

BIOMELBOURNE NETWORK

ANNUAL REPORT

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**BioMelbourne
Network**
Progressing BioIndustry





The Board

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Managing Director, Commercial Eyes

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Licensing & External Research,
Merck & Co.

Mr Peter Lewis AM

Head of Business Development, Hydrix

Mr Andrew Macdonald

Director,
BioMelbourne Network

The Team

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Chief Executive Officer

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Event Listing

Our entire event program for FY2015, with thanks to our hosts and partners

Who We Are

about the BioMelbourne Network

The BioMelbourne Network is a membership association for organisations engaged in biotechnology, medical technology and health innovation in the state of Victoria.

Our role is to foster links between companies, research organisations, financial markets and government, creating an environment for greater collaboration and prosperity.

With 183 member organisations, BioMelbourne Network plays a critical role in connecting health, research and industry capabilities and supporting the growth of Melbourne's innovation economy.

The BioMelbourne Network's focus is local and our reach is global. The ultimate success of our members is built on a strong foundation of research and development, and a globally competitive innovation ecosystem here in the state of Victoria.

Melbourne is the city that anchors Australia's health innovation ecosystem.

Melbourne's world leading healthcare capabilities and unique research infrastructure makes our city the anchor for Australian health innovation.

Our membership highlights Melbourne's unparalleled density of activity in biotechnology, medical technology, pharmaceuticals, digital health, advanced manufacturing, research organisations, hospitals, healthcare, investors, entrepreneurs, and enabling professional and scientific services.

The global market opportunity for the majority of our members is the healthcare sector. Innovation in healthcare technology is creating new Melbourne-based jobs, new growth and new industries for future economic prosperity.

The collaborative approach to health innovation adopted by our members facilitates their competitiveness in the global healthcare market.



Place is important for innovation. Connected, collaborative cities drive economic activity.

Cities are vital to Australia's economic prosperity, with the intensity of economic activity increasingly concentrated in city-based and regional-economies. Cities are critical aggregators of talent, infrastructure and ideas. Melbourne is a collaborative city, with its own style of doing business that draws heavily on networks.

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

Melbourne is a city where talented, passionate people live and work.

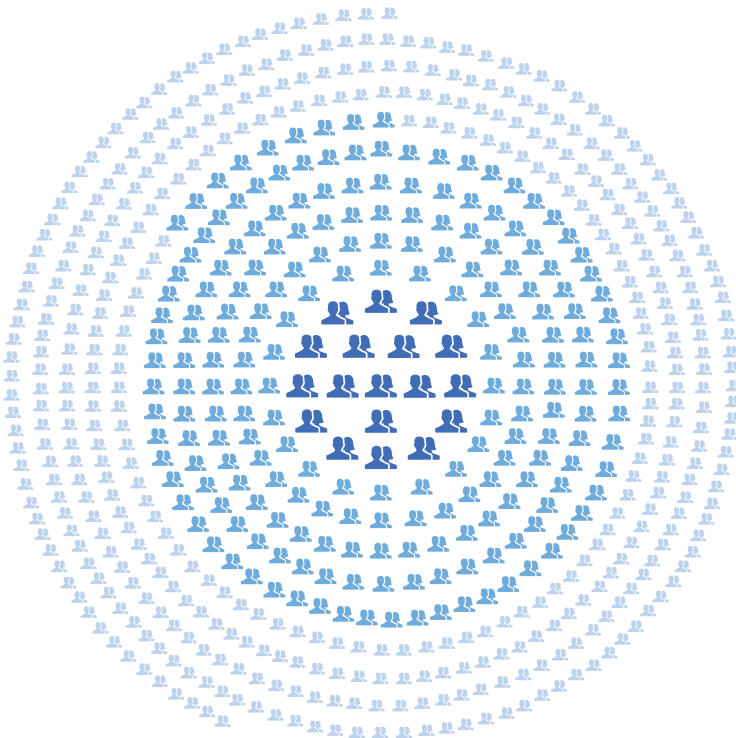
Access to human capital is a driver of global business success. The best technology in the world won't make it to market without the right team around it. Melbourne has an established international reputation as one of the world's most liveable cities. This reputation, coupled with a strong research and innovation sector, provides Melbourne with a highly educated, talented population.

Our industries create high-tech, high skilled jobs – but also high-value, high-reward jobs. Our sector is powered by passionate people who develop devices, diagnostics, drugs and digital tools that make a difference to peoples' lives.

The BioMelbourne Network supports human capital development to build Melbourne's competitive advantage in attracting, training and retaining talented people. This returns social capital into the economy by growing businesses that create satisfying and rewarding careers for people living in Melbourne.

Our Members

Connectivity and Sector Reach



Our Reach



Ratio = 1 : 10



183 Member Organisations



2,071 People in Member Organisations



4,031 People in our wider network

Social Network



2,570

followers on
Twitter



1,151

Members on our
LinkedIn Group

Major Supporters

in 2015

The Network is very grateful for the support and engagement of our members.

The major sponsors in the past year have been:



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

- Australian Academy of Science and The National Committee for Chemistry
- Australian Government Department of Industry and Science
- Bank of Melbourne
- Brooker Consulting
- City of Melbourne
- CSIRO
- CSL
- Davies Collison Cave
- Deloitte
- EY
- FB Rice
- Hydrix
- IDT Australia
- Minter Ellison
- Nexia
- Norton Rose Fulbright
- Philips Ormonde Fitzpatrick
- Piper Alderman
- PwC
- SRX
- Starpharma
- The Australian College of Optometry
- The Australian Synchrotron
- The Walter and Eliza Hall Institute
- Thomson Reuters
- Trajan Scientific and Medical
- UK Trade & Investment
- Watermark
- Women in Science Parkville Precinct (WiSPP)

Our Message

a word from the Chair and the CEO



Dr Krystal Evans
CEO

It has been a transformational year here at the BioMelbourne Network, with some terrific success stories and a wealth of positive news flow for members and the industry broadly. New products on the shelves, deals being done, new market approvals, international awards won, growth in global sales and export, capital raised, new jobs created and an increased focus on the innovation happening right here in Melbourne. In many ways FY2015 has been a terrific year.

There's been a cascade of impressive deals from biotechnology companies, with Starpharma, Hatchtech, Spinifex, Antisense all signing significant multi-million dollar deals with global partners. Medical device companies have also performed strongly, in terms of share price and expansion into new international markets, with compelling results for many members, including Sienna Cancer Diagnostics, DorsaVi, Global Kinetics Corporation and Medicines Development International.

Victoria remains the leading location for health and medical research, with our research organisations attracting more than 40% of national competitive research funding through the NHMRC. Melbourne continues to excel in R&D, with high global demand for our scientific and professional services, particularly in high-value manufacturing, clinical trials, engineering and design. Globally Australia ranked 4th in the world for biotechnology innovation in the 2015 Scientific American Worldview Scorecard, much of which can be attributed to the calibre and success of our members.

BioMelbourne Network

Since 2001 the BioMelbourne Network has held a distinct place in the Victorian life science ecosystem. In its fourteenth year the association represents over 180 organisations and is unique in terms of its industry reach and membership.

No other organisation represents the diversity of members in the health innovation ecosystem, across biotechnology, medical technology, digital health, drawing together public and private industry, research institutes, financial markets, hospitals and government. Our network provides a unique platform to bring people and organisations together to establish connections, provide collaborative opportunities, to drive prosperity and deliver life changing technologies to market.



Mr Andrew Carter
Chair

Networking and Connections

Over the course of the 2015 Financial Year (FY2015) BioMelbourne Network supported its membership by delivering a record 44 events. As well as featuring speakers from our membership, almost one third of events featured international speakers, providing access to global knowledge and expertise. The BioMelbourne Network is committed to enhancing diversity and the representation of women, and 23% of speakers at our events over the last year were women (up from 13% in FY2014). In total, our events program reached over 2,300 attendees throughout the year which, if put together, would make it one of the largest sector events in Australia.

As well as providing a forum to reinforce existing business relationships, our events also create opportunities to make new industry contacts, with more than 400 people attending their first BioMelbourne Network event in FY2015. The dynamic, high calibre gathering of industry professionals, combined with international speakers and access to industry intelligence, advances BioMelbourne Network as the leading forum for industry engagement in the health innovation sector.

Governance

Consistent good governance of the BioMelbourne Network is fundamental to a sustainable association and we acknowledge the commitment and contribution of our volunteer Directors. Six board meetings and two strategy sessions were held in FY2015 with the Directors giving attention to the financial management of the association and supporting the development of our staff, systems and processes. The Board was particularly pleased with the very positive feedback from members regarding the value and high quality of the Network's event program and the developing relationships with government, particularly at the city and state level.

In June 2015, Andrew Macdonald completed a distinguished five year period of service to the membership as Chair of the BioMelbourne Network. In his time as Chair, Andrew provided strong leadership in overseeing the growth and diversification of the Network, in the transition of a new CEO and in mentoring and supporting staff. The incoming Chair, Andrew Carter, brings a wealth of knowledge and expertise in the commercialisation of pharmaceutical and medical technology, with extensive connections throughout the wider industry sector.

On behalf of members, we also acknowledge the significant contribution of retiring board members – Joe Bains, Julian Chick and Ashley Bates - who have a long standing commitment to the organisation, holding office bearer and committee roles and as passionate advocates for the sector and the Network's members.

Organisational Effectiveness & Efficiency

The BioMelbourne Network is committed to maintaining a highly functional skills based Board of eight or nine Directors. The process of the Nominations and Remuneration Committee is a key initiative to ensure that the Board is focussed on identifying potential Directors with the appropriate skills and experience who are committed to the activities and goals of the Network.

BioMelbourne Network achieves significant outcomes and great value for money for its members through the hard work, passion and dedication of a small professional team. Efficient management of resources is the key to ensuring that the association is financially secure and on a sustainable footing. The Board's Finance and Audit Committee have met regularly throughout the year to provide financial oversight and support to management. The BioMelbourne Network's revenue model continues to evolve and as an independent association, the majority of income in FY2015 was derived from membership subscriptions, sponsorship and event registrations.

Membership Engagement

In November 2014 BioMelbourne Network farewelled Program Manager Anita Petris, who provided outstanding service to our members and to the wider life sciences sector over her five years with the Network. Her commitment and passion for technology and innovation facilitated Network membership and sector growth in new directions.

Continuing with a member-centric focus, Vicky Jones joined the BioMelbourne Network team in January, 2015 as the Membership Engagement Manager. With more than 15 years experience in event management, business development, marketing, client relations and sales Vicky brings new approaches to membership engagement at the BioMelbourne Network.

Over the past 12 months significant work has been undertaken to review (and subsequently improve) how we work with members, run events and generally conduct our operational activities. To continuously improve our service to members, and maximise our resources we have reviewed our financial, IT and membership management systems, as well as our website. Members will begin to witness the impacts of this review as we implement new functionality across all of these areas.

New initiatives in 2016

The coming year will see an increase in opportunities for members to directly input into Network activities and direction, to support a community of engaged members working to grow the innovation ecosystem in Melbourne.

We will continue to run great events that provide opportunities for collaboration, information exchange and networking across our entire membership base. And we will continue to seek your input before, during and after each event to ensure they meet or exceed member needs and expectations.

Thank You

to our Members, Supporters and Friends

The power of the BioMelbourne Network resides in its members. Thank you for all of your support in FY2015, particularly to our event host partners, sponsors, speakers and suppliers. Thank you to all the members who make themselves available to discuss, debate and collaborate on events and activities that impact the BioMelbourne Network and health innovation ecosystem in Victoria.

The funding and in-kind support of local, state and federal governments, our partners and service providers all ensure the BioMelbourne Network will be sustainable into FY2016 and beyond.

Thank you all for the role you have played in FY2015 and we look forward to working for you and with you again in FY2016.

**Regards,
Andrew and Krystal**

Highlights

of the year

Networking

Delivered a compelling and varied industry event program with a total of 2,361 attendees at 44 events that aimed to cater for the diversity within the membership and enhance the skills and knowledge of the sector while providing high calibre networking opportunities.

Global

Leading, together with Small Technology Cluster (STC) Australia, a high level delegation of 24 Victorian based medical technology organisations on a 10 day US MedTech Trade Mission to attend AdvaMed 2014 in Chicago, with site visits to Minneapolis and Austin.

Engagement

Delivered an industry engagement program on behalf of the State Government of Victoria to support the development of the local medical devices and diagnostics sector over the period August 2013 to Jan 2015.

Partnering

The 2nd annual Devices & Diagnostics Partnering Forum in October 2014. "Engaging with MedTech Multinationals" featured 6 speakers and over 50 attendees.

Diversity

The 7th "Connecting Women in Biotechnology Luncheon" was held in May 2015 and sold out with over 400 attendees.

Recognition

Presentation of the inaugural BioMelbourne Network Women in Leadership Awards, to Dr Elaine Saunders (Blamey Saunders Hears) and Dr Megan Baldwin (Circadian Technologies).

Devices

The 3rd annual Devices & Diagnostics Lab, this was a full day event held in March 2015 with 17 speakers and 99 attendees and was opened by the Hon. Adem Somyurek MP, Minister for Small Business, Innovation and Trade.

Hot Topic

Our biggest BioBreakfast event of the year was in June 2015, with a sell-out crowd of 100+ attendees, for the panel presentation on the "Current and Future Outlook for Cell Therapies".

Digital

Developed a high level industry roadmap to foster the development of the healthcare digital games sector in Victoria, through 'Games for Health' workshops.

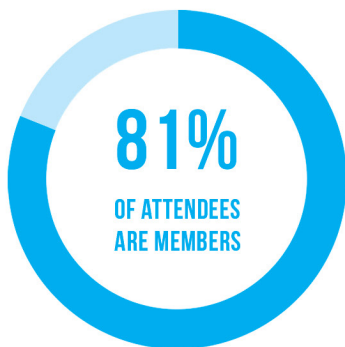
Our Events

The program over the year provided a range of events to serve the diversity of the membership and also within member organisations. Our events featured meetings, roundtable lunch discussions, workshops, informative breakfasts and briefings and manufacturing facility tours with a number of overseas speakers including from the UK, China, Sweden and the US.

WE'VE HELD **44** EVENTS



WE'VE ENGAGED **2,361** INDUSTRY PROFESSIONALS

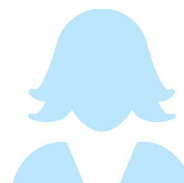


INCLUDING 405 FRESH FACES

WE'VE FEATURED **84** SPEAKERS



32% OF EVENTS FEATURED AN INTERNATIONAL SPEAKER



23% OF THE SPEAKERS WERE WOMEN



7th Connecting Women in Biotechnology Lunch

A flagship event for the BioMelbourne Network is the “Connecting Women in Biotechnology Lunch” and this year we held our 7th annual gathering on the 22nd of May, 2015. This Melbourne focussed event has national reach and honours, connects and applauds the successes of women in our most innovative industries.

This event is a key opportunity for women across the life sciences industry to extend their professional networks, establish mentoring relationships and to share and inspire over lunch. In 2015 the Lunch sold out prior to the event with a total of 410 attendees of which 274 were returning friends and 136 guests who were experiencing their first ever “Connecting Women” Lunch.

In FY2015 we established the Annual BioMelbourne Network Women in Leadership Awards which were presented to the inaugural winners at the Lunch by Dr Leonie Walsh, Lead Scientist to the Victorian Government. Dr Elaine Saunders, Managing Director of Blamey Saunders Hears was presented with The Women in Leadership Award for 2015 and Dr Megan Baldwin, CEO of Circadian Technologies was presented with The Emerging Women in Leadership Award for 2015. Congratulations to these two inspiring leaders.

As with previous years, CSL presented an entertaining video clip around this year’s theme “when the going gets tough” which provided an inspiring and supportive message for women in industry. New for this year was an “On the couch” interview session with experienced women from the sector. Dr Debra Yin Foo (Phillips Ormonde Fitzpatrick) and Dr Nina Webster (Acrux) gave very candid and insightful advice to the huge benefit of the audience.

This year our chosen charity was the St Kilda Mums who rehome new and pre-loved baby goods and nursery equipment to families in need. This year the donations totalled an incredible \$10,307.55 - thank you to our attendees, we were humbled by your generosity.

Social media was abuzz on the day, sharing this celebration of diversity with a wider online audience. The twitter hashtag #biomelbwomen was used in 819 tweets and made over 1 million impressions. Media coverage of the lunch included blog posts, online articles and a TV interview on ABC News24 with Dr Megan Baldwin, Circadian Technologies.

“ Extremely professional and makes you feel proud of being a women in Biotech ”



“ A fantastic event that I look forward to with excitement each year! ”



Devices & Diagnostics Lab

Precise and personalised medicine

“ I found the day very informative, and I thoroughly enjoyed listening to the robust and insightful presentations and discussions. As always, the networking opportunities were very helpful. ”

The BioMelbourne Network held the Devices and Diagnostics Lab on the 12th March, 2015.

This full day event showcased seventeen speakers and focused on the ways diagnostics and devices are delivering precise and personalised medicine. With an opening address from the Hon. Adem Somyurek MP, Minister for Small Business, Innovation and Trade, the sessions explored point-of-care diagnostics, next generation sequencing, digital health and the business case for product development. The expert sessions brought together a range of industry perspectives and ignited conversations between leaders in biotech, medtech, ICT, engineering, design, manufacturing, research and clinical practise.

There were 99 attendees, and when surveyed 90% thought the event was either outstanding or excellent and 100% said they would attend again. Furthermore 76% of attendees reported that the event generated a new business lead and 70% gained new insights into the Melbourne medtech sector.





Devices & Diagnostics Partnering Forum

“ I congratulate you on the event. It was extremely well run, and the diversity of speakers really captured the interest of all participants ”

**“Positioning for Partnership: Engaging with MedTech Multinationals”
21st October, 2014.**

For smaller medical technology companies knowing how to engage with larger strategic partners can make the difference between success and failure. At our Devices and Diagnostics Partnering Forum over 50 attendees heard from 6 speakers, including representatives from GE Healthcare, Cook Medical and Sorin who outlined their company’s approach to strategic partnerships and alliances. The speakers discussed the process by which they canvas and assess new ideas and provided insight and real-world examples of when and how to engage with larger multi-nationals. This was complemented by talks on accessing supply chain and distribution from Device Technologies, positioning for investment from GBS Venture Partners and collaborative approaches to product development from Planet Innovation. The Partnering Forum provided key information on positioning for global engagement, promoted local case studies and illuminated the pathways to partnership for product development.



Leadership Lunches

Supporting People and Culture

“ Very useful discussion – took away several improved tactics in several areas and even had the core of my board skills matrix drafted by the end of the lunch. Looking forward to the next one ”

**Feedback from a
Non-Executive Director**

The BioMelbourne Network event program is designed to support leaders at many levels within our member organisations, with a series of events specifically designed for Non-Executive Directors, CEOs, CFOs and senior management team members.

Non-Executive Directors’ Lunches, held in partnership with EY:

Apr, 2015 - Corporate Governance

Jun, 2015 - Emerging Risks and Considerations for Decision Making

CEO Leadership Lunches

Jul, 2014 - Professor Andrew Peele, Director, Australian Synchrotron

Oct, 2014 - Jon Mowles, UK Trade & Investment

Oct, 2014 - Professor David Kaye, Head of Cardiology Division, Baker IDI

Nov, 2014 - David Wilson, WG Partners UK

Feb, 2015 - Sir John Chisholm, Executive Director of Genomics England

Feb, 2015 - Dong Wu Head of the Johnson & Johnson Asia Pacific Innovation Centre

Apr, 2015 - Colette Goderstad, Program Director, Medtronic, Inc. Neuromodulation

CFO Lunches, held in partnership with Bank of Melbourne

Sept, 2014 - The changing landscape of currency & cash management

May, 2015 - Global market outlook and investor sentiment.

Internships

Supporting People and Talent



At the BioMelbourne Network, we are supportive of programs that grow and develop Melbourne’s talent pool.

In 2015, working with three key partners – Monash University, The College of Event Management and the Australian National University – we supported a number of student internships across the year.

The projects provided work-based learning opportunities to students and provided fresh insights and new ideas to BioMelbourne Network.

- Monash Business School Consulting Project: Team of three Monash Executive MBA students undertook a community corporate consultancy with BioMelbourne Network, including an “in-company” placement to provide business analysis and recommendations to drive organisational efficiency.
- College of Event Management (Melbourne campus): BioMelbourne hosted an intern for an 8 week placement, working on event organisation, management and marketing, and played an important role as part of the events team for the “Connecting Women in Biotechnology Lunch”.
- Science Communication ANU: A Masters of Science Communication student undertook a summer internship to produce a portfolio that showcased BioMelbourne Network member activity and success stories of 2014.

The internships were a terrific experience for students and for our organisation, and we are looking for partners to join our 2016 program.

International Connectivity & Engagement



The BioMelbourne Network event program has an increasingly international focus, to keep members informed on global industry trends and developments.

Melbourne is a growing destination for biotechnology, and with the constant traffic of international visitors to our shores, the Network is ideally placed to host speakers who wish to engage with the local innovation ecosystem. In fact almost one third of Network events held in FY15 featured an international speaker, providing members with access to international intelligence, updates and expertise.

Featured international speakers from FY2015 included:

Dong Wu

Head of the Johnson & Johnson, Asia Pacific Innovation Centre

Sir John Chisholm

Executive Director of Genomics England

Teresa “Terry” Stanek Rea

former acting and deputy director of the United States Patent and Trademark Office

Professor Adam Gazzley

Neurology, UCSF School of Medicine, Chief Scientific Officer Akili Interactive Labs, USA

Colette Goderstad

Program Director: Alliances, Integrations & Divestitures, Medtronic, Inc.
Neuromodulation, USA

Dr Thomas Lönngren

former Executive Director of the European Medicines Agency, EMA

Neuromodulation

in Melbourne

“ Thank you again for inviting me to Melbourne, and for putting together such a wonderful program.

I learned so much about innovation in Australia! ”

**Colette Goderstad,
Medtronic Neuromodulation, USA**



In April 2015, BioMelbourne Network hosted a two day program for international guest Colette Goderstad from Medtronic Neuromodulation, Minneapolis, USA.

Neuromodulation is the second-oldest and fourth-largest of Medtronic’s business units and Colette is responsible for developing and driving the strategy and negotiations related to strategic alliances, integrations and divestitures. During her visit, Colette spoke on approaches to partnering with corporate strategics from a Medtronic perspective, as well as sharing insights into the US business environment and emerging trends in the medical devices sector.

The two day event program included:

Biobriefing event:

“Partnerships, Alliances and Acquisitions: The Medtronic Perspective”, hosted by Nexia.

Tour of STC Australia

“BioMelbourne Network Neuromodulation Showcase” featuring SmartStent, Bionic Vision Australia, Monash Alfred Psychiatry Research Centre, Monash Vision Group and St Vincent’s Hospital.

CEO Lunch:

“Emerging trends in the US Medical Devices Sector”, hosted by Norton Rose Fulbright

B2B meetings:

Private meetings with BioMelbourne Network members.

The program gave companies access to international expertise and profiled the depth of medical innovation in Melbourne, highlighting our R&D capabilities in neuromodulation.

Colette Goderstad’s visit to Melbourne was supported by the State Government of Victoria, as part of a wider program to foster the growth of Victoria’s medtech sector.



Advamed 2014

Melbourne Medtech going global

Victorian Medtech Mission to the US: AdvaMed 2014

BioMelbourne Network and STC Australia jointly led a high-level delegation of 24 Victorian-based medical technology organisations on a 10-day Medtech Trade Mission to the US in October, 2014

Supported by the State Government of Victoria, the Mission centred on participation in the AdvaMed 2014 conference in Chicago (Illinois) and included city visits to medical technology innovation hubs in Minneapolis (Minnesota) and Austin (Texas).

The Medtech Mission was highly valuable for delegates in identifying new business opportunities and investment leads, with participants anticipating securing \$33 million in new investment opportunities (over 24 months), and a total of 36 significant business leads as a direct result of meetings held across the Mission.

AdvaMed 2014 is the leading medtech conference in North America, bringing more than 1,000 companies together, with over 2,300 corporate participants in 2014 – including 23 of the top 25 medtech companies in the world. The delegation from Victoria was the largest international delegation attending the AdvaMed 2014 conference. The prominent Melbourne trade pavilion in the AdvaMed Exhibit Hall provided a valuable opportunity to highlight Victoria's medtech sector to the executive level US audience and raise the international profile of our R&D capabilities and medtech innovation.

All Victorian delegates said that the US MedTech Mission had a positive impact for their organisation, gaining key skills and knowledge such as a deeper understanding of the US medtech market; insight into capital raising and approaches to partnering with large strategic corporations. When surveyed, 100% of mission delegates reported that the Mission improved their commercial connectivity in the US in a moderate or significant way.

Highlights of the MedTech Trade Mission:

Chicago

- AdvaMed Conference Entrepreneur BootCamp
- AdvaMed Conference MedTech Partnering
- AdvaMed Plenary speakers:

Rahm Emanuel,
Mayor of Chicago

Margaret Hamburg,
US FDA Commissioner

Hillary Rodham Clinton,
Former US Secretary of State.

- Illinois Medical District Networking Event

Minneapolis

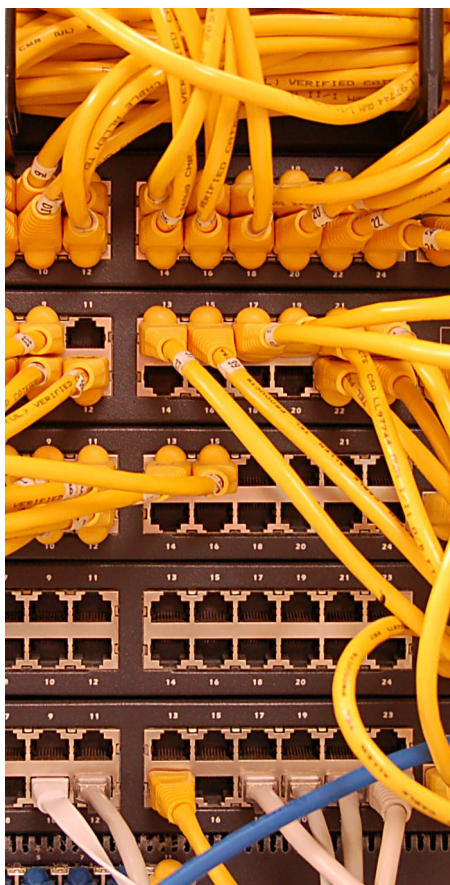
- Panel Session – Partnering with Corporate Strategics: including perspectives from:
 - Medtronic
 - Boston Scientific
 - 3M
- Site Visit: Osprey Medical, Minnesota
- Life Science Alley Networking event
- Site Visit: University of Minnesota's Medical Devices Center

Austin

- Sector Briefing – Austin and Texas Medical device sector
- Site Visit: Thermo Fisher, Austin Manufacturing Facility
- Site Visit: Austin Technology Incubator
- City of Austin Networking Lunch, with:
 - Texas A&M Health Science Center
 - Texas Life Science Collaboration Center

Fostering Industry Growth

Games for Health



The BioMelbourne Network, together with PwC and the Games Developer Association of Australia (GDAA), developed a roadmap to foster the development of a healthcare digital games industry in Victoria.

With the pressures of an ageing population, increased chronic diseases and a drive to increase efficiency in healthcare service delivery, the healthcare digital games sector has the potential to be a significant export industry for Victoria.

Two “Games for Health” workshops were held in 2014 with key stakeholders to identify opportunities, barriers and what’s needed in order to grow and accelerate this industry in Victoria.

The key barriers identified included a lack of awareness of existing capabilities, ability to secure funding sources, lack of standards and guidelines to support good practice and difficulty testing, proving and assessing impact of games on health outcomes. The resulting output was a high level roadmap with solutions and specific short, medium and long term recommendations, to build a strong foundation, accelerate growth and create a sustainable industry.

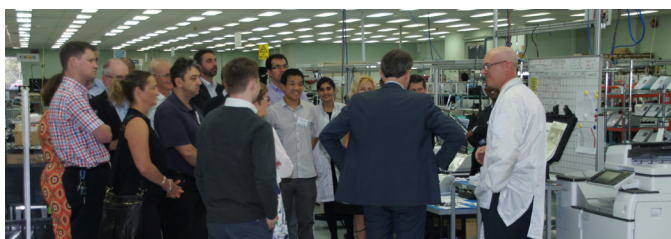
With 45% of the Australian game development sector here in Victoria, combined with our strengths in medical technology and health innovation, the development of a healthcare digital games industry is a significant opportunity for the Victorian economy.

This project was undertaken on behalf of the State Government of Victoria, with the final report delivered in October, 2014.

Medical Manufacturing

In 2015, the BioMelbourne Network held two Biobriefing events with on-site tours of leading medical manufacturing facilities. Advanced manufacturing needs advanced products, and with Victoria's strong innovation and IP base, medical manufacturing is transitioning our economy toward a high-tech, specialised, high-value, smart future.

SRX



The first tour in February 2015 saw over 70 people tour Australia's pre-eminent electronic manufacturing company, SRX. The factory tour included the new rapid prototyping facilities and assembly line capabilities for medical devices. SRX products include the world's smallest ultrasound machine and new point-of-care rapid PCR diagnostics for infectious diseases.

An engaging talk from Frost and Sullivan on "Wearable Technologies" outlined the global market opportunities and stirred discussion in the room about the ways in which the medical industry is adapting to and embracing these disruptive technologies.

IDT Australia



The second of our medical manufacturing tours was to IDT Australia, which provided unique insight into the manufacture of high potency Active Pharmaceutical Ingredients. With 50 people touring the facility, IDT representatives were able to share insights into the latest manufacturing practices including specialist formulation development, packaging and dispensing services for new products and clinical trial supplies.

John Sharman (Medical Developments International) and Paul Savage (CSIRO) presented their views on "Building Biotechnology: Advances in Chemical Manufacturing" initiating a robust discussion on product innovation and the future directions of pharmaceutical manufacturing in Australia.

Profile. Advocacy. Voice.

For over 15 years, the BioMelbourne Network has acted as trusted advisor and source of expertise at the nexus of government and industry.

Success for biotechnology and medical technology is an ecosystem play, and BioMelbourne Network are committed to fostering a business environment that supports member prosperity. Where members have identified issues, barriers and industry needs, the BioMelbourne Network has worked to communicate concerns and represent member views at all levels of government.

Thank you to all the members who provided detailed, powerful case studies demonstrating the issues that they face and for sharing their successes throughout the year. The BioMelbourne Network will continue to be a champion for the sector working with local, state and federal Government to progress innovative industries in Victoria.

In FY2015 the BioMelbourne Network has continued to promote the activity of the sector, ensuring our members' views are heard and sharing information and intelligence to build our united sector voice. Selected highlights of our activities include:

Profile

- Member of the Victorian Biotechnology Advisory Council
- Member of the Minister's Medical Technology and Pharmaceutical Expert Advisory Panel, State Government of Victoria
- Representative at The Council of Australian Governments (COAG) Industry and Skills Council Industry Forum

Advocacy

- Made formal submissions to the Senate Economics References Committee Inquiry into Australia's Innovation System and the Inquiry into Tax and Superannuation Laws Amendment (regarding reduction in R&D tax incentive)
- Presented member case studies to the State Government regarding the impact of "on hold" industry programs (such as TRIP, DBIP and TVP)
- Regular communication with Ministers, MPs, ministerial advisors and members of the Department of Health and Human Services and the Department of Economic Development, Jobs, Transport and Resources, on member successes and concerns.

Voice

- Hosted an industry consultation session on the Medical Technologies and Pharmaceuticals Industry Growth Centre with Chair Dr Bronwyn Evans
- Facilitated a discussion on Work Integrated Learning with the Office of the Chief Scientist
- Industry Roundtable Lunch with Senator Kim Carr Shadow Minister for Higher Education, Research, Innovation and Industry Shadow Minister Assisting the Leader for Science, with hosts CSL.

Our Goals

Run awesome events

Deliver a strong event program with high-calibre speakers that inform members on industry trends and create valuable networking opportunities.

Strengthen the network

Enhance the reach of the BioMelbourne Network within our member organisations, and across the health innovation sector in Melbourne.

Be an influential leader

Build BioMelbourne Network's profile as the leadership forum for health innovation in Victoria and act on member issues and concerns.

Increase connectivity

Increase connectivity throughout Melbourne's health innovation ecosystem and promote the activities of our members that enhance Victoria's prosperity.

Grow globally

Increase the international connectivity and profile of Melbourne as a world leading location for biotechnology, medical technology and health innovation

Work smarter and happier

Increase operational efficiency and sustainability to better serve member needs.

Your Network

Connect at an event

Make new business contacts, catch up with colleagues and meet with industry leaders. Attendee lists are sent out to members prior to the event to let you know who to look out for.

Suggest a speaker

Our events are customised to the needs and interests of members, and our flexibility means we take requests. If you have an international visitor in town for a few days, want share insights from your business, or think there's a hot button issue that we need to talk about, let us know.

Share your story

The more we know about your business strategy and direction for 2016, the more we can assist with your needs and further your goals. We held 75 one-on-one member engagement meetings in 2015, and this close consultation with members directs our activities.

Host an event

Partnering with the BioMelbourne Network to deliver events will increase your visibility in the sector and demonstrate your support and commitment to local sector.

Share your concerns

If your business has run into a barrier, the chances are you aren't the only one struggling with the issue. We participate in government submissions, industry consultations and respond to member-specific issues as a trusted and respected voice for the sector. Your issues are our issues.

Let us introduce you

We make hundreds of personal, facilitated introductions every year, connecting members who are in search of suppliers, talent, partners, consultants and investors. Make our network your network in 2016.

Our Members

10+ Years

Acrux Ltd	Committee for Melbourne	St Vincent's Institute of Medical Research
AusBiotech Ltd	CSIRO	Starpharma Pty Ltd
Australian Genome Research Facility	CSL Limited	University of Melbourne
Avatar Brokers Pty Limited	Davies Collison Cave	Walter and Eliza Hall Institute of Medical Research
Avexa Ltd	EY	Watermark Patent and Trade Mark Attorneys
Baker IDI Heart & Diabetes Institute	Freehills Patent Attorneys	
Bio21 Institute for Molecular Science & Biotechnology	Genetic Technologies Limited	
BioConsult Pty Ltd	Hudson Institute of Medical Research	
BioDiem Ltd	Melbourne Health	
Biomedical Research Victoria	Monash University	
Bioregulatory Consulting	Murdoch Children's Research Institute	
Brooker Consulting	Neurosciences Victoria	
Burnet Institute	Norton Rose Fulbright Australia	
Cell Therapies Pty Ltd	Nucleus Network	
City of Melbourne (Enterprise Melbourne)	PwC	
	Science in Public	

5+ Years

Advent Pharmaceuticals Pty Ltd	EMBL Australia (ARMI)	Piper Alderman
Agriculture Victoria Services Ltd	FB Rice	Prana Biotechnology Ltd
Antisense Therapeutics Ltd	Gilead Sciences Pty Ltd	Research Australia
ARCS Australia Ltd	Griffith Hack	Science Industry Australia Inc
Australian Red Cross Blood Service	LBT Innovations Ltd	ScribblersInc
Australian Synchrotron	Life Technologies	Servier Laboratories (Aust) Pty Ltd
AW Stephen & Associates	Mallinckrodt Pharmaceuticals	Sienna Cancer Diagnostic Ltd
Axxin	Medical Developments International	Thomson Reuters IP & Science
Bio-Link Australia Pty Ltd	Medicines Development Ltd	Traders Macquarie Pty Ltd
BioShares	Merck Sharp & Dohme Australia	Universal Biosensors Pty Ltd
Brandon Capital Partners	Mesoblast Limited	Wild Child Cosmeceuticals
Cancer Trials Australia	Minter Ellison	
Chubb Commercial Insurance of Aust. Ltd	National Association of Testing Authorities (NATA)	
Circadian Technologies Limited	Pfizer Australia	
Cogentum	Phillips Ormonde Fitzpatrick	
Dept. of Economic Dev., Jobs, Transport and Resources (DEDJTR)	Phosphagenics Limited	

2+ Years

Admedus Ltd	Eilis Quinn	Otifex Therapeutics Pty Ltd
Afandin Pty Ltd	ERA Consulting Australia	Paranta Biosciences
Alex Ascenzo	eXec Factor	Patheon Biologics Australia Pty Ltd
AMCRC Pty Ltd	Genzyme Australasia Pty Ltd	Planet Innovation
Aus Bio Ltd	Global Kinetics Corporation	PolyActiva
Australian College of Optometry	Hatchtech	PPD
Bank of Melbourne	Hydrix Pty Ltd	Quintiles Pty Ltd
Bio Actives Exports Pty Ltd	IDT Australia	Reblan Pty Ltd
BioDetectors Pty Ltd	Immuron Ltd	Specialised Therapeutics
Bionics Institute	INC Research	Spinifex Pharmaceuticals Pty Ltd (Novartis)
Blamey Saunders Hears	IQnovate Life Science Organization	Stella Connect
Cancer Therapeutics CRC	IQX Ltd	Strategic Project Partners (SPP)
Centre for Eye Research Australia	Janssen-Cilag Pty Ltd	Victorian Life Sciences Computation Initiative (VLSI)
Deakin Research - Commercial	Neuroscience Trials Australia	
Deloitte	Nexia Australia	
Easington Pty Ltd	Nexvet Biopharma Pty Ltd	

Recent Members

4Dx Pty Ltd	Greengage Regulatory Pty Ltd	Quanticare Technologies
affinity bio	Grey Innovation	RDDT / VivoPharm Australia
Agilent Technologies	Grifols Australia Pty Ltd	SeerPharma Pty Ltd
Alexander Gosling	Haplomic Technologies	Sementis Ltd
Allens	Illumina Australia Pty Ltd	SmartStent Pty Ltd
AquaTrophic Pty Ltd	Invion Limited	SRX Global
Arrayware Pty Ltd	La Trobe - College of SHE	St Vincent's Hospital (Melb)
Ashley Bates Consulting	Magdajano Pty Ltd	STAT Innovations Pty Ltd
Blue Curve	Marilyn Careers	Statistical Revelations Pty Ltd
Cell Care Australia	MedCorp Technologies	Swinburne University of Technology
Commercial Eyes	Medicines for Malaria Venture (MMV)	The CFO Solutions
d3 Medicine LLC	MiniFAB	The Clinical Trial Company
Design + Industry	Molecule2Market Pty Ltd	Thoughtworks
Dimerix Bioscience Limited	MPR Group Pty Ltd	Trajan Scientific and Medical
dorsaVi Ltd	Neuren Pharmaceuticals	VCAMM
EBC Consulting Pty Ltd	nuraloop	Victorian Cancer Biobank
EM Advisory	Ondek Pty Ltd	World Courier (Australia) Pty Ltd
Epworth Research Institute	Orius Pty Ltd	
Gordagen Pharmaceuticals Pty Ltd	Outerspace Design	

Life Members

Dr John Raff
Mr Tim Murphy
Ms Janine Kirk
Prof. David de Kretser



“ Events like this reinforce the value in us being active BioMelbourne members. ”



Premier Events

21 . 10 . 14	D&D Partnering Forum – Piper Alderman
12 . 03 . 15	Devices & Diagnostics Lab
22 . 05 . 15	Connecting Women in Biotechnology Lunch

BioBreakfasts

05 . 08 . 14	Biomarkers to Cures for Blinding Disease: Progress & Directions for Age-Related Macular Degeneration - Australian College of Optometry
16 . 09 . 14	Phosphagenics developing a multi faceted platform technology, TPM
23 . 10 . 14	The Readiness is All: Melbourne's R&D capacities in emerging infectious diseases - WEHI
25 . 11 . 14	Future of Chemistry, Future of Manufacturing – Australia Academy of Science and The National Committee for Chemistry
17 . 03 . 15	Accelerating Innovation: Accessing research infrastructure in Victoria; VPTN - The Victorian Platform Technologies Network
17 . 04 . 15	Additive Manufacturing in Medicine - CSIRO

21 . 04 . 15	Navigating the World of Biologics & Biosimilars in the US - Minter Ellison
10 . 06 . 15	The Current & Future Outlook for Cell Therapies - Peter MacCallum Cancer Centre

BioBriefings

31 . 07 . 14	How Did Fibrotech Achieve Such a Stunning Return? - Nexia
13 . 08 . 14	Navigating the Regulatory Path to Marketing Approval in the EU - Piper Alderman
03 . 09 . 14	Video Games: The Future Treatment of Neurological & Psychiatric Conditions - PwC
19 . 11 . 14	When is a mobile app a medical device? Regulatory and intellectual property considerations for mobile medical app development - Philips Ormonde Fitzpatrick
02 . 12 . 14	What You Need to Know for 2015; The Entrepreneurs' Infrastructure Programme is open! - EY
28 . 01 . 15	"Hot or Not": Trends for 2015 - FB Rice
05 . 02 . 15	Wearable Technology - Innovations in Healthcare & Manufacturing Tour - SRX
24 . 03 . 15	Building Biotechnology: Advances in Chemical Manufacturing & Tour - IDT Australia
27 . 04 . 15	Partnerships, Alliances and Acquisitions; The Medtronic Neuromodulation Perspective - Nexia
14 . 05 . 15	Can I Patent That? Protection of Inventions in the US and Australia - DCC

Industry Consultations

15 . 07 . 14	Fostering commercialisation of healthcare games in Victoria; Session 1 - PwC
05 . 08 . 14	Fostering commercialisation of healthcare games in Victoria; Session 2 - PwC
27 . 08 . 14	BioMelbourne Network Annual General Meeting - EY
10 . 02 . 15	Work Integrated Learning with the Office of the Chief Scientist
28 . 04 . 15	Neuromodulation Showcase with Medtronic - Monash Alfred Psychiatry Research Centre
04 . 06 . 15	Roundtable on Medical Technologies and Pharmaceuticals Industry Growth Centre

International Trade Mission

06 . 08 . 14	Victorian MedTech Mission to US and AdvaMed 2014
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Leadership Lunches

24 . 07 . 14	CEO Lunch with Professor Andrew Peele - Australian Synchrotron
02 . 09 . 14	The changing landscape of currency & cash management Lunch - Bank of Melbourne
11 . 09 . 14	D&D Lunch with Aaron Brickman
18 . 09 . 14	D&D Executive Luncheon with Professor David Kaye - EY
20 . 10 . 14	Life Sciences Opportunities in the UK: Building Your Business Reach - UK Trade & Investment
05 . 11 . 14	Executive Luncheon - David Wilson (WG Partners UK) - EY
03 . 02 . 15	Sir John Chisholm; Executive Director of Genomics England - Deloitte
17 . 02 . 15	CEO Lunch with Dong Wu Head of the Johnson & Johnson Asia Pacific Innovation Centre - EY
24 . 04 . 15	Non-Executive Director Lunch: Corporate Governance - EY
28 . 04 . 15	CEO Lunch with Colette Goderstad, Medtronic, Inc. Neuromodulation - Norton Rose Fulbright
05 . 05 . 15	Industry Roundtable Lunch with Senator Kim Carr Shadow Minister for higher Education, Research, Innovation and Industry Shadow Minister Assisting the Leader for Science - CSL
28 . 05 . 15	Post-budget CFO Luncheon - EY
11 . 06 . 15	Non-Executive Director Lunch - Emerging Risks and Considerations for Decision Making - EY

B2B Sessions

24 . 04 . 15	Pfizer Consumer Healthcare
28 . 04 . 15	Medtronic Neuromodulation Inc
29 . 04 . 15	HealthTap Inc



BioMelbourne Network

Progressing BioIndustry

