



Life Sciences Queensland

LIFE SCIENCES  
**CATALYST**

The Life Sciences Catalyst: Accelerating Queensland's Life Sciences Industries

## Overview

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## **LS CATALYST PROGRAM**

### **Background**

The quality of Queensland's life sciences research is now nationally and internationally recognised, but its translation to commercial and social outcomes needs to improve to facilitate increased international success.

The key supporting pillars and stakeholders required to achieve this translation - researchers, entrepreneurs, mentors, public and private investment - are largely in place. What we need now is a way to bring these stakeholders together and combine them into a thriving knowledge-based industry.

### **Life Sciences Queensland**

Life Sciences Queensland Limited (LSQ) is an Australian Peak Body who offers opportunities for industry stakeholders to come together and cooperate to grow their businesses and help create a dynamic, internationally competitive and sustainable life sciences industry in Queensland, Australia. LSQ is helping to shape the strategic direction of the industry in the State and influence public policy. LSQ also provides Members with tools, services, market intelligence and access to an international network of life sciences organisations with the aim of identifying new business opportunities and accelerating business growth.

In a broader sense, LSQ is working to enhance Queensland's national and international reputation as a centre of commercial and research excellence in life sciences by creating one voice for the industry to promote and support all segments of the Queensland life sciences industry, an industry which works to heal, feed and fuel our citizens.

LSQ engages the full spectrum of the Queensland life sciences industry, to assist the growth of individual organisations and industry segments, and to build the profile, capacity and capability of the sector to help ensure long term economic, social and environmental benefits to Queensland and its Members. The primary objectives of LSQ are to:

- Develop the industry by supporting local industry forums and providing Members with tools to accelerate their business growth.
- Create new business opportunities for Members through market outreach (e.g. business development services, event management, a coordinated approach to international business meetings) that Members cannot readily or cost-effectively achieve on their own.
- Play a leading role in influencing public policy to help ensure sustainable growth of the Queensland Life Science Industry.

Sub-sectors that are illustrative of the Australian life science industry include:

- Human Healthcare (pharmaceuticals or drug discovery, complementary medicines, functional foods/beverages, medical devices and diagnostics),
- Animal Health,

- Agricultural and Environmental Biotechnology,
- Marine Biotechnology and
- Industrial Biotechnology, including Bio-mining and Bioenergy.

### **The Life Sciences Catalyst**

LSQ's Catalyst, is a targeted pilot program designed to facilitate and accelerate the development of innovations and create innovative businesses by strengthening the growth of start-ups and development of skilled entrepreneurs creating a strong and vibrant knowledge-based life sciences industry in Queensland.

As the name implies, The Life Sciences Catalyst will not require substantial new resources. Rather, it will link together and integrate existing resources from within the LSQ membership networks to create a pipeline from entrepreneurial ideas to emerging life science companies, covering the following stages:

#### 1. *Connect*

- Host regional and sectoral networking events to build stronger links between researchers, entrepreneurs, investors, service providers and government agencies
- Facilitate the further integration of these links into value chains from research to market in areas of strategic strength

#### 2. *Mentor*

- Use the existing membership of LSQ as a source of independent advice to researchers and would-be entrepreneurs on opportunities to establish viable enterprises in areas of mutual interest
- Partner 'start-up' entrepreneurs with experienced CEOs and company directors to provide 1-on-1 mentoring on an on-going basis

#### 3. *Incubate*

- Provide Hot Desk facilities - with access to boardrooms and other services - at LSQ and regional members' premises for up to 12 months.
- Arrange free coaching sessions at LSQ premises and regional offices covering tax, IP, Legal, Regulatory Affairs, funding and marketing advice.

#### 4. *Prepare*

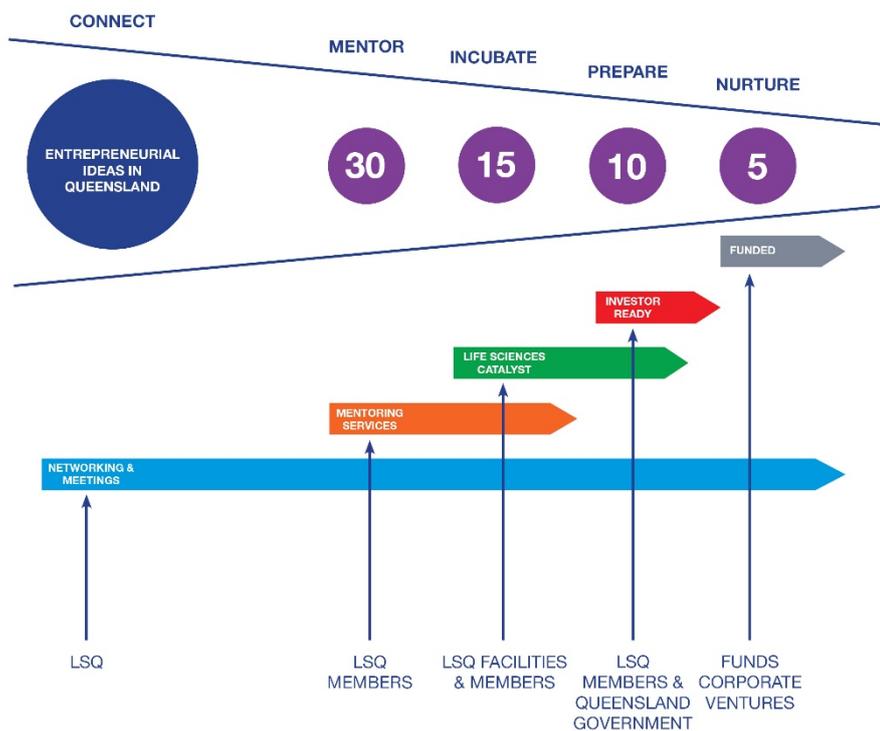
- Offer a direct user-friendly portal to entities such as Brisbane Angels, MTP Connect, TIA, and government programs and services

- Review business plans and provide pitch training in preparation for presentations to investors

### 5. Nurture

- Create an early stage life sciences investor network including local HNWs and established groups such as Brisbane Angels and Actuator.
- Provide ongoing connections into LSQ networks nationally and internationally, including facilitating attraction of key employees.

Through these support activities LS Catalyst aims to mitigate the challenges and help increase the chances of commercial success leading to the growth of the sector and businesses through investment, creation of new jobs, developing a strong skilled workforce thereby establishing a strong and sustainable future for Australian businesses.



Since the program launch in March 2019, we have had information sessions and networking events in Brisbane and Regional Queensland in Atherton, Bundaberg, Gladstone, Rockhampton, Townsville and virtually in Toowoomba. The program has received over 90 enquiries seeking interest in one of the many services on offer through the LS Catalyst program.

To date, we have engaged with over 50 startups, SME's, and their founders where the company's areas of interest and LS Catalyst services aligned.

<b>Key Activities</b>	<b>Startups &amp; Entrepreneurs Engaged</b>
<b>Connect</b>	14
<b>Mentor</b>	27
<b>Prepare</b>	9
<b>Nurture</b>	12
<b>Product Development</b>	6

LS Catalyst events through the various workshops, webinars and events delivered to date, has helped train, and educate 115 participants including founders and entrepreneurs. Likewise, LS Catalyst program has provided 28 startups and their founders with targeted opportunities to network and partner with national and international investors and industry stakeholders at leading industry events like Ausbiotech, BIO, QODE, Redefining Early Stage Investments (RESI), 4D meets AI at RESI and BIO Impact. LS Catalyst portfolio companies have raised over 2.5 million AUD.

#### **LS CATALYST - COLLABORATION OPPORTUNITIES**

To help deliver on its purpose in an effective and timely manner LSQ seeks to build collaborations and partnerships with organisations and networks with interests in advancing innovations and building entrepreneurial culture within ecosystems. Through these networks, LS Catalyst Program is looking forward to support in the following areas

- Access to global startup mentor networks
- Access to global markets for business engagements
- Access to global venture capital networks
- Implement joint programs in Queensland that will help LS Catalyst startups advance