



MTPConnect
MedTech and Pharma Growth Centre

Annual HIGHLIGHTS

MTPConnect | Championing a sector-led approach
to accelerating the growth of the medical technology,
biotechnology and pharmaceutical ecosystem in Australia



Australian Government
Department of Industry,
Innovation and Science

**Industry
Growth
Centres**



Our Board



Dr Bronwyn Evans

Chair, MTPConnect
CEO, Standards Australia



Sue MacLeman

Managing Director
and CEO, MTPConnect



Dr Nicholas Cerneaz

Director, MTPConnect
General Manager, MyHealthTest



Julie Phillips

Director, MTPConnect CEO and
Director, BioDiem Ltd Chair, AusBiotech



Dr Douglas Robertson

Director, MTPConnect
Director of Research Services,
The Australian National University



Phillip Hains

Company Secretary and Chief
Financial Officer, MTPConnect
Principal, The CFO Solution

Our Team

Dr Sandhya Tewari

General Manager International and Government

Dr Melanie Thomson

General Manager Education, Skills and Events

Dr Alfredo Martinez-Coll

General Manager Stakeholder Engagement

Elizabeth Stares

Director – Major Projects

Zoe Stephenson

Corporate Communications Manager

Sue Fisher

EA to CEO & Office Manager

Divya Kalla

Project Manager

Shannan Osrin

Communications and Digital Officer

Claretta D Souza

Events Project Officer

Michelle Mendonca

Communications Intern

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Our three pillars

MTPConnect

MTPConnect is an independent, not-for-profit organisation championing a sector-led approach to accelerating the growth of the medical technology, biotechnology and pharmaceutical ecosystem in Australia, established as part of the Australian Government's Industry Growth Centres Initiative.

Industry Growth Centres

The Industry Growth Centres Initiative is an industry-led approach driving innovation, productivity and competitiveness by focusing on areas of competitive strength and strategic priority. This will help Australia transition into smart, high value and export focused industries.

The Initiative enables national action on key issues such as collaboration, commercialisation, international engagement, skills and regulation reform. It drives excellence, not dependence, and will create an economy that ensures Australia's ongoing prosperity. Further information about the Industry Growth Centres Initiative is available at www.business.gov.au/industrygrowthcentres



Australian Government
Department of Industry,
Innovation and Science

**Industry
Growth
Centres**

Taking Action

Undertaking highly targeted actions to foster connection and collaboration

1

Independent Voice

Listening to the sector to provide an independent voice to shape policy and regulatory renewal, and influence the direction of funding

2

Projects Investment

Jointly funding targeted, sector-led projects to address identified constraints and gaps

3

Our mandate as an Industry Growth Centre is focused on four key areas:



Increasing collaboration and commercialisation across the sector



Improving management and workforce skills



Improving access to global supply chains and international markets



Optimising the regulatory environment



Message from the Chair and CEO

It was certainly an exciting year in 2017, and we are delighted to share new data developed by MTPConnect highlighting that jobs supported by the sector increased by 10% to 62,000 from 2015 to 2016, and exports were up by 30% to \$5.2 billion. These updated metrics display that the Australian medical technology, biotechnology and pharmaceutical (MTP) sector is already starting to collectively drive increasing growth for MTP in Australia.

This is a time to be positive, feel energised, and to jump in and play your part in the sharp upward trajectory that will have immense positive impact in years to come.

MTPConnect sits at the nexus of the sector, complementing and working collaboratively with the existing industry associations, research bodies, investors and funders, and government agencies and departments in Australia.

It is an honour to work with such an important and mobilised sector, that has truly taken the opportunity for growth and collaboration by the horns. MTPConnect came into the space as a new player, but with our highly experienced board, and tremendously dedicated team, we have built incredibly important and strong relationships with individuals and organisations from all parts of the sector – relationships that are already having impact.

Our investment of \$15.16 million across 35 projects touch all parts of the sector – they are truly collaborative initiatives with over 200 consortium members, driving change aligned with each of our seven sector growth priorities.

We have signed MoUs and delivered joint programs with eight Australian industry organisations, including AusBiotech, Medicines Australia and the MTAA; with CSIRO and eight health related CRCs; and international organisations including Medical Alley during The MedTech Conference in San Jose, and the Confederation of Indian Industry during Australia Business Week in India.

We have collaborated with and advocated for government programs including Accelerating Commercialisation and the Entrepreneurs' Programme, and reviewed and provided input to streamline funding and investment programs including the CRC, CRC-P and the ARC Industry Transformation Research Program Hubs and Training Centres.

We have worked closely with the sector and government on regulatory reform, identifying and advising on key sector issues and consultations with Federal Government including the Intellectual Property Review, R&D Tax Incentive, medicinal cannabis, 3D printing, precision medicine, digital health, regenerative medicine and the Sansom Review, providing insight and perspectives from the sector and driving for more competitive policy initiatives.

Clinical trials are at the fore, recognised in our economic profile and competitive advantage of clinical trials report as a significant contributor to the Australian economy, with strong competitive advantages internationally. Our report has provided the first comprehensive overview of the entire clinical trials landscape in Australia building on the important sub-sector work of others. It has showcased where we are strong and where there is opportunity to improve, and we look forward to working with the sector on initiatives to further strengthen Australia as a clinical trial destination.

We have united to promote the Australian sector on the world stage – at BIO International 2017, the Chief Scientist's Innovation Delegation to Europe, the AusBiotech-led and MTPConnect Project Funded Asian Investment Series in China, taking part in missions to BIO Korea and Japan with focuses on regenerative medicine and clinical trials, and hosting an inbound delegation of Chinese medical technology investors.


And we have a busy year ahead. A focus on Asia in 2018 will provide opportunities to promote Australia's capabilities and strengths internationally: at the Indonesia-Australia Digital Forum in Jakarta, the Australia-China Biotech Invest and Asian Investment Series with AusBiotech in Hong Kong and Shanghai, MTP Innovation Showcase in Singapore and Australia Business Week in China.

We are taking the next step to drive further discussion and focus in the sector on priority areas shaping the future in which Australia can excel, such as precision medicine, 3D printing and the digital health evolution, delivering future forums and white papers.

Innovation and Science Australia (ISA) has outlined five policy imperatives from the national innovation strategy focusing on future-ready education and skills, stimulating high-growth firms, strengthening government's role as an innovation catalyst, increasing translation and commercialisation of research, and enhancing Australia's culture of innovation. We commend the strategies presented and look forward to continuing our work with the Australian Government, ISA and the sector to drive innovation and growth in these areas.

Thank you to our outstanding board, fantastic team, but thanks most of all to the sector for wholeheartedly supporting and collaborating with us, demonstrating the enthusiasm and passion we all know underpins MTP in Australia.

It is through you, the sector, that we are able to collaboratively have impact. You have come together to use your specialised expertise to undertake exactly what we were established to initiate – to collaboratively and creatively address national sector gaps and constraints, so that as a sector united we can ensure that the Australian medical technology, biotechnology and pharmaceutical ecosystem remains world leading, and can become the Asia-Pacific hub that we have the potential to be.



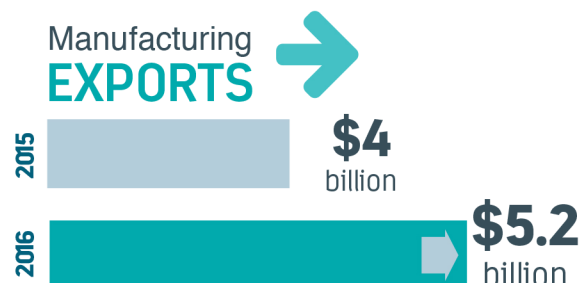
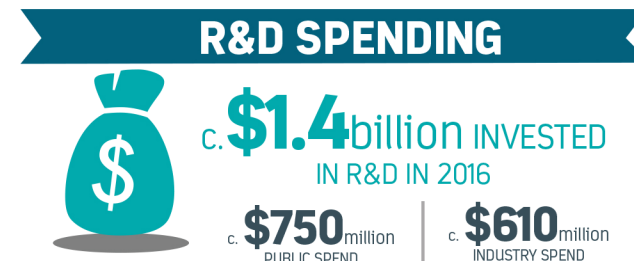
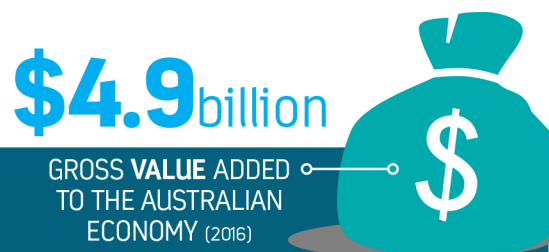
Ultimately, we are all here for the same reason – to improve the health, economy and livelihoods of Australians into the future. We are encouraged by the progress we have made and excited to see the impact continue to grow in the year ahead.



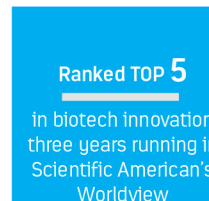
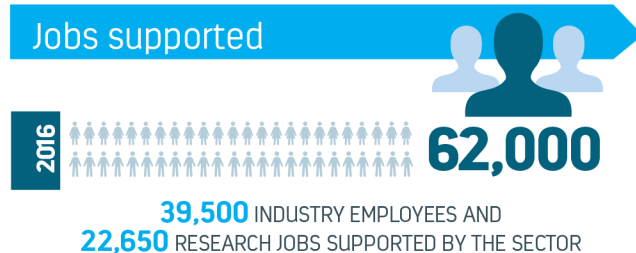
Dr Bronwyn Evans
Chair

Sue MacLeman
Managing Director and CEO

The vibrant Australian medical technology, biotechnology and pharmaceutical sector



Jobs supported



Clinical trials in Australia

In June 2017, MTPConnect released 'Clinical Trials in Australia: the economic profile and competitive position of the sector', the first comprehensive overview of the entire clinical trials landscape in Australia.

Produced in collaboration with L.E.K. Consulting and funded by the Australian Government under the Industry Growth Centre Initiative, the report includes input from a range of sector participants and stakeholders, providing

a holistic and comprehensive overview of clinical trials in Australia, including investigative and observational trials, trials conducted in public and private settings, and trials sponsored by both industry and non-industry sponsors.

The report highlights the significant contribution that the conduct of clinical trials makes to the Australian economy, evaluates Australia's strong competitive position in the world market, and details priorities for future growth.



"We have been very pleased with MTPConnect's short-term impact. They have a first-class board and managing director, excellent staff, and we see them impacting the sector broadly as well as adding to the value of what AusBiotech does, especially in the international arena."

Glenn Cross, CEO, AusBiotech,

"The Industry Growth Centres Initiative and MTPConnect specifically is a really good example of how bringing in industry experts to help administer government money in the smartest possible way can add immense value. ANDHealth's project wouldn't exist without MTPConnect, but I think what we really are seeing is the benefit of having industry experts working inside an organisation that operates independently of government but directs government funding in a way that industry benefits."

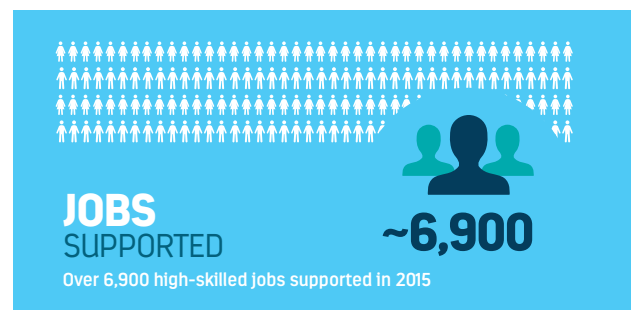
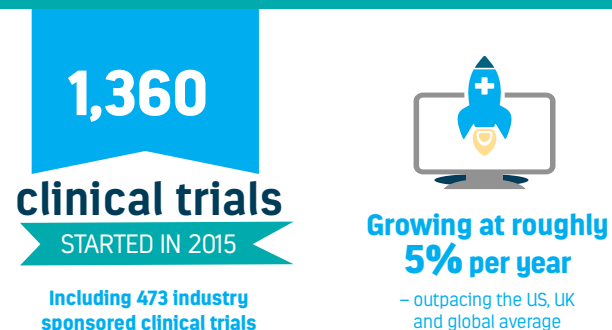
Bronwyn Le Grice, Managing Director, ANDHealth

"MTPConnect can be effectively summarised in one word – proactive. I have been impressed by their ability to actively and professionally engage with the sector (Government, industry and research); their ability to make connections (national and global); their support mechanisms and structures and the quality and professionalism of their staff."

Keith McLean, Director Manufacturing, CSIRO



A STRONG CLINICAL TRIALS SECTOR



2017 in review

The three MTPConnect General Managers provide their updates highlighting some of our major activities over the past year.



Dr Alfredo Martinez-Coll
General Manager
Stakeholder Engagement

A key action for MTPConnect is to play an integrating role across the sector: driving regulatory and policy change;

coordinating activities between sector participants; facilitating deeper collaboration between research organisations, healthcare service providers and industry; and accelerating the development and progress of innovative companies. Our **Stakeholder Engagement Strategy** is based around close collaboration with existing networks to provide co-promotion, participation, and support to the sector, raising awareness of funding programs, making key introductions, and developing a well-informed, well-connected ecosystem assisting SMEs. Some specific examples are the Asian Investment Series, our Health Precinct work, and ongoing project feedback for Cooperative Research Centre (CRC) and Cooperative Research Centre Projects (CRC-P) applications.

MTPConnect accompanied 21 Australian companies to an **Asian Investment Series**, organised by AusBiotech as part of the MTPConnect funded Global Investment Program for Life Sciences. Over 400 delegates were hosted at events in Singapore, Hong Kong, and Shanghai, with each providing the participants with an opportunity to present to local investor networks and provided significant business development discussions to forge new partnerships and access valuable funding opportunities, and resulting in over 200 individual meetings.

We have been involved in assisting Mrs Lucy Wicks, MP, Member for Robertson, New South Wales, in developing a prospectus for the **Gosford Health Precinct**. MTPConnect has specifically provided advice around value proposition and precinct focus in the context of other health precincts in Australia, as well as international best practice examples, industry engagement strategy, and introductions and follow up discussions with industry for participation in the precinct, including large MNCs and SMEs. We facilitated a number of industry introductions to scope out potential interest and participation in the precinct. We have also provided input into consultation processes for other precincts around Australia, including Macquarie Park Innovation District (MPID), Sydney Health Partners in NSW, Parkville, Arden, Westmead, Sunshine Coast, and Gold Coast.

We have assisted several entities with their translational and industry-focused product development **competitive grant applications** including review of Global Innovations Linkage (GIL) applications, six CRC and 77 CRC-P applications (involved in all aspects from partner introductions, to project scoping, application alignment with sector priorities), and ARC Industrial Transformation Training Centres (ITTC) and Research Hubs. Significant outcomes achieved through consultation with the Growth Centre include a successful GIL grant to Grey Innovations (\$890,000), successful ARC ITTCs for The University of Sydney (\$4.5 million) and The University of Melbourne (\$4.1 million), Stage 2 invitations for two of five CRC applicants (both with significant involvement with MTPConnect), and 15 successful CRC-P grants attracting approximately \$35.3 million of funding.



Dr Melanie Thomson
General Manager Education,
Skills and Events

The human resource needs of the MTP sector are diverse: from technicians who work as contractors for pharmaceutical manufacturers, and must understand what a 'clean room' is, to vocational courses and

skills competency training for people who work on the 'factory floor' in manufacturing; all the way through to undergraduate and postgraduate degrees delivered by universities. MTPConnect supports programs that teach early-career researchers **industry-relevant skills** to more widely and effectively engage outside of academia. The focus is to help people coming through education pathways, who traditionally undertake bench research, to learn more about product development, entrepreneurialism and commercialisation. These programs aim to provide the skills to understand how to fully capitalise on their future discoveries and have the confidence to develop a medtech, biotech or pharmaceutical product.

The successful 2017 **ARC Industry Transformation Research Program Hubs and Training Centres** included six of the nine bid consortia who consulted with MTPConnect in late 2016. Programs such as the Digital Enhanced Living Hub (Deakin) and ARC Training Centres such as Cognitive Computing for Medical Technologies (University of Melbourne) and Innovation in Biomedical Imaging (University of Queensland) were funded, to a total value of \$18.6 million. These programs are set to foster industry-research collaboration and drive research in issues facing new industrial economies and training the future workforce in areas including medical technologies and pharmaceuticals. MTPConnect focuses on helping build bids that ensure that both large corporations and SMEs from our sector are well represented, to provide support across the ecosystem. A common theme during the consultation is to facilitate academics to build training programs that produce graduates with industry relevant skills and networks in addition to the deep technical knowledge gained during existing PhD programs.

A collaboration between CSIRO-Data61's Ribit and MTPConnect is delivering a series of **student-industry internship events**. Using presentations and 'speed-networking' to connect students with key industry players, the events develop students' skills in networking and interview techniques, provide the opportunity to apply for an internship within industry, and for industry to identify

future leaders in the sector. The inaugural event took place in Melbourne in late 2016, with over 200 Victorian students pitching themselves to 55 industry representatives. Positive feedback was expressed from both students and industry, resulting in a number of internships, including a science-communications intern for MTPConnect. The next event will take place March 2018 in Brisbane.

Engagement with the Federal Department of Education and the Australian Industry Skills Commission resulted in the creation of the pilot 'pop up' **Industry Reference Committee for Pharmaceutical Manufacturing** in 2017, to build on the recent skills competency course renewal conducted by the Victorian State Government, in conjunction with advice from the sector. The collaboration with Skills Impact has resulted in the formation of a new 'lean' committee to address specific pharmaceutical manufacturing skills deficits at a national level, by improving the educational offerings delivered by the VET sector.

MTPConnect worked with Australian sector stakeholders to host the '**Regulatory Convergence for GMP**' event in early April 2017. Representatives from the US Food and Drug Administration, UK Medicines and Healthcare products Regulatory Agency and the Australian Therapeutic Goods Administration regulatory agencies spoke, as well as a variety of speakers from the national medical technology and pharmaceutical manufacturing industry. The diverse audience of 180 stakeholders consisted of participants from all Australian States and the ACT, gaining valuable insights into industry perspectives and future regulatory directions, as well as an opportunity to directly engage with international regulatory bodies.



Dr Sandhya Tewari
General Manager International
and Government

One of MTPConnect's key value propositions is being an independent voice for the sector. This requires a close connection to the

government. Our **Government Engagement Strategy** is founded on establishing and maintaining meaningful and mutually supportive connections with stakeholders that have an influence on shaping policy and creating a supportive environment for the sector. We have been working in partnership with the Growth Centre Branch at the Department of Industry, Innovation and Science. Strong connections have also been built with the Entrepreneurs' Programme, Innovation and Science Australia, Austrade, and Department of Health including the Therapeutic Goods Administration and National Health and Medical Research Council. Through these relationships, MTPConnect has provided inputs into policy reviews including regulatory renewal, R&D Tax Incentive, digital health policy, and clinical trials.

The Department of Health invited MTPConnect to administer the **BioMedTech Horizons** program, an endorsement of our standing in the sector and capacity to engage our networks to deliver on the objectives of the Fund. MTPConnect received an overwhelming response to the program with 219 expressions of interest submitted for a share in a \$5 million investment to support cutting-edge ideas in precision medicine and 3D anatomical printing towards proof-of-concept and commercialisation.

We have also been working with **State Governments**, exchanging information about policy and programs. We are actively engaging with the Queensland and Western Australian Governments on the possibility of establishing a hub in these states to foster even closer connections with stakeholders.

Linkages to global markets are critical for MTP companies to flourish as most companies develop their products and services with a global market in mind. MTPConnect continues to work closely with Austrade and other peak bodies to support companies and showcase Australian capability. A national, united Australian presence is essential for the success of these conferences, and MTPConnect has been working closely with all the stakeholders to ensure strong Australian representation at major international events such as BIO, APACMed and The MedTech Conference.

MTPConnect has also hosted **inbound delegations** to Australia, including the Finnish Digital Health Delegation, Fraunhofer from Germany, and Korean and Japanese Regenerative Medicine Delegations. In April 2017, MTPConnect hosted a Chinese digital health delegation to attract investment in the Australian medical technologies sector. Seventeen Chinese investors met with 24 technology companies and research organisations. The delegation resulted in investors securing leads to progress with Australian companies, with scope to explore further networking and investment opportunities.



Delegates at the MTPConnect and Austrade inbound Chinese medical technology investor delegation

"These four days provided a rich study of Australian technologies from research institutes, universities, start-ups and mature companies. A lot of industry and knowledge input went into the mission and it is greatly appreciated. There is a lot of complementarity between China and Australia and we will go back and follow-up on the connections we have made and highlight the opportunity to our members in China."

Jason Wang, President, Zhongguancun Private Equity & Venture Capital Association – Chinese investor





"MTPConnect helped to facilitate meeting with new potential customers, as well as introduction to other Australian colleagues in the medtech space. Being part of an Australian delegation certainly helped to provide additional credibility and helped to increase the profile of members of the delegation."

Andrew Brockway, IQVIA (formerly QuintilesIMS)

"The MTPConnect delegation was well planned, opened doors to key contacts and potential partners, and provided a visible and vibrant 'shopfront' for Australia."

Judy Halliday, TechInSA



Case study | MTPConnect-led delegation showcases Australian medtech on the international stage

MTPConnect took the largest international delegation to the 2017 MedTech Conference in San Jose, with 29 Australians joining thousands of medical technology professionals from the US and across the globe, resulting in numerous leads for the Australian delegates.

MTPConnect hosted a 45-minute 'Why Australia?' panel session, inviting CSIRO and Austrade to present to the international audience highlighting Australia's thriving medical technology, biotechnology and pharmaceutical ecosystem, generous incentive programs, strong credentials in medical devices and diagnostic development and strong clinical trials sector to drive interest and investment in the Australian delegates and wider market.



MTPConnect Australia Pavilion at the 2017 MedTech Conference

As well as attending the full program of events as part of the conference and networking with policymakers, business executives and industry leaders, the Australian delegation took part in a tailored agenda of exclusive events including a tour of the Boston Scientific CRM manufacturing site, and presentations from the Medical Device Innovation Consortia, Hogan Lovells attorneys and Edward Black of Reimbursement Strategies LLC on topics to assist in entering the US market.

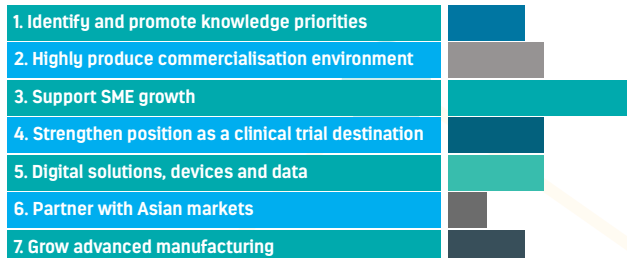
All respondents reported that the MTPConnect-led delegation was a beneficial investment, and 80% said that the delegation has resulted in leads, partnerships, pilot-studies and potential investments. Banding together to provide a united Australian front at The MedTech Conference is a highly productive and worthwhile exercise not only for the companies and organisations in attendance, but for promotion and growth of the wider Australian sector in establishing our world-leading position.

MTPConnect Project Fund Program

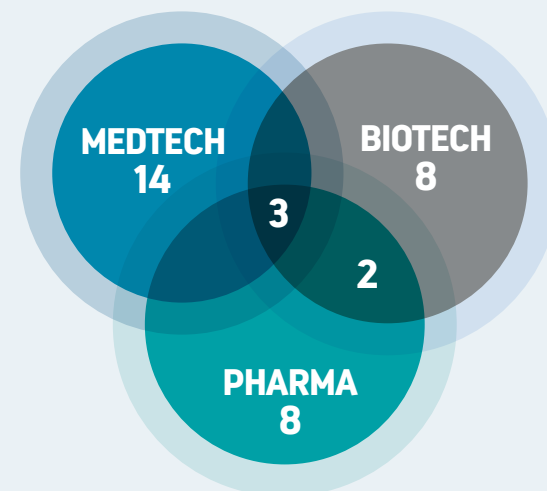
2016/2017 PROJECTS



LEVERAGING OVER
\$30.6 MILLION
OF PROPOSED INDUSTRY PARTNER CONTRIBUTIONS



Projects by **SECTOR FOCUS**



"I believe the most important aspect of [the IMNIS] program is the opportunity to directly ask a mentor who is engaged with the industry how things work from the inside. I can now manage to scope my career and I have the ability to make myself more attractive to people who enjoy innovation as much as I do."

Sebastian Quezada, IMNIS Mentee

"I think the Bridge Program residential training program was well designed and well executed. I also feel the biotech commercialisation and collaboration experience provided a way to cement the ideas presented over the program. I will definitely be recommending this to my colleagues and students for next year."

Participant in the 2017 Bridge Program

"The Design Course provided us with the opportunity to learn about the end-to-end innovation lifecycle and mature an appreciation of relevant complexities, nuances and risks. We feel that we have benefited from the course at many levels: access to highly regarded mentoring opportunities from established professionals in the medtech and biotech industries, support from concept development to commercialisation strategy definition, and a friendly environment to test our ideas and share our concerns."

Martina Mariano, Accelerating Australia delivered SPARK Design 2017 participant and Co-founder of Biacor Pty Ltd



MTPConnect Project Fund Program



Elizabeth Stares,
Director – Major Projects

The \$15.6 million MTPConnect Project Fund Program is a dollar-for-dollar matched grant program investing in big, bold ideas to improve the productivity, competitiveness and innovative capacity of Australia's MTP sector, creatively addressing barriers to growth on a national scale.

The 2017 round of 20 projects was announced in October 2017 to join the 15 projects funded in 2016. Over 200 partners are involved in the 35 projects, with the scope ranging from medtech and protein production facilities, and incubators to remote clinical trials.

The call for 2017 projects commenced with a visit to each Australian State to provide potential applicants with guidance prior to submission. Over 80 meetings were held to strengthen applications, and prospective projects with similar goals were introduced to align prior to submission. The tour was very successful, resulting in well-considered projects being submitted and funded.

The 2017 projects were announced by Minister Craig Laundy at the AusBiotech Conference and, in a show of the truly collaborative nature of the projects and consortium members, immediately after the announcement project partners were already discussing potential collaborations projects. We are planning a project summit for all of our project partners to be held in 2018, to continue this collaboration and links between all MTPConnect projects.

The 2016 projects are all progressing well with fantastic results and impact being reported:

- Five early stage companies have been selected for funding and mentoring by **ANDHealth**, with such strong applications an additional number were brought on as mentees.
- 101 participants have been through **The Bridge Program** with online learning, seminars and a three-day residential course, learning about pharmaceutical commercialisation and pitching their ideas. At least four participants are engaged in ongoing discussions with pharmaceutical companies about their research. The Bridge Program was granted additional MTPConnect project funds in 2017 for a medtech training program.
- Two regenerative medicine commercialisation opportunities have been reviewed by the Canadian and Australian **Centre for the Commercialisation of Regenerative Medicine (CCRM)**. CCRM Canada has requested further discussions with the key researcher for one of the technologies, and the second has been connected to a leading Canadian stem cell researcher who has developed a complementary technology for further follow-up discussions.
- **Accelerating Australia** has trained over 120 individuals in management and workforce skills in 2017, 110 in Australia and 10 at the SPARK training program in Japan, where Australia was the strongest delegation to attend.
- The **BioFab3D@ACMD** project is currently hosting 28 researchers, working on collaborative projects, with the centre also being utilised as a practical space for lab demonstrations for undergraduates from the four partner universities, including two classes from RMIT.

The education program focuses on commercialisation, encouraging students to consider commercial outcomes in addition to academic papers.

- The PhD mentoring project **IMNIS** (www.imnis.org.au) has so far recruited 141 PhD students from 11 universities over four states, each matched with industry mentors, and nine launch, training, panel and networking events have been delivered. A survey of mentors and mentees delivered positive results,

with 93% of mentees saying their mentor is helpful and engaged, and 85% of mentors rating their mentees the same. Overall, 87% of mentors and 88% of mentees rate the program successful to very successful, and both mentors and mentees rated their progress as positive to very positive.

For more information on the 35 MTPConnect Project Fund Program recipients visit mtpconnect.org.au/projects

Case study | Global Investment Program supports investment in AU Life Sciences

Looking to improve management and workforce skills, the MTPConnect Project Fund Program funded and AusBiotech-led Global Investment Program in Life Sciences is enhancing the capability of the Australian life sciences sector to engage with international markets.

Beginning in February 2017, AusBiotech and consortium members ASX, DibbsBarker, WE Buchan and KPMG have seen some major outcomes through the Global Investment Program for Life Sciences, by developing the publication 'A Guide to Life Sciences Investing', development and delivery of the 'Roadmap to preparing for a successful IPO' publication, and the 'Pitching to Investors Masterclass' workshops.

AusBiotech's first set of 'Pitching to Investors Masterclass' workshops took place in November 2017 in Melbourne and Sydney, assisting CEOs not only in developing their presentation skills but to more effectively communicate the potential economic value of their products, their needs and commercialisation strategy.

The 'Roadmap to preparing for a successful IPO' publication provides life sciences companies with independent, non-proprietary information about

becoming an Australian Securities Exchange (ASX)-listed company. The 'Roadmap' publication will be accompanied by complementary workshops in early 2018 to provide education on being attractive to investors, as well as assist companies to decide if an IPO pathway is a suitable option.

Australian life sciences companies joined AusBiotech at the Asian Investment Series in three major Asian hubs – Singapore, Hong Kong and Shanghai in March 2017, attended by 400 delegates. The series provided a platform for companies to pitch their business and connect with qualified Asian investors, helping to forge new partnerships and access valuable funding opportunities. Approximately 200 one-on-one meetings were facilitated in this series.

AusBiotech credited MTPConnect's funding and support as it enabled the expansion of the series, marking the first foray of an investment event focusing on Australian life sciences companies in China. Australian companies felt supported and found the series to be beneficial as they saw the potential for their company to get investment from the Asia-Pacific.



Australia Biotech Invest event in Melbourne (2017) Photo by Cesur Sanli



"The opportunity to present to potential offshore investors through the Asian Investment Series events gives start-ups a chance to present to a wider audience. I want to congratulate AusBiotech on this series and encourage companies to engage with this investment seminar next year."

CEO of GO Resources, Michael Kleinig

"Both the tips and feedback provided to me at the Sydney 'Pitching to Investors Masterclass' on improving my presentation style, as well as the direct feedback from highly experienced investment professionals, were most useful. I'd recommend the class to anyone intending to embark on the pitching circuit."

David Ranson, Chair of fivepHusion



Spreading the word

MTPConnect has seen the appointment of a full team in the last year, with activities ramping up to engage and collaborate with, listen to, connect, educate and develop the Australian medical technology, biotechnology and pharmaceutical sector.

The announcement and delivery of the first **Project Fund Program** in 2016 drove a high level of both industry and mainstream engagement, with print coverage in The Australian, Herald Sun, and Adelaide Advertiser.

MTPConnect's **Sector Competitiveness Plan** has provided the sector with a welcome snapshot, called upon by the industry and media alike, providing a benchmark for growth and aligning with work being undertaken in the ecosystem, including CEO Sue MacLeman providing sector insights on the ABC World Today program to complement the release of the CSIRO MTP Roadmap.

The experienced MTPConnect team and board have been invited to present at many **international and national events**, ranging from CEDA State of the Nation, the AusBiotech Conference, MTAA, AusMedtech, PharmaAust 2017, Science

Meets Parliament, CRC Association conference, TTS, Asia Pacific Regional Congress, BIO Korea, the AFR Innovation Summit, Women in Pharma and Medical Leadership, APACMed Singapore, ARCS Annual Conference, CSIRO's IMPACT7, and the Australian Government's Innovation Delegation to Europe.

MTPConnect CEO Sue MacLeman was presented with **BioMelbourne Network's 2017 Women in Leadership Award**, recognising her leadership and outstanding contributions to supporting the MTP sector. The award was presented by the Honourable Linda Dessau AM, Governor of Victoria, at an event attended by over 400 people including senior representatives from industry, government and academia.

Our **online presence** has been boosted through positioning as a go-to source of up-to-date sector news and events, with strong engagement from industry organisations, politicians, multinationals, SMEs and key research organisations, seeing our Twitter and LinkedIn followings jump by 665% and 333% respectively in the 12-months to July 2017.



*References:

MTP sector metrics (page 6)

Companies: ABS 8165; AusBiotech – Australia's Life Sciences Sector Snapshot 2017; AusBiotech – 2017 Annual Report; Association websites; L.E.K. analysis

Deals: Clarivate Analytics; BioShares Quarterly Reviews; L.E.K. analysis

Jobs: ABS census data (2011 and 2016); ABS 6291-table EQ06; AAMRI Members report 2016; NHMRC Funding Factbook; L.E.K. analysis

ASX listed and market capitalisation: Australian Securities Exchange; Thomson Reuters; L.E.K. analysis

Industry gross value added: ABS8155 (for 4-digit apportionments); ABS5206 (Australian National Accounts); L.E.K. analysis

Manufacturing exports and export market position: ABS 5368; L.E.K. analysis

R&D investment: ABS8104; ABS8155 (for 4-digit apportionments); ABS5206 (Australian National Accounts); NHMRC Funding data; ARC Grants Database; Department of Health website; Department of Industry, Innovation and Science website; L.E.K. analysis

Publications: Incites by Clarivate; L.E.K. analysis

Patents lodged: IPAustralia – open data; IPAustralia – A Patent Analytics Study on the Australian Advanced Manufacturing Industry; L.E.K. analysis

Clinical Trials (page 7)

Number of clinical trials: ANZCTR and ClinicalTrials.gov – combined by ANZCTR; L.E.K. analysis

Gross expenditure: Pharmaceutical Industry Council; ANZCTR; NHMRC; AAMRI; L.E.K. analysis

Jobs: Pharmaceutical Industry Council; L.E.K. analysis

MTPConnect 2016/17

100,000 monthly average Twitter reach



25,800+ unique website visitors



2000+ newsletter subscribers



2000+ sector meetings



1,600+ Twitter followers



800+ LinkedIn followers



125+ speaking engagements



260+ events attended



90+ media hits



15 MTPConnect events – roadshow, roundtables, sector specific events



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