

## Queensland delegates key messaging for Queensland

The below approved key messaging has been developed to support the Queensland delegation in any conversations that may involve biomedical industry or investment-related topics.

This isn't intended to be a script or replace valuable personal experiences/anecdotes but does help with consistency and accuracy in messaging.

### *Quick facts/notes*

- Refer to Queensland as 'Australia's Sunshine State', not 'the Sunshine State' (as this refers to Florida, USA).
- Don't assume knowledge of Brisbane; instead use 'Queensland's capital' or 'Brisbane, in Queensland'.
- Queensland's tagline is **Queensland: Bright minds. Bright bio-future.**

### *Queensland's biomedical industry*

- Queensland holds a competitive position as a biomedical hub in the Asia-Pacific region.
- Queensland has established and emerging health precincts that combine hospitals delivering high-quality care and researchers conducting and participating in world-leading research and education.
- Queensland's growing biomedical sector has high-value businesses specialising in manufacturing biopharmaceuticals, generic medicines, medical technology, immunotherapies, vaccine development and complementary medicines/biotherapeutics.
- Queensland's biomedical strengths:
  - Global expertise in tropical medicine and infectious diseases
  - World-class research base within key innovation precincts
  - High-value niche businesses supported by an established network of service providers
  - Expertise in e-health, comprehensive pathology information and telemedicine
  - Home to Australia's leading biopharmaceutical contract manufacturer

### *Queensland's biomedical track record*

- Some of the brightest minds in the world have already chosen Queensland for their biomedical operations.
- Queensland has the capabilities and partnerships to lead the world in drug and vaccine development and delivery.
- Queensland has a regulatory environment that is 100% aligned with international standards and includes streamlined pre-clinical and clinical trials.
- Queensland will provide high-tech manufacturing suitable for clinical trials at Brisbane's TM@TRI, the Translational Manufacturing facility at the Translational Research Institute, currently under development.
  - TRI supports early-phase start-up companies to establish, test and develop their products, and TM@TRI will enable these companies to mature and move to the next stage in a supportive environment as they continue their commercialisation journey. TM@TRI will be Australia's first scale-up biomanufacturing facility, giving researchers and biomedical companies the capacity to manufacture product for clinical trials.
- Queensland is set to become a global vaccine hub after global healthcare company Sanofi announced a partnership with the Queensland Government, University of Queensland and Griffith University to establish a world-first research hub in Australia's Sunshine State.
  - The \$280 million Translational Science Hub will allow Queensland's best scientists to work with their global peers in the US and France on ground-breaking vaccine development.
- Global medical technology group Stryker has built its first Australian research and development lab in Queensland at one of the state's leading health precincts.
  - The company's Brisbane facility will combine 3D printing, robotic surgery and advanced manufacturing to explore the creation of customised implants for bone cancer patients.



### *Clinical trials*

- We are an extremely attractive location to undertake clinical trials.
- Our robust regulatory and tax environment, plus access to world-class researchers and clinicians, creates an ideal market for prototyping, testing, conducting clinical trials, and manufacturing.
- We have modern translational facilities and fast, pragmatic regulatory pathways, our infrastructure is a commercially focused platform for growth.
- By choosing Queensland, you can increase the speed of your product R&D. Including southern hemisphere sites means you can access all-year-round recruitment of patients suffering from seasonal ailments, including influenza and allergies, as well as those diagnosed with respiratory and tropical diseases.
- Each year, Queensland conducts thousands of clinical trials across hundreds of sites around the state. In 2022–2023 alone, there were more than 320 new clinical trials conducted in Queensland Health, which is the largest provider of clinical trials in the state.
- Queensland is internationally recognised for its highly trained clinical workforce and the high-quality research data produced by its experienced research teams.
- The state hosts a variety of contract research organisations, health economics, financial and legal services, imaging facilities, genomic services, laboratory services, Good Manufacturing Practice (GMP) manufacturers, and regulatory consultants.
- Queensland is part of a nationwide approach which has embraced a fast and pragmatic regulatory pathway for conducting clinical trials. The regulatory framework allows rapid clinical trials start-up through streamlined processes under the Clinical Trials Notification (CTN) scheme administered by the Therapeutic Goods Administration (TGA).
- Australian clinical trial data is accepted by international regulatory agencies including the United States Food and Drug Administration (FDA) and the European Medicines Agency (EMA).
- Queensland is also leading the country with its teletrial capability. Teletrials is a proven model that uses telecommunication technology to connect clinical trial clusters to improve access to and participation in clinical trials for regional, rural, and remote Australians.