

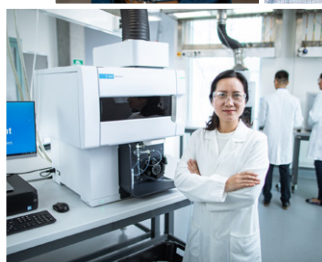
ANNUAL REPORT 2020



OUR COVER

The images featured on our covers and many other images throughout this report are provided by BioMelbourne Network member organisations. We extend thanks to those who submitted images, and to all of our members for their continued contributions and support of the Network.

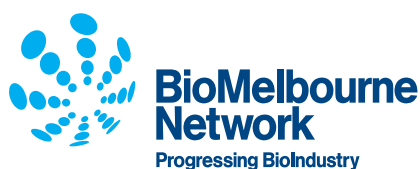
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Lusia Guthrie, Chair
BioMelbourne Network

With over 35 years' experience in pathology laboratories, pharmaceutical manufacturing, and laboratory automation, Lusia is an experienced industry CEO, company founder and medtech entrepreneur. She has deep understanding of the requirements for successful technology innovation and commercialisation. Lusia is actively engaged with industry, government and academia through various board and advisory roles in the healthtech sector.



Dr Elane Zelcer, Deputy Chair,
BioMelbourne Network
Director, BioConsult Ltd

Elane's career spans academic, executive management, director, and management consulting roles, focused on healthtech. Her experience includes working with private sector, universities, CRCs, and Federal and State government committees. Through Accelerating Commercialisation Elane assisted more than 150 companies and research teams to develop and refine their growth strategies. She is MD of BioConsult Pty Ltd.



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 Holdings 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, evolve and shape the research, development and business environment across many global jurisdictions. He has had significant involvement in leading merger and organisational change strategies and activity through various leadership and management roles. David continues to shape a positive environment through GSK and Medicines Australia, with a particular focus on market access and government policy to support innovation.



Dr Tim Oldham,
Chief Executive Officer and
Managing Director of
AdAlta Ltd

Prior to this role Tim was most recently the Executive Leader at Tijan Ventures. He has spent almost 20 years in life sciences business development, alliance management and commercial operations roles in Europe, Asia and Australia and is or has been non-executive director of several life sciences companies.

DIRECTORS

Thank you

BioMelbourne Network acknowledges and values the support and engagement of our members.

The major sponsors and supporters in the past year have been:



AVATAR



Allens & Linklaters



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

Brooker Consulting
Davies Collison Cave
Federal Government Department of Industry, Science, Energy and Resources
Hemideina Pty Ltd
Medtronic Australasia Pty Ltd
Nucleus Network Pty Ltd
Phillips Ormonde Fitzpatrick
Prime Accounting and Business Advisory Pty Ltd

PwC
SeerPharma Pty Ltd
Starpharma Holdings Ltd
The Florey Institute of Neuroscience and Mental Health
The Royal Society of Victoria
Walter and Eliza Hall Institute of Medical Research
Watermark (now Griffith Hack)

About BioMelbourne Network

WHAT WE DO

BioMelbourne Network's mission is to foster the development of an advanced, innovation-driven and sustainable health industry. As a for-purpose, industry led membership association, we encompass biotechnology, medical technology, pharmaceuticals and health innovation companies in the state of Victoria.

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

Our Board members have extensive 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.



The BioMelbourne Network plays a key role in advancing Victoria's world class biotechnology, pharmaceuticals and medical technologies sector. The Victorian Government is committed to strengthening this important sector by continuing to partner with the BioMelbourne Network to enhance the sector's connectivity, collaboration and growth."

The Hon Jaala Pulford MLC
Minister for Employment
Minister for Innovation, Medical Research and the Digital Economy
Minister for Small Business

WE DO THIS BY:

- Aligning with Victorian and Federal Governments, supporting key sector priorities and promotion of relevant programs and initiatives
- Providing Victorian and Federal Governments with feedback and advice to support optimisation of policy, tax and regulatory settings
- Delivering a high-calibre event program that provides access to members, key stakeholders and decision makers, local and international industry intelligence and networking opportunities
- Collaborating with industry associations and other peak bodies to advocate for the sector, promote engagement and foster links to networks across the world
- Promoting Victoria as a unique health industry ecosystem and engaging with local, national and international sector leaders
- Growing and supporting the start-up and scaleup ecosystem, and delivering programs to develop local talent and provide pathways to upskill and generate business acumen
- Offering facilitated introductions for members to drive collaboration and partnerships
- Providing access to international industry leaders and sector representatives
- Supporting the development of sector advanced manufacturing capabilities in Victoria
- Listening to our members to identify and prioritise projects and initiatives to support industry transformation and growth

“

Seeing what the team has already done to pivot under such difficult circumstances gives me great confidence in our ability to adapt to the new and exciting future that is in store for the Health Industry in Victoria!”

Jeff Malone

Chief Executive Officer, BioMelbourne Network

The BioMelbourne Network team has the right mix of experience and commitment to ensure they are delivering value to our members and the sector. They have broad backgrounds spanning business development, events management, marketing and communications, research, supply chain and manufacturing.

The team rapidly adopted a new normal in March 2020, moving from the office space at ANZAC house in Melbourne’s CBD to working from home. Whilst adapting to these conditions, they also rapidly implemented processes to allow a pivot to online events and to supporting Victoria’s health industry through the pandemic with real time updates on information and advocacy.

In FY2020, Office Manager Nicole Pitcher celebrated 16 years at the Network. Operations Manager Vicky Jones marked six years of service this year, and Events and Projects Officer Jo O’Brien celebrated three. The team grew in February 2020, with appointment of Communications Officer Beth Davey. Current Chief Executive Officer, Jeff Malone, joined the Network in July 2020.

OUR TEAM



Jeff Malone
Chief Executive
Officer



Vicky Jones
Operations Manager



Nicole Pitcher
Office Manager



Jo O'Brien
Events and Project
Officer



Bethany Davey
Communications
Officer

Message from the Chair and CEO



Lusia Guthrie
Chair

It is hard to imagine how much the world has changed since our last Annual Report. We spent the first half of the past year finalising a new strategic plan, culminating in December as a proposal and funding request to the State Government of Victoria. Immediately following this, Victoria was wrought by bushfires. Then, the pandemic descended - making this the most difficult year in living memory for many of us.

While the pandemic has not altered our long-term strategic vision for the sector, it has challenged our business model and created an opportunity to fully take stock of how we execute our vision.

By the time we held our DJPR-sponsored BioBreakfast in March, it had rapidly changed format to become our first successful virtual event, broadcast from the Melbourne Town Hall and reaching a far wider audience than originally able. The topic of COVID-19, with a panel of respected industry leaders from CSIRO, Doherty Institute, CSL, DMTC and St Vincent's Hospital, was very well received, with requests for a follow-on session as the Coronavirus crisis played out over the coming months. Subsequently, we held two further BioForums in this theme – including an update on the University of Queensland, CSL and CEPI Coronavirus Project in June.

COVID-19 has highlighted both the excellence and the vulnerabilities in our health sector. Next year will see the sector focus on post-pandemic recovery, leveraging opportunities and implementing the lessons learned. For example, the pandemic has been a wake-up call for manufacturing in Australia.

Throughout this time, BioMelbourne Network is engaging more directly with the State Government of Victoria primarily through the Department of Jobs, Precincts and Regions (DJPR), actively participating in the DJPR Innovation Taskforce initiative, and informing the City of Melbourne's Coronavirus response.

BioMelbourne Network has not escaped the financial challenges posed by the pandemic. We were unable to hold our regular revenue raising events at a time when we were called upon more than ever for assistance, advice and connecting the community. We are thankful to have received pandemic support funding under the ATO Boosting Cash for Employees scheme, the Federal JobKeeper Program and the Victorian Government Business Support Fund, which provide a welcome buffer while we re-invent our business model.

Key internal changes in the past year included the retirement of Maureen O'Keefe as a Director. Maureen had served on the board for eight years and we thank her for her commitment and contribution to BioMelbourne Network and the sector. We then welcomed Dr Elane Zelcer to the Board at last year's AGM. Andrew Maxwell resigned from the Board in June – we thank Andrew for contributing his business acumen and skills for the past three years. We look forward to the appointment of two new Directors at this year's AGM.

Dr Julie-Anne White resigned as CEO in February. Lusia Guthrie took on the responsibilities of Interim CEO and lead the management team through the changes and demands brought on by the pandemic. Jeff Malone joined the Network in July as our new CEO and has tackled his role with great energy. With Jeff's passion for the sector and his significant domestic and international business experience and networks, we are confident that Jeff will make a great contribution to our organisation and to our State.

Our Board members donate their time and considerable skills to assisting the work of BioMelbourne Network. All are busy professionals engaged in their own demanding careers. I would like to personally thank Nigel Baade, Tim Oldham, David Herd, Amy Demediuk, Elane Zelcer and Andrew Maxwell for their commitment and support – especially in the first 6 months of this year.

Our management team have always worked with passion and enthusiasm, delivering a world-class program of events, and managing the affairs of the Network. I am very proud of the way in which Vicky Jones, Nicole Pitcher, Jo O'Brien and Bethany Davey pivoted in response to the pandemic. While working from home, the team did not miss a beat. They fully embraced the digital world and developed a system of webinars and formal and informal communication mechanisms to step up communications and support for Members and the sector. To Vicky, Nicki, Jo, and Beth – you are champions and the Board sincerely thank you for your commitment.

Victoria is known as a leading destination for tech and innovation with Melbourne one of the top five fastest-growing start-up ecosystems in the world. The health industry start-up sector is also doing well. The question is, how can we ensure it grows and thrives, generating health and economic benefits?

With Jeff Malone as CEO, we are now working closely with our Members, the State Government of Victoria and broader scientific and business communities to be aware of Member needs – and new opportunities – as we all navigate our way through the pandemic and beyond.

Taking research through to product development and manufacture of a new drug or medical device is a long and expensive process. Alongside researchers, we need to further develop our cohort of experienced industry professionals, technicians, entrepreneurs and business executives who know how to take an innovation to the next stage to build a marketable product. This ecosystem creates opportunities throughout Victoria not just for academics, researchers and innovators, but also generates jobs in industry, manufacturing, business, law and finance.

Victoria can be a fully integrated research, manufacturing, and supply ecosystem. Research creates the opportunity, but it takes time, a lot of money and a lot of people to turn the opportunity into reality. As the peak body for Victoria's health sector, BioMelbourne Network supports all areas of the health industry. Our stakeholders are you, our Member companies and sponsors, both in Australia and overseas, and the State Government of Victoria. Melbourne is ranked as Australia's most innovative city – our members are an important part of this wealth of talent and capability.

We value your involvement in the sector and strive to have a strong and deep understanding of your needs, particularly in the prevailing environment. We aim to be responsive, relevant, and timely to your questions and requests.

We acknowledge and sincerely thank our stakeholders, sponsors, and supporters. We thank you, our Members, for your commitment to our industry and contribution in helping to ensure that BioMelbourne Network remains dynamic and effective.

Kind regards,

Lusia Guthrie
Chair

Jeff Malone
Chief Executive Officer

Our members

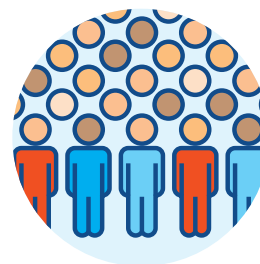
FY2020 MEMBERSHIP



194 members
17 new members
10 honorary life members



82% member retention rate
105 organisations have
been members for
five or more years



2552 people in our
member network
5349 people in our
wider network

10+ YEARS

Acrux Ltd

Agriculture Victoria
Services Pty Ltd

Alterity Therapeutics

ARCS Australia Ltd

AusBiotech Ltd

Australian Genome
Research Facility Ltd

Australian Red Cross
Blood Service (ARCBS)

Australian Regenerative
Medicine Institute (ARMI)

Avatar Brokers Pty Limited

Avecho Biotechnology

Axxin

BioConsult Pty Ltd

Bio-Link Australia Pty Ltd

BioShares

Brandon Capital Partners

Brooker Consulting

Burnet Institute

Cancer Trials Australia

Cell Therapies Pty Ltd

Chubb Insurance Australia
Ltd

City of Melbourne

Clarivate

Committee for Melbourne

CSIRO Manufacturing

CSL Limited

Davies Collison Cave

EY

FB Rice

FPA Patent Attorneys

Genetic Technologies
Limited

Gilead Sciences Pty Ltd

Griffith Hack

LBT Innovations Ltd

Medicines Development
for Global Health

Merck Sharp & Dohme
Australia

Monash University

Murdoch Children's
Research Institute

Norton Rose Fulbright
Australia

Nucleus Network Limited

Opthea Limited

Peter MacCallum Cancer
Centre

Pfizer Melbourne

Phillips Ormonde
Fitzpatrick

Piper Alderman

PwC

Research Australia

RMIT University

Science Industry Australia
Inc

ScribblersInc

Sienna Cancer Diagnostics
Ltd

Sked Pty Ltd

St Vincent's Institute of
Medical Research

Starpharma Holdings Ltd

The Florey Institute
of Neuroscience
and Mental Health

Universal Biosensors Pty
Ltd

Victorian Government
Department of Jobs
Precincts & Regions (DJPR)

Walter and Eliza Hall
Institute of Medical
Research

Watermark Intellectual
Property Pty Ltd

5+ YEARS

4DMedical	Commercial Eyes	IQVIA	PolyActiva
Alexander Gosling AM	CTx CRC Ltd	Janssen-Cilag Pty Ltd	Prime Accounting and Business Advisory Pty Ltd
Allens	Deakin Research - Commercial	KPMG	SCHOTT MINIFAB
Australian College of Optometry/National Vision Research Institute	Design + Industry	La Trobe University	SeerPharma Pty Ltd
Bionic Vision Technologies	Dimerix Limited	Leica Biosystems	St Vincent's Hospital (Melb) Ltd
Bionics Institute	EBC Consulting Pty Ltd	Mayne Pharma Group	Statistical Revelations Pty Ltd
Blamey Saunders Hears	ERA Consulting Australia	mexec careers	Syneos Health
Blue Curve	Global Kinetics Corporation	Neuren Pharmaceuticals Limited	The CFO Solution
Centre for Eye Research Australia Ltd (CERA)	Greengage Regulatory Pty Ltd	Neuroscience Trials Australia	Trajan Scientific and Medical
Certara	Grey Innovation	Orius Pty Ltd	University of Melbourne (RIC)
	IDT Australia Limited	Outerspace Design Group	World Courier (Aust) Pty Ltd
	Illumina Australia Pty Ltd	Paranta Biosciences	
	Immuron Ltd	Planet Innovation	

2+ YEARS

360biolabs	Excellence (CBE)	Invision Limited	PolyNovo Limited
AdAlta Limited	Chatsworth Associates Pty Ltd	Kinetic Venture Advisory Pty Ltd	Procept Pty Ltd
Agilent Technologies	CoSec Consulting	LUSID Pty Ltd	Process Biotech
Amylgen	Crux Biolabs	MasterControl	Prota Therapeutics Pty Ltd
Anaxis Pharma	Cynata Therapeutics Ltd	Med2Mark	QUE Oncology
ANDHealth	DMTC	Medical Device Partnering Program	Quorum Solutions Pty Ltd
AusIndustry – Federal Government Department of Industry, Science, Energy and Resources	EQi Bio Pty Ltd	Medical Ethics Pty Ltd	Stelect
BioCurate Pty Ltd	Global Health Alliance Melbourne	Melbourne Centre for Nanofabrication	TechnoValia Pty Ltd
Bioforum - Data Focused CRO	Graeme Clark Institute for Biomedical Engineering / The University of Melbourne	MTPConnect	The Actuator-Australia's National Medtech Accelerator
Biotech Resources (Aust) Pty Ltd	Grunbionics Pty Ltd	MuPharma Pty Ltd	The Royal Society of Victoria
Cartherics Pty Ltd	GSK Australia	MUVi	Tijan Ventures
Centre for BioPharmaceutical	Hemideina Pty Ltd	NAVi Medical Technologies Pty Ltd	VCS Foundation Ltd
	Imagion Biosystems Ltd	Novartis Pharmaceuticals Australia Pty Ltd	Victorian Government Department of Health & Human Services
	ImmuPharma plc	Noxopharm Limited	
	Immutep Limited	Patrys Ltd	

RECENT MEMBERS

AbbVie Inc.	Cyban Pty Ltd	Jenny Harry	Rhythm Biosciences Limited
AlgiPharma Australia Pty Ltd	ESFAM Biotech	Kinox Therapeutics Pty Ltd	Robert Bosch Australia
Almac Group	Exigence	Luina Bio	Stephens Lawyers & Consultants
Avion Medical	Exopharm Ltd	Marlow Hampshire	Tournicare
Bio101	Experimentica Ltd	Medtronic Australasia Pty Ltd	Vert & Or
Biointelect Pty Ltd	Gilbert Michaca	OMX-Solutions	Vifor Pharma Pty Ltd
BioPacific Partners Limited	Good People HR	Oxford PharmaGenesis Pty Ltd	VivaZome Therapeutics Pty Ltd
Cann Group Limited	Gyder Surgical Pty Ltd	Pharmaceutical Solutions Limited	Wexford Hayes
	Hall & Wilcox Lawyers		Wrays
	Incisive Technologies Pty Ltd		

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

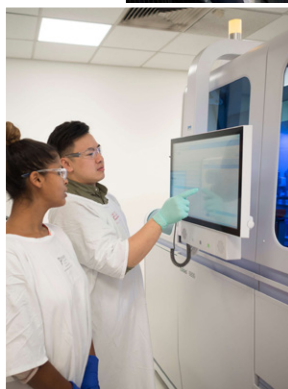
Janine Kirk AM

Andrew Macdonald

Tim Murphy

Prof. David Penington AC

Dr John Raff



Developing emerging talent

Supporting and developing emerging talent brings value not only to the younger generation of leaders, but also supports the long-term, progressive growth of the wider ecosystem.

During FY2020, BioMelbourne Network continued to provide opportunities to foster professional development of budding leaders by hosting internship placements and volunteering opportunities for undergraduates and postgraduates of member organisations.

MONASH FACULTY OF SCIENCE WORK INTEGRATED LEARNING (WIL) PROGRAM

BioMelbourne Network hosted two student interns in FY2020 from Monash University – Amrilmaen (Amril) Badawi and Jiaxin (Jessie) Wei – as part of their Work Integrated Learning unit.

Amril and Jessie each spent 32 days working on projects for BioMelbourne Network that supported the continual improvement of our systems and processes, and supported the professional development of both students. Their work was extremely valuable to the Network, helping us to refine and develop future initiatives.

BIOMELBOURNE NETWORK EVENT STUDENT VOLUNTEERS

BioMelbourne Network's volunteer program supports undergraduate and graduate students in gaining valuable exposure to the industry, assisting their personal and professional development, and furthering their knowledge and awareness of important industry matters.

During FY2020, we engaged 22 student volunteers across eight BioMelbourne Network events, with several volunteers helping at each event (with up to eight for larger premier events).

“

As a student, BioMelbourne Network offered me a great platform to meet industry professionals and learn about the advancements in the Biotechnology sector.

It also gave me the confidence to approach people and form meaningful connections.”

Mehak Bhola
The University
of Melbourne



“

Having a remote internship at BioMelbourne Network provided me a great chance to get close to the biotechnology & pharma industry. As a participant in the Biotech Development Lab project, I gained much professional experience in researching and exploring biotech & pharma news and information, which is an essential skill for my future career.”

Jiaxin (Jessie) Wei
Monash University



“

The COVID-19 pandemic imposed unforeseen and unprecedented changes on everyone and everything, including my internship experience with BioMelbourne Network. Although I had to conduct my work remotely, I still felt a warm welcome by all staff members. Most importantly, the internship gave me an opportunity to gain valuable skills and experience that are necessary for my personal and professional development. Now, I am more than ready to pursue my future career.”

Amrilmaen Badawi
Monash University



Supporting sector needs

BioMelbourne Network works closely with Government bodies, industry partners and leading experts to deliver advice, influence change and encourage sector growth, supporting our members and improving health innovation for the benefit of our wider community.

ADVOCATING FOR OUR MEMBERS

RESEARCH AND DEVELOPMENT TAX INCENTIVE

In December 2019, the Federal Government put the R&D Tax Incentive Bill (RDTI Bill) to the House of Representatives during the last sitting week of Parliament. The proposed changes to the bill will reduce opportunities for the success of the health sector as measured by growth through new investment, increased skilled employment, access to new and advanced therapies through clinical trials and increased manufacturing.

Together with Medicines Australia, AusBiotech, Association of Australian Medical Research Institutes (AAMRI), Medical Technology Association of Australia (MTAA), Research Australia and Life Science Queensland, we responded to the proposed RDTI Bill in May 2019. Each organisation also provided its own response for review by the Senate's Economics Legislation Committee, originally scheduled to meet in March 2020. Recommendations of this Committee to the Federal Government are now expected in FY2021.

Our response addressed the impacts of the following unforeseen circumstances:

- Reduced support for R&D due to the budget gain of \$1.8b over the current forward estimates period 2019/20 to 2022/23
- Complexity of proposed amendments, AND Flawed incentive of schedule 1 ("intensity measure") for companies with turnovers >\$20m
- Lack of clarity associated with clinical trials
- Impact of policy instability on Australia's international competitiveness
- Tax offset rates undermine benefits of RDTI for small companies
- Proposed enactment of changes retrospectively from 1 July 2019

JOBKEEPER ELIGIBILITY

Together with AusBiotech, ANDHealth, Medicines Australia, MTAA and Life Sciences Queensland, BioMelbourne Network submitted a Joint Statement to the Federal Government to advocate for the eligibility of pre-revenue life science companies to access the Federal Government's JobKeeper Payment program, first introduced on 30 March 2020.

The joint statement, submitted on 11 May 2020, urged the inclusion of pre-revenue companies under the JobKeeper scheme – their eligibility had thus far been denied. It was expressly noted that unless eligibility criteria were expanded to include these companies, Australia could potentially lose up to a decade of substantial scientific and capital contributions.

The statement described the unique business model that enables translation of research into lifesaving products for patients, but also requires long timeframes and significant capital. The Joint Statement stressed that omitting pre-revenue life science companies has the potential to significantly damage the entire health industry, compromising the intent of the JobKeeper scheme.

With changes to JobKeeper eligibility to take place into FY2021, we will continue to advocate for our industry's pre-revenue companies.

STATE GOVERNMENT OF VICTORIA

The State Government of Victoria through the Department of Jobs, Precincts and Regions provided sponsorship to BioMelbourne Network in FY2020 to facilitate an event program aimed at bolstering opportunities for connectivity and collaboration within the health sector. This initiative highlighted Victoria's biotechnology, medical technology and pharmaceutical capabilities, and showcased Victoria as a leading health technology destination.

SUPPORTING SECTOR GROWTH

INNOVATION TASKFORCE

The State Government of Victoria is strengthening Victoria's position as a leading healthtech destination by forming the Innovation Taskforce. Bringing together start-ups, universities, businesses and the investment community, the Taskforce will collaborate with Government on programs to develop local tech talent, support local entrepreneurs and start-ups to scale, advance priority and emerging industry sectors, and promote Victorian innovation.

BioMelbourne Network Chair Lusia Guthrie was invited to be a member of the Taskforce, joining experts from across the Victorian innovation community.

ARDEN PRECINCT

In 2020, BioMelbourne Network was requested by the State Government of Victoria to facilitate a series of industry round-table discussions regarding Victoria's newest innovation precinct, Arden. These discussions involved addressing opportunities for growth in Victoria's life sciences sector, the capabilities, infrastructure, services and skills essential to enable a supportive ecosystem, and informing Government to optimise the precinct.

BIOMELBOURNE NETWORK IS YOUR NETWORK

With dedication and ambition to achieve continuous improvement of our value proposition and member offerings, BioMelbourne Network distributed a comprehensive Member Survey to the Network in January 2020. We recognise that the direction of our Network should be shaped by the needs of our members. This important survey was designed to enable our members' voices to be heard - and we listened.

Action has already been taken on several key trends that stemmed from the survey data:

Actions we are taking include:

- Increasing our interactions with the Victorian and Federal Governments
- Creating focus groups to drive issues and collaboration
- Improving access to information and resources
- Greater focus on international events and initiatives
- Increasing focus on regenerative medicine
- Additional showcasing of Australian capabilities
- Enhancing direct engagement with our members

In FY2021, we are dedicated to delivering on the needs of our members and are working to address gaps in support of our community.



COVID-19: Supporting our sector through a global pandemic

The second half of FY2020 has been a challenging time that has impacted us all in different ways. For BioMelbourne Network, it has tested our resilience, our capacity to adapt and our resolute commitment to supporting our members and industry partners.

The pandemic called for a rapid shift of focus, pivoting from large in-person events to virtual BioForums, and creating new and innovative opportunities to support our sector and Victorian Government initiatives.

“

The world is different now.”

Dr Rob Grenfell

Director of CSIRO's Health Biosecurity Business Unit

From the first mention of COVID-19, BioMelbourne Network has endeavoured to support our members and the greater sector during this time by:

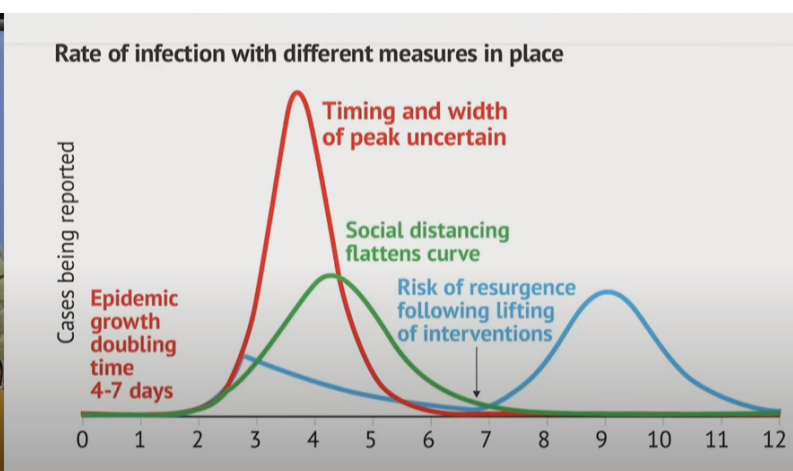
- Liaising with the Victorian Government of Victoria on their sector priorities
- Informing the City of Melbourne's COVID-19 response and longer-term economic strategy
- Collaborating with industry partners to address JobKeeper eligibility
- Connecting the health industry by pairing critical needs and demands with expertise, resources and solutions
- Launching a dedicated COVID-19 resources website providing timely, important updates and resources for our sector
- Encouraging active engagement via our Member-to-Member Offers webpage, increasing value for our member organisations and promoting business objectives
- Planning high quality, relevant online events, providing members access to topical information and knowledgeable industry experts
- Increasing communications to keep our members up to date with the latest news



From left: Dr Andrew Walby, Prof Damian Purcell, Dr Felicia Pradera, Dr Rob Grenfell and Dr Andrea Douglas



Dr Rob Grenfell presenting at BioMelbourne Network's Vaccine BioBreakfast on 17 March



INFORMING INDUSTRY LEADERS AND KEY DECISION MAKERS

BioMelbourne Network has been directly involved in key aspects of the sector's pandemic response. In FY2020, we organised and attended a roundtable with City of Melbourne, allowing the voices of key decision makers in our community to be heard by Council representatives. Entering FY2021, we have continued important conversations with the State Government of Victoria, City of Melbourne and industry leaders regarding impacts of further restrictions on the sector and a return to COVID-normal.

SHARING AND AMPLIFYING MESSAGES OF ASSISTANCE

Throughout the pandemic, we have been readily sharing calls for assistance, including the Australian Society of Microbiology's request for COVID-19 testing skills and molecular biology reagents, a Federal Government expression of interest for supply of nasopharyngeal swabs, and Victorian Government calls for assistance in sourcing manufacture and supply of materials for hand sanitiser and P2 masks. We have also been directly assisting those with more customised needs – such as access to laboratory space, funding schemes, grant opportunities and other key questions regarding impacts to industry.

A PIVOT TO VIRTUAL EVENTS

On 5 March, we held our annual Devices + Diagnostics lab in person, with over 100 members and colleagues in attendance. Just two weeks later on 17 March, we adapted an in-person BioBreakfast into our first online event. This timely BioBreakfast featured notable speakers from CSIRO, CSL, DMTC, the Doherty Institute and St Vincent's hospital, discussing Victoria's role in making a local vaccine to COVID-19.

Following further restrictions, BioMelbourne Network shifted to working from home and delivery of an entirely fresh schedule of online events. Our new BioForum format boasted three events in May and June 2020, and our 2020 Women in Leadership Awards were also presented virtually. Though nothing substitutes the familiarity of an in-person event, going digital has allowed the Network to extend our reach, engage a wider audience and has provide even greater access to international and interstate speakers.

Women in Leadership Awards

The BioMelbourne Network Women in Leadership Awards celebrate significant and inspirational leadership across Victoria's health sector.

Launched in 2015, the awards recognise and champion women who have made outstanding contributions to advancing the biotechnology, medical technology and pharmaceutical sector. The three award categories reflect women at different stages of their careers, from senior leadership to rising stars, working in or supporting the health industry.

The 2020 Awards ceremony was conducted online on 10 June 2020 by BioMelbourne Network, supported by the State Government of Victoria. Her Excellency the Honourable Linda Dessau AC, Governor of Victoria provided opening words of support, commenting on the "importance of highlighting and celebrating the women who make such an enormous contribution". The Honourable Jane Garrett MLC, Parliamentary Secretary for Jobs presented the awards, praising the awardees for being "pioneers for our kids coming through the sector, and for the broader community". Over 180 BioMelbourne Network members, sector colleagues and supporters registered for the live ceremony, sharing their messages of congratulations for this year's awardees.

The 2020 winners illustrate an abundance of dynamic leadership within the sector, demonstrated by the high calibre of award nominations. Lusia Guthrie, Chair of BioMelbourne Network highlighted that "the exceptional quality of the women nominated this year indicates the wealth of leadership talent that we have amongst the women in our sector".

THANK YOU

Thank you to our members who took the time and effort to submit a nomination – we encourage you to re-submit your application next year so that we can continue championing women in our sector.

Judging these awards is also no easy task, and we thank the five judges who participated in this year's judging panel.

“

Visibility of female leaders empowers our sector, and promotes a culture of diversity, inclusivity and flexibility. Our winners are not only leaders in their respective fields, but also role models for progressive leadership, equity and equality.”

Lusia Guthrie
Chair, BioMelbourne Network:

CONGRATULATIONS TO THE 2020 AWARDEES

Women in Leadership Award
– recognising senior corporate leadership and directorship



“

I am thrilled to receive this award and to follow in the footsteps of many remarkable female leaders before me. It's a great honour to contribute to this industry and to be able to facilitate the translation of our world class research into health benefits for all.”

Dr Andrea Douglas
Senior Vice President, Organisation Transformation, CSL Limited

Most Valuable Women in Leadership Award – recognising the leadership of teams, projects and initiatives



“

I am honoured to receive this award today and commend BioMelbourne Network for their ongoing commitment to raising the awareness of the necessity of diversity and inclusivity across the health technology industry in Australia. Their leadership in this space has been of significant benefit to women working in STEM industries and to the industry as a whole.”

Bronwyn Le Grice
Founder, CEO and Managing Director, ANDHealth

Emerging Women in Leadership Award – recognising rising stars with high potential for future success



“

I am honoured and humbled to accept this award. I am extremely grateful to Lusia Guthrie and BioMelbourne Network for the amazing work they do at promoting the healthcare industry and women in stem.”

Dr Ewa Douroux
Asia Pacific Marketing Director, Leica Biosystem

Global engagement

This year has highlighted the importance of connecting globally – it is now more critical than ever.

Plagues, epidemics and pandemics have tested the resilience of civilisations throughout history. 2020 brought with it a new global health crisis that both divided and united nations world-wide. Today's rapidly evolving health industry plays a crucial role in the successful management of the current COVID-19 pandemic.

Developing global relationships with key industry experts is essential for our members with international ambition to succeed in a highly competitive landscape. BioMelbourne Network extends the reach of its members through initiatives that help them understand worldwide markets, connect with key decision makers around the world, and develop their business strategies.

FY2020 saw BioMelbourne Network's global engagement continue to grow, with newly established international connections

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

Throughout FY2020 we hosted 11 unique international experts in Melbourne, representing three major international markets – North America, the United Kingdom and India. 12 local events throughout the year featured international guest speakers. We welcomed an additional 7 US-based speakers for our Minnesota arm of the *Go-to-Market in the USA* program. Over 50 business meetings and advisory sessions with international industry experts were facilitated for our members and network colleagues.

INTERNATIONAL SPEAKERS AT BIOMELBOURNE NETWORK EVENTS

LOCAL MASTERCLASSES

Dr Daniel Lace, Physician, Reimbursement Strategist, NAMSA (USA)

Dr Melissa Martinson, President, Technomics Research, LLC (USA)

Noel Martinson, President, Acclaim Data Analytics, LLC (USA)

Dr Houria Bachtarzi, Senior Consultant, Regulatory Affairs - Gene and Cell Therapies, ERA Consulting (UK)

LOCAL INDUSTRY EVENTS

Deepanwita Chattopadhyay, Chair & CEO, IKP Knowledge Park (India)

Dr Niels Emmerich, Vice President, Global Search and Evaluation, AbbVie Inc. (USA)

Laurie Halloran, President & CEO, Halloran Consulting Group (USA)

BJ Hampton, Investment Director for Healthcare, Resources and Energy, Austrade (USA)

Andrew Hutchinson, Global Head of Immunology Business Development & Licensing, Boehringer Ingelheim (USA)

Ray Knox, Chief Manufacturing Officer, Lyndra Therapeutics (USA)

Professor Frank Lichtenberg, Courtney C. Brown Professor of Business Economics & Courtney C. Brown Professor of Business Healthcare and Pharmaceutical Management Program, Columbia University (USA)

INTERNATIONAL MASTERCLASS (MINNESOTA, USA)

Dan Fisher, Principal, Endgame MedTech LLC

Wayne Jarvis, (former) Healthcare Strategist & Business Development, 3M

Frank Jaskulke, VP Intelligence, Medical Alley Association

Kermit Nash, Partner, Saul Arenstehin

Joseph Saladino, Principal, Endgame MedTech LLC

Jim Sargent, RQR Partners

Phillip Roeser, Managing Principal, PR Medical



Dr Daniel Lace presenting at Healthtech Reimbursement Program Masterclass 3

GOING GLOBAL: GROWTH AND EXPORT STRATEGIES FOR HEALTHTECH

The Going Global program was funded by LaunchVic, the State Government's start-up agency, to support and educate Victorian healthtech founders and executives on export strategies.

The program brought international experts to Melbourne to deliver a series of six skills-based masterclasses to assist Victorian start-ups with strategic intent to access key international markets, with a focus on the UK, India, North America and Europe.

Five of the six Going Global 4-day modules were delivered in FY2018 and FY2019. BioMelbourne Network presented the final module - *Navigating Cell & Gene Therapies Through Global Regulatory Pathways* – in FY2020. This module was presented by ERA Consulting experts Dr Houria Bachtarzi (UK) and Dr Dianne Jackson-Matthews (Australia).

The Going Global Program engaged a total of 44 unique organisations across all masterclass modules.

“

BioMelbourne Network's global programs are a fantastic resource. Masterclasses such as *Navigating Cell and Gene Therapies Through Global Regulatory Pathways* provided valuable strategic perspectives on development of cell and gene therapies from international experts. Here in Melbourne, the biomedical research and development community is fortunate to have access to such internationally relevant and vital capability-building programs.”

Dr Cathy Drinkwater
Going Global participant
Director of Project Management, BioCurate Pty Ltd

HEALTHTECH REIMBURSEMENT PROGRAM – MELBOURNE MASTERCLASSES

Delivered by BioMelbourne Network with the support of LaunchVic, the Healthtech Reimbursement Program brought US experts to Melbourne to deliver a series of three 4-day masterclasses on reimbursement, health economics and real-world evidence, and market adoption.

The program was designed for founders and executives of Victorian healthtech companies with strategic intent to access the US market. It aimed to provide a deeper understanding of the US reimbursement system and the skills and knowledge needed to enter the market. BioMelbourne Network officially launched the program in March 2019 and delivered the first of three Masterclasses in June 2019.

Masterclass 2 - *Health Economics & Real-world Evidence: Payer and Purchaser Strategies* – was delivered in July 2020 by Dr Melissa Martinson and Noel Martinson. Masterclass 3 – *Bringing it All Together: Translating Reimbursement and Health Economics to Successful Market Adoption* – was presented by Dr Daniel Lace in August 2020.

The Healthtech Reimbursement Program engaged a total of 28 unique organisations across all masterclasses, with some companies attending multiple masterclasses throughout the program.

“

In my role as a consultant on the use of real-world evidence in the U.S. health market, I was impressed at the innovative strides Melbourne is making in medical device development. The collaborative approach facilitated by BioMelbourne Network connecting the educational, governmental and business communities, make Melbourne an important player to watch as they continue to emerge as a new epicenter in this sector.

Noel Martinson
President, Acclaim Data Analytics, LLC

“

I was invited by BioMelbourne Network to talk about the health economics of medical devices in the US. This was a wonderful opportunity for me - the participant companies were engaged and very interested in the US market... they were very knowledgeable about many aspects and I think I learned as much as I taught. I am excited to see the devices they are working on marketed in the US.

Dr Melissa Martinson
President, Technomics Research, LLC

HEALTHTECH REIMBURSEMENT PROGRAM – GO-TO-MARKET IN THE USA

Go-To-Market in the USA was a three-day experiential opportunity for local start-ups to meet key payers, providers and decision makers in the US healthcare market.

The program, with the support of LaunchVic, provided AUD \$3,000 travel awards to a select group of participants chosen for their strategic positioning and US market readiness.

BioMelbourne Network partnered with Medical Alley Association to deliver the intensive in-market program in Minnesota, where the group visited a number of key health technology destinations and engaged with US experts one-on-one to refine their company's strategies for US market access.

The Victorian delegation consisted of OMX Solutions General Manager Mick Shaddock, Hemideina CEO Liz Williams, NAVi Medical Technologies CEO Alex Newton, LiVac CEO Anabela Correia and Biotech Resources CEO Peter Jordan.

All participants had attended the series of Melbourne-based Masterclasses and have business models focussed on US market entry.

“

The value of this trip should not be underestimated... This opportunity and visit added significantly to the opportunities for future engagement with in-country USA experts on all matters related to launching commercial activities. Absolute gold!”

Mick Shaddock
Go-to-Market in the USA participant:
Managing Director, OMX Solutions



From left: Mick Shaddock, Liz Williams, Alex Newton, Frank Jaskulke, Anabela Correia, and Peter Jordan.

Biotech Development Lab:

FORMULA FOR SUCCESS

Improving drug discovery, development and commercialisation through collaboration

The second annual BioMelbourne Network Biotech Development Lab on 13 September 2019 addressed the theme of “Formula for Success”. Over a full-day programme, 140 attendees explored strategies and technologies around better drug design and delivery, formulation challenges, funding and investment, and risk management across the drug development pipeline via a series of insightful presentations, case studies and panel discussions.

Attendees spanning all parts of drug development and commercialisation praised the event as an opportunity to learn from expert speakers, network with like-minded attendees and contribute to lively discussions. In our post-event survey, attendees commented that the event was “extremely valuable” with an “informative” breadth of topics, “quality” speakers and “great gender balance”. Many also engaged via social media using the hashtag #biotechdev19, with over 50 attendees sharing 356 tweets with >600,000 timeline deliveries.

2019 PROGRAM THEMES:

- Accelerating drug discovery and development through collaborations
- Overcoming bioavailability hurdles
- Lab to production
- From research to commercialisation

Our post-event survey found:

- 78% thought the event was excellent or outstanding
- 53% gained new insights and knowledge
- 35% are now aware of a new Victorian business capability – considering our audience are experts in this field, this is a great result
- 53% made a new business contact, and 44% reinforced an existing connection
- 28% have a contact or lead for a new collaboration, partnership or client as a direct result of the event

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 SeerPharma, Prime Accounting and Business Advisory and the Department of Industry, Science, Energy and Resources Business Entrepreneur's Programme. We also extend thanks to our program advisory committee, expert speakers, panelists and volunteers for their commitment to this event.



From left: Dr Anna Cifuentes-Rius, Dr Natalie Trevaskis, Dr Nicholas Veldhuis and James McDonnell.

Devices + Diagnostics Lab:

MANUFACTURING, MARKETS AND MINEFIELDS

“Collaborate to Innovate” – strategic partnerships are key to innovation and success.

BioMelbourne Network's eighth annual Devices + Diagnostics Lab on 5 March 2020 welcomed 164 attendees from across the sector to explore the theme of 'Manufacturing, Markets and Minefields' in the medical technology sector. The full-day event featured presentations, case studies and interactive panel discussions with leading industry experts, exploring themes centred around Industry 4.0. Speakers addressed opportunities and benefits of the revolution, what impact Industry 4.0 will have on Victorian medical technologies, current market trends and challenges, and best practice for developing strategic partnerships.

Andrew Wear, former Director of Innovation for the Department of Jobs, Precincts and Regions officially opened the event by highlighting the importance of medical and health technology to the Victorian economy, and the enormous growth of the sector in recent years.

Attendees spanned business leaders, entrepreneurs, investors, researchers, industry experts, clinicians and product developers across the medical technology, manufacturing, engineering, design, ICT and health innovation sectors. Many created new connections during networking sessions, with 59% of attendees increasing their network of business contacts at this event. Others engaged via social media - this event saw more than 40 sector leaders share 240 tweets on the hashtag #DDL2020, reaching over 900K timelines.

Our post-event survey found:

- 85% rated the event as excellent or outstanding
- 62% improved their knowledge of Industry 4.0
- 47% gained a greater understanding of manufacturing minefields
- 53% are now aware of a new Victorian business capability

THANK YOU

BioMelbourne Network thanks our generous event sponsors for their ongoing support. These include Premier Sponsor, the State Government of Victoria, Major Sponsor CSIRO and Supporting Sponsors Davies Collison Cave, Medtronic Australasia, SeerPharma and the Department of Industry, Science, Energy and Resources Business Entrepreneur's Programme.

We also extend sincere thanks to our expert speakers, panelists, volunteers and program advisory committee for their time, knowledge and expertise.



From left: John Sharman, Paul Brennan, Dr Ewa Douroux and Shay Chalmers

“

The 2020 Devices + Diagnostics event was a timely opportunity for me to learn from and be inspired by successful entrepreneurs, engineers and scientists across the Medtech sector. Also invaluable for networking, I hope these events continue long into the future. See you at the next one!”

Philip Lewis

Project Lead, Brain-Machine Interfaces, Monash University

Event summary



We held **27** events reaching
1605 industry professionals
from **495** organisations



We hosted **102**
guest speakers across all
events

12 events featured an
international speaker



41% of speakers
were women

We broadened our network,
reaching **217** unique non-
member organisations

PREMIER EVENTS

Biotech Development Lab: **Formula for Success**

Devices + Diagnostics Lab: **Manufacturing, Markets and Minefields**

Women in Leadership Awards Presentation
– ceremony sponsored by the State Government of Victoria through the Department of Jobs, Precincts and Regions

BIOBREAKFASTS

Progressing Innovation through Outstanding Leadership – hosted by the Royal Society of Victoria

Disruptive and Emerging Technologies for Healthcare: AI and Robotics – sponsored by the State Government of Victoria

Back to the Future: Patient Healthcare in the Digital Era - sponsored by the State Government of Victoria

How to Make a Vaccine; Why is Victoria so Important? - sponsored by the State Government of Victoria

BIOBRIEFINGS

Show me the Value! How do US Insurers use Health Economics and Real-world Evidence?
– supported by LaunchVic and hosted by KPMG

Cell & Gene Therapies – The Tour Guide – supported by LaunchVic and hosted by Allens

The Strategic Approach: Moving from Concept to Successful Commercialisation
– supported by LaunchVic and hosted by Phillips Ormonde Fitzpatrick

A 'Fireside Chat' with Prof Frank Lichtenberg: The Impact of Pharmaceutical Innovation on Premature Mortality - helping Australians to live longer and better – at what cost? – hosted by KPMG in collaboration with Medicines Australia

The Business of Science – hosted by The Florey Institute of Neuroscience and Mental Health

Hot or Not: Trends for 2020 – hosted by Phillips Ormonde Fitzpatrick

LEADERSHIP LUNCHES

Non-Executive Directors Lunch with Vanja Joannidis: **Will Cybersecurity in BioMed Give you a Competitive Edge or Save Lives?** – hosted by EY

Executive Lunch with Dr Andrew Hutchinson: **Lifting the Veil on Big Pharma: Effective Strategies to Seal the Deal** – hosted by PwC

2019 Women in Leadership Lunch with Michelle Fitzgerald – hosted by Allens

Executive Briefing - R&D Tax Incentive: **Update and Review of Proposed Bill** – hosted by KPMG in collaboration with AusBiotech

BIOFORUMS

The Impact of COVID-19 on the Investment Environment: **How are Biotech and Pharma Adapting?**

US Healthtech Market: **Navigating Business, Trade and Investment in 2020**

Developing an Australian Novel Vaccine: **The UQ/CEPI/CSL Coronavirus Vaccine Development Project**

INDUSTRY CONSULTATIONS AND MEETINGS

Annual General Meeting and Networking Event – hosted by EY

City of Melbourne Roundtable Discussion: **Informing the City of Melbourne's COVID-19 Response and Longer-term Economic Strategy**

MASTERCLASS PROGRAMS

Going Global Module 6: **Navigating Cell and Gene Therapies Through Global Regulatory Pathways** – supported by LaunchVic

Healthtech Reimbursement Masterclass 2: **Health Economics and Real-world Evidence – Payer and Purchaser Strategies** – supported by LaunchVic

Healthtech Reimbursement Masterclass 3: **Bringing it all Together - Translating Reimbursement and Health Economics to Successful Market Adoption** – supported by LaunchVic

Healthtech Reimbursement Masterclass, Minnesota: **Go-To-Market In The USA** – supported by LaunchVic and hosted by Medical Alley Association



Hot or Not: Trends for 2020, February 2020



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