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Chief Executive Officer

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Communications Manager

Vicky Jones

Membership Engagement Manager

Jo O'Brien

Event Coordinator

Nicole Pitcher

Office Manager

Braden Pitcher

Graphic Designer

Lusia Guthrie

Interim CEO
January - April 2017

Contact Us

Phone Number

+61 3 9667 8181

Website

www.biomelbourne.org

Email

info@biomelbourne.org

Twitter

[@biomelb](https://twitter.com/biomelb)

LinkedIn

BioMelbourne Network Group

Address

Milton House
Level 2, 25 Flinders Lane
Melbourne, Victoria
Australia, 3000

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Who We Are

About BioMelbourne Network

BioMelbourne Network is a not-for-profit, industry-led membership association for organisations engaged in biotechnology, medical technology, pharmaceuticals and health innovation in the state of Victoria.

Playing a critical role in connecting business, research, finance and government, BioMelbourne Network supports and promotes the growth of the sector to facilitate the development and commercialisation of new drugs, devices, diagnostics and digital health technologies in Melbourne.

For the past 17 years, we have championed an environment that has enabled Melbourne organisations to innovate, commercialise and to impact the future of healthcare locally and globally.

We do this by:

- Advocating for policy, tax and regulatory settings that support the growth of the sector
- Delivering a high calibre program of over 40 events per year that provide access to key stakeholders and decision makers, local and international industry intelligence and networking opportunities
- Raising awareness of non-dilutive funding opportunities and government support programs
- Working with the Victorian State Government to lead and co-ordinate international trade activities
- Collaborating with other peak bodies and industry associations to promote cross-sectoral engagement and global connectivity
- Hosting international industry representatives to showcase Melbourne's capabilities and facilitate introductions with our member organisations
- Promoting Melbourne as a unique health innovation destination to local and international media, governments and strategic partners
- Representing the sector at local, national and international forums
- Supporting businesses to grow and scale their operations in Melbourne by providing advice and facilitated introductions to expertise.



“ BioMelbourne Network always feels like it is tailored to individual needs. Whenever I reach out for support – be it a connection, a meeting invitation, a simple question, a complex question – BioMelbourne Network is always there. There is help extended across the entire vertical and all staff are always ready to assist. It feels personal and is highly effective. ”

Dr Kerry Hegarty

Business Development Director - Research, Innovation & Commercialisation,
The University of Melbourne



Our history

BioMelbourne Network was established in February 2001 by the Committee for Melbourne, following a report from the Boston Consulting Group on the Victorian biotechnology industry.

The Committee for Melbourne and the newly formed BioMelbourne Network were successful in securing a three-year establishment grant from the State Government of Victoria in late 2002. This grant provided the critical funding to launch BioMelbourne Network as an independent industry-led membership organisation.

The Network is now fully funded by its membership and associated activities and has been financially independent since 2005. It now covers the amalgamated biotechnology, medical technology and pharmaceutical industry.

Why Melbourne?

Melbourne is the city that anchors Australia’s health innovation ecosystem. It is a vibrant city that draws together talented people, new technologies, world leading infrastructure, high calibre healthcare systems and financial markets. Place is important for innovation and as a connected, collaborative city Melbourne has a style of doing business that draws heavily on networks.

BioMelbourne Network provides a key competitive advantage for Melbourne’s future by connecting capabilities within the city, across Victoria, around Australia, and linking them to the global healthcare industry.

“ The most valuable aspect of being a BioMelbourne network member is the collaborative and supportive network it provides. BioMelbourne Network works hard for our sector and has taken up key causes on behalf of our SME’s who often don’t have the bandwidth or focus. BioMelbourne Network has had great success over the years. ”

Sue MacLeman

Managing Director and Chief Executive Officer, MTPConnect

Thank you

BioMelbourne Network values the support and engagement of our members.

The major sponsors in the past year have been:



Many members have supported the Network by way of sponsorship or hosting of events over this period, and these include:

- Allens
- Australian Regenerative Medicine Institute (ARMI)
- Australian Synchrotron
- Avatar Brokers Pty Limited
- Brooker Consulting
- CSIRO
- CSL
- Davies Collison Cave
- EY
- FB Rice
- Greengage Consulting
- IDT Australia
- Johnson & Johnson Innovation
- KPMG
- MiniFAB
- Monash University
- Moore Stephens
- Norton Rose Fulbright
- Nucleus Network
- Philips Ormonde Fitzpatrick
- Piper Alderman
- Planet Innovation
- Starpharma
- State Government of Victoria (DEDJTR)
- Florey Institute of Neuroscience & Mental Health
- The Royal Society of Victoria
- Walter and Eliza Hall Institute of Medical Research
- University of Melbourne
- World Courier

Message

from the Chair and CEO



Dr Krystal Evans
Chief Executive Officer



Andrew Carter
Chair

Melbourne is the city that leads Australia for innovation in healthcare. Over the past year, BioMelbourne Network has continued to connect members across Victoria's innovation ecosystem, for better business outcomes that deliver better patient outcomes.

BioMelbourne Network serves over 180 member organisations by developing programs and activities that promote collaboration, innovation and commercialisation. This supports the biotechnology, medical technology and pharmaceutical sectors in Melbourne to be more economically sustainable and globally competitive.

There are plenty of metrics that demonstrate the impact of Melbourne's biotechnology, medical technology and pharmaceutical sector. For example, in Victoria, the sector employs more than 23,000 people, generates over \$12.7 billion in revenue and contributes over \$1.35 billion in exports to the Victorian economy. These statistics were highlighted in the recent report, "State of the Sector - Medical Technologies and Pharmaceuticals 2017."

With such compelling numbers, it's easy to forget that our sector is driven by people. It's people making the discoveries, people developing products and commercialising technologies, people who design, engineer and manufacture, and ultimately, people who deliver the benefits of innovative healthcare products all over the world.

The power of BioMelbourne Network resides in the commitment, knowledge and participation of our members. Thank you for your support in FY2017. Special thanks to our event hosts, sponsors, speakers and suppliers, whose generosity creates new opportunities to engage.

We particularly appreciate those members who make themselves available to discuss, debate and collaborate on issues that impact BioMelbourne Network members, particularly the R&D Tax Incentive and changes to the 457-visa system.

The strength in our sector has been demonstrated through the collaboration of local and national industry organisations and peak bodies who have shown great commitment to the sector by partnering on key activities. This collaborative approach has contributed to the sustainability of the sector in FY2017 and beyond.

BioMelbourne Network shares the State Government of Victoria's long-term vision for the growth of the state's biotechnology, medical technology and pharmaceutical sector. It has been fantastic to partner with the Department for Economic Development, Jobs, Transport and Resources (DEDJTR) to respond to sector needs in ways that raise productivity and overcome barriers to growth.

Melbourne is ideally positioned to leverage Victoria's manufacturing expertise, commercial capabilities and medical research foundation to lead the transition of the State's economy to a high-value, high-knowledge, high-impact growth economy. It is exciting to see the contributions of BioMelbourne Network members to that transition and to changing the future of healthcare globally.

We invite you to reflect on some of our highlights from FY2017 in this report and look forward to working for you and with you all again in FY2018.

Regards,
Andrew and Krystal

Highlights

Member Engagement

Delivered **45 events reaching 2,688 industry professionals** (11% increase from FY2016) of which 68% of attendees were from member organisations.

The 5th Annual Devices + Diagnostics Lab was held in March 2017, incorporating 17 speakers and 4 chair-people, from both Australia and the US. There were **165 attendees** (an increase of 24% from the FY2016), including representatives from the State Government's Victorian Invitation Program. Over 80% of post-event survey respondents rated the program as either excellent or outstanding.

Sector leaders were supported with a series of **13 leadership-specific lunches** addressing issues impacting decision making for Chief Executive Officers, Chief Financial Officers, Chief Operating Officers and Non-Executive Directors.

Members participated in the *Industry-Academia* and *Industry-Clinical* working groups to inform BioMelbourne Network's advocacy voice and program of stakeholder engagement activities.

In FY2017, BioMelbourne Network also facilitated dozens of member connections and met one on one with members to assist them with their business objectives.

Important sector news stories featured on our website, including member news, and over FY2017 **the average monthly number of unique visitors to our website tripled** - increasing from 2,759 in June 2016 to 8,804 in June 2017, with visitors from Australia and international locations.

BioMelbourne Network sent out **46 newsletters** containing sector intelligence and member news stories.

Advocacy

We played a leading role in communicating to the Federal and State Government Ministers the detrimental effects that capping the **R&D Tax Incentive** would have on the biotechnology, medical technology and pharmaceutical industry. BioMelbourne Network also made individual and joint submissions to the State and Federal Government in response to other key issues.

We worked with members and other leading industry bodies to advocate for revisions to **Australia's 457-visa program** that will ensure Melbourne remains a top choice for talented professionals who can contribute to developing the next generation of medical therapies for the world.

In FY2017, BioMelbourne Network played a strong advisory role to the State Government of Victoria, assisting in identifying gaps in the innovation ecosystem.

Strategic relationships with other peak-bodies and associated organisations (local, national and international) were strengthened and we used this collaborative approach to maximise the sector's voice in independent and joint submissions, such as the R&D Tax Incentive Review.

Global Connectivity

A memorandum of understanding (MoU) with the Medical Alley Association was signed to advance opportunities for collaboration between Melbourne and the Minneapolis region in the areas of medical and health technology.

BioMelbourne Network co-ordinated a high-level delegation of **14 Victorian medical technology organisations** on a 9 - day U.S. MedTech Trade Mission to attend AdvaMed 2016, with site visits in Boston and Minneapolis. 100% of delegates reported that the 2016 U.S. MedTech Trade Mission provided positive business outcomes for their organisation.

25% of events across our entire program in FY2017 featured international speakers, ensuring members were kept informed of industry trends and developments, as well as provided with opportunities to engage with the global innovation ecosystem.

We worked with the State Government on the Victorian Invitation Program (VIP) week - an invitation-only inbound Trade Mission program, showcasing the very best of what Victoria can offer, including our world-class health and medical technology facilities.

“ Thank you again for the kind invitation to the very inspirational and informative [leadership] lunch on Thursday. I really appreciate being able to attend such important events and the opportunity to both showcase our capabilities at such events ”

Dr Tina Soulis

CEO, Neuroscience Trials Australia

FY2017

Governance

10 Board meetings were held during the year and the Board was supported by its two standing committees who met regularly.

The Board gave specific attention to strategic direction and oversaw the financial management of the organisation, including the engagement of William Buck, chartered accountants and advisors to provide accounting services to the association.

Lusia Guthrie joined the BioMelbourne Network team from January to April of 2017 in the role of Interim CEO during Krystal's parental leave period. The Board, the CEO and the secretariat greatly appreciate the extensive knowledge and experience that Lusia shared with the organisation and our members during her time as interim CEO.

The Board acknowledged the significant contribution of Peter Lewis AM, Board Member (since August 2013) and Company Secretary (since November 2015), who retired in May 2017.

Board Member (since December 2010), Dr Lorna Meldrum, has been appointed to the role of Secretary and Public Officer as of June 2017.

Diversity

We championed diversity within the sector through the 9th Annual Connecting Women Lunch and via the Women in Leadership Awards.

Our entire events program featured 142 speakers and **38% of all our speakers were women (an increase from 36% in FY2016)**.

BioMelbourne Network advocated for women's participation in the broader sector through various other platforms.

SECTOR REACH



184 Member Organisations



2,337 People in our member organisations



4,197 People in our wider network

OUR EVENTS



We've held **45** EVENTS



Reaching **2,688** INDUSTRY PROFESSIONALS



Which means **860** NEW FACES



We've had **142** GUEST SPEAKERS



25% featured an international speaker



38% of speakers were women

SOCIAL NETWORKING @BIOMELB



4,865 followers on Twitter



1,227 followers on LinkedIn

Advocacy

BioMelbourne Network is committed to fostering a business environment that supports member and sector growth. Where members have identified issues, barriers and industry needs, BioMelbourne Network has worked to communicate concerns and represent member views at all levels of government.

There have been two significant areas for concern for BioMelbourne Network members over the past 12 months that have prompted us to make substantial advocacy contributions. We have opposed the proposed changes to the R&D Tax Incentive, and most recently, addressed the issue of skilled migration, in response to the abolishment of 457 visas.

Thank you to those members who provided detailed, powerful case studies demonstrating the business needs of the biotechnology, medical technology and pharmaceutical sector. BioMelbourne Network will continue to be a champion for the sector working with Local, State and Federal Government to progress innovative industries in Victoria, and to support the development and translation of discoveries into products for global markets.

Response to the proposed changes to the R&D Tax Incentive

- Surveyed member companies in late 2016 to assess and quantify the impact of the proposed changes
- Submitted a formal response to the Federal Government communicating the results of this survey and demonstrating the impact of the cap on the biotechnology, medical technology and pharmaceutical sector
- Collaborated with AusBiotech, Medicines Australia, Research Australia and the Medical Technology Association of Australia to make a joint submission to the Government
- Met with State and Federal Ministers and their advisors to communicate member concerns and propose alternative changes
- Worked with AusBiotech to deliver a Postcard Petition to the Government
- Committed to ongoing dialogue around future R&D tax arrangements for the sector.

BioMelbourne Network survey results of the likely impact of the proposed \$2M cap on the R&D Tax Incentive:

- 77% would undertake less R&D activity
- 52% said they would move R&D activity offshore
- 48% would reduce the level of collaboration with local research organisations
- 38% surveyed would incur job losses.



Response to changes to 457-visa program:

- Reached out to members via our communication channels to obtain case studies and collate points of concern
- Participated, with members in a *Technology Industries* roundtable discussion with the Department of Immigration and the Department of Industry
- Submitted a formal response to the government outlining the importance of our sector's ability to access international talent in order to fully participate in the global economy
- Advocated for revisions to the skilled migration list
- Collaborated with other key industry bodies on a joint response to government when the skills list was reviewed and key occupations were returned to the list
- Committed to ongoing consultation with government regarding life science related jobs as well as the negative impact of the unstable nature of frequent reviews of the skills list and the burden of the mandatory requirement for labour market testing.

Additional advocacy highlights in FY2017 included:

- Convened four meetings for each of the *Industry-Clinical* and *Industry-Academia* working groups
- Attended regular meetings with Ministers of the State Government of Victoria
- Worked collaboratively with the Victorian State Government's Department of Economic Development, Jobs, Transport and Resources (DEDJTR) on projects including the Advamed Trade Mission and a series of events on international trade opportunities
- Hosted a roundtable session with MTPConnect Managing Director and CEO Sue MacLeman on the Sector Competitiveness Plan
- Provided feedback on AusTrade's International Health Trade Strategy for 2016-17 that aims to promote Australia's health capabilities to international markets

“Access to global talent is essential to growing globally successful businesses. With Melbourne's enviable lifestyle and growing opportunities in biotechnology, our city is well placed to attract smart, talented people. The revised skills migration list will ensure Melbourne remains a top choice for talented professionals who can contribute to developing the next generation of medical therapies for the world.”

Dr Krystal Evans, CEO, BioMelbourne Network

Community Engagement: Innovation Week 2016

BioMelbourne Network recognises that the long-term success of the sector involves an outward-looking strategy that extends across scientific disciplines, sectors, borders and beyond the current local and global political landscape. This strategy must also incorporate engagement with the community who are future patients, employees, investors and policy supporters.

In November 2016, BioMelbourne Network held the launch of 2016 Innovation Week with a BioBreakfast event at the Royal Society of Victoria on one of the biggest global drivers of innovation in medical technology and pharmaceuticals today - *Genomics and Personalised Medicine*.

Innovation Week is an annual celebration of innovation in science, technology, engineering, mathematics and medicine (STEMM) in Australia, led by the Australian Science and Innovation Forum (ASIF) in partnership with the Australian Academy of Technological Sciences and Engineering (ATSE).

The goal of the Innovation Week is to foster an innovation culture that values basic research, features the translation of discoveries, and celebrates successful teams as well as emerging entrepreneurs and start-ups.

Additional community engagement highlights in FY2017 included:

- BioMelbourne Network CEO appointed to Committee for Melbourne's (CfM) MELBOURNE 4.0 Steering Committee
- Dr Krystal Evans was an invited speaker at the Connecting Women in STEMM Conference
- BioMelbourne Network contributed to CfM Future Focus Group project on future biotech skills in Melbourne - a project linking secondary school students and industry
- BioMelbourne Network CEO appointed to the Foundation Committee of the newly formed Global Health Alliance Melbourne.

International Connectivity and Engagement

BioMelbourne Network is committed to furthering the global reach of Melbourne's capabilities and to fostering and enhancing connectivity, collaboration and capability to boost the competitiveness of Victoria's biotechnology, medical technology and pharmaceutical sector on a global scale.

International BioBreakfasts

In FY2017, we worked with the State Government of Victoria to deliver three BioBreakfast events with a focus on informing and preparing companies for engagement with international markets. This series increased the competitiveness of companies exploring market entry by providing information to enhance their ability to negotiate emerging trade opportunities and boost capacity for investment attraction.

Regions covered included India, the European Union and China:

BioBreakfast - India Unplugged

Tuesday 20th September 2016

BioBreakfast - Pathways to Europe: Pitfalls and Strategies for Success

Tuesday 21st March 2017

BioBreakfast - Strategies for China: Managing Risk to Build Opportunity

Friday 30th June 2017

The combined attendance of the series was **172 people from 86 organisations** over the three events.

International Speakers at BioMelbourne Network Events

25% of all BioMelbourne Network events in FY2017 featured international speakers. This ensured members were informed of industry trends and developments, as well as provided with opportunities to engage with the global innovation ecosystem.

Some of the featured international speakers included:

Canada:

Dr Michael H. May
Centre for Commercialization of
Regenerative Medicine

Japan:

Patrick Flochel
EY

EU:

Thomas Lönngren
NDA Group AB

US:

Gerald Chan
Morningside Ventures

Dr Huzefa Neemuchwala
Medtronic Inc.

Dr Michael Rosenzweig
Merck Research Laboratories

Pamela Contag
Springboard Enterprises USA

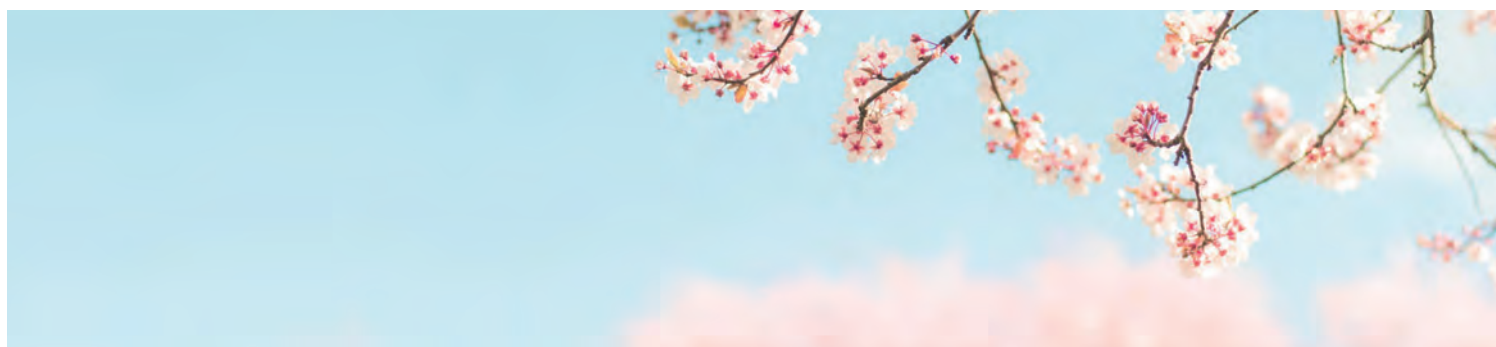
Jon Baer
Threshold Ventures

Andreas C. Pfahnl
Nortech Medical Devices

Randall S. Nelson
Evergreen Medical Technologies, Inc.

Dr Asish Xavier
Johnson & Johnson Innovation

Dr Vijay Murthy
Johnson & Johnson Innovation



The Medical Alley Association

There is a great synergy between Minneapolis in the U.S. and Melbourne. Many Australian companies are choosing Minneapolis as the location for their U.S. headquarters because of the thriving medical innovation community, and the support of the Medical Alley Association which, like BioMelbourne Network, strives to facilitate positive outcomes for the industry and the community.

In October 2016 BioMelbourne Network and Medical Alley signed a memorandum of understanding (MoU) to further advance opportunities for collaboration between Melbourne and the Minneapolis region in the areas of medical and health technology.

As an extension of our US connectivity, BioMelbourne Network works closely with Boston based Nathan Elia, the Investment and Trade Director at the Victorian Government Business Office (Americas Region), who has a wealth of local knowledge and contacts in the life sciences sector.



“First off, a heartfelt gracious thank you for organizing the events over last week. I must say that I was quite impressed with the depth and diversity of biotechnology activity in the Melbourne area. Equally so, I came back a little stunned by the ability of the BioMelbourne team to put together such an impressive array of technology and business development meetings with government, entrepreneurs, academicians, physicians and health system administrators! Your organization is ahead of other major cities in the world, in its reach and connection with biotech stakeholders.”

Dr Huzefa Neemuchwala,
Sr. Director Data & Informatics Innovation, Diabetes Service & Solutions,
Medtronic Diabetes, Northridge CA

“Our partnership with BioMelbourne Network has paid great dividends for our community and members. Through the combined work, companies and researchers have gained access to new technologies, talents and capabilities to improve mankind’s ability to take care of itself. In three short years, we have seen investments into Medical Alley and into Melbourne, and we are excited to support the partnership for many more years.”

Shaye Mandle,
President & CEO, Medical Alley Association Diabetes, Northridge CA

International Visitors in Melbourne

Additionally, in FY2017, BioMelbourne Network continued to provide a “concierge” service to inbound visitors, facilitating local business introductions and providing them with information about and access to Melbourne’s impressive healthcare innovation infrastructure.

In March 2017, we worked with the State Government on the Victorian Invitation Program (VIP) week - an invitation-only inbound Trade Mission program showcasing the very best of what Victoria can offer, including our world-class health and medical technology facilities.

Part of the delegation from the 2017 VIP attended our Devices + Diagnostics Lab which featured two VIP participants as international keynote speakers as part of the event program. This full-day event also created the opportunity for the VIP delegation to attend sessions and engage with local sector leaders.

Victorian MedTech Trade Mission to the U.S.

BioMelbourne Network on behalf of Trade Victoria and the State Government of Victoria led the Victorian MedTech Trade Mission to the U.S. from Thursday 13th to Friday 21st of October 2016.

A delegation of **14 companies** from Victoria participated in the mission, attending AdvaMed 2016, the leading medical technology executive conference in the U.S. and visiting Boston and Minneapolis.

100% of delegates reported that the 2016 US MedTech Trade Mission provided positive business outcomes for their organisation.

Over the 8-day trade mission, the delegates held **250 significant meetings** and these connections included **131 identified business leads** with investors, corporate partners, research collaborations, clients and commercialisation specialists.

The outcomes of the meetings have increased delegates' access to capital, investment and funding, identified business clients and strategic partnering opportunities whilst also increasing their understanding of the U.S. market and potential regulatory barriers to U.S. market entry.

The MedTech Mission generated total expected sales and capital investments to the value of **\$43,200,000 over the next 12-36 months for delegate companies**, representing an excellent return for trade and investment opportunities for Victoria.

2016 Mission Delegates:

Medical Technology Companies

My Golgi
Global Patient Portal
RhinoMed
Imunexus
Global Kinetics Corporation
Trajan Scientific and Medical
iUFlow

R&D Services

Paul Clark & Associates
Blue Curve
Hydrix
MPR - now Prime Accounting & Business Advisory

Academic and Healthcare Organisations

Monash University
St Vincent's Hospital
The University of Melbourne

AdvaMed 2016 drew over **2,650 attendees** from **27 countries**, with representatives from over **1,000 companies**, including over **170 exhibitors**. In addition to overall attendance, 2016 was also a record year for partnering with over **1,200 confirmed one-on-one meetings** on the MedTech Connect platform.

The Victorian MedTech Delegation was represented at AdvaMed 2016 on the Australia Pavilion, an exhibit trade booth jointly hosted by South Australia, New South Wales and Victoria, with support from MTPConnect. The Australia Pavilion was highly valued by the mission delegates, and when surveyed, **93% of mission participants rated the pavilion as having either high or outstanding value to their AdvaMed 2016 experience.**

The educational conference sessions at AdvaMed 2016 were also highly rated in terms of providing insights into global trends and opportunities, especially in emerging areas such as cybersecurity, privacy and interoperability for medical devices.

“ The Advamed conference exceeded my expectations. I have never been to a conference where there were so many senior people such as VP's of global product management for both large and small companies. The level of access into most of these companies made it totally worth attending - I simply cannot access most of these companies easily, this was a great way to connect and it looks like several connections will result in significant business for us. ”

Tom Stamp, Director, Blue Curve

“ The meetings organised were of critical importance to the future success of our company both in terms of our collaborative research efforts, but also for the future of commercialisation of our technology. ”

Craig Mackieson, Chairman, Imunexus

Mission Itinerary

In addition to attendance at AdvaMed, BioMelbourne Network worked with our U.S. contacts to develop a comprehensive program of activities, briefings and site visits to assist the MedTech delegation in increasing their skills and market knowledge and create trade and investment connections in the US market.

The Boston program was managed by **Nathan Elia, Investment and Trade Director and Life Sciences Specialist from the Victorian Government Business Office, Americas Region** - who is based in Boston. Individualised programs of one on one business meetings, as well as site visits and networking events were arranged through Nathan's extensive networks in the venture capital and business community.

“ The knowledge, connections and opportunities available at AdvaMed are game changing for Victorian medical technology companies. ”

Michael Koss, Director and CEO, Global Patient Portal

Our partner in Minneapolis was the **Medical Alley Association** - the largest state-based life sciences trade association in the U.S., serving nearly 700 member organisations. Their network reaches all the major players in the medical devices sector and they arranged highly valuable panel discussions, networking events and site visits for the delegation in Minneapolis.

Delegates rated the MedTech trade mission as significant or highly significant value for:

- Improving commercial connections in the U.S. (100% of delegates)
- Increasing knowledge and skills (86% of delegates)
- Opportunities for sales, export, licensing, new business (100% of delegates)
- Enhancing local connectivity between delegates (93% of delegates)

“ Victoria has a global reputation as a leading medical and innovation hub and events such as AdvaMed are a great opportunity to showcase our capabilities to key international markets. ”

The Hon. Philip Dalidakis, Victorian Minister for Small Business, Innovation and Trade



Devices + Diagnostics Lab

Implantable Medical Technology

The implantable medical device market has been growing and diversifying at a great pace for some time - improving the quality of life for millions of patients world-wide.

Implantable medical devices are now transforming healthcare delivery by responsively modifying body functions, delivering pharmaceuticals and by leveraging real-time data to detect and mitigate disease.

At BioMelbourne Network's 5th annual Devices + Diagnostics Lab (D+DL), we welcomed **17 speakers and 4 chair-people**, from both Australia and the U.S., to discuss the product development lifecycle of implantable medical technology - from concept to market. The program featured case studies and interactive panel discussions with our expert speakers.

At this full day event, there were **165 attendees, including representatives from the State Government's Victorian Invitation Program** which included delegations from Asia and the U.S.



This year saw a **24% increase** in the number of attendees compared to the previous year. The number of attendees has been increasing each year since the inception of the event in 2013.



BioMelbourne Network would like to thank our sponsors for their generous and continuing support of this event. We also extend our gratitude to our speakers and program advisors for generously sharing their time, knowledge and insights.

“ I loved the event and it was really well-organised. I really enjoyed the conversations and the presentations and the format ”

Professor Paulo de Souza,
Office of the Chief Executive Science Leader,
Data61 | CSIRO



The event was officially opened by the Hon. Philip Dalidakis, Minister for Small Business, Innovation and Trade.

“ It was a great day – lots of insights and the presentations left me with a lot to think about! ”

Professor Sally McArthur,
Director, Swinburne University Innovation Precinct; CSIRO OCE Science Leader



2017 D+DL Program Themes:

- Market Pull and Opportunities
- Capturing Opportunities - The Research Pipeline
- Product Development and Commercialisation - Locking in the Opportunity
- Whole of Venture Budget and Funding Options



Outcomes for attendees:

- **80% of respondents** thought the event was either excellent or outstanding.
- **82% of attendees** made new business contacts with **58%** reinforcing their existing business connections.
- **71% of attendees** gained new insights into the medical technology sector, and **24%** are now thinking differently about their business strategy and goals.
- **35%** reported they are now aware of a business capability not previously known about. Considering the experience and sophistication of the audience - this is a significant outcome.
- **26% of attendees** reported that they have a new business lead as a direct result of attending the event.



Interim CEO Lusia Guthrie welcomes international VIP guests to the event.

The theme for the March 2018 Devices + Diagnostics Lab will be *Disruptive Diagnostics*.

“ It was a really great group of speakers - I learnt a lot and really enjoyed it! Looking forward to the next event! ”

2017 Devices + Diagnostics Lab Delegate

9th Connecting Women Lunch



“ It was women supporting women and doing business. Refreshing. The collaborative nature of the event is exciting. ”

This feedback from our 9th annual Connecting Women Lunch really captures the spirit of the event, held on Friday 2nd June 2017.

It was a true privilege to host over **400 amazing women** for this event, and whether it was their first or their ninth time attending the lunch, guests took away new ideas and fresh inspiration from the day.

The conversation was focussed on ‘collaboration.’ A key point made by Premier Sponsor CSL was that the most important collaborator in healthcare innovation is the patient, and this must be considered in all approaches to product development.

In addition, it is of course people who collaborate, not businesses or organisations - the lunch enabled attendees to make new business contacts and extend existing professional relationships.

The program also included the presentation of the BioMelbourne Network Women in Leadership Awards with trophies presented by the **Honourable Linda Dessau AM, Governor of Victoria**.

Each year we interview a small group of inspirational women to join Dr Krystal Evans “On the Couch.”

This year the following women generously shared their insights into leadership, career pathways and approaches to collaboration:

- Dr Amanda Caples
- Dr Charmaine Gittleson
- Michelle Goldsmith
- Prof Sally McArthur

The results of the post-event survey indicated:

- **47% of attendees** made new business contacts with **47%** reinforcing their existing business connections and **22%** had a new business lead or collaborative idea.
- **25% of attendees** reported that they have learnt something new about the sector.
- **35%** were thinking differently about their career strategy and personal goals as a direct result of attending the event.

A special note of thanks to our sponsors for their continuing support of diversity in the biotechnology, medical technology and pharmaceutical sector:

Premier Sponsor:

CSL

Major Sponsors:

Johnson & Johnson Innovation; KPMG; The State Government of Victoria

Signature Sponsor:

CSIRO

Supporting Sponsors:

Brooker Consulting; IDT Australia Ltd; miniFAB Pty Ltd; Nucleus Network; Phillips Ormonde Fitzpatrick; Starpharma Pty Ltd and the Walter & Eliza Hall Institute of Medical Research

Every year we have linked this event to a charity. This year the chosen charity was the Melbourne Period Project which supports women experiencing homelessness by providing sanitary products, help and support. With thanks to the generosity of our guests, donations totalled just over \$7,500.

The Twitter hashtag **#biomelbwomen** was used to reinforce positive messages around diversity, to promote networking and thank sponsors of the event.

The online Twitter conversation associated with this event using **#biomelbwomen** generated **1,028 Tweets** (including Retweets) and made **1,659,457 impressions** between the 21st May and 20th June.

“ So inspiring to see such a collection of talent and to hear the amazing stories of what people achieve. One of my clients who is in the middle of a huge 24/7 deal specifically carved out 2 hours from her work so she could attend – determined not to miss it! ”

Sarah Matheson, Partner, Allens

2018 will be the 10th anniversary of the Connecting Women Lunch and we're planning for a bigger and bolder celebration on Friday 25th May.



Women in Leadership Awards

Established in 2015 to champion outstanding leaders and rising stars in the biotechnology, medical technology and pharmaceutical sector, the 2017 BioMelbourne Network Women in Leadership Awardees exemplify the wealth of talent that we have in Melbourne.

The 2017 Awards were presented by the **Honourable Linda Dessau AM, Governor of Victoria** at the 9th annual Connecting Women Lunch at Mural Hall on Friday 2nd June 2017.

The BioMelbourne Network Women in Leadership Awards recognise that leadership occurs at all levels within an organisation and throughout the wider sector. The three categories of the awards are designed to profile women at different stages of their careers and in a variety of leadership roles:

Congratulations:



Women in Leadership

Recognising senior corporate leadership and directorship

Winner: Sue MacLeman,
Managing Director and Chief Executive Officer, MTPConnect



Most Valuable Women in Leadership

Recognising leadership of teams, projects and initiatives

Winner: Dr Kerry Hegarty,
Business Development Director -
Research, Innovation & Commercialisation Team, The University of Melbourne



Emerging Women in Leadership

Recognising rising stars with high potential for future success

Winner: Dr Elizabeth Williams,
Co-Founder of Hemideina & Research Scientist and Team Leader, CSIRO Manufacturing

“BioMelbourne Network’s strength is built on recognising the convergence of biotechnology, medical technology and pharmaceuticals and on supporting the current and future leaders of this healthcare innovation sector. By recognising and supporting women leaders, we hope to encourage diversity through female voices at every level of leadership. Diverse teams make better decisions, and to be successful during times of transformation, Australia will need “all-hands-on-deck” – an inclusive innovation ecosystem that values and promotes women.”

Dr Krystal Evans, CEO, BioMelbourne Network

The calibre and quantity of nominations that were submitted for the 2017 Women in Leadership Awards was very high and the selection panel had a difficult decision with so many outstanding women being put forward.

Thank you to our members who took the time and effort to submit a nomination. We encourage you to re-submit your nomination next year so that we can continue to champion outstanding women and the leadership they show in driving our sector!

Ask Industry Anything Workshop

In November 2016 BioMelbourne Network developed a new approach to industry and academic/research engagement with the workshop – **Ask Industry Anything**.

Academic and research organisations want their researchers to have more exposure to the needs and expectations of industry and to showcase the strengths of their organisation to industry.

Industry wants greater access to emerging talent, the capabilities within research organisations and to connect with researchers who understand the needs of partners. This event addressed these needs by facilitating open dialogue between the **14 industry and 100 academic and research participants**.

Breaking down the barriers, participants from research and academia had the chance to ask industry professionals all the questions that they might think are awkward, naive, controversial or challenging about all aspects of working and engaging with industry partners.

The creative logistics of this event involved the rotation of the high calibre industry professionals around the academic tables to allow the students full access to a diverse representation of industry professionals and establish a greater understanding of approaches to building industry relationships .

2016 Industry Speakers:

- Ms Sam Cobb, CEO, AdAlta Pty Ltd
- Ms Kathy Connell, Director New Ventures ANZ, Johnson & Johnson Innovation Centre
- Dr Erol Harvey, Chief Executive Officer, MiniFAB (Aust) Pty Ltd
- Mr Matthew Hoskin, Chief Operating Officer, Sienna Cancer Diagnostic Ltd
- Dr Phil Kearney, Director, External Licensing, Merck Research Laboratories
- Dr John Lambert, Senior Director, Medicines Development Ltd
- Dr Patrick McManamny, Partner, FB Rice
- Dr Tim Oldham, CEO, Cell Therapies Pty Ltd
- A.Prof. Craig Rayner, Chief Executive Officer, d3 Medicine LLC
- Dr David Rhodes, Chief Scientific Officer, Admedus Ltd
- Ms Filippa Shub, Director of Intellectual Property, Starpharma Pty Ltd
- Mr Ken Windle, CEO, Advent Pharmaceuticals Pty Ltd

At the request of participants, this event will be repeated in November 2017.

“ It felt productive. There was no wasted time. From the moment we got started it was quality communication of meaningful and relevant information. ”

**Matthew Hoskin,
Chief Operating Officer,
Sienna Cancer Diagnostics Ltd**

Participating Research Institutions:

Australian Regenerative Medicine Institute	Monash Institute of Medical Engineering	Victorian Infection and Immunity Network (UoM)
Deakin University	Monash Institute of Pharmaceutical Sciences (MIPS)	Walter & Eliza Hall Institute of Medical Research
Hudson Institute of Medical Research	Swinburne University of Technology	
Monash Biomedicine Discovery Institute		

Initiatives

for FY2018

BioMelbourne Network will continue to be a strong advocate for members in the lead up to the Victorian State Government election in November 2018.

We are working to ensure that the full composite of sector stakeholders are represented in our membership, so that the input into BioMelbourne Network's 'voice,' activities and direction is informed by this comprehensive industry perspective.

Also influencing our advocacy work will be the *Pharmaceutical Manufacturing Forum* and the *Clinical Trials and Advanced Manufacturing* working groups. These groups will meet bi-monthly in FY2018.

In FY2018, our topical events program will provide opportunities for collaboration, information exchange and networking across our entire membership base and beyond.

We will also deliver the Export Ready for North America Program in FY2018, supported by the State Government of Victoria. This program aims to assist Victorian medical technology companies to break down the barriers to U.S. market entry and comprises four parts covering: quality and regulation; reimbursement and health economics; market strategy and positioning for entry; and capital raising.

May 2018 will be a significant milestone in our support of women in the sector as we will celebrate the 10th anniversary of the BioMelbourne Network Connecting Women Lunch. We also look forward to continuing to evolve the Women in Leadership Awards – a fantastic way of recognising women leaders at all levels within the diverse organisations that comprise the biotechnology, medical technology and pharmaceutical sector.

BioMelbourne Network will also further develop our own collaborations, both locally and internationally, in order to facilitate a growth in scale and capability, capital investment and export growth of the sector.

We will continue to focus on building reliable systems and processes, working efficiently and making it easy for our members to engage with us. The Board is confident that the Network will continue to achieve positive outcomes and optimal value for money for its members, and will support the improvement of healthcare locally, nationally and globally.



“ We look forward to working with BioMelbourne Network on the 2017 Export Ready for North America Program – and providing Victorian companies with access to the international expertise they need to develop and execute competitive strategies for U.S. market entry. ”

Dr Phil Davies, Senior Trade Manager - Biotechnology, Medtech and Pharmaceuticals, DEDJTR

Our Members



10+ Years

Acrux Ltd

Advent Pharmaceuticals Pty Ltd

Agriculture Victoria Services Pty Ltd

Antisense Therapeutics Ltd

ARCS Australia Ltd

AusBiotech Ltd

Australian Genome Research Facility

Avatar Brokers Pty Limited

Bio21 Molecular Science & Biotechnology Institute

BioConsult Pty Ltd

Bio-Link Australia Pty Ltd

Biomedical Research Victoria

Bioregulatory Consulting

BioShares

Brooker Consulting

Burnet Institute

Cell Therapies Pty Ltd

City of Melbourne

Committee for Melbourne

CSIRO Manufacturing

CSL Limited

Davies Collison Cave

Department of Economic Development, Jobs, Transport and Resources (DEDJTR)

EY

FB Rice

FPA Patent Attorneys

Genetic Technologies Limited

Griffith Hack

Hudson Institute of Medical Research

Monash University

Murdoch Children's Research Institute

Norton Rose Fulbright Australia

Nucleus Network Limited

Phillips Ormonde Fitzpatrick

Phosphagenics Limited

Prana Biotechnology Ltd

PwC

Research Australia

RMIT University

Science Industry Australia Inc

Sienna Cancer Diagnostic Ltd

St Vincent's Institute of Medical Research

Starpharma Pty Ltd

Walter and Eliza Hall Institute of Medical Research

Watermark Intellectual Property Pty Ltd

5+ Years

Admedus Ltd	Deakin Research – Commercial	Melbourne Bioinformatics
Alex Ascenzo	Easington Pty Ltd	Merck Sharp & Dohme Australia
Australian Red Cross Blood Service	ERA Consulting Australia	Mesoblast Limited
Australian Regenerative Medicine Institute (ARMI)	Gilead Sciences Pty Ltd	Neuroscience Trials Australia
Australian Synchrotron	Global Kinetics Corporation	Opthea Limited
Axxin	Hydrix Pty Ltd	Paranta Biosciences
Bio Actives Exports Pty Ltd	IDT Australia Limited	Piper Alderman
Blamey Saunders Hears	Immuron Ltd	Planet Innovation
Brandon Capital Partners	INC Research Australia Pty Ltd	PolyActiva
Cancer Trials Australia	Janssen-Cilag Pty Ltd	QuintilesIMS
Centre for Eye Research Australia (CERA)	LBT Innovations Ltd	ScribblersInc
Chubb Insurance Company of Aust. Ltd	Mallinckrodt Pharmaceuticals	Traders Macquarie Pty Ltd
CTx CRC Ltd	Medical Developments International	Universal Biosensors Pty Ltd
	Medicines Development for Global Health	Wild Child Cosmeceuticals

2+ Years

4Dx Limited	EBC Consulting Pty Ltd	Outerspace Design Group
affinity bio	Epworth Research Institute	Patheon Biologics Australia Pty Ltd
Alexander Gosling AM	Greengage Regulatory Pty Ltd	Prime Accounting and Business Advisory Pty Ltd
Allens	Grey Innovation	SeerPharma Pty Ltd
AquaTrophic Pty Ltd	Haplomic Technologies Pty Ltd	Specialised Therapeutics Australia
Arrayware Pty Ltd	Hatchtech	St Vincent's Hospital (Melb) Ltd
Australian College of Optometry/National Vision Research Institute	Illumina Australia Pty Ltd	Swinburne University of Technology
Bank of Melbourne	La Trobe University - College of SHE	The CFO Solutions
Bionic Vision Technology	Marilyn Careers	Trajan Scientific and Medical
Bionics Institue	MedCorp Technologies	University of Melbourne (RIC)
Blue Curve	Medicines for Malaria Venture (MMV)	Victorian Cancer Biobank
Commercial Eyes	MiniFAB (Aust) Pty Ltd	World Courier (Australia) Pty Ltd
d3 Medicine LLC, a Certara Company	Molecule2Market Pty Ltd	
Design + Industry	Neuren Pharmaceuticals Limited	
Dimerix Limited	Ondek Pty Ltd	
	Orius Pty Ltd	

Recent Members

360biolabs	GLIA Diagnostics Pty Ltd	Prima BioMed Ltd
3DMEDiTech Pty Ltd	Global Patient Portal	ProTA Therapeutics Pty Ltd
AdAlta Limited	Grünbiotics Pty Ltd	Quorum Solutions Pty Ltd
Agilent Technologies	GSK Australia	Ribosomic Pty Ltd
Amylgen	Hemideina Pty Ltd	Sonic Clinical Trials Pty Ltd
Bellum	ImmuPharma plc	SRX Global
BioCurate Pty Ltd	Joshua Warburton	Swisse Wellness Pty Ltd
Biostorage Australia	Kesem Health	Technovalia Pty Ltd
Centre for BioPharmaceutical Excellence (CBE)	KPMG	TetraQ Research Infrastructure Centre
Chatsworth Associates Pty Ltd	LUSID Pty Ltd	The Peter Doherty Institute for Infection and Immunity
Clarity Pharmaceuticals	Mobius Medical	The Royal Society of Victoria
CNSDose	Monash Biomedicine Discovery Institute	VascuLab Pty Ltd
Computer Frameworks	MTPConnect	Viralytics Ltd
Concept2Clinic Consulting	MuPharma Pty Ltd	Wave Digital Pty Ltd
Cynata Therapeutics Ltd	Noxopharm Limited	Zicom MedTacc Private Limited
Department of Health & Human Services	oNKO-innate	
Fire Films	Patrys Ltd	
Five Corners Pty Ltd	Peter MacCallum Cancer Centre	
GeneMiner	PolyNovo Limited	



Our Events

Premier Events

5th Annual Devices + Diagnostics Lab - *Implantable Medical Technologies*

9th Annual Connecting Women Lunch

BioBreakfasts

Partnering Through the Healthcare Product Life Cycle - **Hosted by:** The Royal Society of Victoria

Advances in Cancer Therapeutics - **Hosted by:** The Walter and Eliza Hall Institute of Medical Research

India Unplugged

Innovation Week Launch - Genomics and Personalised Medicine: Have We Arrived at Our Destination? - **Hosted by:** The Royal Society of Victoria

International Partnership Networks in Regenerative Medicine - **Hosted by:** Monash University and the Australian Regenerative Medicine Institute

Pathways to Europe: Pitfalls and Strategies for Success

A Roadmap for the Medical Technology and Pharmaceutical Industry - **Hosted by:** CSIRO

Strategies for China: Managing Risk to Build Opportunity

BioBriefings

HealthTech and Hype: Lessons from Theranos - **Hosted by:** Philips Ormonde Fitzpatrick

Medical Technology Mission to the U.S. including AdvaMed 2016 Conference

The Role of Universities in the Innovation Ecosystem - **Hosted by:** The Florey Institute of Neuroscience and Mental Health

Data and Diabetes - **Hosted by:** KPMG

The Future of Health - **Hosted by:** EY

Corporate Culture and Risk- **Hosted by:** EY

AdvaMed 2016 Pre-Departure Briefing- **Hosted by:** The State Government of Victoria

Navigating the Grantscape - **Hosted by:** Moore Stephens

Novel Cancer Immunotherapies - **Hosted by:** Allens

Hot or Not: Trends for 2017- **Hosted by:** Phillips Ormonde Fitzpatrick

New Kids on the Stock- **Hosted by:** KPMG

Commercialising Medical Technology - The 6 Secrets to Success - **Hosted by:** Planet Innovation

Navigating the Grantscape Part II - **Hosted by:** KPMG

Understanding the World of Venture Capital and How It Can Be Used to Support Your Research and Accelerate Impact **Hosted by:** The University of Melbourne

BioWorkshops

Ask Industry Anything

In Conversation with Thomas Lönngren (EU): Outlook for 2017 and Beyond: Regulatory and Market Access Developments in Europe and US

Industry Consultations

R&D Tax Incentive Review – Medical Technology and Pharmaceuticals in Victoria: Sustaining and Growing the Industry

BioMelbourne Network Annual General Meeting and Networking Event - **Hosted by:** EY

Investor Roundtable with the Johnson & Johnson Development Corporation (JJDC) - **Hosted by:** FB Rice

Ministerial Advisory Meeting - R&D Tax Incentive

International Trade Missions

Victorian Medical Technology Mission to the U.S. and the AdvaMed 2016 Conference

Leadership Lunches

Women in Leadership Lunch - Planning Your Career: Why It's Important - **Hosted by:** Phillips Ormonde Fitzpatrick

Non-Executive Director Lunch - The Fundamentals of the ASX Corporate Governance Principles and Recommendations - Ethics and Disclosures - **Hosted by:** EY

Roundtable Discussion – Commercialising Regenerative Medicines - **Hosted by:** Davies Collison Cave

Roundtable Discussion - Data and Diabetes - **Hosted by:** Norton Rose Fulbright Australia

CEO Lunch - Collaborating for a Competitive Australia - **Hosted by:** KPMG

CEO Lunch - Biotechnology in Victoria: Where to Next? - **Hosted by:** FB Rice

Non-Executive Director Lunch - Third Party Risk Management – Areas of Exposure Your Organisation Should be Thinking About - **Hosted by:** EY

Non-Executive Director Lunch - Project Risk Management - **Hosted by:** EY

Women in Leadership Lunch - **Hosted by:** Allens

Non-Executive Director Lunch - Your Career in Their Hands – How Much Should You Rely on Senior Management and Advisors? - **Hosted by:** EY

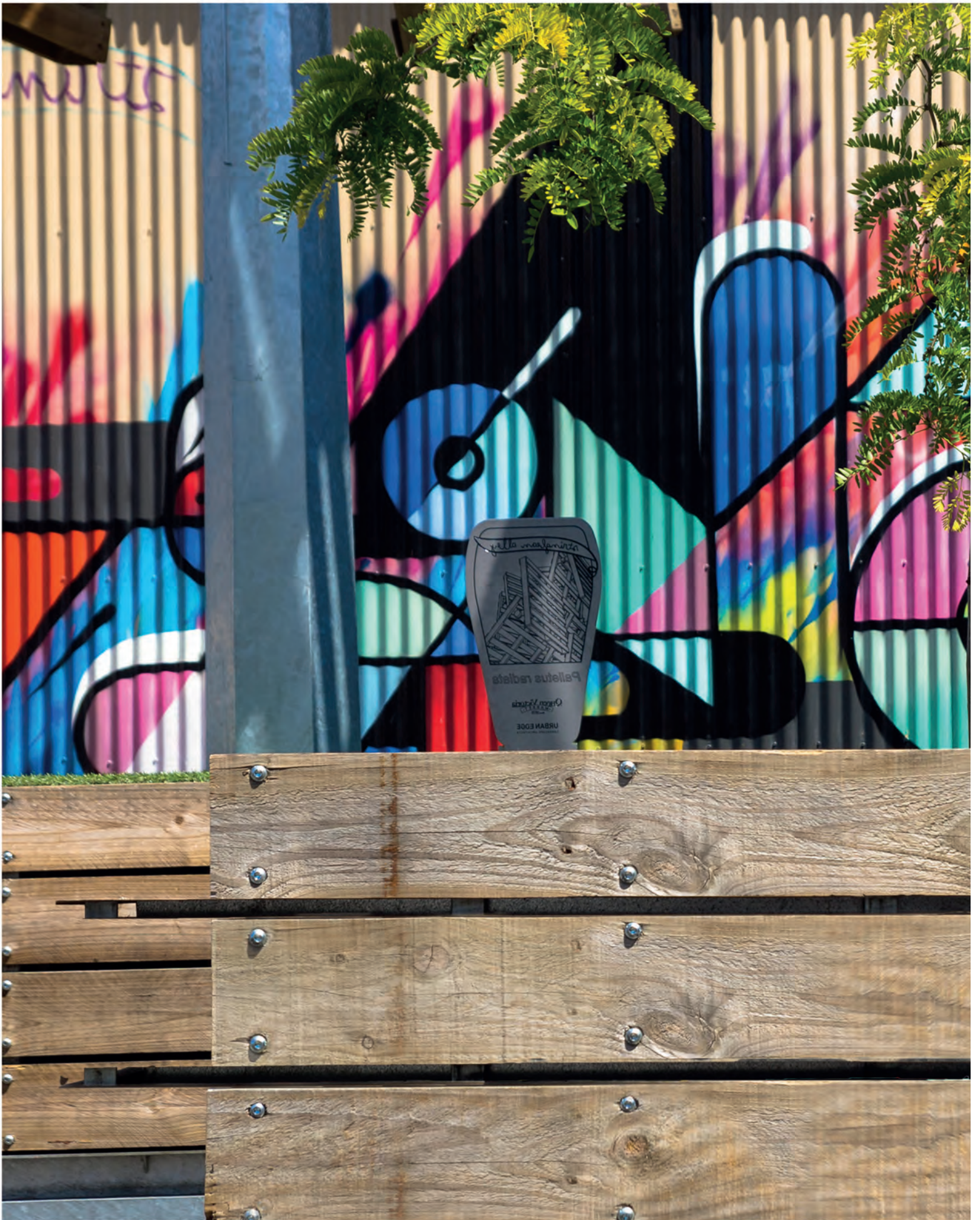
CEO Lunch - Consolidating Critical Mass is Essential for Australian Biotech - So Long as it Happens to Someone Else - **Hosted by:** The Australian Synchrotron

CFO Lunch – Post Budget Update - **Hosted by:** EY

Non-Executive Director Lunch - Data Security – Current Developments and Keeping Your Data out of the Wrong Hands - **Hosted by:** EY

Social Function

BioMelbourne Network and AusBiotech Christmas Networking Function 2016



BioMelbourne Network

P: +61 3 9667 8181

W: www.biomelbourne.org

Milton House
Level 2, 25 Flinders Lane
Melbourne VIC
Australia, 3000



**BioMelbourne
Network**
Progressing BioIndustry