

SUPPLEMENTAL INFORMATION

METHODOLOGY

Purposive sampling was used to identify a representative group of innovative home-grown Chinese biotechnology companies that specialize in the development of biologicals, biopharmaceuticals, diagnostics, stem cell therapies, and related technologies and services, targeted to address domestic health needs¹. We used a case study design where the case was defined as the individual firm. Methodology included consulting local and global experts familiar with the Chinese biotechnology sector, literature resources, and industry reports. Chinese firms that specialize solely in agricultural, environmental or industrial biotechnology, for reasons unrelated to human health, were not included in this study. Using this sampling, 23 companies were approached for an interview, 1 of which declined. Herein we describe the comparative case study analysis of 22 Chinese health biotechnology firms (listed in **Table 1**).

Semi-structured and open-ended interviews were conducted on-site with company officials between May 2006-January 2007, audiotaped, and analyzed using qualitative content analysis and software. The five major themes explored during the interviews included: core competencies, product portfolios and pipelines; capabilities along the product development value chain; alliances and partnerships; barriers and incentives for development; and financial issues. In addition to the primary interviews, data was also collected from relevant documents and company websites. Companies were asked to fact-check the data presented in the tables and boxes prior to publication to ensure the information was up-to-date and accurate. This study was approved by the research ethics board of the University of Toronto.

References

1. Frew, S. E., Sammut, S. M., Siu, W. W. & Daar, A. S. The role of the domestic private sector in developing countries for addressing local health needs. *Int. J. Biotechnol.* **8**, 91-102 (2006).