

**SPEECH BY MR GAN KIM YONG, MINISTER FOR MANPOWER,
AT THE OPENING CEREMONY OF QUINTILES
TRANSNATIONAL CORPORATION'S
ASIA PACIFIC HEADQUARTERS
ON 6 NOVEMBER 2009, 3.00 PM,
AT SINGAPORE SCIENCE PARK 1**

Dr. Dennis Gillings, Chairman and CEO, Quintiles

Distinguished Guests

Ladies and Gentlemen

Good afternoon.

Introduction

1. It gives me great pleasure to join you today to celebrate the expansion of Quintiles' Asia Pacific headquarters. In 1995, Quintiles was the first contract clinical research organisation (CRO) to establish operations in Singapore. Over the past 14 years, Quintiles has grown rapidly to become the world's top CRO. Likewise, Singapore has also emerged as one of Asia's leading bio-clusters.
2. I am happy to note that Quintiles is expanding its presence in Singapore by doubling the regional headquarters workforce to

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more than 500 employees. These jobs will provide Singaporeans with the opportunity to play a key role in developing life-saving medicines that will impact patients worldwide.

Growing Demand for CROs

3. Globally, pharmaceutical and biotech companies are tapping more on external research resources. This is aimed at boosting R&D productivity to address expiring drug patents and weak product pipelines. This trend has increased the demand for contract clinical research services offered by CROs. As a result, the global contract clinical research market, worth US\$20 billion in 2008, is expected to grow annually by 8.5% to reach US\$35 billion in 2015.¹

4. Pharmaceutical and biotech companies are expanding their clinical research activities to Asia due to the region's growing demand for cost-effective and efficacious medicines. The Asia

¹ Business Insights (August 2009)

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Pacific market for Phase 1 to 4 clinical trials is expected to generate US\$2 billion in revenues by 2010.²

5. CROs need to be in Asia to access and manage the growing number of clinical trials. However, they face the challenge of understanding Asia's complex regulatory environment and ensuring the trials are conducted according to high ethical and scientific standards.

Singapore – Home for Managing and Accessing Growth in Asia

6. Singapore has built up key capabilities to partner CROs in addressing these challenges and harnessing Asia's growth opportunities.
7. First, CROs can leverage on Singapore's excellent business infrastructure and logistics connectivity to manage their operations. We have built up sophisticated cold-chain management capabilities to handle clinical trial samples. Leading third-party logistics service providers such as DHL and TNT have set up dedicated regional life sciences facilities

² This is according to a Frost and Sullivan report in 2008.

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to cater to the needs of Singapore's expanding clinical research base.

8. Today, there is an established base of 20 leading global CROs, central labs and pharmaceutical companies that manage clinical trials in Asia from Singapore. Clinical researchers working in these companies are familiar with the regional and global regulatory environments. They can help expedite the drug development process.
9. In addition to strengths in science and engineering, Singapore's multi-ethnic society is a microcosm of Asia. This environment and Singapore's central location in Asia enable companies to better appreciate and navigate the cultural differences in the region. By coupling the heightened cultural awareness with a strong scientific knowledge base, Singapore serves as an important source of talent that can facilitate regional clinical coordination.
10. As part of our efforts to ensure high quality standards in clinical trials, the Singapore Clinical Research Institute (SCRI) was established to build up expertise in study design and

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project management as well as to strengthen our regional clinical research network. In addition, Singapore has set up a Bioethics Advisory Committee to address ethical, legal and social issues arising from biomedical research. Their recommendations will help ensure that biomedical research carried out in Singapore is founded on good science as well as high ethical and legal standards.

11. Quintiles' expansion today, to make Singapore its strategic home-base in Asia to drive regional expansion, represents a strong endorsement of Singapore's capabilities in regional clinical trial coordination and research. Coupled with our capabilities in translational research, pharmaceutical and biotech companies can leverage Singapore as a one-stop location to carry out through-train drug discovery and development.

Expanding Base of Clinical Research Professionals

12. Talent is critical to driving innovation and Singapore is committed to expanding our pool of clinical researchers. Towards this end, we have partnered key educational

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institutes to develop customised courses for both fresh graduates and mid-career professionals who are interested to join the sector. The institutes include Nanyang Polytechnic and SCRI which provide training courses on Good Clinical Practice, research methods, clinical trial design and biostatistics.

13. Aligned with these efforts to build up Singapore's pool of clinical researchers, EDB will launch 50 training positions in partnership with companies for Singapore residents keen on joining this sector. We are pleased that Quintiles is among the first to come on board this initiative.

14. The biomedical sciences sector presents challenging and fulfilling job opportunities. This includes drug discovery, managing clinical studies, handling process development, quality control and assurance within manufacturing plants. Singaporeans can look forward to myriad career options in this sector and play a role in advancing human healthcare.

15. The Singapore Workforce Development Agency (WDA), in collaboration with the industry, is also working towards developing a specialist track for Clinical Research

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Professionals under the Process Workforce Skills Qualification (Process WSQ) framework. In future, clinical research companies can leverage on the WSQ courses to train new trainees and upskill existing workers. The specialist track will equip workers with relevant practical skills and enhance their knowledge in Clinical Trial Management. This is targeted to be available by the second quarter of 2010.

Conclusion

16. Today, Singapore's biomedical sciences sector employs 16,000 people, including 4,000 researchers. Despite the current economic climate, Singapore has received strong votes of confidence from leading companies such as Quintiles, as they expand their operations here and create good jobs for our people.

17. In closing, I would like to congratulate the staff and management of Quintiles on the opening of your expanded regional headquarters. We look forward to the continued success of the long-term partnership between Quintiles and Singapore.

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18. Thank you.