THE BOARD
Andrew Carter
Chair, BioMelbourne Network
Managing Director, Commercial Eyes

Lusia Guthrie
Deputy Chair, BioMelbourne Network
Director, LUSID Pty Ltd

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

Dr Lorna Meldrum
Secretary, BioMelbourne Network
VP Commercial Operations Asia/Pacific, Seqirus

Andrew Maxwell
Managing Director, Chatsworth Associates Pty Ltd

David Herd
Director, Market Access and External Affairs
GSK Australia

Alun Needham
Director, KPMG

Maureen O’Keefe
Chief Executive Officer, Australian College of Optometry/National Vision Research Institute

RETIRRED BOARD DIRECTORS
Dr Phil Kearney
Director, Merck Sharp & Dohme Australia

THE TEAM
Dr Krystal Evans
Chief Executive Officer

Andie Beattie
Communications Manager

Vicky Jones
Membership Engagement Manager

Jo O’Brien
Events & Project Officer

Dr Kim Pham
Policy & Research Officer

Nicole Pitcher
Office Manager

CONTACT US
Telephone +61 3 9667 8181
Website www.biomelbourne.org
Email info@biomelbourne.org
Twitter @biomelb
LinkedIn BioMelbourne Network Group
Address Milton House
Level 2, 25 Flinders Lane
Melbourne, Victoria
Australia, 3000
Melbourne is the city that anchors Australia’s health industry. A collaborative city, where businesses are developing innovative healthcare products that improve people’s lives.

Dr Krystal Evans
CEO BioMelbourne Network
Who we are

ABOUT BIOMELBOURNE NETWORK

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

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

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

WE DO THIS BY:

• advocating for policy, tax and regulatory settings that support industry needs
• delivering a high-calibre event program of over 40 events per year that provide access to key stakeholders and decision makers, local and international industry intelligence and networking opportunities
• advising on available funding opportunities and government support programs
• partnering with the Victorian Government to deliver sector growth activities
• collaborating with other peak bodies and industry associations to promote sector-wide engagement and connectivity to networks across the world
• hosting international industry representatives to showcase Melbourne’s capabilities and facilitate introductions with our member organisations
• promoting Melbourne as a unique health innovation destination to local and international media, governments and strategic partners
• representing the sector at local, national and international forums
• supporting businesses to grow and scale their operations in Melbourne by providing advice and facilitated introductions to expertise.
OUR HISTORY
BioMelbourne Network was established in February 2001 by the Committee for Melbourne, following a report from the Boston Consulting Group (BCG) on the Victorian biotechnology industry.

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

The Network is now fully funded by its membership and associated activities and has been financially independent since 2005.

WHY MELBOURNE?
Melbourne is the city that anchors Australia’s health innovation industry. It is a vibrant city that draws together talented people, new technologies, world leading research infrastructure, high-calibre healthcare systems and financial markets. Place is important for innovation and as a connected, collaborative city, Melbourne has a style of doing business that draws heavily on networks. BioMelbourne Network provides a key competitive advantage for Melbourne’s future by connecting capabilities within the city, across Victoria and around Australia, and linking them to the global healthcare industry.

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

Andrew Wear
Director, DEDJTR
Thank you

BioMelbourne Network values the support and engagement of our members.

The major sponsors in the past year have been:

- AVATAR
- CSL
- CSIRO
- EY
- Johnson & Johnson Innovation
- KPMG
- Novartis
- Swinburne University of Technology
- Victoria Economic Development, Jobs, Transport and Resources
- LaunchVic

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

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

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

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

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

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

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

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

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

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

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

Regards,
Andrew and Krystal

Andrew Carter
Chair

Dr Krystal Evans
Chief Executive Officer
Highlights from FY2018

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

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

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

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

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

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

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

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

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

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

BioMelbourne Network is a respected voice for the industry and a trusted source of insight and information to government. Our efforts are targeted to ensure that Melbourne, Victoria and Australia remain a globally competitive location for businesses to thrive.
GLOBAL CONNECTIVITY
In FY2018, 19 BioMelbourne Network events featured international speakers (43% of events, up from 25% in the previous year) from six countries and we facilitated 104 member meetings and advisory sessions with our international guests.

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

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

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

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

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

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

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

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

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

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

FY2018 MEMBERSHIP

210 members
47 new members
8 honorary life members

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

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

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

10+ YEARS
Alex Ascenzo
Australian College of Optometry/National Vision Research Institute
Australian Red Cross Blood Service
Australian Regenerative Medicine Institute (ARMI)
Australian Synchrotron
Axxin
Bionic Vision Technologies
Bions Institute
Blamey Saunders Hears
Brandon Capital Partners
Centre for Eye Research Australia Ltd (CERA)
CTx CRC Ltd
Deakin Research – Commercial
Easington Pty Ltd
ERA Consulting Australia
Global Kinetics Corporation
Hatchtech
Hydrix Pty Ltd
IDT Australia Limited
Immuron Ltd
IQVIA
Janssen-Cilag Pty Ltd
LBT Innovations Ltd
Medicines Development for Global Health
Neuroscience Trials Australia
Opthea Limited
Paranta Biosciences
Patheon Biologics Australia Pty Ltd
Piper Alderman
Planet Innovation
PolyActiva
Specialised Therapeutics Australia
Syneos Health
Traders Macquarie Pty Ltd
Universal Biosensors Pty Ltd
4Dx Limited
AdAlta Limited
affinity bio
Agilent Technologies
Alexander Gosling AM
Allens
Blue Curve
Centre for BioPharmaceutical Excellence (CBE)
Certara
Commercial Eyes
Computer Frameworks
Department of Health & Human Services
Design + Industry
Dimerix Limited
EBC Consulting Pty Ltd
Epworth Research Institute
Greengage Regulatory Pty Ltd
Haplnomic Technologies Pty Ltd
Illumina Australia Pty Ltd
ImmuPharma plc
Immunepl Limited
Kesem Health
La Trobe University
Marilyn Careers Pty Ltd
MedCorp Technologies
MiniFAB (Aust) Pty Ltd
Mobius Medical
Molecule2Market Pty Ltd
Neuren Pharmaceuticals Limited
Noxopharm Limited
Ondek Pty Ltd
Orius Pty Ltd
Outerspace Design Group
Patrys Ltd
Peter MacCallum Cancer Centre
PolyNovo Limited
Prime Accounting and Business Advisory Pty Ltd
Ribosomic Pty Ltd
ScribblersInc
SeerPharma Pty Ltd
Sonic Clinical Trials Pty Ltd
St Vincent’s Hospital (Melb) Ltd
Statistical Revelations Pty Ltd
Swinburne University of Technology
Swisse Wellness Pty Ltd
Technovalia Pty Ltd
The CFO Solution
The Peter Doherty Institute for Infection and Immunity
The Royal Society of Victoria
Trajan Scientific and Medical
University of Melbourne (RIC)
Viralytics Ltd
World Courier (Australia) Pty Ltd
360biolabs
3DMEDiTech Pty Ltd
Amylgen
Anaxis Pharma
ANDHealth
AusIndustry, Department of Industry, Innovation and Science
Austest Laboratories
Baker Heart and Diabetes Institute
BioCurate Pty Ltd
Bioforum - Data Focused CRO
Biostorage Australia
Biotech Resources (Aust) Pty Ltd
Bluechip Limited
Cartherics Pty Ltd
Chatsworth Associates Pty Ltd
Clarity Pharmaceuticals
Clarivate Analytics
CoSec Consulting
Crux Biolab
Cynata Therapeutics Ltd
Decode Science
Defence Materials Technology Centre (DMTC)
Domainex
Ensign Laboratories Pty Ltd
EQi Bio Pty Ltd
Five Corners Pty Ltd
Geneseq Biosciences
Global Health Alliance Melbourne
Global Patient Portal
Graeme Clark Institute for Biomedical Engineering / The University of Melbourne
Grey Innovation
Grunbiotics Pty Ltd
GSK Australia
Hemideina Pty Ltd
Imagion Biosystems Ltd
Invion Limited
Kinetic Venture Advisory Pty Ltd
KPMG
Leica Biosystems
LUSID Pty Ltd
Mark Oldmeadow Consulting
MasterControl
Med2Mark
Medical Device Partnering Program
Medical Ethics Pty Ltd
Melbourne Biomedical Precinct
Melbourne Centre for Nanofabrication
Monash Biomedicine Discovery Institute
MTPConnect
MuPharma Pty Ltd
MUVi
NAVi Medical Technologies Pty Ltd
Novartis Pharmaceuticals Australia Pty Ltd
Pfizer Melbourne
Pharmiweb Solutions Ltd
Procept Pty Ltd
Process Biotech
ProTA Therapeutics Pty Ltd
QUE Oncology
Quorum Solutions Pty Ltd
SRX Global
Steletec
STEMCELL Technologies Australia Pty Ltd
The Actuator - Australia’s National Medtech Accelerator
Tijan Ventures
UK Department for International Trade
VCS Ltd
William Buck
Zicom MedTacc Private Limited

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

Dr Ashley Bates
Prof. David de Kretser AC
Michelle Gallaher
Janine Kirk AM
Andrew Macdonald
Tim Murphy
Prof. David Penington AC
Dr John Raff
Member stories

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

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

LANDMARK DEAL FOR AUSTRALIAN ANTI-CANCER DRUG

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

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

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

MERCK SNAPS UP LOCAL BIOTECH VIRALYTICS

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

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

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

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

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

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

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

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

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

**POLICY AND RESEARCH OFFICER**

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

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

---

Dr Kim Pham

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

---

Rehnuma Sejuty

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

Amelia Dwyer

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

Dr Naveen Noah Jason
Co-Founder, PhiliaLabs
Policy and advocacy

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

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

**FACILITATING INDUSTRY-LED POLICY DEVELOPMENT**

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

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

**HEALTH INDUSTRY HUB WORKING GROUP**

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

**Working group members**

- Kathy Harrison  Dimerix
- Matthew Hoskins  Sienna Cancer Diagnostics Ltd
- Mark Sullivan  Medicines Development for Global Health
- Russell Tait  PolyActiva
- Elene Zelcer  BioConsult
Thank you for the round table meeting last week. It was a great networking session and informative. Thank you for your outstanding work done to date.

Pharmaceutical Manufacturing Forum member
ADVOCATING ON HEALTH INDUSTRY POLICY ISSUES

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

STATE GOVERNMENT

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

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

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

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

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

FEDERAL GOVERNMENT

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

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

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

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

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

19 of our 44 events featured international guest speakers

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

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

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

INTERNATIONAL SPEAKERS AT BIOMELBOURNE NETWORK EVENTS

- **Jon Baer** Managing Partner, Threshold Ventures
- **Edward Black** President, Reimbursement Strategies
- **Dr Mary Beth Henderson** VP Regulatory, Affairs and Quality Systems Senior Principal Advisor, RCRI Inc.
- **Frank Jaskulke** VP, Intelligence, The Medical Alley Association
- **Kelly Krajinik** Senior Business Development Manager, Mayo Clinic
- **James Sargent** Managing Partner, RQR Partners
- **Dr Edwin Tucker** SVP Clinical Development & Medical Safety, Acerta Pharma
- **Dr Mike Burrows** Coordination Director, National Academic Health Science Network (AHSN)
- **Divya Chadha Manek** Head of Business Development (Commercial), NIHR Clinical Research Network (CRN)
- **Dr Lesley Earl** Associate Director, Non-Clinical, ERA Consulting
- **Dr Carolyn Finch** Solution Scientist, Team Lead, Clarivate Analytics
- **Jon Mowles** Life Sciences Sector Specialist, Department for International Trade (DIT)
- **Marc Voigt** CEO, Immutep Ltd
- **Swami Swaminathan** Chairman & Co-Founder, CIIQ Healthcare Catalysts Private Limited
- **Dr Thomas Lönngren** Strategic Advisor, NDA Group
- **Dr Michael H. May** President & CEO, Centre for Commercialisation of Regenerative Medicine
The Export Ready for North America program was delivered by BioMelbourne Network from July 2017 to November 2017, with the support of the Victorian Government Department of Economic Development, Jobs, Transport and Resources and Trade Victoria.

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

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

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

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

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

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

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

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

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

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

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

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

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

- Premier sponsor: CSL
- Major sponsors: Johnson & Johnson Innovation, Swinburne University of Technology, Novartis
- Signature sponsor: KPMG

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

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

Dr John Morrison
Executive Director, Innovation Precinct, Swinburne University of Technology
ON THE COUCH
Each year we invite a selection of inspirational women to join Dr Krystal Evans ‘On the Couch.’ This year the following industry leaders talked about career resilience, taking opportunities and risks, the challenges that women face and the meaning of diversity, in all its forms:

Christine O’Reilly Non-executive Director at CSL
Sam Cobb CEO of AdAlta Limited
Professor Christine Kilpatrick Chief Executive of Melbourne Health
Kathy Connell Senior Director of JNJ Innovation

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

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

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

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

Anna Burgess
Director, Department of Health and Human Services

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

Event Attendee
2018 Women in Leadership Awards

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

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

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

The calibre and quantity of nominations that were submitted for the 2018 Women in Leadership Awards was very high and the selection panel had a difficult decision with so many outstanding women being put forward. Thank you to our members who took the time and effort to submit a nomination. We encourage you to re-submit your nomination next year so that we can continue to champion outstanding women and the leadership they show in driving our sector!

CONGRATULATIONS

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

Women in Leadership Award – recognising senior corporate leadership and directorship
Kathy Connell
Senior Director New Ventures, ANZ Johnson and Johnson Innovation

Most Valuable Women in Leadership Award – recognising the leadership of teams, projects and initiatives
Dr Amanda Caples
Lead Scientist, Department of Economic Development, Jobs, Transport and Resources

Emerging Women in Leadership Award – recognising rising stars with high potential for future success
Grace Lethlean
Director of Programs, ANDHealth

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

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

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

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

DISRUPTIVE DIAGNOSTICS

Devices + Diagnostics Lab

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

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

Maia Sauren
ThoughtWorks Australia

The results of the post-event survey indicated:

- 62% of attendees made new business contacts.
- 44% of attendees reinforced their existing business connections.
- 67% of attendees gained new insights into the medical technology sector, and 33% are now thinking differently about their business strategy and goals.
- 35% of attendees reported they are now aware of a business capability not previously known about. Considering the experience and sophistication of the audience, this is a significant outcome.

2018 PROGRAM THEMES

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

THANK YOU

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

**PREMIER EVENTS**
- 6th annual *Devices + Diagnostics Lab: Disruptive Diagnostics*
- *Women in Leadership Awards Ceremony* – hosted by the Victorian Government Department of Economic Development, Jobs, Transport and Resources
- 10th annual *Connecting Women Lunch*

**BIOBREAKFASTS**
- *Leading Collaborations to Commercialisation* – hosted by The Royal Society of Victoria
- *Medicines, Manufacturing & Innovation* – hosted by Monash University (MIPS)
- *Clinical Trials in Victoria – Building Global Competitive Advantage* – hosted by St Vincent’s Hospital
- *At the Interface: Materials Meets Biology for Next-Generation Life Sciences* – hosted by CSIRO

We held **44** events reaching **3490** industry professionals

67% of attendees were from member organisations which means **1152** new faces

We hosted **123** guest speakers

19 events featured an international speaker

50% of speakers were women
BIOBRIEFINGS

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

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

A Fireside Chat with Dr Glenn Begley – hosted by KPMG

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

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

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

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

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

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

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

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

WORKSHOPS

US Market Access – Paths for Clearance of Approval

Medical Technology Reimbursement: Getting Paid in the USA

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

Global Pathways to Pre-Clinical Development Success

Raising Venture Capital in the USA

Ask Industry Anything 2017

Navigating the NHS – Policy, Procurement and Patients

Accessing Healthcare Markets in India: Building Business Partnerships

INDUSTRY CONSULTATIONS AND MEETINGS

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

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

Annual General Meeting & Networking Event – hosted by EY

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

LEADERSHIP LUNCHES


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

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

Women in Leadership Lunch – hosted by Allens

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

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

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

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

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

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

SOCIAL FUNCTION

BioMelbourne Network, AusBiotech and ANDHealth Christmas networking function