

Profiling OIGP opportunities

Building the BD foundations

Cross border BD - Australia

Our focus has been Australian domiciled organisations who we feel may fit the OIGP ‘ideal client’. Key features:

- Global footprint which aligns with OIGP delivery capability
- Have a real business need
- Not a Fortune 500 organisation
- We firmly believe we can service professionally

Potential targets

The following organisations are of interest:

- Orica – explosives / mining consumables
- CSL – pharma with focus on blood products and flu vaccines
- Cochlear – hearing implants
- SMR Automotive – automotive components

Valid Business Reason (VBR)

VBR's for each target:

- Orica:
 - Career transition:
 - New CEO
 - Mining industry in decline due to low global commodity prices
- CSL:
 - Career transition:
 - Have just acquired Novartis flu vaccine business
 - HQ for Novartis relocating to UK
 - Duplication of resources globally

VBR (cont'd)

- Cochlear:
 - Talent management / career transition
 - New CEO
 - Growing strongly
- SMR Automotive
 - Talent management / career transition
 - Imminent closure of Australian automotive manufacturing
 - Growing strongly in other regions

Orica

Organisation details:

- Orica is the largest provider of commercial explosives and blasting systems to the mining and infrastructure markets, a global leader in the provision of ground support in mining and tunnelling, and a leading supplier of sodium cyanide for gold extraction.
 - Sales US\$4.8B
 - Operations in 50 countries
 - Major countries; Australia, Indonesia, Canada, Brazil, US
 - Global headcount 12,500

CSL

Organisation details:

- CSL Behring is a global specialty biotherapeutics company that develops and delivers innovative biotherapies that save lives, and help people with life-threatening medical conditions live full lives.
- Recently acquired Novartis global flu vaccine business
 - Sales US\$6.5B
 - Operations in 50+ countries
 - Major countries; Australia, Switzerland, Germany, UK & US
 - Global headcount 14,000

Cochlear

Organisation details:

- We help people hear and be heard. We empower people to connect with others and live a full life.
- We help transform the way people understand and treat hearing loss.
- We innovate and bring to market a range of implantable hearing solutions that deliver a lifetime of hearing outcomes.
 - Sales US\$0.7B
 - Sells into approx. 100 countries
 - Major countries; Australia, Sweden, Belgium & US
 - Global headcount 2,600

SMR Automotive

Organisation details:

- We help people hear and be heard. We empower people to connect with others and live a full life.
- We help transform the way people understand and treat hearing loss.
- We innovate and bring to market a range of implantable hearing solutions that deliver a lifetime of hearing outcomes.
 - Sales US\$1.3B
 - Sells into approx. 15 countries
 - Major countries; India and all automotive mfg countries
 - Global headcount 8,000

Next steps

How do we progress this ?

- Identify organisations of interest:
 - Research local organisation and contacts
- Develop, with your partners, the VBR as to why OIGP
- Identify 'pitch' strategy
- Make the 'pitch'