



## **MEDIA RELEASE**

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FOR IMMEDIATE RELEASE

### **QCTN – striving to bridge the gap between Queensland and Japan**

At the BioJapan2008 Conference last week, Queensland Clinical Trials Network Inc. (QCTN) and a mission of four members demonstrated how they are further developing international alliances through numerous meetings and presentations.

This was further showcased by the signing of a Memorandum of Understanding (MoU) with the Kansai Bio Promotion Council (KBPC) on Monday 20 October 2008.

'This is great news as it will act as a conduit to continue to promote the areas of preclinical and clinical trials, pharmaceutical, regulatory and other areas of mutual interest throughout Australia and Japan,' said QCTN CEO Mr Mario Pennisi.

'It also demonstrates how important it is for QCTN and its members to work together with the available international infrastructure to build on the world-class infrastructure and reputation that the service providers in Queensland enjoy,' he continued.

QCTN and several members attended BioJapan2008, amongst over 24,000 attendees. Mr Pennisi was very pleased to find that with the high profile of the QCTN presence, many of the BioJapan delegates see clinical trials in Australia, and QCTN as one in the same.

'Our efforts to have international stakeholders recognise Australia as a destination for undertaking clinical research are now starting to pay real dividends, and were very honoured to sign the MOU with KBPC,' said Mr Pennisi

Of great interest to QCTN is by establishing this understanding with KBPC, QCTN will gain access to a range of new business and partnering opportunities with the MoU encompassing information sharing, collaborative projects, supporting activities and relevant matchmakings of companies, universities and research institutes in Queensland and the Kansai region of Japan.

'It is important to continue to demonstrate and promote the capacity of Queensland to undertake world class research services, and to position Queensland service providers as the emerging leaders – and that is what the MOU will help to promote' Mr Pennisi said.

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Working closely with Trade Commissioner, Tak Adachi prior to the MoU, QCTN had already been building on the relationships and alliances formed previously in Japan through the appointment of Katie Neeson, a 'Japanese Cadet/Project Support Officer'.

Under the scheme, Ms Neeson was based in the Tokyo Offices of Trade Queensland for a five month period which culminated with the strong Queensland presence at BioJapan2008. Part of her role was not only to bridge the gap between the Queensland and Japanese life sciences industry, but also to raise the profile of the Queensland biotechnology industry in general.

'Through the appointment of Ms Neeson in Tokyo, we were able to establish further formal and informal collaborative networks (bio-clusters) between regions of Japan and Queensland, and also identify additional opportunities for collaboration and business development,' Mr Pennisi said.

Mr Pennisi said the Trade Commissions have proven to be a highly cost-effective business development service that provides a range of export assistance services through a team of experts with international business experience, multilingual skills and international business contacts – and strongly recommends that any Queensland company looking to get into international markets, made their first call to Trade Queensland.

If you would like further information on QCTN or its' members, please contact the office on 07 3331 3999 or visit the website [www.qctn.com.au](http://www.qctn.com.au)

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