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**NOVOTECH AND DELOITTE LAUNCH U.S. BIOTECH BRIEFINGS ABOUT  
60% SAVINGS FOR EARLY PHASE CLINICAL TRIALS IN AUSTRALIA**

**Sydney, Australia – October 27, 2016** In an industry first Novotech and Deloitte have teamed up to brief U.S. CFOs of early stage companies about Australian tax breaks for early phase clinical trials.

New research from Frost & Sullivan shows that Australia with its tax incentive program can be up to 60% more cost-effective to run trials than the USA.

The Frost & Sullivan report was released today at *Outsourcing in Clinical Trials New England 2016* (September 7-8 2016, Boston).

The research was supported by Novotech, Australia's largest independent clinical contract research organization (CRO) with offices throughout Asia.

The Novotech/Deloitte industry briefing collaboration follows a spike in interest from CFOs and biotech venture capitalist (VC) firms wanting to know how to take advantage of the significant government incentives available for conducting clinical trials in Australia.

Novotech Asia COO, Dr. John Moller said Novotech and Deloitte would hold private CFO and VC briefings in the U.S. over the next few months to detail the tax incentive benefits and how U.S. biotechs can best access them.

Deloitte R&D Tax and Government Incentives Partner Todd Fielding said it was important that biopharma CFOs knew about the tax incentives well before site selection starts.

"The tax incentives offer considerable savings so can significantly cut the cost of early phase trials. But it is important for CFOs to be familiar with the details early

so they can guide the process internally to get full advantage of these tax breaks.”

The Frost & Sullivan research report shows that cost, regulatory speed and flexibility, and quality are the key drivers for biopharma companies selecting Australia for early phase trials.

The report says Australia has a proven reputation with regulators including the USA FDA for quality research.

According to the report: “The clinical trials market is expected to reach USD615 million by 2019, growing at a CAGR of 12%. Early phase clinical trials have been growing at nearly twice this rate which we expect will continue.”

Novotech has been actively involved in hundreds of drug development programs for U.S. and EU registration over the past 20 years.

Novotech is an internationally recognized full service CRO known for its experience across Australia, New Zealand, Asia and South Africa, representing emerging markets with a population base of over 3 billion people.

**Please email [events@novotech-cro.com](mailto:events@novotech-cro.com) to learn more about the CFO Industry Briefings. Download the Report here <http://www.novotech-cro.com/clinically-speaking/download-whitepaper-australia-preferred-destination-early-phase-clinical-trials>**

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#### **About Novotech [www.novotech-cro.com](http://www.novotech-cro.com)**

Established in 1996 and headquartered in Sydney, Novotech has a strong presence in the Asia Pacific region, running clinical trials in all key regional markets including Australia, New Zealand, China, Korea, Taiwan, Hong Kong, Philippines, Singapore, Malaysia, Thailand and India.

Novotech also has worldwide reach through the company's network of strategic partners. Novotech - described by Frost & Sullivan as the best in its industry class for Australia-based CROs and recipient of the **ARCS** ANZ Clinical Trials award “Best **CRO**” - brings its global reputation for high quality service and regional expertise to the high-growth Asia Pacific area. For more information, please visit [www.novotech-cro.com](http://www.novotech-cro.com).

Novotech provides the following clinical development services across all clinical trial phases and therapeutic areas including Feasibility assessments; Ethics Committee and submissions, clinical monitoring, data management, statistical analysis, report write-up to ICH requirements, project management and vendor management.

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