

PAREXEL enhances its Hong Kong location to capitalise on the growth of clinical research in Asia

To capitalise on the growth of clinical research in Asia, leading global biopharmaceutical services provider PAREXEL International chose to expand its presence in the region. In 2007, PAREXEL International acquired long-term alliance partner APEX International, which has made PAREXEL a leading provider of biopharmaceutical services in the Asia Pacific region. The company now has 15 offices in 12 countries in Asia Pacific, including China, South East Asia, Hong Kong, Korea, Japan, India and Australia. PAREXEL employs a world-wide workforce of more than 9,000 including 1,400 employees based in the Asia Pacific region. The company has had a presence in the region for over 10 years and recently decided to relocate its Hong Kong office to Hong Kong Science Park to better tap into networks and foster innovation, to further improve the service it provides for its growing client base.



Asia Pacific and Hong Kong are strong markets for clinical research

"The Asia Pacific region includes important end markets for our clients. In fact, China is positioned to become the 6th largest pharmaceutical market by 2010. As a result, clinical research growth is accelerating in Asia, and China is becoming more attractive for biopharmaceutical development," says Mr Albert Liou, Corporate Vice President and General Manager, Asia/Pacific Region, PAREXEL International. Through the company's global capabilities and local expertise, particularly in regulatory affairs and clinical development, PAREXEL is focused on helping its clients rapidly bring safe and effective treatments to patients in the Asia Pacific region.

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Hong Kong is an important market for PAREXEL. The city has an advanced, well developed medical infrastructure and sophisticated healthcare system, in addition to access to key opinion leaders in various therapeutic areas. "There's been increasing client demand for outsourced clinical research capabilities in Hong Kong and the city remains a strong market for our expertise and services," explains Mr Liou. Hong Kong also provides access to talent and highly skilled

professionals, and English is widely spoken, which is an advantage for PAREXEL's global employees and client base.

Premier location at Hong Kong Science Park

PAREXEL has had a long-term presence in Hong Kong, and many of its locally-based clients are located in Hong Kong Science Park. One of the reasons the company chose to relocate to Hong Kong Science Park was to be in a more convenient location to work closely with these clients and foster innovation. The location and facilities are also representative of PAREXEL's other key offices based in major global biopharmaceutical centres. "This office relocation to Hong Kong Science Park supports our ongoing commitment to help clients achieve their goals of bringing important therapies to patients worldwide, including the Asia Pacific region," says Mr Liou.

“InvestHK has been proactive and helped support the expansion of our company in Hong Kong for several years. We have been able to leverage and benefit from the broad range of capabilities InvestHK provides.”

Mr Albert Liou,

Corporate Vice President and General Manager, Asia/Pacific Region, PAREXEL International

PAREXEL plans to continue recruiting staff throughout the Asia Pacific region, including Hong Kong. "We believe this premier location within the Hong Kong Science Park is attractive not only to clients but also to our current and prospective employees," explains Mr Liou.

Proactive support from InvestHK

"InvestHK has been proactive and helped support the expansion of our company in Hong Kong for several years. We have been able to leverage and benefit from the broad range of capabilities InvestHK provides," says Mr Liou. On this occasion InvestHK worked closely with PAREXEL to support the relocation of its offices to the Hong Kong Science Park. This included assisting with the process of securing the company's office space at Hong Kong Science Park and providing guidance on various aspects of the application. "We are looking forward to continuing to grow our business in the region," concludes Mr Liou.

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Top tips



- I encourage companies to work with InvestHK and to consult with them on their business growth and expansion plans at each stage of development, which has been extremely beneficial to us.
- Of note is Hong Kong's Closer Economic Partnership Arrangement programme (CEPA), which can help to facilitate future expansion in Mainland China.
- Companies should take advantage of the various promotional services InvestHK can provide including editorial features and media activity.