



## Pacific Channel supports bioscience start-ups with capital and expertise

**“Cooperation between New Zealand and the US in biotechnology; arrival in New Zealand of an increasing number of people, including expatriates, with research and development expertise; a developing risk capital market with Government involvement; and access to world-renowned medical experts: these are the reasons offshore investors are seeking involvement with biotech start-ups in New Zealand,” says Brent Ogilvie, Director of Pacific Channel.**

Pacific Channel Ltd builds commercially viable life science and engineering companies in New Zealand and Australia by providing seed capital and expertise in the business of biotechnology. Established in 2004, Pacific Channel offers specialist skills in market analysis, venture and international grant funding and has a successful track record in building biotechnology businesses.

Pacific Channel Director, Brent Ogilvie, said “Pacific Channel focuses on start-up and early stage ventures with strong growth potential and is able to facilitate US investment in New Zealand companies via its affiliation with New York-based The Channel Group, LLC. “As well as a conduit for investment, the “channel” between New Zealand and the US enables local firms to gain access to the expertise of world-renowned medical researchers and advisors. Our ability to provide a connection with the US differentiates Pacific Channel in the New Zealand market,” Mr. Ogilvie said.

In New Zealand, Pacific Channel has close relationships with celebrated medical specialists such as Professor Bob Elliott who is well known for his research into cystic fibrosis and diabetes. In conjunction with Professor Elliott, Pacific Channel is developing a new, natural milk tonic using a patented milk protein which has a soporific or calming effect on the brain.

Pacific Channel is also partnering with US investors in clinical trials being conducted in New Zealand to develop a blood test for stroke and traumatic brain injury which was originated by Ann Cornell-Bell, Ph.D., a former Howard Hughes Medical Institute Associate and Research Scientist in Cell Biology at Yale University. Currently, strokes and traumatic brain injury are diagnosed using an MRI or CT scans which are expensive and often not available on a timely basis.

Brent Ogilvie said “The blood test is a good example of cooperation between the US and New Zealand in the biomedical field. The New Zealand biomedical industry is also benefiting from the talents of an increasing number people with R&D expertise in pharmaceuticals, biotechnology, and/or software who are relocating to this country because they want to live in a ‘clean and green’ environment. These people, including expatriates who are returning home, often seek equity involvement and their talent in turn attracts international investors.”

Pacific Channel partners with New Zealand Venture Investment Fund (NZVIF) a New Zealand Government established ‘fund of funds’ and a cornerstone investor in New Zealand’s venture capital market. NZVIF, Pacific Channel and The Channel Group will together invest around \$8 million to \$12 million into new biotech ventures.

[www.pacificchannel.com](http://www.pacificchannel.com); [www.thechannelgroup.com](http://www.thechannelgroup.com); [www.nzvif.co.nz](http://www.nzvif.co.nz)