



**BioMelbourne  
Network**  
Progressing BioIndustry

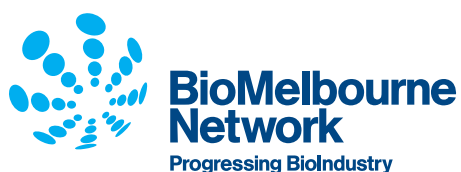
[biomelbourne.org](http://biomelbourne.org)

# ANNUAL REPORT 2019



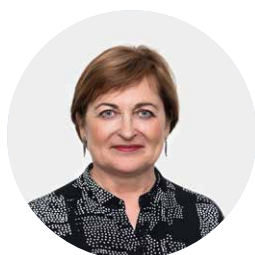
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**Lusia Guthrie**, Chair  
BioMelbourne Network

Lusia is an experienced industry executive, CEO, company founder and medtech entrepreneur. Her background is in medical laboratory science, pharmaceutical manufacturing and medtech innovation, with a proven track record in bringing innovative products to global markets. Lusie is a generous contributor to the Victorian life sciences sector through various board and advisory roles.



**Amy Demediuk**, Secretary,  
BioMelbourne Network  
Associate General Counsel,  
Asia Pacific, Global R&D and  
Corporate Development, CSL  
Limited

Amy leads a team of lawyers supporting CSL's global R&D and corporate development functions, as well as CSL's commercial and manufacturing operations across the Asia Pacific region. Amy has previously worked in intellectual property commercialisation at Ipernica Limited and in private corporate legal practice at Arnold Bloch Leibler.



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

Nigel is a CPA-qualified accountant with extensive experience in the pharmaceutical and biotechnology industry, specifically in global business development opportunity commercialisation, public and private equity raisings, grant funding compliance and research and development project and cost management. He also held roles at Cerylid biosciences and Faulding (Hospira/Pfizer), and is an Australian Institute of Company Directors member.



**David Herd**, Director, Market  
Access & CGA Australia, GSK  
Australia

For over 30 years, David has helped GSK adjust to pharmaceutical industry environment changes. He helped shape and establish a Central Eastern Europe regulatory infrastructure, oversaw International Regulatory Affairs services change management, and helped manage and lead merger and structural change strategies. David continues to represent Medicines Australia in shaping the future market access and government policy environment to support innovation.



**Andrew Maxwell**, Managing  
Director, Chatsworth Associates  
Pty Ltd

Chatsworth Associates is an advisory firm in the bio-medical, medical device and health IT sector. Andrew is the former CEO of Global Kinetics Corporation, a company that developed the Parkinson's Kinetigraph, and of ESCOR Private Equity (a Smorgon Family Company). Andrew is an active non-executive director in the biotech industry.



**Maureen O'Keefe**, CEO,  
Australian College of  
Optometry/National Vision  
Research Institute

Maureen has been CEO of the Australian College of Optometry since 2013. She spent seven years as Walter and Eliza Hall Institute of Medical Research COO and General Manager and has worked in higher education, research and health organisations, with more than 15 years in senior executive roles at institutions including the University of Melbourne.



**Tim Oldham**, Chief Executive  
Officer and Managing Director,  
AdAlta Ltd

Prior to this role Tim was most recently the Executive Leader at Tijan Ventures. He has spent more than 15 years in life sciences business development, alliance management and commercial operations in Europe, Asia and Australia and is non-executive director of several life sciences companies.

## DIRECTORS



# Who we are

## ABOUT BIOMELBOURNE NETWORK

BioMelbourne Network's mission is to foster the development of a technologically advanced, innovation-driven and sustainable health industry. As a not-for-profit, industry-led membership association, we encompass biotechnology, medical technology, pharmaceuticals and health innovation companies in the state of Victoria.

Our Board members have more than 100 years' combined experience in R&D, translation, commercialisation, legal, finance, venture capital and governance. They are committed to BioMelbourne Network, its members and the growth of the sector.

We connect business, research, finance, health and government to support and promote the sector's growth and facilitate the development and commercialisation of new drugs, devices, diagnostics and digital health technologies in Melbourne.

Since 2001, we have championed an environment that enables Melbourne organisations to innovate, commercialise and improve the future of healthcare locally and internationally.

## WE DO THIS BY:

- delivering a high-calibre event program that provides access to key stakeholders and decision makers, local and international industry intelligence and networking opportunities
- promoting 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 links to networks across the world
- advocating for policy, tax and regulatory settings that support industry needs
- hosting international industry representatives to showcase Melbourne's capabilities and introduce them to our member organisations
- promoting Melbourne as a unique health innovation destination to local and international media, governments and strategic partners
- supporting businesses to grow and scale their operations in Melbourne by providing advice and introductions to expertise.



Our Directors from left; Maureen O'Keefe, David Herd, Amy Demediuk, Lusie Guthrie, Tim Oldham, Andrew Mawell & Nigel Baade



BioMelbourne Network is connected into every aspect of Victoria's medical technologies and pharmaceuticals sector. The Victorian Government is proud to continue its partnership with BioMelbourne Network in support of ongoing sector growth."

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**Andrew Wear**

Director, Innovation,  
Department of Jobs, Precincts and Regions

## OUR HISTORY

BioMelbourne Network was set up to enable the vision of the emerging biotechnology sector by developing and promoting it. The Committee for Melbourne established the BioMelbourne Network in February 2001, following a Boston Consulting Group (BCG) report on Victoria's biotechnology industry.

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

Members now fully fund the Network and its activities. It has been financially independent since 2005.

## WHY MELBOURNE?

A vibrant and multicultural city, Melbourne is the epicentre of Australia's health innovation industry. It produces and attracts talented people, new technologies, world leading research infrastructure and high-calibre healthcare systems. Melbourne's reputation as an innovative and collaborative city naturally fosters strong networks in business and research. BioMelbourne Network uses this solid base to connect capabilities within the city, across Victoria and around Australia, linking them to the global healthcare industry. This enhances Melbourne's key competitive advantage and the future of healthcare generally.

# Thank you

BioMelbourne Network values the support and engagement of our members.

We also thank Her Excellency the Honourable Linda Dessau AC, Governor of Victoria, for her gracious support in hosting our Women in Leadership Awards at Government House.

The major supporters in the past year have been:



AVATAR



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

Allens

AusIndustry, Department of Industry, Innovation and Science

BioConsult Pty Ltd

BioShares

Brooker Consulting

Davies Collison Cave

ERA Consulting

FB Rice

MiniFAB (Aust) Pty Ltd

Monash University

Norton Rose Fulbright Australia

Nucleus Network Limited

Phillips Ormonde Fitzpatrick

Prime Accounting & Business Advisory

PwC

Royal Society of Victoria

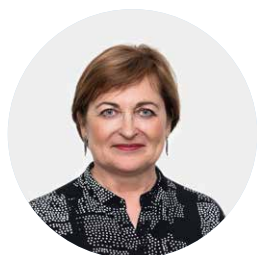
Starpharma Pty Ltd

Veracity Biolabs

Walter and Eliza Hall Institute of Medical Research

# Message from the Chair and CEO

Innovative ideas need the right environment to flourish. BioMelbourne Network was founded in 2001 to position Melbourne as a research and commercialisation hub for the emerging biotechnology sector.



Lusia Guthrie  
Chair

We have been supporting, connecting and leading the Victorian health sector for over 19 years. As we continue to grow and evolve, our members are an important part of this journey.

Over the past year, a major review of our long-term vision and strategic objectives has helped us to take stock of industry changes and look ahead to understand the evolving needs of our members. The review took a deep dive to reflect upon our role in the sector, allowing us to lay the foundations for future growth.



Dr Julie-Anne White  
Chief Executive Officer

The Board of Directors and the CEO were involved with this timely review as BioMelbourne Network approaches its third decade. Our new Chair, Lusia Guthrie and the Board plan to maintain the momentum and build upon our established credentials to ensure that we remain relevant and continue to contribute to the success of Victorian biotechnology.

The new BioMelbourne Network strategy will carefully consider the future for our members and how we can continue to adapt our support for them as the industry landscape evolves. The findings will be shared over the coming year, with several new initiatives planned by new CEO, Dr Julie-Anne White.

Over the past year, we also continued to enhance our reputation for networking events that provoke ideas and promote discussion on relevant industry topics. These events are recapped later in this report.

Key changes in the past year included the completion of Andrew Carter's tenure as Chair of the Board of Directors and the resignation of Dr Krystal Evans as CEO. We are indebted to Andrew for applying his significant business acumen and skills in leading BioMelbourne Network for four years.

We also sincerely thank Krystal for her passion and enthusiasm in consolidating our status and reputation in Victoria and Australia.

Lusia Guthrie was appointed Chair at the November 2018 AGM. At that time, Lorna Meldrum stepped down as Secretary and retired from the Board. Alun Needham also retired as a Director. We acknowledge and thank Lorna and Alun for their work from 2010 to 2018. Amy Demediuk, of CSL Limited and Tim Oldham, then of Tijan Ventures, joined the board at the AGM, Amy as Secretary. Both bring a wealth of industry experience. The Hon John Brumby AO and Assoc. Prof. Stella Clark AM were appointed Life Members.

In April, the Board of Directors announced Dr Julie-Anne White as our new CEO. Julie commenced in May and immediately became involved in our office relocation to ANZAC House, dived into the strategy discussions with the Board and oversaw her first major event, the popular Connecting Women lunch.

With a new Chair and new CEO now firmly in place, members can rest assured that we are attuned to your needs, will continue to evaluate them and act in a timely and appropriate manner. Lusia and Julie look forward to engaging and working closely with all members to consolidate and grow our value proposition in the future.

None of this is possible without the best people. BioMelbourne Network is grateful to the many contributors who are as passionate about promoting local medical discoveries as we are. We acknowledge and sincerely thank key BioMelbourne Network sponsors and supporters. We also thank our hardworking team - Vicky Jones, Nicole Pitcher and Jo O'Brien - who make everything happen.

Finally, we thank our members for their commitment to the industry and contribution in helping to ensure that BioMelbourne Network remains dynamic and effective. We will continue the great work of those before us and look forward to leading you into our next exciting chapter.

Regards,

Lusia and Julie

# Highlights from FY2019

## MEMBERSHIP ENGAGEMENT

Engaging members is at the heart of what we do. Each year we hold member meetings, consultations, roundtables, working groups and popular events such as our Connecting Women Lunch, which this year celebrated women in STEM. All our events cover the latest industry developments and provide networking opportunities.

BioMelbourne Network held 36 events that reached 3104 industry professionals throughout FY2019. The program offers a dynamic series of events where members can meet, collaborate and gain industry insights that help them to build successful businesses.

The 11th annual Connecting Women lunch was again a highlight, attracting 570 attendees. One of our signature events, the lunch recognises the many achievements and contributions women make to our industry.

After reaching our gender diversity goal of 50% women speakers across our entire event program in 2018, this rose to 53% in 2019. We also recognised three outstanding women with BioMelbourne Network 2019 Women in Leadership Awards.

BioMelbourne Network held a significant number of meetings that allowed members to discuss their needs and business activities. Many members joined consultations, roundtables and working groups, providing valuable input for our policy and advocacy positions.

As part of our role to provide significant industry insights, sector news and updates to members, in FY2019 we published 40 newsletters that reached almost 5000 industry professionals in our wider network.

Our Twitter reach increased to more than 6000 followers in FY2019, up from 5000. We use Twitter and other digital channels to share member news updates and industry intelligence.

## STRATEGIC REVIEW

Over the past year, immediate past-Chair Andrew Carter initiated a major review of our long-term vision and strategic objectives that is nearing completion with new Chair, Lusia Guthrie. Our new CEO, Dr Julie-Anne White, looks forward to sharing our revised objectives with Members over the coming months.

As part of the process, a Strategy Sub-Committee undertook a comprehensive strategic review, including external engagement interviews. All board members were involved at some point. Once the review is complete, BioMelbourne Network hopes to deliver on a bold and ambitious strategy to enhance value to our members and grow our membership.

While collaboration between academia, industry and government has always been a key theme of our work with and for our members, we will also turn our attention to effective translation and commercialisation – that is, converting research into economic benefit.



## GLOBAL CONNECTIVITY

BioMelbourne Network held 10 events in FY2019 featuring international speakers from six countries. We facilitated more than 60 member meetings and advisory sessions with our international guests.

Our Going Global: Growth and Export Strategies for Healthtech program continued in FY2019 after its launch in April 2018 with support from LaunchVic. The first two of six Going Global modules reached a total of 150 registered participants.

In FY2019 BioMelbourne Network delivered another three Going Global modules and launched the new global initiative Healthtech Reimbursement: Getting Paid in the USA. The first Healthtech Reimbursement masterclass was successfully completed in June 2019. Both programs combined reached 444 registered participants across all events, and engaged seven international speakers from the US, EU and Israel.

We look forward to continuing our partnership with LaunchVic through FY2020 to deliver the final module of Going Global and the rest of the Healthtech Reimbursement program.

In March 2019, as part of the State Government's Victoria Invitation Program, we hosted a US delegation from Minnesota at our Devices + Diagnostics Lab conference, and at the Healthtech Reimbursement launch. The relationship between Melbourne and Medical Alley continues to grow, with more business partnerships leading to trade and investment opportunities between the two health innovation regions.

**GOING  
GLOBAL**



# Our members

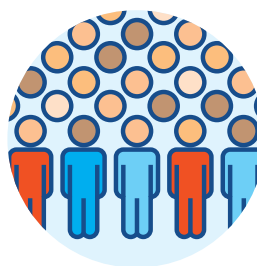
## FY2019 MEMBERSHIP



216 members  
31 new members  
10 honorary life members



89% member retention rate  
97 organisations have  
been members for  
five or more years



2780 people in our  
member network  
4666 people in our  
wider network

Acrux Ltd  
Agriculture Victoria  
Services Pty Ltd  
Alterity Therapeutics  
Antisense  
Therapeutics Ltd  
ARCS Australia Ltd  
AusBiotech Ltd  
Australian Genome  
Research Facility  
Australian  
Regenerative  
Medicine Institute  
(ARMI)  
Avatar Brokers Pty  
Limited  
Baker Heart and  
Diabetes Institute  
BioConsult Pty Ltd  
Bio-Link Australia Pty  
Ltd  
Biomedical Research  
Victoria

BioShares  
Brandon Capital  
Partners  
Brooker Consulting  
Burnet Institute  
Cancer Trials Australia  
Cell Therapies Pty Ltd  
Chubb Insurance  
Australia Ltd  
City of Melbourne  
Clarivate Analytics  
Committee for  
Melbourne  
CSIRO Manufacturing  
CSL Limited  
Davies Collison Cave  
Department of Jobs  
Precincts & Regions  
(DJPR)  
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  
Opthea Limited  
Pfizer Melbourne  
Phillips Ormonde  
Fitzpatrick  
Phosphagenics  
Limited  
Piper Alderman

PwC  
Research Australia  
RMIT University  
Science Industry  
Australia Inc  
ScribblersInc  
Sienna Cancer  
Diagnostics Ltd  
St Vincent's Institute  
of Medical Research  
Starpharma Holdings  
Ltd  
Traders Macquarie  
Pty Ltd  
Universal Biosensors  
Pty Ltd  
Walter and Eliza Hall  
Institute of Medical  
Research  
Watermark  
Intellectual Property  
Pty Ltd

10+ YEARS

## 5+ YEARS

affinity bio  
 Alex Ascenzo  
 Alexander Gosling AM  
 Australian College of Optometry/National Vision Research Institute  
 Australian Nuclear Science & Technology Organisation (ANSTO)  
 Australian Red Cross Blood Service (ARCBS)  
 Axxin  
 Bionic Vision Technologies  
 Bionics Institute  
 Blamey Saunders Hears  
 Centre for Eye Research Australia Ltd (CERA)  
 Certara  
 CTx CRC Ltd

Deakin Research - Commercial  
 Design + Industry  
 Easington Pty Ltd  
 Epworth Research Institute  
 ERA Consulting Australia  
 Grey Innovation  
 Hydrix  
 IDT Australia Limited  
 Illumina Australia Pty Ltd  
 Immuron Ltd  
 IQVIA  
 Janssen-Cilag Pty Ltd  
 LBT Innovations Ltd  
 Leica Biosystems

Medicines Development for Global Health  
 mexec careers  
 Neuroscience Trials Australia  
 Orius Pty Ltd  
 Outerspace Design Group  
 Paranta Biosciences  
 Peter MacCallum Cancer Centre  
 Planet Innovation  
 PolyActiva  
 Prime Accounting and Business Advisory Pty Ltd  
 Syneos Health  
 The CFO Solution  
 Trajan Scientific and Medical  
 World Courier (Australia) Pty Ltd

## 2+ YEARS

360biolabs  
 3DMEDiTech Pty Ltd  
 4Dx Limited  
 AdAlta Limited  
 Agilent Technologies  
 Allens  
 Amylgen  
 BioCurate Pty Ltd  
 BioCurate Pty Ltd  
 Blue Curve  
 Bluechiip Limited  
 Centre for BioPharmaceutical Excellence (CBE)  
 Chatsworth Associates Pty Ltd  
 Clarity Pharmaceuticals  
 Commercial Eyes  
 Computer Frameworks

Cynata Therapeutics Ltd  
 Decode Science  
 Department of Health & Human Services  
 Dimerix Limited  
 EBC Consulting Pty Ltd  
 Global Patient Portal  
 Greengage Regulatory Pty Ltd  
 Grunbiotics Pty Ltd  
 GSK Australia  
 Haplomic Technologies Pty Ltd  
 Hemideina Pty Ltd  
 ImmuPharma plc  
 Immutept Limited  
 Invion Limited  
 Kesem Health  
 KPMG

La Trobe University  
 LUSID Pty Ltd  
 MedCorp Technologies  
 Minifab (Aust) Pty Ltd  
 Molecule2Market Pty Ltd  
 Monash Biomedicine Discovery Institute  
 MTPConnect  
 MuPharma Pty Ltd  
 Neuren Pharmaceuticals Limited  
 Noxopharm Limited  
 Ondek Pty Ltd  
 Patrys Ltd  
 PolyNovo Limited  
 Prota Therapeutics Pty Ltd  
 Quorum Solutions Pty Ltd

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 Clinical Trial Company  
 The Peter Doherty Institute for Infection and Immunity  
 The Royal Society of Victoria  
 University of Melbourne (RIC)

AlgiPharma Australia Pty Ltd	Global Life Sciences Capital	NAVi Medical Technologies Pty Ltd
Almac Group	Good People HR	Novartis Pharmaceuticals Australia Pty Ltd
Anaxis Pharma	Graeme Clark Institute for Biomedical Engineering / The University of Melbourne	Optix Advisory
ANDHealth	Gyder Surgical Pty Ltd	Oxford PharmaGenesis Pty Ltd
AusIndustry, Department of Industry, Innovation and Science	Imagion Biosystems Ltd	Philia Labs
Bio101	Incisive Technologies Pty Ltd	Procept Pty Ltd
Bioforum - Data Focused CRO	IPPC	Process Biotech
BioPacific Partners Limited	Kinetic Venture Advisory Pty Ltd	QUE Oncology
Biotech Resources (Aust) Pty Ltd	Kinoxis Therapeutics Pty Ltd	Resolutum Global
Cartherics Pty Ltd	Luina Bio	Rhythm Biosciences Limited
Catalent Australia Pty Ltd	Mark Oldmeadow Consulting	Smileyscope Pty Ltd
CoSec Consulting	Marlow Hampshire	Stelect
Curatek	MasterControl	Stephens Lawyers & Consultants
Defence Materials Technology Centre (DMTC)	Mayne Pharma Group	The Actuator - Australia's National Medtech Accelerator
DNA Surgical LLC	Med2Mark	Tijan Ventures
Ensign Laboratories Pty Ltd	Medical Device Partnering Program	Tournicare
EQi Bio Pty Ltd	Medical Ethics Pty Ltd	VCS Foundation Ltd
ESFAM Biotech	Melbourne Biomedical Precinct	Veracity Biolabs
Exopharm Ltd	Melbourne Centre for Nanofabrication	Wexford Hayes
Global Health Alliance Melbourne	MUVi	Wrays

## RECENT MEMBERS

## 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	Janine Kirk AM
The Hon. John Brumby AO	Andrew Macdonald
Assoc. Prof. Stella Clark AM	Tim Murphy
Prof. David de Kretser AC	Prof. David Penington AC
Michelle Gallagher	Dr John Raff



# Developing emerging talent

Fostering emerging talent reaps rewards for all involved.

Throughout FY2019, BioMelbourne Network continued to support opportunities that build organisational capability by hosting internships, secondments and placements in partnership with member organisations.

This enables talented students and researchers to experience the BioMelbourne Network environment, engage with industry, build their professional networks and secure employment. We also encourage students to attend our events so that they can develop deeper insights into industry, leading edge research and development activities while forming valuable connections.

## POLICY AND RESEARCH OFFICER

Our Policy and Research Officer, Dr Kim Pham, continued her secondment from the Walter and Eliza Hall Institute of Medical Research (WEHI) for the first six months of FY2019. In her BioMelbourne Network role, Kim was responsible for delivering significant projects that support the Network's advocacy and policy agenda, including Victoria's health industry priorities. Kim is now Proposal Development Manager, External Relations, Medicine, Nursing and Health Sciences at Monash University.

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

BioMelbourne Network hosted two more student interns – Monash University's Nick Hansen and Sian Morgan – as part of their Work Integrated Learning unit. They each spent 80-120 hours as policy and research assistants.

Nick's role was in supporting the analysis of Victoria's Health Industry sector, and he began his placement at BioMelbourne Network unsure of where he wanted to be in the future. Since concluding his placement, Nick's career path in the health industry is clearer and he feels BioMelbourne Network equipped him with the right critical thinking skills to take him forward. He credits Kim Pham, Krystal Evans, and the rest of the BioMelbourne Network team for their expert guidance.

Meanwhile, Sian supported the Women in Leadership program. Her time at BioMelbourne Network was extremely enjoyable and provided many opportunities for growth, furthering employability and confidence in entering the workforce. It was an immeasurably valuable experience at a personal and professional level.



Kim Pham  
Policy and Research  
Officer

Delivering the health industry priorities for Victoria was a crowning moment during my time with BioMelbourne Network. I built extensive networks and skills in stakeholder management. My current role as Proposal Development Manager at Monash University would not be possible without the experience I gained at BioMelbourne Network."

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**Kim Pham PhD**



Nick Hansen  
Policy Research Intern



Having completed my placement... I am now more prepared for my future career and more certain of where that will be. The experience and knowledge I have gained is invaluable."

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Nick Hansen



Sian Morgan  
Policy Research Intern



Through my work with the Women and Leadership Awards, I was exposed to strong mentors, leaders and innovators in the Victorian life science sector... I was able to develop confidence in polite networking and professionalism."

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Sian Morgan

## COMMUNICATIONS AND MARKETING ASSISTANT

Michelle Steeper volunteered as a way to connect with BioMelbourne Network and in November 2018 secured part-time employment with us as a communications and marketing assistant. She is now a Research and Policy Officer at the Australian Council of Learned Academies (ACOLA).

## BIOMELBOURNE NETWORK STUDENT VOLUNTEERS

BioMelbourne Network's volunteer program enables undergraduate and graduate students to help at events and gain exposure to the local industry sector.

This year we engaged 48 student volunteers across 18 BioMelbourne Network events, with 1-2 volunteers helping at each event (with up to eight volunteers for larger premier events).



From the networking experiences and exposure provided by BioMelbourne Network, I was able to successfully create connections and pursue employment opportunities as a Research and Policy Officer. My time at BioMelbourne Network was enhanced by the welcoming and helpful nature of all the BioMelbourne Network staff members. Interning with them was a great experience and was a springboard for me to start my career."



Michelle Steeper  
Volunteer and Intern

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Michelle Steeper

# Supporting industry needs

BioMelbourne Network promotes government policies that support industry growth, drive economic outcomes and bring healthcare solutions to patients faster.

We work closely with members and stakeholders to deliver advice, influence and engage with government to support businesses that improve lives through health innovation.

The State Government of Victoria through the Department of Jobs, Precincts and Regions provided sponsorship for BioMelbourne Network during FY2019 for an event program to build scale and capability for Victoria's medical technologies and pharmaceuticals sector.

The program fostered connectivity, enhanced collaboration and provided networking opportunities across the sector to increase commercial competitiveness and business outcomes for Victoria.

## FACILITATING INDUSTRY-LED POLICY DEVELOPMENT

In FY2019 BioMelbourne Network released the results of three working groups that developed policy priorities leading up to the Victorian state election in November 2018.

## ADVOCATING ON HEALTH INDUSTRY POLICY ISSUES

BioMelbourne Network maintains high-level dialogue with the State and Federal Government through submissions and consultations. We aim to represent member views in influencing public policy decision makers.

## STATE GOVERNMENT

In the lead-up to the Victorian State election in November 2018, BioMelbourne Network released its policy principles to help the Victorian biotechnology, medical technology and pharmaceutical sector reach its potential.

BioMelbourne Network 2018 State election policy principles:

- are cohesive across the innovation lifecycle
- facilitate industry-led collaboration
- grow the talent pool
- grow companies
- promote global engagement
- attract and expand company presence in Victoria
- encourage innovation in the healthcare system
- leverage federal funding
- strengthen clinical trials
- boost manufacturing



BioMelbourne Network also released State election priorities that challenged candidates to adopt the following initiatives to make the health industry a top economic priority for Victoria:

- Establish the Office of Health Industry to prioritise economic development in Victoria's health industry
- Create a Health Industry Hub to drive a culture of commercialisation and innovation
- Increase clinical trial activity in Victoria by 50% over five years
- Boost health industry advanced manufacturing by 50% over 10 years.

We also released a joint statement with several other medtech organisations calling for the health industry to be an economic priority for Victoria.

#### FEDERAL GOVERNMENT

On behalf of its members, BioMelbourne Network made a submission to Treasury in July 2018, regarding proposed R&D Tax Incentive changes.

It was our view that the changes:

- increase the complexity and introduce significant uncertainty into the program
- have not undergone sufficient consultation to determine the impact on innovation intensive companies, such as those in the health industry
- recognise the importance of clinical trials to Australia, but do not provide a fit-for-purpose definition of clinical trials
- require greater clarity and understanding of the means of identifying clinical trials expenditure
- have not been sufficiently modelled to examine the unintended consequences of fixing the offset at 13.5% above the company's tax rate
- create risk around increased burden of compliance and increased red tape for companies that will create timing delays and deter R&D investment decisions
- will hurt Australia's ability to remain globally competitive in innovation-intensive industries, such as pharmaceuticals, biotechnology and medical technology.

In November 2018, BioMelbourne Network made a submission to the Senate Inquiry R&D Tax Incentive changes as outlined in the Treasury Laws Amendment.

The Network opposed the proposed changes, which would reduce support for R&D and decrease the competitiveness of Australia as a preferred location for health industry R&D.

It raised a number of concerns about the changes, which are outlined on the BioMelbourne Network website.

On 9 May 2019, we released a joint statement with AusBiotech, Medicines Australia, MTAA, ARCS Australia, Research Australia and Biomedical Research Victoria arguing that industry is a key driver of better health outcomes in our health system, and industry-driven research and development (R&D) activities are critical to achieve this.

#### POLICY AND ADVOCACY

In the lead up to the 2018 State election, we engaged with Government Ministers and Shadow Ministers, elected representatives, advisors and political staffers, party members and candidates to discuss policy. Our events included:

- an October 3 'fireside chat' with David Southwick MP, then Member for Caulfield, Shadow Minister for Energy and Resources, Shadow Minister for Innovation and Shadow Minister for Renewables
- an October 25 'fireside chat' with the Hon Philip Dalidakis MP, then Minister for Trade and Investment, Minister for Innovation and the Digital Economy, and Minister for Small Business.



# Global engagement

Connecting globally is essential in today's rapidly evolving health technology industry. Our members need a global outlook to succeed in a highly competitive environment and helping them to do this is a big part of what we do.

BioMelbourne Network furthers the global reach of its members through programs that help them to understand the industry, connect with important industry contacts and grow their businesses.

FY2019 saw international engagement continue to grow with newly established international connections, trusted global partnerships and ongoing business relationships.

BioMelbourne Network again enhanced its reputation as the key partner for doing business in Melbourne, building our international profile and awareness of Melbourne as a global innovation hub.

Throughout FY2019 we hosted 11 unique global experts representing four key global markets, including the US, EU, UK and Israel. Fourteen events throughout the year featured international guest speakers and over 60 business meetings and advisory sessions with international guests were facilitated for our members and network colleagues.

## INTERNATIONAL SPEAKERS AT BIOMELBOURNE NETWORK EVENTS

### GOING GLOBAL PROGRAM:

**Dr Mary Beth Henderson**, Vice President of Regulatory Affairs and Quality Systems and Senior Principal Advisor, RCRI (USA)

**Dr Caroline Popper**, Co-Founder and President of Popper and Company (USA)

**Amir Eldad**, Founder and Managing Director, A2E Partners (Israel, USA)

**Dr Thomas Lönngren**, Strategic Advisor, NDA Group (EU)

**Frank Jaskulke**, VP Intelligence, The Medical Alley Association (USA)

**Jeffrey (JD) Blank**, Managing Director, TreeHouse Health (USA)

### HEALTHTECH REIMBURSEMENT PROGRAM:

**Edward Black**, Director, Global Reimbursement Strategy, NAMSA (USA)

### BIOMELBOURNE NETWORK INDUSTRY EVENTS:

**Professor Trevor Perrior**, Chief Executive Officer, Domainex (UK)

**Soma Somasekhar**, President and CEO, Global Life Sciences Capital (USA)

**Dr Tim Farries**, Director of Regulatory Affairs – Cell and Gene Therapy, ERA Consulting (UK)

**Mr Adam Moen**, CEO and Founder, Marbles Analytics (USA)



Healthtech Reimbursement Program with Edward Black. June 2019



Going Global Program with Dr Caroline Popper. October 2018



It was a pleasure to participate in the Going Global program. Having run innovative businesses in healthcare on several continents, I valued the opportunity to share perspectives and was excited to see serious and substantial innovation at work in Victoria. I believe that your companies, feeling geographically remote, more than compensate by truly embracing the need for a global perspective from the outset."

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**Caroline Popper,**  
**MD, MPH**  
Co-Founder and President,  
Popper and Co.

## VICTORIA INVITATION PROGRAM – A VICTORIAN GOVERNMENT INITIATIVE

BioMelbourne Network continued to support the Victorian Government's Victorian Invitation Program (VIP) in FY2019. This invitation-only inbound trade mission program showcases the state's best world-class health and medical technology facilities.

BioMelbourne Network assisted the Victorian Government in bringing key people to Melbourne and facilitating introductions.

We supported a Government delegation from the USA and introduced its members to local business leaders and industry professionals across our network. Several spoke at our events.

## GOING GLOBAL: GROWTH AND EXPORT STRATEGIES FOR HEALTHTECH

The Going Global program is funded by LaunchVic, the State Government's startup agency, to support and educate Victorian healthtech company founders and executives about global export strategies.

The program brings international experts to Melbourne to deliver a series of skills-based events about entering global healthcare markets, with an eye to the UK, India, North America and Europe.

The first Going Global modules in FY2018 – Doing Business with the NHS and Accessing Healthcare Markets in India: Building Business Partnerships – engaged 11 unique organisations; some attended both modules.

BioMelbourne Network presented three more modules in FY2019 focusing on regulatory and commercial strategy development for market entry into the US and navigating the regulatory hurdles of the EMA in Europe.

The final module of the Going Global program is scheduled to be delivered in early FY2020.

## HEALTHTECH REIMBURSEMENT PROGRAM

Delivered by BioMelbourne Network with the support of LaunchVic, the Healthtech Reimbursement Program brings US experts to Melbourne to deliver a series of masterclasses on reimbursement, health economics and real-world evidence, and market access.

'Go-to-Market in the USA' also provides a unique opportunity for early stage medical technology companies to travel to the US to meet key players in Medical Alley, Minnesota.

The program was designed for founders and executives of Victorian healthtech companies with strategic intent to enter the US market. It aims to provide a deeper understanding of the US reimbursement system and the skills and knowledge needed to access this key global market.

BioMelbourne Network officially launched the program in March 2019 and delivered the first of three Melbourne-based Masterclasses in June 2019 with industry expert Edward Black, Director, Global Reimbursement Strategy, NAMSA. The second and third Masterclasses are scheduled for delivery in July and August of FY2020 with the unique in-market experience due to commence in Medical Alley, Minnesota, in October 2019.



Going Global Program with Dr Thomas Lönngrén. April 2019



Going Global Program with Dr Mary Beth Henderson. August 2018



BioMelbourne Network's global programs are invaluable to Hemideina. The Masterclasses save companies significant time and money in finding the right experts, and in navigating the highly complex regulatory and reimbursement landscapes of target markets such as the US. Having access to these education programs is vital for early stage medical device companies."

**Dr Liz Williams**  
CEO, Hemideina

## 11TH ANNUAL

# Connecting Women Lunch

More than 570 people celebrated women's excellence in STEM at the 11<sup>th</sup> annual BioMelbourne Network Connecting Women Lunch at Sofitel Melbourne on Collins on 21 June 2019.

This year's theme underlined the excellent work, talent and effort of women in STEM, while recognising the male champions among them.

CSL presented a short video on the importance of students, graduates and working professionals in the Australian medical research community. It highlighted the potential of aspiring STEM students, whose innovative ideas can be harnessed when industry recognises their talent.

Keynote speaker Catherine Fox, a leading author and commentator on women in the workforce, delivered an empowering speech about how supporting working women can improve their capabilities. Given the same opportunities as men, she said women could equally excel and be respected.

Our generous sponsors continue to support diversity in the biotechnology, medical technology and pharmaceutical sector. Thanks to CSL, which was again the premier sponsor, and others:

- Premier sponsor: CSL
- Major sponsors: Deakin University, Johnson & Johnson Innovation and Syneos Health
- Signature sponsor: Hemideina
- Supporting sponsors: Brooker Consulting, Minfab Pty Ltd, Starpharma Pty Ltd, Walter and Eliza Hall Institute of Medical Research, Nucleus Network, and Phillips Ormonde Fitzpatrick

Each lunch is linked to a charity and this year we chose Big Group Hug, which provides material aid to babies and children of families experiencing hardship. Our generous guests donated \$10,791.65 for the 'Give a Bub a Hug' program.



I never realised there were so many biotech/ medtech companies in Melbourne, not to mention women working in said companies. It was very eye opening and motivating to see that there is a career path forward in this field."

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**Ms Jasmine Chiang**  
Senior NPI Engineer,  
Minifab (Aust) Pty Ltd





## ON THE COUCH

This year's 'On the Couch' facilitator was Professor Sally McArthur, a research and science leader and the Executive Director BMTF at CSIRO Manufacturing. Our industry leader guests spoke about being authentic, questioning what people bring to an organisation, what makes us flourish in the workplace and the importance of self-reflection.

## TWITTER CHAT

Our twitter hashtag **#biomelbwomen** helped to create awareness of the event and keep followers informed. BioMelbourne Network tweeted to start the conversation before, during and after the lunch.



*On the Couch: Janine Kirk AM Life Member of BioMelbourne Network and Chairman of Phoenix Australia, Professor Sally McArthur (facilitator), Professor Doug Hilton AO, Director at WEHI and Alison Mew Director at the Centre for Biopharmaceutical Excellence (CBE).*



LOVED seeing more blokes attending this time, I hope this will continue as an event that is equally supported by all genders to celebrate our Women in Biotech."

**Dr Carmel O'Brien**

Principal Research Scientist,  
CSIRO Manufacturing

The post-event survey indicated:

- 63% of attendees made new business contacts – up from 52% last year
- 61% reinforced existing business connections – up from 56%
- 16% had a new business lead or collaborative idea
- 23% learned something new about the sector
- 38% thought differently about their career strategy or personal goals as a direct result of attending the event
- 40% gained new insights into gender and diversity issues



Dr Julie-Anne White and Catherine Fox



# Biotech Development Lab

Molecules, medicines and markets was the theme of our 2018 Biotech Development Lab, which discussed navigating the drug development pathway.

The event was held at the Victorian Comprehensive Cancer Centre on 10 August. The 158 participants discussed best practice from Victorian companies globally in developing new approaches, strategies and pathways to market. Among them were business leaders, entrepreneurs, investors, clinicians, researchers, product developers and industry experts across medical technology, ICT, engineering, design, manufacturing and health innovation.

Department of Jobs, Precincts and Regions Director, Innovation, Mr Andrew Wear, opened the event. Sessions covered navigating the global healthcare landscape, doing drug development differently in the 21st century, the biotech founder perspective, and funding, value and investment on the pathway to market.

Twitter engagement was good, with 252 original tweets from 50 contributors and 600,036 timeline deliveries. Our main hashtag was **#biotechdev18**.



[I enjoyed the] opportunity to get insights and future directions from Big Pharma perspectives – there should be more of it as this is hard to access."

**Dr John Lowenthal,**  
Deakin University

## THANK YOU

BioMelbourne Network thanks our event organisers, speakers, participants and supporters, including premier sponsor the State Government of Victoria through the Department of Jobs, Precincts and Regions, major sponsor Watermark and supporting sponsors Prime Accounting & Business Advisory and SeerPharma.



Our post-event attendee survey found:

- 90% of respondents thought the event was excellent or outstanding
- 65% made new business contacts
- 44% reinforced existing business connections
- 58% gained new insights and knowledge
- 54% have a greater understanding of biotech development pathways
- 44% are now thinking differently about biotech strategy and approach
- 38% are now aware of a Melbourne business capability not previously known about
- 33% have a new contact or lead for a new collaboration, partnership or client from the event



[The] mix and spread of speaker topics was really good. Also, the quality of speakers was excellent."

**David Spaulding**  
SeerPharma Pty Ltd

# 2019 Women in Leadership Awards

The BioMelbourne Network Women in Leadership Awards shine a light on the outstanding contributions of women in Melbourne's medtech sector.

Since 2015, the awards have recognised outstanding leaders and rising stars in the biotechnology, medical technology and pharmaceutical sector.

The three award categories reflect women at different stages of their careers and in a variety of leadership roles. Her Excellency the Honourable Linda Dessau AC, Governor of Victoria, presented the awards at a ceremony in Government House.

We received a record number of entries in 2019 and judges had an extremely difficult job given their exceptional work.

All had made significant contributions to the health industry as executives, management, R&D practitioners, suppliers, service providers and in other leadership roles.

These awards allow us to champion outstanding women and there are many worthy candidates. We thank everyone who took the time to submit a nomination and encourage you to do so again next year.

We also thank the Victorian Government Department of Jobs, Precincts and Regions, which supports the presentation ceremony.

## CONGRATULATIONS

Our award winners are pictured with Her Excellency the Honourable Linda Dessau AC, Governor of Victoria.

The **Women in Leadership Award** recognises senior corporate leadership and directorship. Experienced board director **Dr Anna Lavelle** has spent 25 years working actively within and campaigning for the growth and expansion of the life sciences and medical technologies sector.

The **Most Valuable Women in Leadership Award** recognises the leadership of teams, projects and initiatives. Melbourne Genomics Health Alliance Executive Director **Professor Clara Gaff** established the Alliance in 2013 to accelerate the transition of genomics from research use to patient care.

The **Emerging Women in Leadership Award** recognises rising stars with the potential for future success. Paediatrician **Dr Evelyn Chan** is CEO and co-founder of Smileyscope, a virtual reality system that is transforming paediatrics.



From left: Dr Evelyn Chan; Dr Anna Lavelle; Her Excellency the Honourable Linda Dessau, AC, Governor of Victoria and Associate Professor Clara Gaff



We had a record number of applications this year, and the judges were overwhelmed by the quality and the achievements of women leaders in our industry. This is not only a reflection of the growing role and successes of women in Melbourne's medtech sector but also that these achievements are valued and recognised by their colleagues."

**Mrs Lusia Guthrie**

Chair, BioMelbourne Network



## PATIENT-CENTRIC MEDICAL TECHNOLOGY

# Devices + Diagnostics Lab

Improved patient care is central to developing new treatments. This makes patient engagement critical in healthcare innovation – at all points in the supply chain.



From left: Dr Stephen Goodall; Elpis Barons; Michelle Gallaher and Dr Elane Zelcer.

Our seventh annual Devices + Diagnostics Lab looked at commercial and market strategies and how they can build great businesses to improve patients' lives.

The Department of Jobs, Precincts and Regions' Director, Innovation, Mr Andrew Wear, opened the event, which attracted 160 attendees.

Speakers highlighted key strategies and trends in patient-centric approaches to developing medical technology – including how to build the value proposition for patient-centric care.

Sessions covered the future of health, partnering across the healthcare system, patient-centric product development, measuring what matters for value in healthcare and networking.

Social media engagement was good, with 389 tweets and 1,110,528 timeline deliveries.

## 2019 PROGRAM THEMES

- Patient engagement and patient experience as emerging healthcare trends
- Developing technologies around the patient experience
- A patient-centric approach to product development cycle innovation

## THANK YOU

BioMelbourne Network thanks our generous event sponsors for their ongoing support. These include premier sponsor the Victorian Government, major sponsor CSIRO, and supporting sponsors the Department of Industry, Innovation and Science, Prime Accounting & Business Advisory and Davies Collison Cave Intellectual Property. We are also grateful for the time, knowledge and expertise generously provided by our expert speakers and hard-working program advisors.

Our post-event attendee survey found:

- 85% rated the event excellent or outstanding
- 60% made new business contacts and 44% reinforced existing connections
- 75% learned something new and gained new knowledge and insights
- 47.5% improved their understanding of patient-centric approaches
- 45% are now aware of a previously unknown business capability
- 33% gained a new business lead



I liked the broad variety of speakers; it was great to hear about all the different projects and collaborations happening across different fields.”

**Anna Magennis**  
University of Melbourne



# Event summary



We held **36** events reaching  
**3104** industry professionals  
**66%** of attendees were from  
member organisations which  
means **1049** new faces



We hosted **111**  
guest speakers  
**13** events featured an  
international speaker



**53%** of speakers  
were women

## PREMIER EVENTS

Biotech Development Lab: **Molecules, Medicines & Markets**

7th annual Devices & Diagnostics Lab –  
**Patient-centric medical technology**

**Women in Leadership Awards Ceremony**  
– hosted at Government House, sponsored  
by the State Government of Victoria –  
Department of Jobs, Precincts and Regions  
**11th Annual Connecting Women Lunch**

## BIOBREAKFASTS

**Innovative medtech manufacturing for personalised, customised medical devices**  
– sponsored by the State Government of Victoria – Department of Jobs, Precincts and Regions

**Curating Innovation Communities** – hosted  
by Royal Society of Victoria

**Innovation Week Launch: A celebration of STEMM innovation and entrepreneurship** –  
hosted by Royal Society of Victoria

**Transformation in pharma manufacturing for clinical trials** – sponsored by the State Government of Victoria – Department of Jobs, Precincts and Regions

**Innovation Challenges in Healthcare**  
– sponsored by Victorian Government,  
Department of Jobs, Precincts and Regions

The Victorian Heart Hospital – **Driving innovation in cardiovascular care**, sponsored  
by the State Government of Victoria –  
Department of Jobs, Precincts and Regions



## BIOBRIEFINGS

BioBriefing – Medicinal Cannabis: From Black Market to Bedside – hosted by Davies Collison Cave

21st Century Cures Act – US Regulatory Impact – hosted by Allens

Meet the Shadow Minister; a 'Fireside Chat' with David Southwick MP – sponsored by CSL

Cutting-edge trends in US Commercialisation – hosted by PwC

Meet the Minister; a 'Fireside Chat' with the Hon Philip Dalidakis MLC – sponsored by CSL

Non-traditional Business Models for Pharmaceutical Development – hosted by Phillips Ormonde Fitzpatrick

Hot or Not: Trends for 2019 – hosted by Phillips Ormonde Fitzpatrick

Healthtech Reimbursement: Getting Paid in the USA – Official Program Launch, hosted by LaunchVic

Medicines in the EU: What you need to know to get to market – hosted by Davies Collison Cave

The changing winds of US healthcare policy – hosted by KPMG

## WORKSHOPS

Pathways to the US Market: De-mystifying FDA

US Commercial Strategy Development: Creating Global Appeal

Cell and Gene Therapies: Preparing for International Clinical Development – with ERA Consulting

Going Global Module 5 Europe Pathways to Europe: Regulatory, commercial & market access for medicinal products

Healthtech Reimbursement Masterclass 1: Healthtech Reimbursement: Getting paid in the USA

## LEADERSHIP LUNCHES

Going Global Entrepreneur Lunch with Andrew Maxwell – hosted by KPMG

Non-executive Director Lunch: Implications Arising for Boards and Directors from the findings from the APRA report – hosted by EY

Going Global Entrepreneur Lunch with Lusia Guthrie – hosted by FB Rice

Going Global Entrepreneur Lunch with Amir Eldad – hosted by Norton Rose Fulbright

Women in Leadership Lunch – hosted by Allens

Leadership Lunch with Soma Somasekhar, Global Life Sciences Capital – hosted by KPMG

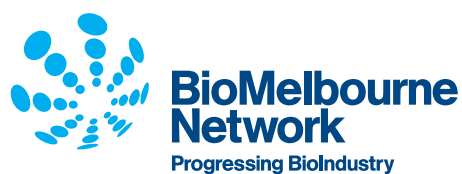
Non-Executive Director Lunch: Perspectives on Recent Regulatory Changes – hosted by EY

Entrepreneur Lunch with Megan Baldwin – hosted by Phillips Ormonde Fitzpatrick

CFO Lunch – Peter Joyce, Alfred Health and Rolf Drohn, EY. Hosted by EY

## INDUSTRY CONSULTATIONS AND MEETINGS

Annual General Meeting and Networking Event – hosted by EY



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