HEALTH AND MEDICAL BUSINESS GUIDE

businessgoldcoast.com.au
As Mayor of the Gold Coast I am honoured to introduce you to our great city.

It’s a place where the ‘have-a-go’ spirit is strong and people are proud to live, work, study, start and grow a business and raise a family.

In the lead-up to the Gold Coast 2018 Commonwealth Games™ we are embracing change and dreaming big. We are taking advantage of our opportunity to shine on the world stage.

The work we’re doing now will transform the Gold Coast from a city with potential to a truly world-class global centre.

The Gold Coast is already home to over 1500 health and medical enterprises, many exporting globally. The information provided in this guide is just an introduction to this thriving Gold Coast industry.

As a relatively young city, the best is yet to come. Be part of our future.

MAYOR TOM TATE
CITY OF GOLD COAST
The Gold Coast is a city coming of age. It is a place of opportunity that, over the next decade, will transform into a globally-recognised city while retaining its enviable lifestyle and stunning natural environment.

Strategically located on the edge of the Asia-Pacific rim, with access to two international airports, the Gold Coast is perfectly positioned as a destination for business, investment, study, sport, events, tourism and lifestyle.

The Gold Coast stretches along 57 kilometres of coastline and is home to over half a million people. Beyond the city’s beautiful beaches are vast, sub-tropical rainforests with breathtaking scenery.

The city enjoys a five-year average annual growth rate of 2 per cent and has access to an economic catchment of over 3.6 million people.

Welcoming close to more than 13 million visitors each year, the Gold Coast is Australia’s premier tourist destination, offering a vibrant mix of shopping, accommodation, theme parks, restaurants, entertainment and an abundance of natural attractions.

With a robust economy valued at over $31 billion, and an ambitious strategy that encourages innovation and sustainable growth, the Gold Coast’s future is full of promise.

Ours is an economy of opportunity that has grown from its basis in tourism and construction to a diverse, knowledge-based economic environment.
HEALTH INDUSTRY
The Gold Coast health and medical sector is the Gold Coast’s largest sector, employing over 40,800 highly skilled workers and contributing over $2.2 billion to the local economy.

Investment in the sector continues to grow with over $5 billion recently invested in the Gold Coast Health and Knowledge Precinct (GCHKP), Asia-Pacific’s emerging health and knowledge hub. The precinct is home to the Gold Coast University Hospital, research and allied medical facilities, as well as Griffith University and the Menzies’s Health Institute. The next stage of the GCHKP development will allow for the relocation and expansion of global enterprises into the Precinct.

The Precinct anchors the city’s health and medical industry and provides a unique innovation cluster to support leading health services, research innovation, world-class education and commercialisation of new products and services.

Across the city, the Gold Coast is home to over 1500 health and medical enterprises, producing over $2.7 billion in local sales and $173 million in exports.

Operating under high Australian standards and locally held intellectual property, Gold Coast businesses are gaining international recognition and demand for quality products and services; from supplements and pharmaceuticals to medical devices and specialist treatments.

Alongside our medical industry are a growing number of health and well-being products including organic skin care and sun protection and dietary supplements.
Alpha-H Skincare

Alpha-H is considered a global leader in corrective and preventative skincare, creating revolutionary cosmeceutical formulations, which help bridge the gap between the beauty counter and invasive treatments.

Alpha-H’s award-winning products have been designed to treat and visibly improve a wide array of skin conditions such as fine lines and wrinkles, pigmentation and sun damage, clogged pores and blemishes, acne and acne scarring, premature and sun-induced ageing, tired and lifeless skin.

Alpha-H is committed to achieving clinical results with minimal effort and zero downtime. Integrity and scientific development sets Alpha-H apart from other brands, which offer a band-aid rather than a solution for specific skin concerns.

To achieve fast effective results Alpha-H use a concentrated and balanced combination of potent cosmeceutical and natural ingredients, which are supported with scientific evidence and efficacy studies.

Products and services:

- cosmeceutical skincare
- professional skin clinic.
AQI Care Pty Ltd

AQI has been creating skincare for retail in Australia and Asia since 1993, concentrating on problem solving skin care products.

Their focus is on using high quality, effective natural ingredients suitable for all skin types with particular emphasis on sensitive skin, including Dermatitis, Eczema and Psoriasis.

AQI products include Face, Body, ACNE and Baby. These products are positioned in the Masstige category - premium products at affordable prices.

Their philosophy is to help achieve healthy skin by delivering the best safe, natural and effective skin care.

AQI's on-going success is based on constantly researching, developing and delivering the finest possible formulae using natural high grade actives and plant extracts to target sensitive and problem skin.

Products and services:

- specialising in dry, sensitive and problem natural skin care for adults, babies and teenagers
- effective natural ingredients for all skin types with emphasis on sensitive skin, including Dermatitis, Eczema and Psoriasis
- established in 1993 in Australia and rapidly expanding in Asia Pacific
- Face, Body, Baby and Natural ACNE in the “Masstige” sector.
Arctic Heat

Arctic Heat manufacture and distribute a revolutionary body cooling vest, other body cooling pieces, hot/cold rehab wraps and a Medical cooling kit. Arctic Heat products are simple to use while being a very effective application in eliminating heat stress, increasing recovery and injury treatment.

The medical cooling kit is used in many hospitals around the world for controlled hypothermia of heart attack victims. Arctic Heat also manufacture and distribute a cooling cap which is used during chemotherapy to assist in eliminating hair loss.

The cooling vest is successfully used in Sport, Industry, Medical and Military applications for heat stress management.

Products and services:

- body cooling vests
- cooling neckwraps and ties
- hot/cold rehabilitation wraps
- Medicool cooling kit
- cooling cap.
Australian Institute of Ultrasound

The AIU is a well-established, internationally recognised ultrasound training facility centrally located in the buzzing hub of Broadbeach, Gold Coast.

The AIU offers innovative and a strategic approach to education and training in health services by using live models. They have a passionate focus on maximising ‘hands-on’ experience for qualified students giving them the tools for success.

The health industry is always challenged with ever-changing technological developments and shifting models of health care and the AIU facilities enable them to be industry leaders.

We pride ourselves on community involvement by utilising volunteers within the local community who in return can proudly say they have individually helped with the training of medical professionals.

Products and services:

• off-site ultrasound training facility
• face-to-face ultrasound training facility
• individual ultrasound training facility.
Bio-Medicals

Bio-Medicals is a Nutraceutical health and wellness company located in Gold Coast, Australia.

Bio-Medicals have over 20 different sku’s that all embody health and wellness. They currently service over 1000 retail outlets around Australia and are passionate about helping people reach their health goals.

Products and services:

- organic tasteless cooking coconut oil
- organic high strength turmeric with black pepper, ginger and probiotics
- one a day liver detox formulation
- 100 per cent Australian organic diatomaceous earth powder.
BJP Laboratories Pty Ltd

BJP Laboratories is an Australian Therapeutic Goods Administration (TGA) Certified Goods Manufacturing Practice (GMP) contract manufacturing facility for Listed Medicines. BJP are able to produce nutraceutical and pharmaceutical products in tablet, capsule, powder and liquid form into various packaging formats. They also operate an Australian Food Standards contract manufacturing facility for bio-fermented liquid supplements.

Their facilities consist of state-of-the-art humidity controlled equipment, ideal for probiotics, Organically Certified (ACO) and is located in Yatala, on the Gold Coast.

Their 6000m2 facilities produce over 1000 skus, with their products exported to 30 countries.

BJP specialise in private label manufacturing of food supplements and currently manufacture over 450 different products for leading Australian brands and abroad.

Their technical staff under the leadership of Dr Mike Bridges PhD Biotech (UNSW) focus on product development on a variety of health products.

They also offer small batch production to help keep trading stock to a minimum.

BJP Laboratories can work with customers to develop a batch that is affordable, economical and realistic for the market.

Products and services:

- Probiotics Powders 10 Billion –Great tasting and fun for kids–Kakadu Plum, Coconut, Baby Probiotic, Berry Boost, Chocolate
- Sublingual Sprays – restful sleep, stress and anxiety, allergy, vitamin d3, anti-bloating, olive leaf throat spray
- My Range – My Heart, My Allergies, My Blood Sugar, My Memory, My Digestion.
Cleantech UV International Pty Ltd

Cleantech UV’s, remUVe® - Infection Protection System (IPS) offers a chemical free; hands off method for disinfecting mattresses in a range of environments including healthcare, institutional, aged care, hospitality and more. Internationally experienced and responsive to customer needs they offer standard models, as well as instruments specifically customised to your requirements.

Maintaining a high level in hygiene is imperative in care and multi-used sleeping environments. Cleantech UV’s UVGI technology (Ultraviolet Germicidal Irradiation) enhances your capability to implement truly effective regimes without exposing staff and contact surfaces to harsh chemicals. Recognised and certified as a medical device (GMDNS 35150- Light, germicidal, ultraviolet), their products are used in a wide range of low and high-risk environments. Their quality Australian Made devices are designed with safety and effectiveness in mind.

UVGI is a proven technology that works at the genetic level to kill many different types of germs, it has been proven safe for food use and powerful for medical use.

- Water free, scrub free, rapid surface disinfection is easily achieved in high risk environments, where it significantly reduces manual handling of mattresses that can lead to both aerosols as well as staff manual handling issues.
- In low-risk environments, it provides peace of mind and hygienically clean sleep surfaces.

Products and services:

• powerful UVGI mattress disinfection devices
• hospital grade medical devices
• light weight, portable and easy to use
• in situ disinfection without the use of chemicals.
**Cosmetics Manufacturers**

Cosmetic Manufacturers works with companies in the cosmeceutical, pharmaceutical and therapeutic industries to create and manufacture innovative and highly consumable products.

A trusted name for almost 30 years, they are proud to be Australian owned, based on the Gold Coast, Queensland, and fully licensed with the Therapeutic Goods Administration (TGA), Australian Certified Organic (ACO) and Australian Pesticides and Veterinary Medicines Authority (APVMA). They are leaders in natural botanical, certified organic and therapeutic skin, body and hair care.

Family founded and operated, Cosmetic Manufacturers deal direct with all new and existing customers. They are leaders in a wide range of high quality products including anti-ageing, baby skincare and body products, therapeutics, pharmacy lines, sun protection, hair care and professional massage lines. Their key markets include Australia, Europe, Asia, New Zealand, PNG, USA, Canada and the UAE.

Cosmetic Manufacturers provide assistance in every step of the process and deliver quality of service that ensures your product is of the highest marketable and consumable standard.

**Products and services:**

- leader in natural, botanical, organic and therapeutic skin, body and hair care, oral liquids and health tonics
- develop innovative and highly consumable product formulations
- manufacture only the highest quality products with quality guarantee
- fill, pack, label and shrink wrap your products, ready for the local distribution or export.
Docto

Docto is Australia’s first online hospital; run by Doctors, for Patients. Docto has a 24 hour emergency telehealth service providing on demand secure chat, voice or video consults with a fully trained Australian Emergency Physician. Docto also hosts a group of leading medical specialists and allied health practitioners providing video consultations by appointment.

Docto has a complete range of medical specialties that you would expect to find in any major Australian tertiary teaching hospital.

Their specialists can provide diagnostic and treatment advice, medical reports, certificates, prescriptions and request investigations. If you would like to see a Docto medical specialist they encourage you to involve your own GP wherever possible. Medicare rebates are available for eligible patients.

Products and services:

- Docto is a telehealth service providing video consultations with Australian tertiary hospital medical specialists.

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Eco Superfoods

Founded by an expert team including Billy Simmonds (former INBA Mr Universe Bodybuilder), Eco Superfoods creates a fusion of natural plant based wholefoods and superfoods formulated specifically for fit and active lifestyles. Their formula uses the best, natural and organic ingredients to deliver the best results.

Products and services:

- **Supercharge your Metabolism**
  Plant based, alkaline, high protein formula with thermogenic ingredients including Matcha Green Tea, Garcinia Cambogia and Green Coffee Bean to give your body natural vitality.

- **Burn Fat and Build Lean Muscle**
  Key nutrients, High Protein, lower Carbohydrate weight loss formula that contains balanced complex carbohydrates from Casava, Amaranth and Quinoa for sustained energy.

- **Performance Nutrition**
  Raw and Organic proteins: Yellow Pea Protein, Sprouted and Fermented Brown Rice Protein and Sacha Inchi. engineered for performance with a unique Amino Acid and Digestive Enzyme delivery system.

- **Digestive Enzymes**
  Probiotics, Prebiotics and Fibre – plant derived digestive enzymes such as Aloe Vera, Peppermint, Licorice Root Papaya and Pineapple to promote better gut health.

- **Super Greens**
  Potent, nutrient rich and concentrated organic raw greens: Spirulina, Chlorella, Barley, Wheat and Alfalfa Grass with added natural plant based digestive enzymes for better absorption.

- **Superfoods**
  Boosts your intake of vitamins, minerals and antioxidants with superfoods including Goji Berries, Mitake Mushrooms and Camu Camu.

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Emery Industries

Emery Industries was founded in June 2007 and is an Australian manufacturer of Stainless Steel medical and healthcare equipment. Emery’s manufacturing factory is on the Gold Coast. Emery can offer standard Stainless Steel health products and can customise to your exact requirements. Emery also offers an extensive range of complimentary products from our manufacturing and imported range of premium storage-solution products.

Mission statement: Emery Industries is committed to meeting and exceeding the requirements, needs and expectations of their customers. They support their quality goals, objectives and continually seek to improve the value of their offering to the market.

Vision statement: Emery’s vision is to become a leading medical manufacturer and distributor throughout Australia and New Zealand. This is achieved through innovation, quality products, exceptional customer service and a resolve to outperform others.

Products and services:

- manufacturers of stainless steel medical equipment
- storage solutions
- pathology items and specimen equipment.
Grace Cosmetics

For over 30 years, hundreds of thousands of people from across the globe have fallen in love with Grace Cosmetics. Grace Cosmetics proudly formulates cosmeceutical skin care with the very best natural and botanical bio-active ingredients, including certified organic aloe vera.

Their cosmeceutical skin care range contains powerful active ingredients that enhance the appearance of the skin and influence its biological function at a cellular level. Grace Skin Care delivers essential nutrients for healthy skin and provides effective solutions for skin concerns.

Family founded and operated, Grace Cosmetics has been privately owned since it’s establishment in 1983. They are a private label of Cosmetic Manufacturers based on the Gold Coast in Queensland, Australia.

All Grace products are proudly Australian made in their privately owned Therapeutic Goods Administration (TGA), Australian Certified Organic(ACO) and Australian Pesticides and Veterinary Medicines Authority (APVMA) licensed facility.

Products and services:

- cosmeceutical skin care range formulated with natural and botanical bio-active ingredients that include certified organically grown aloe vera, known for it’s health promoting benefits
- advanced anti-ageing solutions with natural antioxidants, herbal extracts, essential vitamins and natural AHAs for smoother, younger looking skin
- their most advanced anti-ageing technology consists of a unique blend of trademarked ingredients including Gatuline Intense®, Glycolift®, IBR-Dormin®, Snowflake® and Zemea® together with free-radical fighting antioxidants and precious botanicals
- all natural ingredients: no artificial preservatives, colourants or perfumes. Not tested on animals.
Graham’s Natural Alternatives Pty Ltd

Established by Geoff Graham in 2001 after his family’s young son Ryan, at the age of 14 months, developed severe eczema. Together with his wife, they tried every product on the market to help Ryan, even travelling overseas to find relief. When everything else failed to help, they took matters into their own hands and developed a cream to help Ryan and now thousands of sufferers around the world.

Grahams Natural Alternatives developed a range of premium natural skin care products for the relief of Eczema, Psoriasis and Dermatitis.

The Grahams Natural range is sold worldwide and has acquired TGA, FDA and European compliance for their range of natural skin care. They also have a dedicated children’s only range, Grahams Natural Kids, which specialises in treating babies and children with eczema.

Products and services:

• natural Eczema, Psoriasis and Dermatitis creams
• natural mineral sunscreen SPF 30+
• GN Kids Eczema Cream and Eczema Body and Bath Oil
• 99 per cent organic lip balms.
Medical Rescue Group

The Medical Rescue Group is a specialist pre-hospital medical practice providing a wide range of services to both the Government and Private sectors.

Their services include, onsite medical clinics with Doctors, Paramedics and Nurses, Patient Transport Services, International and Domestic Aeromedical Retrieval and telemedicine services.

The group has in excess of 100 employees working in three different countries all managed from it’s head office on the Gold Coast.

Products and services:

- onsite medical clinics
- aeromedical retrieval
- patient transport
- accredited training (RTO).
**Natalie Group Pty Ltd**

ECO. Modern essentials provide a vibrant, sensual and natural offering to address skin care concerns and day-to-day wellbeing. ECO. specialise in natural and organic oils for face body and wellbeing.

ECO. develop products that support an engaged active life so that we may thrive, because ageing well, with strength of mind and body is the ultimate goal. They do it by engaging life!

ECO. is driven by an enthusiastic team who love being connected to their home turf the golden East Coast Australian beaches, and are passionate about keeping them clean for everyone now, and into the future. Love of sun, surf and sand balanced with a desire for general wellbeing and balance sees them strive for excellence and effectiveness in their products, and they love using them too!

Founded more than 20 years ago in Queensland, ECO. is the sister range to industry endorsed, natural salon skin care range NAT., also developed by the Natalie Group.

ECO. is proudly found nationally in Australia and also exports to the US, Canada, UK, Sweden, Dubai, China and Singapore.

**Products and services:**

- Australian made natural and organic skin care and pure essential oils
- specialising in natural and organic oil formulations for face and body and wellbeing
- not tested on animals and made with ethically sourced ingredients
- the product range supports an active, vibrant lifestyle that embraces natural and healthy living by engaging and heightening all the senses.
Rochway

Rochway a division of Probiotics Australia is an Australian brand manufactured and owned by BJP Laboratories. Rochway acquired the probiotic/bio fermentation cultivation plant in 2005: the original production facility was established in 1992.

Their laboratory is located at Yatala on the Gold Coast, Australia and the production facility forms part of a GMP laboratory certified for the production of listed medicines.

Rochway branded products are sold in over 2000 pharmacies and health food stores in Australia and exports bio fermented (probiotic) supplements and raw materials to many countries such as Germany and Italy. All of Rochway’s products are available to export customers.

The Rochway product range is based on a probiotic bio-fermentation of papaya leaf and fruit. Papaya leaf has demonstrated immune system modulation and the fermentation process enhances bioavailability. The products offer support for a range of symptoms as well as long term promotion of immune system function.

Products and services:

- Probiotics powders 10 Billion – great tasting and fun for kids–Kakadu Plum, Coconut, Baby Probiotic, Berry Boost, Chocolate
- sublingual sprays – restful sleep, stress and anxiety, allergy, vitamin D3, Anti-Bloating, Olive Leaf Throat Spray
- My range – My Heart, My Allergies, My Blood Sugar, My Memory, My Digestion
Skin02

Skin 02 is one of Australia’s leading cosmeceutical brands, offering professional grade retail products and in-clinic treatments and formulated to address major skin concerns such as ageing, pigmentation and acne.

Developed by Australian cosmetic physician Dr Aaron Atia, Skin 02 was formulated by doctors for doctors, for all skin types, including sensitive and post-surgical skin with clinically proven skincare, makeup, cosmetics and professional salon treatment products.

Products and services:

- dermatologically tested, hypoallergenic and non-comedogenic
- clinically proven and chirally correct
- exporting to countries including the UAE, Thailand and Egypt.
Weight Loss Solutions Australia

Weightloss Solutions Australia (WLSA) was first established on the Gold Coast in 2000. Their mission is to assist as many adult Australians as possible to better manage their weight and live longer, healthier and happier lives.

WLSA are a full service Bariatric Surgical practice with a complete allied health team on-site including Nurses, Psychologists and Dietitians. They believe that a multi-disciplinary team approach will lead to long term sustainable and successful results for their patients.

Products and services:

- Orbera Intragastric Balloon
- Laparoscopic Sleeve Gastrectomy
- Vertical Sleeve Gastroplasty
- Laparoscopic Gastric Banding
- Mini Gastric Bypass
- Bypass
- Revisional Bariatric Surgery.
Business and investment support

The City of Gold Coast is ‘open for business’.

We are here to help connect you and deliver the best outcomes for your business.

To find out how we can help, contact one of our experienced Business Development Officers:

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