

NSX/Media announcement

Shares in World's First Contract Medical Company Soar on Listing

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The world's first contract medical company – Australia's IQnovate Limited (IQN) – made a strong debut on listing today after raising seed capital in an initial public offering. The shares traded at a 75% premium to their offer price at 35c each in initial trading this morning.

IQN provides contract medical services to the bio-pharma industry, drug development advisory to the biotech and medical device industry and advisory to capital investors considering biotech ventures.

The unique company was founded by world-experienced Australian bio-pharma industry executive, Mr George Syrmalis, to assist drug and medical companies to more cost-effectively develop and market new drugs and products. Mr Syrmalis is IQN's Executive Chairman and CEO.

IQN's Directors include Mr Peter Simpson, who oversaw development of the Relenza flu cure. He has been involved in the development of pharmaceutical products for both the Australian and international markets. Mr Simpson was Biota Limited's CEO for eight years during the time Relenza was developed. Relenza was subsequently licensed to GlaxoSmithKline and has current sales of more than US\$1 billion per annum.

"Our aim is to cut our clients' expenses by decreasing overheads and increase revenue by speeding up the time it takes to register and market their products," Mr Syrmalis said. "This part of the bio-pharma value chain has typically been handled in-house, but I believe that more and more companies will outsource this activity as internal cost pressures mount. IQnovate is the only company so far to focus on this opportunity."

IQnovate's shares were offered for sale in the IPO at 20c each. The company raised more than \$1.2 million in the offering, and its shares are quoted on the NSX under the code, IQN.

"We deliberately limited the size of the IPO because we don't need a lot of capital at this stage of IQN's development," Mr Syrmalis explained. "But as we advance our plans to expand into the Asia Pacific Region, investors should take greater notice of us."

The other IQN directors are Mr William Economos, an accountant, and Mr Con Tsigounis, IQN's business development director.

Mr Syrmalis founded and led from 1995-2005 the European-based Bionuclear Group SA, which developed novel biologic compounds for oncology, operated renal dialysis clinics, reference pathology services, produced radiopharmaceutical products and developed and commercialised point of care tests. Since 2005, he has advised the biopharmaceutical industry in relation to translational clinical trials, biomarkers and strategies to commercialise novel biologic entities in the areas of oncology, epilepsy and autoimmune diseases.

"IQN's main proposition is that we can more efficiently develop products for bio-pharma companies," Mr Syrmalis explained. "Currently it costs on average \$980 million to register a new drug, taking an average eight years to achieve. We will do that much faster, lengthening the patent protection time for our clients, while cutting their costs."

“IQnovate will work at each phase of drug development, from screening and pre-clinical assessment, through clinical trials, pre-launch, registration and market launch,” Mr Symmalis said. “We have very strong development and commercialisation experience, access to a global network of experts and data as well as expertise at the pre-clinical and clinical phases.”

About IQnovate:

IQnovate Limited is a contract medical affairs organisation and scientific service provider to the biopharmaceutical industry. The company also extends a premium advisory service to institutional capital investors on biotech investment strategy. Its clients are pharmaceutical, biotechnology, medical device, financial institutions and academic and government organisations. IQnovate focuses on every segment of the drug life cycle, from preclinical-clinical, product pre-launches, right through to RRC (registration, reimbursement and commercialisation) bridging science with business.

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