organisations: Paratus Clinical, Southern Clinical Trials and Lakeland Clinical Trials.

Working with PCRN helps sponsors address many of the issues facing clinical research. We offer a single point of contact for sponsors to get multiple site information across Australia and New Zealand. We have highly experienced investigators and staff at 11 community based clinical research sites across the two countries.

Our centralized study start-up and budget process gives you a single contact point and recruitment management across sites. Our common suite of SOPs and quality processes deliver value-added project management across all sites.

PCRN is represented at BIO2019 by our two most experienced investigators: Dr Simon Carson and Dr Michael Williams.



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Pharmaceutical Solutions



Dedicated to excellence in clinical research and regulatory consulting, Pharmaceutical Solutions is an independent CRO with over 20 years experience managing and supporting clinical trials in New Zealand and Australia. We have established strong partnerships with both global and locally respected specialists and researchers, supporting rapid study start-up and efficient project delivery.

A highly flexible and responsive CRO, we pride ourselves on our “can do” attitude, providing personalised quality service with a dynamic and proactive team. Our high expectations and standards ensure we deliver quality without compromise.

Our experience with large Pharmaceutical, Biotech and Medical device companies means your project is supported by our dedicated team of professionals. Talk to us about your Clinical Trial therapeutic areas, recruitment targets and timelines.



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Pictor



Pictor is a biotechnology company based in Auckland, New Zealand. The company develops, manufactures and markets immunodiagnostic products based on a multiplexed and miniaturized Elisa technology platform.

Laboratories are currently using Pictor's multiplex PictArrays to screen for maternal infections, auto immune diseases and Hepatitis A and E.

Pictor is commercializing its multiplex technology platform through the on-going development of an expanding portfolio of diagnostic test panels, including a new focus on diagnosis of complex diseases through the detection of multiple analytes from one small sample.



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Spot Check Technologies



Spot Check is a technology company developing a bio-sensor platform that enables rapid and sensitive detection of micro-organisms or proteins. They accomplish this with a single use disposable strip coupled with a portable, low-cost reader device. This allows for on-site or in-field testing.

Spot Check addresses the problems and limitations associated with current diagnostic technologies by creating a fast and accurate test that is free from calibration and contamination, is stable and suitable for use in harsh conditions, and has the ability to be developed into an extensive menu.

The Spot Check team is a multi-disciplinary, award winning team with strong scientific expertise. The science team is complemented by a CEO and Board of Directors with extensive corporate experience.



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At UniServices we bring ideas to life. We partner with the best minds at the University of Auckland to apply intelligent thinking to ideas that have the potential to change the world.

Together with our partners we look to the future, imagine the possibilities, and innovate for public and private good. For over 30 years we've collaborated with hundreds of organizations on thousands of projects in New Zealand and around the world.

We are the most innovative university in New Zealand in Reuters' Top 75: Asia's Most Innovative Universities rankings. We have also been identified by a Massachusetts Institute of Technology (MIT) study as one of the world's leading entrepreneurial universities.



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Viclink



viclink

Viclink translates innovation into a commercial reality that has the power to impact society.

We work with Victoria University of Wellington’s most creative and innovative minds, turning their ground-breaking research into commercial products or services.

Viclink nurtures staff and students to grow enterprise skill development, stimulating entrepreneurship across the university.

A capital city University, our strong links to Government and global network of deep connections translates University research and knowledge into sustainable economic growth for Wellington, New Zealand and the wider Asia-Pacific region.

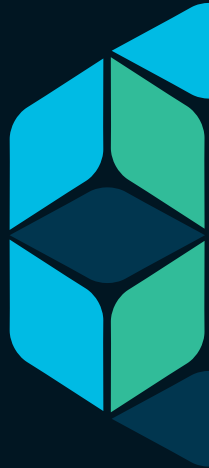


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NEW ZEALAND
INNOVATIVE PARTNERSHIPS



Connect. Collaborate. Invest.

The **Innovative Partnerships** team sits in the heart of government and works to create environments in New Zealand that are perfectly suited to testing and developing new and disruptive technologies.

In addition, Innovative Partnerships provides a specialized concierge service for deep tech companies looking to do R&D in New Zealand.

We will link you with all the potential partners you need to conduct one-of-a-kind research projects in New Zealand.

We can help you:

- Navigate and understand New Zealand's R&D ecosystem
- Benefit from our straightforward and high quality regulatory system
- Connect you to immigration, visa and customs experts so that you can easily bring your R&D business here
- Take advantage of New Zealand's streamlined tax system and our new R&D tax incentive.

Talk to us to discover the opportunities for your business in New Zealand.

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