



## San Antonio's bioscience sector expanding its global reach

San Antonio may not yet be top of mind internationally when it comes to big-league bioscience players. But local leaders are working to raise the city's visibility, and they've received a major assist from companies and institutions that have helped shine a brighter spotlight on the breakthrough activity occurring here.

The Alamo City took a giant leap toward greater global recognition in June, when the University of Texas Health Science Center at San Antonio and the University of Texas Health Science Center at Houston jointly entered into two landmark licensing agreements with a newly created subsidiary of China-based [CSPC](#) Pharmaceutical Group Ltd.

[UT Health San Antonio](#) officials expect the deal to net the two Texas institutions a combined \$114 million in licensing payments and royalties. But the real win for the Alamo City is the international exposure its bioscience industry should receive by working with an \$11 billion Chinese company with an extensive international reach.

UT Health San Antonio President Dr. William Henrich expects the agreement with CSPC — which includes the creation of AlaMab Therapeutics Inc., a new biotech company that will be based in the Alamo City — will shine a brighter light on the region, perhaps leading to additional international collaboration.

"It is my fervent hope that this is the tip of the iceberg," Henrich said. "This is a big step in that direction, for sure."

Other key players are extending their reach to other continents.

Earlier this year, the San Antonio Business Journal reported that Acelyt LP Inc. was making moves to strengthen its international penetration. R. Andrew Eckert, president and CEO of Acelyt, said his plan was to create a "greater geographical nexus of activity" for the company.

Acelyt traces its roots back to Kinetic Concepts Inc., which was established in the Alamo City in 1976. Eckert said Acelyt has a "tremendous opportunity" to expand its business opportunities in markets across Asia, Europe and the Middle East.

Other San Antonio bioscience companies are expanding their reach. Bluegrass Vascular Technologies Inc., for example, which moved to San Antonio from Kentucky, is already selling its Surfacor Inside-Out Access Catheter System in more than a half-dozen countries outside the U.S. Bluegrass CEO Gabriele Niederauer said the company's distributor is now looking to into other parts of the world, including Africa and the Middle East.

James Garvin, CEO of CytoBioscience, a biotech company that moved from Germany to San Antonio in 2015, said that while the city is gaining more international recognition, it must remain dogged in its quest for more international attention and opportunities.

“San Antonio is already one of the best places in the world for biotechnology,” he said. “But we need to continue to beat our chests.”

Source: <https://www.bizjournals.com/sanantonio/news/2017/11/02/san-antonios-bioscience-sector-expanding-its.html>

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