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About BioMelbourne Network

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

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

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

We do this by:

• Advocating for policy, tax and regulatory settings that support the growth of the sector
• Delivering a high calibre program of over 40 events per year that provide access to key stakeholders and decision makers, local and international industry intelligence and networking opportunities
• Raising awareness of non-dilutive funding opportunities and government support programs
• Working with the Victorian State Government to lead and co-ordinate international trade activities
• Collaborating with other peak bodies and industry associations to promote cross-sectoral engagement and global connectivity
• Hosting international industry representatives to showcase Melbourne’s capabilities and facilitate introductions with our member organisations
• Promoting Melbourne as a unique health innovation destination to local and international media, governments and strategic partners
• Representing the sector at local, national and international forums
• Supporting businesses to grow and scale their operations in Melbourne by providing advice and facilitated introductions to expertise.
BioMelbourne Network was established in February 2001 by the Committee for Melbourne, following a report from the Boston Consulting Group on the Victorian biotechnology industry.

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

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

Why Melbourne?

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

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

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

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

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

Sue MacLeman
Managing Director and Chief Executive Officer, MTPConnect
BioMelbourne Network values the support and engagement of our members.

The major sponsors in the past year have been:

- Allens
- Australian Regenerative Medicine Institute (ARMI)
- Australian Synchrotron
- Avatar Brokers Pty Limited
- Broker Consulting
- CSIRO
- CSL
- Davies Collison Cave
- EY
- FB Rice
- Greengage Consulting
- IDT Australia
- Johnson & Johnson Innovation
- KPMG
- MiniFAB
- Monash University
- Moore Stephens
- Norton Rose Fulbright
- Nucleus Network
- Philips Ormonde Fitzpatrick
- Piper Alderman
- Planet Innovation
- Starpharma
- State Government of Victoria (DEDJTR)
- Florey Institute of Neuroscience & Mental Health
- The Royal Society of Victoria
- Walter and Eliza Hall Institute of Medical Research
- University of Melbourne
- World Courier
Melbourne is the city that leads Australia for innovation in healthcare. Over the past year, BioMelbourne Network has continued to connect members across Victoria’s innovation ecosystem, for better business outcomes that deliver better patient outcomes.

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

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

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

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

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

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

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

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

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

Regards,
Andrew and Krystal
Global Connectivity

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

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

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

Advocacy

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

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

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

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

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

Dr Tina Soulis
CEO, Neuroscience Trials Australia

Member Engagement

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

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

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

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

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

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

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

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

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

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

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

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

Diversity

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

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

BioMelbourne Network advocated for women’s participation in the broader sector through various other platforms.
BioMelbourne Network is committed to fostering a business environment that supports member and sector growth. Where members have identified issues, barriers and industry needs, BioMelbourne Network has worked to communicate concerns and represent member views at all levels of government.

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

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

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

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

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

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

Response to changes to 457-visa program:

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

Additional advocacy highlights in FY2017 included:

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

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

Dr Krystal Evans, CEO, BioMelbourne Network

Community Engagement: Innovation Week 2016

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

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

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

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

Additional community engagement highlights in FY2017 included:

- BioMelbourne Network CEO appointed to Committee for Melbourne’s (CFM) MELBOURNE 4.0 Steering Committee
- Dr Krystal Evans was an invited speaker at the Connecting Women in STEMM Conference
- BioMelbourne Network contributed to CFM Future Focus Group project on future biotech skills in Melbourne - a project linking secondary school students and industry
- BioMelbourne Network CEO appointed to the Foundation Committee of the newly formed Global Health Alliance Melbourne.
BioMelbourne Network is committed to furthering the global reach of Melbourne’s capabilities and to fostering and enhancing connectivity, collaboration and capability to boost the competitiveness of Victoria’s biotechnology, medical technology and pharmaceutical sector on a global scale.

**International BioBreakfasts**

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

Regions covered included India, the European Union and China:

**BioBreakfast – India Unplugged**
Tuesday 20th September 2016

**BioBreakfast - Pathways to Europe: Pitfalls and Strategies for Success**
Tuesday 21st March 2017

**BioBreakfast - Strategies for China: Managing Risk to Build Opportunity**
Friday 30th June 2017

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

**International Speakers at BioMelbourne Network Events**

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

Some of the featured international speakers included:

**Canada:**
Dr Michael H. May  
Centre for Commercialization of Regenerative Medicine

**Japan:**
Patrick Flochel  
EY

**EU:**
Thomas Lönngren  
NDA Group AB

**US:**
Gerald Chan  
Morningside Ventures

Dr Huzefa Neemuchwala  
Medtronic Inc.

Dr Michael Rosenzweig  
Merck Research Laboratories

Pamela Contag  
Springboard Enterprises USA

Jon Baer  
Threshold Ventures

Andreas C. Pfahnl  
Nortech Medical Devices

Randall S. Nelson  
Evergreen Medical Technologies, Inc.

Dr Asish Xavier  
Johnson & Johnson Innovation

Dr Vijay Murthy  
Johnson & Johnson Innovation
The Medical Alley Association

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

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

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

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

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

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

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

International Visitors in Melbourne

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

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

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

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

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

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

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

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

2016 Mission Delegates:
Medical Technology Companies
- My Golgi
- Global Patient Portal
- RhinoMed
- Imunexus
- Global Kinetics Corporation
- Trajan Scientific and Medical
- iUFlow

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

Academic and Healthcare Organisations
- Monash University
- St Vincent’s Hospital
- The University of Melbourne

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

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

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

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

Tom Stamp, Director, Blue Curve
The knowledge, connections and opportunities available at AdvaMed are game changing for Victorian medical technology companies.

Craig Mackieson, Chairman, Imunexus

Mission Itinerary

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

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

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

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

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

The Hon. Philip Dalidakis, Victorian Minister for Small Business, Innovation and Trade
The implantable medical device market has been growing and diversifying at a great pace for some time - improving the quality of life for millions of patients world-wide.

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

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

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

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

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

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

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

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

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

The theme for the March 2018 Devices + Diagnostics Lab will be Disruptive Diagnostics.
9th Connecting Women Lunch

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

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

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

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

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

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

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

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

• Dr Amanda Caples
• Dr Charmaine Gittleson
• Michelle Goldsmith
• Prof Sally McArthur
The results of the post-event survey indicated:

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

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

**Premier Sponsor:**
CSL

**Major Sponsors:**
Johnson & Johnson Innovation; KPMG; The State Government of Victoria

**Signature Sponsor:**
CSIRO

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

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

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

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

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

Sarah Matheson, Partner, Allens

2018 will be the 10th anniversary of the Connecting Women Lunch and we’re planning for a bigger and bolder celebration on Friday 25th May.
Established in 2015 to champion outstanding leaders and rising stars in the biotechnology, medical technology and pharmaceutical sector, the 2017 BioMelbourne Network Women in Leadership Awardees exemplify the wealth of talent that we have in Melbourne.

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

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

Congratulations:

**Women in Leadership**
Recognising senior corporate leadership and directorship

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

**Most Valuable Women in Leadership**
Recognising leadership of teams, projects and initiatives

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

**Emerging Women in Leadership**
Recognising rising stars with high potential for future success

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

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

**Dr Krystal Evans, CEO, BioMelbourne Network**

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

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

Ask Industry Anything Workshop

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

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

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

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

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

2016 Industry Speakers:

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

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

Matthew Hoskin, Chief Operating Officer, Sienna Cancer Diagnostics Ltd

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

Participating Research Institutions:

- Australian Regenerative Medicine Institute
- Deakin University
- Hudson Institute of Medical Research
- Monash Biomedicine Discovery Institute
- Monash Institute of Medical Engineering
- Monash Institute of Pharmaceutical Sciences (MiPS)
- Swinburne University of Technology
- Victorian Infection and Immunity Network (UoM)
- Walter & Eliza Hall Institute of Medical Research
BioMelbourne Network will continue to be a strong advocate for members in the lead up to the Victorian State Government election in November 2018.

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

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

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

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

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

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

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

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

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

10+ Years

Acrux Ltd
Advent Pharmaceuticals Pty Ltd
Agriculture Victoria Services Pty Ltd
Antisense Therapeutics Ltd
ARCS Australia Ltd
AusBiotech Ltd
Australian Genome Research Facility
Avatar Brokers Pty Limited
Bio21 Molecular Science & Biotechnology Institute
BioConsult Pty Ltd
Bio-Link Australia Pty Ltd
Biomedical Research Victoria
Bioregulatory Consulting
BioShares
Brooker Consulting
Burnet Institute
Cell Therapies Pty Ltd
City of Melbourne
Committee for Melbourne
CSIRO Manufacturing
CSL Limited
Davies Collison Cave
Department of Economic Development, Jobs, Transport and Resources (DEDJTR)
EY
FB Rice
FPA Patent Attorneys
Genetic Technologies Limited
Griffith Hack
Hudson Institute of Medical Research
Monash University
Murdoch Children’s Research Institute
Norton Rose Fulbright Australia
Nucleus Network Limited
Phillips Ormonde Fitzpatrick
Phosphagenics Limited
Prana Biotechnology Ltd
PwC
Research Australia
RMIT University
Science Industry Australia Inc
Sienna Cancer Diagnostic Ltd
St Vincent’s Institute of Medical Research
Starpharma Pty Ltd
Walter and Eliza Hall Institute of Medical Research
Watermark Intellectual Property Pty Ltd
BioMelbourne Network

5+ Years

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

2+ Years

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

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<td>Technovalia Pty Ltd</td>
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<td>KPMG</td>
<td>TetraQ Research Infrastructure Centre</td>
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<td>The Peter Doherty Institute for Infection and Immunity</td>
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Our Events

Premier Events
5th Annual Devices + Diagnostics Lab - *Implantable Medical Technologies*
9th Annual Connecting Women Lunch

BioBreakfasts
Partnering Through the Healthcare Product Life Cycle - **Hosted by:** The Royal Society of Victoria
Advances in Cancer Therapeutics - **Hosted by:** The Walter and Eliza Hall Institute of Medical Research
India Unplugged
Innovation Week Launch - Genomics and Personalised Medicine: Have We Arrived at Our Destination? - **Hosted by:** The Royal Society of Victoria
International Partnership Networks in Regenerative Medicine - **Hosted by:** Monash University and the Australian Regenerative Medicine Institute
Pathways to Europe: Pitfalls and Strategies for Success
A Roadmap for the Medical Technology and Pharmaceutical Industry - **Hosted by:** CSIRO
Strategies for China: Managing Risk to Build Opportunity

BioBriefings
HealthTech and Hype: Lessons from Theranos - **Hosted by:** Philips Ormonde Fitzpatrick
Medical Technology Mission to the U.S. including AdvaMed 2016 Conference
The Role of Universities in the Innovation Ecosystem - **Hosted by:** The Florey Institute of Neuroscience and Mental Health
Data and Diabetes - **Hosted by:** KPMG
The Future of Health - **Hosted by:** EY
Corporate Culture and Risk - **Hosted by:** EY
AdvaMed 2016 Pre-Departure Briefing - **Hosted by:** The State Government of Victoria
Navigating the Grantscape - **Hosted by:** Moore Stephens
Novel Cancer Immunotherapies - **Hosted by:** Allens
Hot or Not: Trends for 2017 - **Hosted by:** Philips Ormonde Fitzpatrick
New Kids on the Stock - **Hosted by:** KPMG
Commercialising Medical Technology – The 6 Secrets to Success - **Hosted by:** Planet Innovation
Navigating the Grantscape Part II - **Hosted by:** KPMG

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

**BioWorkshops**

Ask Industry Anything

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

**Industry Consultations**

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

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

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

Ministerial Advisory Meeting - R&D Tax Incentive

**International Trade Missions**

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

**Leadership Lunches**

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

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

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

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

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

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

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

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

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

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

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

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

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

**Social Function**
