## Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Directors</td>
<td>3</td>
</tr>
<tr>
<td>Who we are</td>
<td>4</td>
</tr>
<tr>
<td>Thank you</td>
<td>6</td>
</tr>
<tr>
<td>Message from the Chair and CEO</td>
<td>7</td>
</tr>
<tr>
<td>Highlights from FY2019</td>
<td>8</td>
</tr>
<tr>
<td>Our members</td>
<td>10</td>
</tr>
<tr>
<td>Developing emerging talent</td>
<td>13</td>
</tr>
<tr>
<td>Supporting industry needs</td>
<td>15</td>
</tr>
<tr>
<td>Global engagement</td>
<td>17</td>
</tr>
<tr>
<td>Connecting Women Lunch</td>
<td>20</td>
</tr>
<tr>
<td>Biotech Development Lab</td>
<td>22</td>
</tr>
<tr>
<td>2019 Women in Leadership Awards</td>
<td>23</td>
</tr>
<tr>
<td>Devices + Diagnostics Lab</td>
<td>24</td>
</tr>
<tr>
<td>Event summary</td>
<td>25</td>
</tr>
</tbody>
</table>

## CONTACT US

<table>
<thead>
<tr>
<th>Contact Type</th>
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<td>Website</td>
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<td>Email</td>
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DIRECTORS

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. Lusia 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 Ipenica 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 Ceryllid 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 biomedical, 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.
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.
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.

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.”

Andrew Wear
Director, Innovation,
Department of Jobs, Precincts and Regions

OUR HISTORY

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:

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.

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.

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.
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
Alteity 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
Murdock 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
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  
The Hon. John Brumby AO  
Assoc. Prof. Stella Clark AM  
Prof. David de Kretser AC  
Michelle Gallaher  
Janine Kirk AM  
Andrew Macdonald  
Tim Murphy  
Prof. David Penington AC  
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 Leaning 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.

"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."

Kim Pham PhD
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).

“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.”

___________________

Nick Hansen

“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.”

___________________

Sian Morgan

“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
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

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• 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 Lönn gren, 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
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.

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.”

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

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 11th 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, Minifab 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.”

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

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

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“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

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.

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.

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

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

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
BIOBRIEFINGS

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


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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