

# ANNUAL REPORT 2018



## THE BOARD

### Andrew Carter

Chair, BioMelbourne Network  
Managing Director, Commercial Eyes

### Lusia Guthrie

Deputy Chair, BioMelbourne Network  
Director, LUSID Pty Ltd

### Nigel Baade

Treasurer, BioMelbourne Network  
Chief Financial Officer & Company Secretary,  
Starpharma Pty Ltd

### Dr Lorna Meldrum

Secretary, BioMelbourne Network  
VP Commercial Operations Asia/Pacific,  
Seqirus

### Andrew Maxwell

Managing Director,  
Chatsworth Associates Pty Ltd

### David Herd

Director, Market Access and  
External Affairs  
GSK Australia

### Alun Needham

Director, KPMG

### Maureen O'Keefe

Chief Executive Officer,  
Australian College of Optometry/  
National Vision Research Institute

## RETIRED BOARD DIRECTORS

### Dr Phil Kearney

Director, Merck Sharp & Dohme Australia

## THE TEAM

### Dr Krystal Evans

Chief Executive Officer

### Andie Beattie

Communications Manager

### Vicky Jones

Membership Engagement Manager

### Jo O'Brien

Events & Project Officer

### Dr Kim Pham

Policy & Research Officer

### Nicole Pitcher

Office Manager



From left Andrew Carter, Nigel Baade, Lusia Guthrie, Alun Needham, Andrew Maxwell, Maureen O'Keefe, Dr Lorna Meldrum.

## CONTACT US

Telephone +61 3 9667 8181

Website [www.biomelbourne.org](http://www.biomelbourne.org)

Email [info@biomelbourne.org](mailto:info@biomelbourne.org)

Twitter @biomelb

LinkedIn BioMelbourne Network Group

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



**BioMelbourne  
Network**  
Progressing BioIndustry

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Melbourne is the city that anchors Australia's health industry. A collaborative city, where businesses are developing innovative healthcare products that improve people's lives.

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**Dr Krystal Evans**  
CEO BioMelbourne Network

# Who we are

## ABOUT BIOMELBOURNE NETWORK

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

Playing a critical role in connecting business, research, finance, health 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 impact the future of healthcare locally and globally.

## WE DO THIS BY:

- advocating for policy, tax and regulatory settings that support industry needs
- delivering a high-calibre event program of over 40 events per year that provide access to key stakeholders and decision makers, local and international industry intelligence and networking opportunities
- advising on available funding opportunities and government support programs
- partnering with the Victorian Government to deliver sector growth activities
- collaborating with other peak bodies and industry associations to promote sector-wide engagement and connectivity to networks across the world
- 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.





## OUR HISTORY

BioMelbourne Network was established in February 2001 by the Committee for Melbourne, following a report from the Boston Consulting Group (BCG) 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 Victorian Government 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.

## WHY MELBOURNE?

Melbourne is the city that anchors Australia's health innovation industry. It is a vibrant city that draws together talented people, new technologies, world leading research 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 and around Australia, and linking them to the global healthcare industry.



Because BioMelbourne Network is so well connected, the Victorian Government can confidently rely on it for advice on issues and opportunities facing the sector. We've been delighted to again support BioMelbourne Network to deliver a series of quality events in support of continued sector growth.

**Andrew Wear**  
Director, DEDJTR

# 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  | Monash University                                   |
| Australian Regenerative Medicine Institute (ARMI)           | Norton Rose Fulbright Australia                     |
| Bank of Melbourne   | Nucleus Network Limited                             |
| Brooker Consulting  | Philips Ormonde Fitzpatrick                         |
| Clarivate Analytics   | Piper Alderman                                      |
| Crux Biolab Pty Ltd   | Prime Accounting & Business Advisory                |
| Davies Collison Cave  | PwC   |
| AusIndustry, Department of Industry, Innovation and Science | St Vincent's Hospital (Melb) Ltd                    |
| FB Rice   | Starpharma Pty Ltd                                  |
| Melbourne Centre for Nanofabrication                        | Royal Society of Victoria                           |
| MiniFAB (Aust) Pty Ltd                                      | Walter and Eliza Hall Institute of Medical Research |

# Message from the CEO and Chair

It has been a full and engaging year for Melbourne's biotechnology, medical technology and pharmaceutical industry and it is exciting to reflect on what BioMelbourne Network has achieved on behalf of members in FY2018.

The innovation cycle is complete when products reach patients and it is fantastic to see BioMelbourne Network members delivering improved health outcomes to people here in Melbourne and around the world.

This strong positive sector momentum has been mirrored in the growth of BioMelbourne Network's membership, which now stands at 210 members – the largest membership since the Network's establishment in 2001. Being a BioMelbourne Network member is more than being part of an association, it is a signal that demonstrates a commitment to the wider industry here in Melbourne. We appreciate the support and contribution of members and special thanks go to our event hosts, speakers and sponsors – without your contribution much of our work would not be possible.

BioMelbourne Network's influence is growing as we work to support our members and their business activities. With some uncertainty in the state and federal political environment, we need, more than ever, to work to ensure a united industry voice to inform and to lead economic development. Thank you to our members who have given their time and expertise to our industry working groups and to individuals who have participated in consultations and provided perspectives on the issues that have impacted the sector this year.

The global healthcare industry continues to experience substantial change. To bring global insights and industry intelligence to members, BioMelbourne Network hosted more international guest speakers this year than ever before.

We facilitated a record number of global connections, hosting 104 business meetings that matched international experts to local companies.

It's been terrific to welcome new people to the BioMelbourne Network team in FY2018. In January 2018, Dr Kim Pham commenced a 12-month secondment from the Walter and Eliza Hall Institute, working two days per week as our Policy and Research Officer. In March 2018, Jo O'Brien commenced full-time as our Events and Project Officer where she manages the delivery of the Going Global program.

The medical technologies and pharmaceutical sector is recognised as a priority future growth industry by the Victorian Government, and it has been a pleasure to partner with the Department of Economic Development Jobs Transport and Resources to deliver several key programs and events.

BioMelbourne Network members are well placed to contribute to the transformative opportunities being created across the health industry. Success for our industry is seeing businesses that can scale up and grow, companies that can move from R&D stage to commercial global exporters, creating high skilled jobs, building skills, partnerships and making the health technologies that will improve people's lives. Thank you to all our members who contribute to making the BioMelbourne Network a dynamic and effective organisation and for your ongoing commitment to the industry here in Melbourne.

Regards,

Andrew and Krystal



**Andrew Carter**  
Chair



**Dr Krystal Evans**  
Chief Executive Officer

# Highlights from FY2018

## MEMBERSHIP ENGAGEMENT

During the year, BioMelbourne Network delivered 44 events reaching 3490 industry professionals, an increase of 30% on the previous year. The event program provided a vibrant platform for members to meet, collaborate and gain insights and knowledge to assist in building successful businesses.

A highlight of our event calendar was the 10th annual Connecting Women lunch which was celebrated with 600 attendees. This feature event recognises the achievements and contributions of women to our industry.

BioMelbourne Network's commitment to gender diversity is also reflected in achieving our goal of profiling 50% women speakers across our entire event program (up from 38% in FY2017). We also recognised three outstanding women as recipients of the BioMelbourne Network 2017 Women in Leadership Awards.

BioMelbourne Network held 57 member engagement meetings, which provided opportunities to discuss member needs and their business activities. Over 85 members participated in consultations, roundtables and working groups, providing valuable input to inform our policy and advocacy positions.

BioMelbourne Network provides significant industry insights, sector news and updates to members. In FY2018 we published 44 newsletters, to an audience of almost 5000 industry professionals in our wider network.

In FY2018 we increased our Twitter reach to over 5000 followers and regularly shared member news updates and industry intelligence through our digital communication channels.

## POLICY AND ADVOCACY

Throughout FY2018 we encouraged government to invest in creating a business environment that is conducive to establishing and building commercially successful health technology businesses.

A significant win for the sector was the sought-after revisions to the list of eligible occupations for skilled migration visas announced in July 2017. Access to global talent and visas remains an important issue for many of our members, and BioMelbourne Network worked throughout FY2018 to convey member concerns, making submissions and representing industry views at government roundtable consultations.

The proposed changes to the R&D Tax Incentive were released in May 2017, with another encouraging outcome for the sector in the carve out of clinical trials expenditure from the \$4 million cap on the refundable component. This was achieved through sustained effort across the health innovation sector and a genuine collaboration between peak bodies and aligned industry associations. Concerns remain regarding the introduction of an R&D threshold intensity measure, and BioMelbourne Network has contributed to ongoing consultations regarding the draft legislation.

In FY2018 BioMelbourne Network established three member working groups to develop policy priorities in the lead up to the Victorian state election, to be held in November 2018. Thank you to the 33 member organisations that contributed to this important work, which included the release of a series of 10 policy principles in May 2018 to foster industry growth and development.

BioMelbourne Network is a respected voice for the industry and a trusted source of insight and information to government. Our efforts are targeted to ensure that Melbourne, Victoria and Australia remain a globally competitive location for businesses to thrive.





## GLOBAL CONNECTIVITY

In FY2018, 19 BioMelbourne Network events featured international speakers (43% of events, up from 25% in the previous year) from six countries and we facilitated 104 member meetings and advisory sessions with our international guests.

A highlight for increasing global connectivity was the Export Ready for North America program, supported by the Victorian Government DEDJTR. The program hosted four experienced US industry executives to deliver workshops and seminars on US market readiness. The program had excellent reach and engaged a total of 229 unique participants across the four modules representing 112 companies.

The success of the Export Ready program in 2017 inspired a new Going Global: Growth and Export Strategies for Healthtech program which was launched in March 2018, with support from LaunchVic. In FY2018, the first two of six Going Global modules were delivered, and reached a total of 150 registered participants. We are excited to partner with LaunchVic and work with emerging healthtech companies on their global strategies into FY2019 through the Going Global program.

In March 2018, we hosted a US delegation from Minnesota, including representatives from Medical Alley and Mayo Clinic Ventures, as part of the State Government's Victoria Invitation Program. The relationship between Melbourne and Medical Alley continues to grow, with an increase in two-way business partnering leading to trade and investment opportunities between the two health innovation regions.

## GOVERNANCE

BioMelbourne Network's 2017 Annual General Meeting in November drew a strong attendance of 105 people, representing 68 members (36% of the membership).

Honorary life memberships were presented to Andrew MacDonald, Ashley Bates and Michelle Gallaher in recognition of their service to BioMelbourne Network and to the wider sector.

The BioMelbourne Network Board held six meetings during the year, with the Finance Audit and Risk Committee meeting on two occasions and the Nominations, Remunerations and HR Committee on three occasions.

During the year, a significant part of the Board's work focussed on developing a new three-year strategic plan for the Network. Key considerations included the significant changes the healthcare industry is experiencing globally, the convergence of health technology, the health technology supply and value chain and the importance of a 'fit for purpose', sustainable membership association business model.

The Board also oversaw the successful transition of all BioMelbourne Network members to a single annual membership renewal date, ensuring the further effectiveness and efficiency of the Network's operations.

In October 2017, Maureen O'Keefe stepped down as Deputy Chair and assumed responsibility for the Nominations, Remuneration and HR Committee. In November 2017, the Board acknowledged the contribution of retiring director, Dr Phil Kearney (a board member since 2011).

During the year the Board made two appointments to fill casual vacancy positions. Lusia Guthrie (LUSID Pty Ltd) joined the Board in September 2017 and took on the role of Deputy Chair in October 2017. In February 2018, David Herd (GSK Australia) was appointed. Both directors bring a wealth of industry experience and governance expertise to the Board.

# Our members

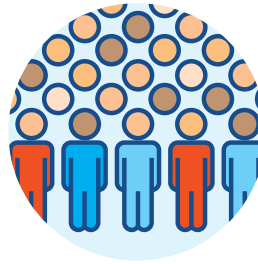
## FY2018 MEMBERSHIP



**210** members  
**47** new members  
**8** honorary life members



**88%** member retention rate  
**84** companies have been members for five or more years



**2692** people in our member network  
**4667** people in our wider network

Acrux Ltd  
Advent Pharmaceuticals Pty Ltd  
Agriculture Victoria Services Pty Ltd  
Antisense Therapeutics Ltd  
ARCS Australia Ltd  
Avatar Brokers Pty Limited  
AusBiotech Ltd  
Australian Genome Research Facility  
Bio-Link Australia Pty Ltd  
Bio21 Molecular Science & Biotechnology Institute  
BioConsult Pty Ltd  
Biomedical Research Victoria  
Bioregulatory Consulting  
BioShares  
Brooker Consulting  
Burnet Institute  
Cancer Trials Australia

Cell Therapies Pty Ltd  
Chubb Insurance Australia Ltd  
City of Melbourne  
Committee for Melbourne  
CSIRO Manufacturing  
CSL Limited  
Davies Collison Cave  
Department of Economic Development (DEDJTR)  
EY  
FB Rice  
FPA Patent Attorneys  
Genetic Technologies Limited  
Gilead Sciences Pty Ltd  
Griffith Hack  
Hudson Institute of Medical Research  
Merck Sharp & Dohme Australia

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 Diagnostics Ltd  
St Vincent's Institute of Medical Research  
Starpharma Pty Ltd  
Walter and Eliza Hall Institute of Medical Research  
Watermark Intellectual Property Pty Ltd

10+ YEARS

5+ YEARS

Alex Ascenzo  
 Australian College of Optometry/National Vision Research Institute  
 Australian Red Cross Blood Service  
 Australian Regenerative Medicine Institute (ARMI)  
 Australian Synchrotron  
 Axxin  
 Bionic Vision Technologies  
 Bionics Institute  
 Blamey Saunders Hears  
 Brandon Capital Partners  
 Centre for Eye Research Australia Ltd (CERA)  
 CTx CRC Ltd  
 Deakin Research – Commercial

Easington Pty Ltd  
 ERA Consulting Australia  
 Global Kinetics Corporation  
 Hatchtech  
 Hydrix Pty Ltd  
 IDT Australia Limited  
 Immuron Ltd  
 IQVIA  
 Janssen-Cilag Pty Ltd  
 LBT Innovations Ltd  
 Medicines Development for Global Health  
 Neuroscience Trials Australia  
 Opthea Limited

Paranta Biosciences  
 Patheon Biologics Australia Pty Ltd  
 Piper Alderman  
 Planet Innovation  
 PolyActiva  
 Specialised Therapeutics Australia  
 Syneos Health  
 Traders Macquarie Pty Ltd  
 Universal Biosensors Pty Ltd

2+ YEARS

4Dx Limited  
 AdAlta Limited  
 affinity bio  
 Agilent Technologies  
 Alexander Gosling AM  
 Allens  
 Blue Curve  
 Centre for BioPharmaceutical Excellence (CBE)  
 Certara  
 Commercial Eyes  
 Computer Frameworks  
 Department of Health & Human Services  
 Design + Industry  
 Dimerix Limited  
 EBC Consulting Pty Ltd

Epworth Research Institute  
 Greengage Regulatory Pty Ltd  
 Haplomic Technologies Pty Ltd  
 Illumina Australia Pty Ltd  
 ImmuPharma plc  
 Immutep Limited  
 Kesem Health  
 La Trobe University  
 Marilyn Careers Pty Ltd  
 MedCorp Technologies  
 MiniFAB (Aust) Pty Ltd  
 Mobius Medical  
 Molecule2Market Pty Ltd  
 Neuren Pharmaceuticals Limited

Noxopharm Limited  
 Ondek Pty Ltd  
 Orius Pty Ltd  
 Outerspace Design Group  
 Patrys Ltd  
 Peter MacCallum Cancer Centre  
 PolyNovo Limited  
 Prime Accounting and Business Advisory Pty Ltd  
 Ribosomic Pty Ltd  
 ScribblersInc  
 SeerPharma Pty Ltd  
 Sonic Clinical Trials Pty Ltd  
 St Vincent's Hospital (Melb) Ltd

Statistical Revelations Pty Ltd  
 Swinburne University of Technology  
 Swisse Wellness Pty Ltd  
 Technovalia Pty Ltd  
 The CFO Solution  
 The Peter Doherty Institute for Infection and Immunity  
 The Royal Society of Victoria  
 Trajan Scientific and Medical  
 University of Melbourne (RIC)  
 Viralytics Ltd  
 World Courier (Australia) Pty Ltd



**HONORARY LIFE MEMBERS**

Honorary Life Memberships are conferred by the BioMelbourne Network Board in recognition of distinguished and meritorious service and dedication to the biotechnology, medical technology and pharmaceutical sector.

**Dr Ashley Bates**

**Prof. David de Kretser AC**

**Michelle Gallaher**

**Janine Kirk AM**

**Andrew Macdonald**

**Tim Murphy**

**Prof. David Penington AC**

**Dr John Raff**

# Member stories

During FY2018, BioMelbourne Network members continued changing the game and leading innovation in healthcare for Victoria.

Following are just some of the many highlights to provide an indication of the breadth and depth of industry leadership and success that BioMelbourne Network is proud to support.

## LANDMARK DEAL FOR AUSTRALIAN ANTI-CANCER DRUG

The Walter and Eliza Hall Institute of Medical Research cemented its place as a global innovation organisation through the partial sale of royalties for anti-cancer treatment Venetoclax. In the deal, worth up to US\$325 million, the Institute has secured funds to ensure ongoing financial stability and has retained the rights to royalty payments.

## GOING GLOBAL: FIRST US SALES OF POLYNOVO'S BTM NOVOSORB™

PolyNovo announced the first US sales of its NovoSorb BTM™, a biodegradable wound dressing for treatment of full-thickness wounds and burns. With US surgeons reporting positive outcomes for patients and a high level of satisfaction with the product, PolyNovo is expanding their sales force to increase exports to the US.

## MERCK SNAPS UP LOCAL BIOTECH VIRALYTICS

Local biotech Viralytics was acquired by global pharmaceutical giant Merck (known as MSD) for A\$502 million. Paying a 160% premium on the monthly average stock price, on completion of the transaction, Viralytics became a wholly-owned subsidiary of MSD, who gained full rights to CAVATAK®, Viralytics's investigational oncolytic immunotherapy.

## EXPANSION OF CSL BIOTECH FACILITY DRIVES ADVANCED MANUFACTURING GROWTH AND CREATES VICTORIAN JOBS

CSL opened a new A\$230 million advanced manufacturing facility in Broadmeadows, Melbourne. Geared towards the production of albumin for the treatment of burns and shock, the facility is expected to generate up to 200 jobs by 2026 and produce A\$850 million worth of therapies each year.

## NEW TREATMENT FOR RIVER BLINDNESS FROM MEDICINES DEVELOPMENT FOR GLOBAL HEALTH APPROVED FOR USE BY FDA

Medicines Development for Global Health announced FDA approval of Moxidectin, the first new treatment for river blindness in 20 years. MDGH were also awarded a Priority Review Voucher (PRV) by the FDA, the first not-for-profit company to register a medicine through the tropical disease PRV program.

## PUBLIC-PRIVATE PARTNERING OFFICE TO ACCELERATE INNOVATION IN MELBOURNE'S LIFE SCIENCE ECOSYSTEM

In January 2018, Johnson & Johnson Innovation, the Victorian Government and Monash University announced the creation of a new Johnson & Johnson Innovation Partnering Office at Monash. The office has been established at Monash University's Clayton campus to accelerate healthcare innovation and commercialisation in Victoria and to identify early-stage healthcare solutions that address significant unmet patient needs.

# Supporting people, talent and a culture of collaboration

Throughout FY2018 BioMelbourne Network has sought out opportunities to build organisational capability by hosting internships, secondments and placements in partnership with member organisations.

This has created opportunities for talented students and researchers to experience the BioMelbourne Network environment, engage with industry and build their professional networks outside of academia.

## **POLICY AND RESEARCH OFFICER**

BioMelbourne Network's team expanded this year to include a Policy and Research Officer, Dr Kim Pham, who has been on secondment from The Walter and Eliza Hall Institute of Medical Research. In her role at BioMelbourne Network Kim has been responsible for delivering significant projects that support the BioMelbourne Network advocacy and policy agenda.



Working for BioMelbourne Network with WEHI alumna Krystal Evans has honed my skills in project management and stakeholder engagement. It has underlined Victoria as an exciting place to be for the future of healthcare.

**Dr Kim Pham**



As an international student this internship gave me a platform to develop many skills and insights into policy work.

**Rehnuma Sejuty**



Dr Kim Pham, Rehnuma Sejuty and Dr Krystal Evans at the BioMelbourne Network offices

## MONASH FACULTY OF SCIENCE WORK INTEGRATED LEARNING (WIL) PROGRAM

BioMelbourne Network hosted two student interns – Amelia Dwyer and Rehnuma Sejuty – from Monash University as part of their Work Integrated Learning unit.

Amelia and Rehnuma each spent 80–120 hours as policy and research assistants, supporting the BioMelbourne Network policy work in clinical trials and advanced manufacturing.



Amelia Dwyer



My time at the BioMelbourne Network was very rewarding. Through investigating Victoria's clinical trial landscape, I was able to refine critical skills including policy research, data analysis and report writing. I am very thankful for the skills and connections I have gained from this internship.

**Amelia Dwyer**

## BIOMELBOURNE NETWORK EVENT STUDENT VOLUNTEERS

BioMelbourne Network conducts a volunteer program that offers undergraduate and graduate students the opportunity to assist at events, gain exposure to the local industry sector and create employment opportunities with member organisations.

This year we had 47 volunteers at 20 BioMelbourne Network events.

## ASK INDUSTRY ANYTHING WORKSHOP

In November 2017, BioMelbourne Network hosted the Ask Industry Anything workshop to foster industry and academic research engagement, and facilitated an open dialogue with 14 industry and 119 academic and research participants. Breaking down the barriers, participants had the chance to ask industry professionals all the challenging questions about aspects of working and engaging with industry partners.



I volunteered through the student initiative program at BioMelbourne Network and got introduced to many industry professionals, eventually landing my current job as a Business Development Manager at a digital pathology company. Being inspired by all that I learnt at the events I founded a MedTech start-up with my colleague and recently applied to be a member of the Network.

**Dr Naveen Noah Jason**  
Co-Founder, PhiliaLabs

# Policy and advocacy

BioMelbourne Network is committed to advocating for policy environments that support industry growth, drive economic outcomes and bring healthcare solutions to patients faster.

Working closely with members and stakeholders, BioMelbourne Network delivers advice, influence and engagement with government to support the businesses that improve people's lives through health innovation.

## FACILITATING INDUSTRY-LED POLICY DEVELOPMENT

In FY2018 BioMelbourne Network established three working groups to develop policy priorities in the lead up to the Victorian state election, to be held in November 2018.

### HEALTH INDUSTRY HUB WORKING GROUP

- Hosted a roundtable discussion between BioMelbourne Network members and US-based group BioLabs, supported by the Victorian Government, to explore the feasibility of co-working wet lab facilities in Melbourne.
- Held three working group meetings to develop a Health Industry Hub policy position and recommendations for a co-working space in Victoria.

#### Working group members

**Kathy Harrison** Dimerix

**Matthew Hoskins** Sienna Cancer Diagnostics Ltd

**Mark Sullivan** Medicines Development for Global Health

**Russell Tait** PolyActiva

**Elene Zelcer** BioConsult



Thank you to those members who contributed to consultations, shared their stories, provided data and collaborated on policy ideas that will build and shape the future health industry in Victoria.





**CLINICAL TRIALS WORKING GROUP**

- Hosted cross-department meeting of Victorian Government representatives.
- Consulted with MTPConnect on Clinical Trials report.
- Held five working group meetings and developed a clinical trials policy position with recommendations to increase clinical trials activity in Victoria.

**Working group members**

- **Carrie Bloomfield** GSK Australia
- **Samantha Brandler** Nexomics
- **Andrew Brockway** IQVIA
- **Stella Burger** Syneos Health
- **Charlotte Hall** Nucleus Network Limited
- **Kurt Lackovic** Cancer Trials Australia
- **Megan Robertson** St Vincent's Hospital (Melb) Ltd
- **Xenia Sango** Optix Advisory
- **Judy Bingham** Easington Pty Ltd
- **Nadia Nahmany** Bioforum – Data Focused CRO
- **Jason Licklitter** Nucleus Network Limited
- **Tina Soulis** Neuroscience Trials Australia

**PHARMACEUTICAL MANUFACTURING FORUM**

- Convened a roundtable with Minister Wade Noonan, Minister Philip Dalidakis and 14 pharmaceutical and biotech companies who currently manufacture or develop products for manufacture in Victoria.
- Held four working group meetings and identified five policy priority areas to boost advanced manufacturing for the health industry over the next 10 years.

**Working group members**

- **Andrew Fast** Ensign Laboratories Pty Ltd
- **Charles Fridlender** Komipharm
- **Stephen Goodall** Process Biotech
- **David Herd** GSK Australia
- **Andrew Hodder** Pfizer Melbourne
- **Justin Howden** Swisse Wellness Pty Ltd
- **Philip Leslie** retired (GSK Australia)
- **Paul McDonald** Pfizer Melbourne
- **Michelle McIntosh** Medicines Manufacturing Innovation Centre
- **David Sparling** IDT Australia Limited
- **Stephen Vanni** Catalent Pharma Solutions
- **Ken Windle** Advent Pharmaceuticals Pty Ltd



Thank you for the round table meeting last week. It was a great networking session and informative. Thank you for your outstanding work done to date.

**Pharmaceutical Manufacturing  
Forum member**

## ADVOCATING ON HEALTH INDUSTRY POLICY ISSUES

BioMelbourne Network maintained high-level dialogue with the State and Federal Government, through submissions and consultations, to influence public policy decision makers and represent member views.

### STATE GOVERNMENT

In November 2017 BioMelbourne Network made a pre-budget submission to the Victorian Government, which outlined nine recommendations in the areas of job creation, growing the commercialisation and innovation ecosystem, and global positioning and promotion of the sector.

BioMelbourne Network responded to arising policy issues and barriers identified by members, providing feedback and recommendations to Government on programs, including:

#### Boost Your Business Advanced Manufacturing Voucher

BioMelbourne Network expressed member concerns regarding the voucher program guidelines in a submission to Minister Ben Carroll and proposed five recommendations around eligibility criteria, the supplier list, application timeframes and the level of matched funds required.

#### Victorian Medical Research Acceleration Fund

BioMelbourne Network consulted with members regarding the changes to the eligibility criteria that excluded industry as eligible applicants for Round 2 of the Victorian Medical Research Acceleration Fund (VMRAF).

The Network put forward five recommendations to Minister Jill Hennessey regarding VMRAF program guidelines, which were incorporated into Round 3 of the VMRAF, including re-instatement of industry as eligible applicants.

### FEDERAL GOVERNMENT

#### Proposed changes to the R&D Tax Incentive

- Responded to Federal Budget announcements on the reform of the R&D Tax Incentive.
- Hosted an CEO roundtable discussion with members on the impact of the proposed reforms.
- COAG engagement on R&D Tax Incentive, worked with Minister Dalidakis' office to raise the issue of R&D Tax Incentive through COAG meetings with Federal Minister.
- Committed to ongoing engagement with implementation of the R&D Tax Incentive reforms.

#### Changes to Australia's skilled migration visa system

- Attended a Department of Immigration roundtable to discuss the Government's plan to simplify Australia's visa system.
- Made a formal submission on behalf of members in response to the Policy Consultation Paper – Visa Simplification: Transforming Australia's Visa System.
- Attended a consultation with the Department of Home Affairs regarding the new Global Talent Visa pilot program.
- Supported members' submissions and engagement with government on ongoing visa and immigration issues.

# Global engagement

BioMelbourne Network recognises the importance of global connectivity with an ongoing commitment to furthering the global reach of our members.

FY2018 brought a significantly increased level of international engagement with the Network through forging strong international connections, establishing trusted global partnerships, and encouraging ongoing business relationships.

These activities build the international profile and awareness of Melbourne as a global innovation hub and the reputation of BioMelbourne Network as the key partner for doing business in Melbourne.

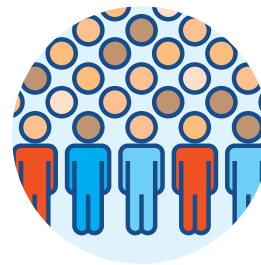


**19** of our **44** events featured international guest speakers

We hosted **16** international guest speakers and engaged with **6** different countries



**104** meetings and advisory sessions with international guests were facilitated for our members and network colleagues



The combined attendance across all events featuring international guest speakers was **879** industry professionals

## INTERNATIONAL SPEAKERS AT BIOMELBOURNE NETWORK EVENTS



**Jon Baer** Managing Partner, Threshold Ventures

**Edward Black** President, Reimbursement Strategies

**Dr Mary Beth Henderson** VP Regulatory, Affairs and Quality Systems Senior Principal Advisor, RCRI Inc.

**Frank Jaskulke** VP, Intelligence, The Medical Alley Association

**Kelly Krajnik** Senior Business Development Manager, Mayo Clinic

**James Sargent** Managing Partner, RQR Partners

**Dr Edwin Tucker** SVP Clinical Development & Medical Safety, Acerta Pharma



**Dr Mike Burrows** Coordination Director, National Academic Health Science Network (AHSN)

**Divya Chadha Manek** Head of Business Development (Commercial), NIHR Clinical Research Network (CRN)

**Dr Lesley Earl** Associate Director, Non-Clinical, ERA Consulting

**Dr Carolyn Finch** Solution Scientist, Team Lead, Clarivate Analytics

**Jon Mowles** Life Sciences Sector Specialist, Department for International Trade (DIT)



**Marc Voigt** CEO, Immutep Ltd



**Swami Swaminathan** Chairman & Co-Founder, ClIQ Healthcare Catalysts Private Limited



**Dr Thomas Lönngren** Strategic Advisor, NDA Group



**Dr Michael H. May** President & CEO, Centre for Commercialisation of Regenerative Medicine

## EXPORT READY FOR NORTH AMERICA



The Export Ready for North America program was delivered by BioMelbourne Network from July 2017 to November 2017, with the support of the Victorian Government Department of Economic Development, Jobs, Transport and Resources and Trade Victoria.

The program aimed to enhance US market readiness of Victorian medical technology companies with strategic intent to seek market entry into North America.

The program hosted four experienced US industry executives to deliver workshops and seminars on US market readiness, addressing regulatory, reimbursement, commercialisation and capital raising strategies.

Export Ready had excellent reach and engaged a total of 229 unique participants (380 total registrations) across the four modules representing 112 unique companies (258 total registrations), providing significant opportunity and benefit to the Victorian health technology companies.

All workshop participants reported gaining new knowledge, skills and outcomes that will strengthen and improve their company's value proposition in US market.

## VICTORIA INVITATION PROGRAM – A VICTORIAN GOVERNMENT INITIATIVE

In March 2018, BioMelbourne Network supported the Victorian Government's Victorian Invitation Program (VIP) – an invitation-only inbound trade mission program showcasing the very best of what Victoria has to offer, including world-class health and medical technology facilities.

BioMelbourne Network facilitated business meetings for several of the international delegates during their time in Melbourne, introducing them to local business leaders and industry professionals across our network. This included Kelly Krajnik, Senior Business Development Manager at Mayo Clinic, and Frank Jaskulke, Vice President, Intelligence at The Medical Alley Association.

## GSK'S DISCOVERY PARTNERSHIPS WITH ACADEMIA: 2018 DISCOVERY FAST TRACK AUSTRALIAN CHALLENGE

In March 2018 the UK-based GSK Discovery Partnerships team visited Melbourne to launch the 2018 Discovery Fast Track Australian Challenge. BioMelbourne Network was delighted work with Melbourne's academic research community to host a series of information sessions on the program. A series of three information seminars and three leadership briefings were arranged for the GSK team, facilitating engagement with researchers in the Melbourne Biomedical Precinct, Alfred Medical Research and Education Precinct and Monash University.



Participating in BioMelbourne Network's 2017 international engagement program Export Ready for North America, allowed me to experience the breadth and depth of Victoria's vibrant med tech sector. My conversations with the participating organisations underscored the level of exciting innovation occurring in the sector.

**Dr Mary Beth Henderson**  
RCRI Inc



Early stage healthtech companies face significant challenges in understanding the complex and dynamic global healthcare environment that they will be launching in. To be able to engage with global experts here in Melbourne through educational programs, is an invaluable opportunity for early stage innovation companies like Biotech Resources.”

**Peter Jordan**  
CEO, Biotech Resources

## GOING GLOBAL: GROWTH AND EXPORT STRATEGIES FOR HEALTHTECH



The Going Global program secured funding support from LaunchVic, the State Government's startup agency, to support and educate founders and executives of Victorian healthtech companies with strategic intent to export their product to global markets. The program brings international experts to Melbourne over a 12-month period to deliver a series of skills-based events on entry into global healthcare markets with a focus on the UK, India, North America and Europe.

The first module of the program – Doing Business with the NHS – was delivered in April 2018. Module 2 – Accessing Healthcare Markets in India: Building Business Partnerships – followed in June 2018. BioMelbourne Network engaged 11 unique organisations in complete module participation across these first two modules, with a number of organisations attending both modules.

BioMelbourne Network will continue to deliver the Going Global program throughout 2018 and into 2019.



Going Global UK – Doing Business with the NHS.  
Guest speakers (from left) Dr Mike Burrows;  
Divya Chadha Manek; Dr Krystal Evans; Jon Mowles.  
April 2018.

## 10TH ANNUAL

# Connecting Women Lunch

Friday 25 May 2018 wasn't any ordinary Friday. It was the day of the 10th annual BioMelbourne Network Connecting Women Lunch.

Such a momentous occasion warranted a momentous event, so for this year's lunch we returned to the place where it all began – the beautiful Sofitel in Melbourne. Here, 600 attendees from across the biotech, medtech and pharma sectors gathered to network and celebrate the successes of women in the health industry.

The theme of the event was 'Continuing the Journey'. Premier sponsor CSL's video 'A Big Journey Deserves Big Dreams' highlighted the remarkable women at CSL, their personal journeys to the positions they now hold and their advice for achieving success.

This year saw the inclusion of a keynote speaker for the first time. Dr Susan Alberti AC spoke generously and with grace, giving a powerful speech that advocated for greater investment in ensuring accessibility, addressing inequalities and striving towards a more equal society for all.

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, Swinburne University of Technology, Novartis
- Signature sponsor: KPMG
- Supporting sponsors: Brooker Consulting, Phillips Ormonde Fitzpatrick, miniFAB Pty Ltd, Nucleus Network, Starpharma Pty Ltd, The Walter and Eliza Hall Institute of Medical Research.

Every year we have linked this event to a charity. This year the chosen charity was the Aboriginal Literacy Foundation. With thanks to the generosity of our guests, donations collected in the boxes placed on each table totalled \$18,646.70.



The energy in the room was contagious... I felt very welcomed at my table.

**Dr John Morrison**

Executive Director, Innovation Precinct,  
Swinburne University of Technology



The most fabulous networking lunch, my first but I hope there will be many more.

**Anna Burgess**  
Director, Department of Health and Human Services



The Twitter hashtag #biomelbwomen was used to reinforce a positive message around diversity, to promote networking and align sponsors with the event.

The Twitter conversation associated with this event using #biomelbwomen generated 879 tweets (including retweets) and made 3,736,965 impressions between 1 May and 7 June.

**ON THE COUCH**

Each year we invite a selection of inspirational women to join Dr Krystal Evans 'On the Couch.' This year the following industry leaders talked about career resilience, taking opportunities and risks, the challenges that women face and the meaning of diversity, in all its forms:

**Christine O'Reilly** Non-executive Director at CSL

**Sam Cobb** CEO of AdAlta Limited

**Professor Christine Kilpatrick** Chief Executive of Melbourne Health

**Kathy Connell** Senior Director of JNJ Innovation

The results of the post-event survey indicated:

- 52% of attendees made new business contacts.
- 56% of attendees reinforced existing business connections and 14% had a new business lead or collaborative idea.
- 23% of attendees reported that they have learnt something new about the sector.
- 40% were thinking differently about their career strategy and personal goals as a direct result of attending the event.



As always, I enjoyed the celebration of female achievement and positive atmosphere of the event.

**Event Attendee**



# 2018 Women in Leadership Awards

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

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.

The 2018 awards were presented by Vicki Ward MP, Parliamentary Secretary for Industry and Employment, at the BioMelbourne Network's Women in Leadership Awards Ceremony on 11 May 2018. The ceremony was hosted by the Victorian Government at the Investment Centre Victoria.

The calibre and quantity of nominations that were submitted for the 2018 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!

## CONGRATULATIONS

Our award winners are pictured here with Vicki Ward, MP.



Women in Leadership Award – recognising senior corporate leadership and directorship

**Kathy Connell**  
Senior Director New Ventures,  
ANZ Johnson and Johnson  
Innovation



Most Valuable Women in Leadership Award – recognising the leadership of teams, projects and initiatives

**Dr Amanda Caples**  
Lead Scientist, Department of  
Economic Development, Jobs,  
Transport and Resources



Emerging Women in Leadership Award – recognising rising stars with high potential for future success

**Grace Lethlean**  
Director of Programs, ANDHealth



All the nominees exhibited strong leadership in their fields of expertise, having made outstanding contributions to innovation. They are all inspirational women who serve as industry role models and mentors, and who have advanced the sector through their achievements.

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**Dr Krystal Evans**  
CEO, BioMelbourne Network



## DISRUPTIVE DIAGNOSTICS

# Devices + Diagnostics Lab

Recent advances in diagnostic tests have had a profound impact on improving the quality and value of medical care.

At BioMelbourne Network's 6th annual Devices + Diagnostics Lab, we welcomed 17 speakers and 4 chair people, from both Australia and the US, to demonstrate that innovation in business models, regulatory and reimbursement systems and the delivery of healthcare is creating new pathways to identify and accurately treat medical conditions. The program featured case studies and interactive panel discussions with our expert speakers.

At this full day event, there were 181 attendees, including representatives from the State Government's Victorian Invitation Program which included delegates from China, Japan, India, Cuba and the US.

The event was officially opened by the Hon. Philip Dalidakis (left), Minister for Trade and Investment, Minister for Innovation and the Digital Economy, Minister for Small Business.



I loved the speaker mix, great hearing from such a diverse group of experts – very useful to hear about all parts of the pipeline.

**Maia Sauren**

ThoughtWorks Australia

The results of the post-event survey indicated:

- 62% of attendees made new business contacts.
- 44% of attendees reinforced their existing business connections.
- 67% of attendees gained new insights into the medical technology sector, and 33% are now thinking differently about their business strategy and goals.
- 35% of attendees 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.

## 2018 PROGRAM THEMES

- The changing landscape for medical diagnostics
- Improving the diagnostic picture
- Data and disruption in diagnostics
- Global commercialisation and investment strategies

## THANK YOU

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.

# Event summary



We held **44** events reaching **3490** industry professionals  
**67%** of attendees were from member organisations which means **1152** new faces



We hosted **123** guest speakers  
**19** events featured an international speaker



**50%** of speakers were women

## PREMIER EVENTS

6th annual **Devices + Diagnostics Lab: Disruptive Diagnostics**

**Women in Leadership Awards Ceremony**  
– hosted by the Victorian Government  
Department of Economic Development, Jobs, Transport and Resources

10th annual **Connecting Women Lunch**

## BIOBREAKFASTS

**Leading Collaborations to Commercialisation** – hosted by The Royal Society of Victoria

**Medicines, Manufacturing & Innovation** – hosted by Monash University (MIPS)

**Innovation Week Launch: The Future of Healthcare Is Digital** – hosted by The Royal Society of Victoria

**Access to Innovation Through Sustainable Universal Healthcare Systems – Pulling Back the Curtain on the PBS** – sponsored by GlaxoSmithKline and ViiV Healthcare

**Clinical Trials in Victoria – Building Global Competitive Advantage** – hosted by St Vincent's Hospital

**At the Interface: Materials Meets Biology for Next-Generation Life Sciences** – hosted by CSIRO

**Is Victoria Cell Therapy Ready?** – sponsored by Victorian Government, DEDJTR



## BIOBRIEFINGS

**US Regulatory Landscape: Hills and Valleys at FDA** – hosted by Davies Collison Cave

**Reimbursement Dynamics & the Changing US Healthcare Policy** – hosted by Bank of Melbourne

**A Fireside Chat with Dr Glenn Begley** – hosted by KPMG

**Navigating the Maze to Commercial Viability in North America** – hosted by Allens

**Data Security Current Developments & Keeping Your Data Out of the Wrong Hands** – hosted by EY

**The Changing Landscape for US Venture Capital Investments in Healthcare** – hosted by PwC

**Effective, Safe Medicines for All Ages: Innovation in Paediatric Drug Development** – hosted by Phillips Ormonde Fitzpatrick

**Hot or Not: Trends For 2018** – hosted by Phillips Ormonde Fitzpatrick

**Bringing New Technologies to the NHS Market in the UK** – hosted by KPMG

**Nanofabrication: Building the Business Case for Microfluidics** – hosted by Melbourne Centre for Nanofabrication

**Healthy India, Wealthy India – Accessing Healthcare Opportunities in India** – hosted by KPMG

## WORKSHOPS

**US Market Access** – Paths for Clearance of Approval

**Medical Technology Reimbursement: Getting Paid in the USA**

**Preparing for Launch: Penetration, Traction, and the Path to Commercial Viability**

**Global Pathways to Pre-Clinical Development Success**

**Raising Venture Capital in the USA**

**Ask Industry Anything 2017**

**Navigating the NHS** – Policy, Procurement and Patients

**Accessing Healthcare Markets in India: Building Business Partnerships**

## INDUSTRY CONSULTATIONS AND MEETINGS

**Innovation in Pharmaceutical Manufacturing: Driving Competitive Advantage for Victoria** – hosted at Parliament House

**Post Budget Update On R&D Tax Incentive and Defending Your Claims** – hosted by KPMG

**Annual General Meeting & Networking Event** – hosted by EY

Roundtable with Carolyn Finch, Clarivate – **New Techniques to Identify Novel Targets for Melanoma**

## LEADERSHIP LUNCHES

**India – The Land of Opportunity. Doing Business in India and What the Future Holds** – hosted by Corrs Chambers Westgarth

**Innovation for Growth – Realising the Value from Innovation Through an Ecosystem Approach** – hosted by EY

CEO Lunch with Thomas Lönngren: **A CEOs Nightmare – Regulatory and Market Access Failure: How to get a good sleep?** – hosted by Norton Rose Fulbright

**Women in Leadership Lunch** – hosted by Allens

Leadership Lunch with Dr Ed Tucker: **Introduction to Acerta and Acalabrutinib** – hosted by Davies Collison Cave

Non-Executive Director Lunch: **Update on People & Remuneration – Strategies to Attract, Retain and Build Talent in the Life Science Sector** – hosted by EY

**Leadership Lunch with Marc Voigt, Immutep Limited** – hosted by Phillips Ormonde Fitzpatrick

**Going Global Entrepreneur Lunch with Paul Brennan, CEO, PolyNovo Ltd** – hosted by KPMG

**CFO Post-Budget Lunch with Peter Paltoglou, Mayne Pharma Australia and EY** – hosted by EY

**CEO Lunch with Michael May, Centre for Commercialization of Regenerative Medicine** – hosted by Davies Collison Cave

## SOCIAL FUNCTION

**BioMelbourne Network, AusBiotech and ANDHealth Christmas networking function**



**BioMelbourne  
Network**  
Progressing BioIndustry

