



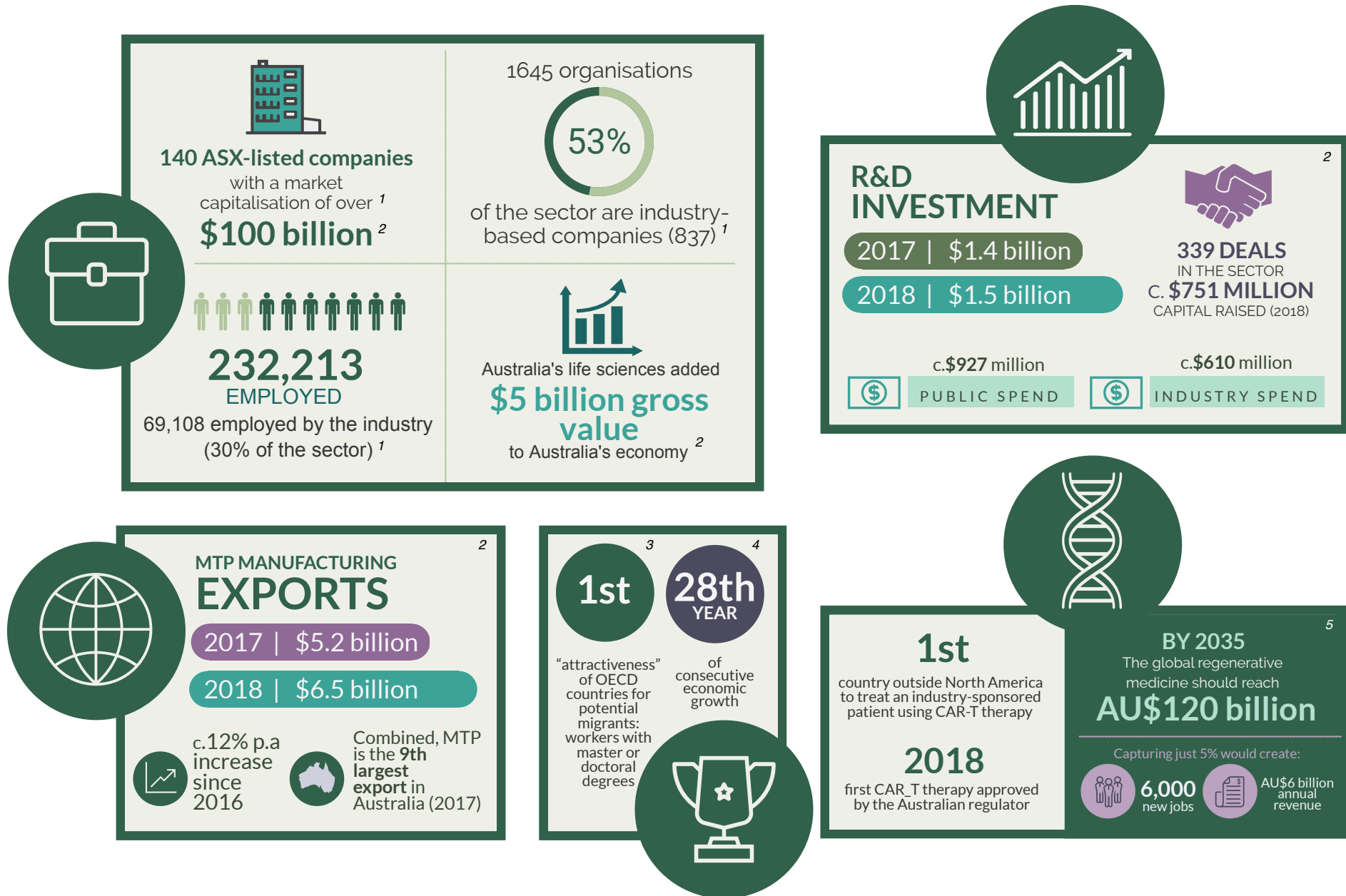
2019

Annual Report

Contents

Sector overview	3
Board and staff	4
Strategic plan 2018 – 2021	5
From the Chairman	6
From the CEO	8
<i>Championing advocacy</i>	
Policy overview	10
Submissions	11
Committees	12
<i>Building member engagement</i>	
Keeping informed	13
Biotechnology Industry Position Survey 2019	14
Facilitating international opportunities	16
<i>Focusing on growth</i>	
Increasing diversity and inclusion	18
Women in Life Sciences: empowering actions	19
Australia Biotech Invest & Partnering 2018	20
AusBiotech 2018	21
Industry Excellence Awards 2018	23
AusMedtech 2019	24
AusAg and Foodtech Summit 2018	26
More AusBiotech events	27
Global Investment Programme	28
Australia-China Life Sciences Partnership Programme	30
Advancing partnerships and connections to industry	31
AusBiotech members	32
Partners and supporters	34
Financials	36

Australia - A thriving life sciences hub with global reach



¹ Sector Snapshot 2017, AusBioTech

² Sector Competitiveness Plan, MTPConnect, 2019

³ How do OECD countries compare in their attractiveness for talented migrants? OECD brief, 2019

⁴ Australia Benchmark Report, AusTrade, 2019

⁵ Regenerative Medicine: Opportunities for Australia, MTPConnect, 2018

AusBiotech Board, executive and staff

Meet the Board



Julie Phillips
*Chairman, AusBiotech
CEO & Executive Director,
BioDiem Ltd*



Michelle Burke
*Principal and Director
Indigo Advisory*



Dr Andrea Douglas
*Senior Vice President
Organisation Transformation
and External Affairs, CSL Ltd*



Lorraine Chiroiu
CEO, AusBiotech



Barry Thomas
*Director, Cook Medical Asia
Pacific & Vice President,
Cook Inc.*



Serg Duchini
*Partner Global Investment
and Innovation Incentives
(Gi³)/Co. Director, Deloitte
Tax Services Pty Ltd*



Prof Jan Tennent
*CEO, Biomedical Research
Victoria*



Dr Megan Baldwin
*Managing Director and CEO,
Opthea Ltd*



Dr Dean Moss
*CEO, UniQuest Pty Ltd
(From 10.18)*



Lawrence Gozlan
*Chief Executive Officer,
Scientia Capital (02.13 –
10.18)*



Recognising 10 years of service

Working in a fast-paced and challenging sector, and in an era where moving on after a few years has become the norm, giving 10 continuous years of commitment to an organisation is rare. We are proud to recognise Lorraine Chiroiu, Hayley Laing, Jo Beamsley and Tanya Daw's hard work and hours that they have invested into AusBiotech, its members and the sector over their 10 years (plus) of service. *Thank you all for your accomplishments and contributions.*

Meet the team

Staff at 1.7.19

**Chief Executive Officer
Lorraine Chiroiu**

**Director, Policy & Programmes
Andrew Mosley**

**Director, Events
Claire Beattie**

**Director, Membership & Engagement
Tanya Daw**

**IT & Operations Manager
Jo Beamsley**

**Communications Manager
Karen Parr**

**National Projects Manager
Dr Claretta DSouza**

**National Event Operations Manager
Hayley Laing**

**Event Manager
Vincent Portier**

**Event Manager
Johnny Ni**

**Web & Data Administrator
Lizzie Green**

**Executive Assistant
Amy Hunt**

**State Membership Liaison Officer
Vacant**



Strategic Plan 2018 - 2021

Facilitating global development of the Australian life sciences industry

A new strategic plan was released in October, with a focus on membership engagement, advocacy, strengthening relevance and reputation, building the sector, and ensuring a sustainable organisation.

This strategic plan seeks to build on our firm foundations, evolving and adapting alongside industry's needs to address the predicted opportunities and challenges.

We intend to realise our mission through membership engagement, delivering on members' expectations, pursuing effective government relationships to represent sectoral views and facilitating sector investment, and using our reputation and positioning to grow the Australian life science industry.

AusBiotech's vision

AusBiotech's vision is to be the leading Australian industry body representing and advocating for organisations doing business in and with the global life sciences economy.

AusBiotech's mission

AusBiotech's mission is to foster a growing, strong and profitable biotechnology and life science industry in Australia through representation, advocacy and the provision of services and benefits to its members to help the industry realise its nationally important economic potential.



Build member engagement

We will build and foster members' engagement, providing value and positioning informed by their views and experiences.



Strengthen relevance

We will strengthen our relevance: enhancing our reputation and positioning within the Australian life sciences industry.



Ensure sustainability

We will ensure AusBiotech's long-term sustainability, maintaining AusBiotech as a sustainable and financially-sound organisation with access to appropriate resources to ensure growth, adaptation and resilience, and always focused on delivery of members' and industry's needs.



Champion advocacy

We will champion advocacy and be recognised as a persuasive, credible and collaborative voice of leadership for Australia's life sciences industry. Working with government and facilitating sector investments, we will ensure industry's rightful place as a key and growing economic and social driver.



Focus on growth

We will focus on growth, ensuring the Australian life sciences industry is structurally supported to capitalise on new technologies and growth opportunities. Identifying relevant science and trends, and enabling access to talent, expertise, education and partnerships, will help frame policy thought-leadership and grow the sector.

From **the Chairman**

Ms Julie Phillips



This time last year, I informed you on how AusBiotech was moving into a new phase, with new projects, and new staff. It has been a privilege to lead the Board during the beginning of this new phase, and I am pleased to provide my fifth Annual Report as Chairman of AusBiotech, to share the highlights of the year with you.

The 2018-2019 reporting period saw the launch of a new strategic plan, a change in the AusBiotech Board of Directors, steady and reliable membership growth, and concluded in good stead: delivering excellent financial results for yet another year.

Refreshed goals and objectives for AusBiotech were revealed in the new strategic plan, which was launched in October 2018. The plan covers four years of strategic growth, and builds on AusBiotech's historical and strong foundations to ensure that we continue to evolve and adapt alongside industry's needs.

The objectives and goals in this strategic plan (build member engagement, champion advocacy, ensure sustainability, focus on growth, and strengthen relevance) have been considered with you - our members - and the industry in mind. However, the complementary work plan – or, how we'll deliver these objectives – is an evolving body of work.

The AusBiotech team is embracing the refreshed vision, and already offering many of the new initiatives - or a new approach to existing and successful initiatives that were already underway. You will see these come to life in this annual report: undertaking issues-based engagement, expanding our international missions to facilitate access to capital and position Australia as a significant

and substantial life sciences economy within the world, and launching our inclusion and diversity commitment: walking the walk to ensure that we are leading by example. We also held our inaugural Future Forum at AusMedtech 2019 where new trends and technologies and their implications were discussed, and will feed into our advocacy, event and engagement work.

I am excited to see these initiatives continue growing and for the others to be developed over the next three years. I encourage you to continue engaging with us along that way, so that we can continue serving you the most relevant way possible. We look forward to collaboratively working together to help the industry realise its nationally important economic and social potential.

The 2018 AusBiotech AGM saw the appointment of Dr Dean Moss as a new Director – an addition that brings strong global and commercialisation experience to the AusBiotech Board – and announced the departure of Lawrence Gozlan.

Dean brings to AusBiotech more than 30 years' of global experience in science, academia, business, management and commercialisation in Australia, the US and the UK. He is the CEO of UniQuest, Australia's leading university commercialisation entity, managing the intellectual property of The University of Queensland.

He is a board member of several Australian biotechnology companies and was a member of the investment committee of the pre-seed venture funds Uniseed, the Medical Research Commercialisation Fund and the New Zealand Government's KiwiNet.



He has been Managing Director or Senior Business Development Executive of several health and biotech companies worldwide, including Agen Biomedical, Launch Diagnostics, AMRAD ICT, AMRAD Biotech, and United Drug. Dean established the highly-successful York Medical Technologies as a start-up in the UK in 2004. Throughout his career, Dean has managed the raising of more than \$100M in venture capital investment.

He sits on the NHMRC Health Innovation Advisory Committee and is Chair of the Go8 Innovation and Commercialisation Group. In 2018, Dean was awarded the title of Adjunct Professor in the Office of the UQ's Deputy Vice-Chancellor (Research).

We are very pleased to welcome Dean to the Board. His knowledge, expertise, and networks within biotechnology commercialisation brings a fresh perspective to the AusBiotech Board.

The AGM also saw the departure of Director, Mr Lawrence Gozlan, Chief Executive Officer, Scientia Capital, from the Board after five years' service to AusBiotech.

On behalf of the Board, I extend our sincere thanks to Lawrence for his invaluable contribution over his Board tenure. Alongside applying his experience in global capital markets, and specialist life science investment knowledge, Lawrence led AusBiotech's Remuneration and Nomination committee, which has included implementing a thorough governance process around the recent CEO appointment. We are most appreciative of Lawrence's contributions during his tenure.

With the change in CEO leadership on 4 July 2018, the AGM also noted Ms Lorraine Chiroiu as a new Appointed Director and Managing Director.

I am encouraged that this year has seen our membership continue to steadily and reliably grow at 1.5 per cent, and that we have delivered excellent financial results for another year. This growth is reflective of the strength of our sector, and to the proactive work AusBiotech is investing into advocacy, connections, and membership services. AusBiotech is run by industry, for industry. All membership fees and event costs are re-invested back into the organisation to remain a sustainable and financially-sound organisation, focused on delivery of members' and industry's needs.

Finally, my sincerest thanks to the other Board members whose inspiration and optimistic ideas continue to drive us forward, to Lorraine Chiroiu who has embraced her new role and is already achieving benefits for members; and to the staff without whom AusBiotech could not have continued to deliver world-leading experiences and opportunities.

From the CEO

Ms Lorraine Chiroiu



This momentous year AusBiotech has delivered over 65 events, four international missions, and our first diversity and inclusion statement; it has recognised and celebrated four industry leaders in biotechnology, made 23 policy submissions, seen a Federal Election, a Senate Inquiry into the R&D Tax Incentive (RDTI), and moved office. This report reflects on the success of the past year, and also signifies the conclusion of my first year as AusBiotech's CEO, where I have led a committed team to continue evolving the organisation while improving our relevance and ensuring a strong financial result.

Our organisation is well-placed to support the industry and help it move to the next level. We see our role as being an enabling organisation, reducing barriers and amplifying levers in the environment so companies have more choices in how they progress their technologies and develop their businesses, so we can see more of the benefit retained in Australia for Australians.

Stepping into this role, an immediate priority was to place greater importance on the policy work surrounding these enablers and barriers, so to continue growing the industry. I'm encouraged and inspired by the results we have already achieved, including responding to 23 consultations, strongly advocating for the RDTI and opening discussions with the newly elected Government to address these matters together.

After years of extensive AusBiotech advocacy, I stood together with other industry leaders to give evidence to the Senate Standing Committees on Economics in November, explaining why the RDTI is so crucial for our sector, and calling on the Government to delay the passage of the RDTI reform legislation until the details, mechanics and impacts are better understood and can be mitigated.

The strength of our united voice was heard. AusBiotech commended the Senate Committee for their thoughtful response in February, when they recognised that there are indeed potential impacts. As at 30 June 2019, the Government had yet to confirm how it would proceed with the planned changes. When the legislation was re-introduced to Parliament in the first sitting week of the new Parliament in July, the R&D changes were not included; AusBiotech is working with members to develop evidence to quantify the potential impacts these suggested changes will have on the life sciences industry.

The AusBiotech 2018 national conference, AusBiotech's annual flagship conference, brought together over 1,100 delegates from across the globe to educate, motivate, and connect the sector. The AusBiotech and Johnson & Johnson Innovation Industry Excellence Awards were presented, where we recognised the leading lights of Australia's world-class

biotechnology, medical technology and healthcare sectors. The 2018 decisions were extremely difficult, with the greatest number of nominations in the award's history – a result that is believed to be due to the strength of the industry. For the first time ever, joint-winners were awarded for the Emerging Company of the Year category. Congratulations to Microba and Telix Pharmaceuticals, to Australian Company of the Year: Medicines Development for Global Health, and to Industry Leadership Award winner Dr Anna Lavelle.

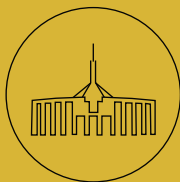
I was also very proud to launch our Inclusion and Diversity commitment at AusBiotech 2018: an important first step in a wider programme of work aimed at attracting the best and brightest talent from diverse backgrounds to biotech careers, and at fostering an inclusive industry culture. Our first major conference following this launch saw an active attitude towards developing a gender-diverse programme, and we are extremely proud to have delivered a notable 50/50 split of speakers and chairs across the AusMedtech 2019 conference programme. Measures and tracking of gender representation on AusBiotech committees and conference programmes has also been completed; strategies to rebalance the scales will be developed for transitioning existing committees, where appropriate.

AusBiotech moved offices this year: the new premises is within an historic character building, with the convenience of being centrally located within Melbourne. Originally constructed in 1888, the building was newly renovated in time for AusBiotech to move in. We continue to be available and visible to our members around the country.

I would like to sincerely thank and acknowledge three members who have gone above and beyond over this past year: Grant Bennett, Chair, AusMedtech National Advisory Group, for leading a significant number of submissions in a consultation-heavy year; Peter Bradley, Chair, AusMedtech Programme Committee, for developing an incredible programme of speakers; and Paul Wood AO, Chair, AusAg and Food Committee and Chair, AusAg and Food Summit Programme Committee, for helping to deliver our biggest Summit yet, with a stand-out programme of speakers.

Finally, I would like to thank the AusBiotech team, for their dedication and hard work during the physical and strategic changes we've achieved this year. As a team of 15, we also couldn't have managed it all without the support of more than 140 volunteers, in the shape of the Board, committees and advisory groups. Combined, we make AusBiotech the dynamic and effective organisation that it is.





Championing advocacy

We will champion advocacy and be recognised as a persuasive, credible and collaborative voice of leadership for Australia's life sciences industry. Working with government and facilitating sector investments, we will ensure industry's rightful place as a key and growing economic and social driver.

Policy overview

During the 2018-2019 reporting period, we have led and contributed to key campaigns and made a difference for our sector: ensuring that the voice of Australian life science is recognised by government as a key economic and social driver. This year has been a particularly busy one, including a Senate Inquiry on the R&D Tax Incentive (RDTI) and the progression of the Review of Medicines and Medical Devices Regulation. We have undertaken issues-based engagement, identifying and testing key policy priorities underpinning and informing our advocacy work. We have also launched a quarterly e-update to members outlining the policy positioning that we are doing to shape our biotech environment, and to foster a growing, strong and profitable biotechnology and life science industry in Australia.

R&D Tax Incentive

We are proud that 2019 began with a momentous sector win: after two and a half years of key AusBiotech advocacy work alongside our members, the Senate Inquiry deliberating over the changes to the RDTI released their report. The Committee recommended that the Senate defer consideration of the Bill until further examination and analysis of its impact has been undertaken.

AusBiotech gave evidence at the Senate Inquiry, and together with others in the sector, the voice of industry was strong and united in its feedback. The strong opposition to the Bill also

speaks volumes to the strength that can be now demonstrated in the Australian life science sector, and from the work that has gone in by industry across the country, advocating and collaborating to promote its success and value.

This year's Industry Position Survey was undertaken prior to the release of the Committee's report and the Federal Election, and revealed the frustration resonating across the sector. Business sentiment measures showed a cooling of industry confidence in the face of an uncertain political environment and an ongoing quest of the Government to limit the RDTI.

An action plan for medical devices

The TGA, in particular, has been active as it progresses the Government's response to the Review of Medicines and Medical Devices Regulation. The Action Plan for Medical Devices is patient-centric and intended to align Australian medical device regulation with EU medical device regulation amendments.

AusBiotech has been active in responding to their proposals, and is supportive of initiatives that seek to further enhance Australia's robust regulatory medical device framework, and help to keep patients safe. As the TGA recognises in the Plan, regulatory requirements for medical devices in Australia are some of the most stringent in the world, and AusBiotech will continue working with the TGA, and members, to ensure that our Australian regulations continue to be commensurate with the level of risk, and help protect patient safety.

Clinical trials

Clinical trials are an internationally recognised strength of the Australian life sciences ecosystem. We promoted our global leadership at international speaking opportunities such as Biotech Showcase at JP Morgan, the Asian Investment Series, BioKorea, and BIO, while also facilitating further change to ensure we stay leaders in this field.

AusBiotech actively participates in formal forums and processes, including sitting on the Federal Government's Clinical Trials Collaborative Forum, which identifies issues, exchanges information and engages in collaborative problem solving, with a view to reducing duplication and improving the clinical trials environment. AusBiotech has also engaged on the Clinical Trials Governance Framework, which aims to improve quality, efficiency and timeliness of clinical trials by reducing duplication and increasing efficiency, cohesion and productivity across the clinical trials sector.

AusBiotech re-joined the Research and Development Task Force as a co-sponsor with Medicines Australia and the Medical Technology Association of Australia, to enable better communication and alignment.

With the AusBiotech Clinical Trials Advisory Group, AusBiotech is mapping the clinical trials sector and exploring ways to reduce trial costs and startup times, and facilitate better coordination across jurisdictions.

Submissions

AusBiotech has participated in working groups and ad hoc roundtables and consultation meetings, and made 23 submissions during the 2018/2019 reporting period.

2019	28 June	AusBiotech's response to the Public consultation on clearer regulation of medical practitioners who provide complementary and unconventional medicine and emerging treatments	<i>Australian Health Practitioner Regulation Agency</i>
	28 June	AusBiotech's response to the public consultation on Australia's Next Antimicrobial Resistance Strategy: 2020 and Beyond	<i>Department of Health</i>
	26 June	AusBiotech's response to the Commercialising Business Ideas discussion paper	<i>Department of Industry, Innovation and Science</i>
	22 May	AusBiotech's response to Building Our Innovation Economy – Advance Queensland Strategy	<i>QLD Government</i>
	29 April	AusBiotech's response to the TGA's proposal to make changes to the classification of active implantable medical devices and their accessories	<i>TGA</i>
	29 March	AusBiotech's response to the TGA's proposal to make changes to the regulation of personalised medical devices, including 3D-printed devices	<i>TGA</i>
	29 March	AusBiotech's response to the Improving Innovation Indicators consultation paper released as part of the Innovation Metrics Review	<i>Department of Industry, Innovation and Science</i>
	28 March	AusBiotech's response to the Australian Commission on Safety and Quality in Health Care's draft National Clinical Trials Governance Framework	<i>Australian Commission on Safety and Quality in Health Care</i>
	5 March	AusBiotech's response to the TGA's proposal to make changes to a number of definitions and the scope of the medical device regulatory framework in Australia.	<i>TGA</i>
	25 February	AusBiotech's response to the TGA consultation: Proposal to introduce a Unique Device Identification (UDI) system medical devices in Australia	<i>TGA</i>
	22 February	AusBiotech's response to the TGA's proposal to pilot a 'Good Clinical Practice Inspections Program' that will inform a routine program	<i>TGA</i>
	18 February	AusBiotech's response to the TGA's proposal 'Potential reclassification of active medical devices for diagnosis and patient therapy'	<i>TGA</i>
	14 February	AusBiotech's response to the TGA's proposal on medical device cyber security	<i>TGA</i>
2018	8 February	AusBiotech's response to the TGA's proposed fees and charges for 2019-20	<i>TGA</i>
	14 December	AusBiotech's response to the proposal for the regulation of IVD companion diagnostics	<i>TGA</i>
	16 November	AusBiotech presentation to the Senate Inquiry into the Bill: Treasury Laws Amendment Bill 2018	<i>Parliament</i>
	5 November	AusBiotech submission in response to the Treasury Laws Amendment (Making Sure Multinationals Pay Their Fair Share of Tax in Australia and Other Measures) Bill 2018	<i>Senate Standing Committees on Economics</i>
	25 October	AusBiotech submission to the Review on Moratorium on the cultivation of GM crops in SA	<i>SA Government</i>
	18 October	AusBiotech Response to Moratorium on the cultivation of GM crops in SA	<i>SA Government</i>
	4 October	Stoma Industry Group response to TGA consultation_amendment 1	<i>TGA</i>
	31 August	AusBiotech submission in response to the Medical Research Future Fund consultation to inform the second Australian Medical Research and Innovation Priorities 2018-2020	<i>Australian Medical Research Advisory Board</i>
	31 August	AusBiotech response to IP Laws Amendment Bill (Productivity Commission Response Part 2 and Other Measures) Bill 2018	<i>IP Australia</i>
	26 August	Submission from AusBiotech regarding the draft legislation on the R&D Tax Incentive	<i>The Treasury</i>

ausbiotech.org/policy-advocacy/submissions

Committees

AusBiotech's 16 state branches and national advisory committees are important mechanisms to highlight sector issues facing our biotechnology industry. The committees are comprised of 143 experts from 97 organisations and represent over 3,000 members. Their work assists us in forming our policy responses and submissions, and we thank our committee members and their organisations for their significant contribution of voluntary time and knowledge, particularly during such a policy-heavy year.

State branch committees

AusBiotech works closely with its representatives in each Australian state, providing a national network supporting members and promoting commercialisation, investment and understanding of Australian life sciences.

NSW	Dr Phil Kearney	Merck Sharp & Dohme
QLD	Dr Chris Davis	Griffith University
SA	Mathew Palmer	Syneos Health
TAS	A/Prof Anthony Koutoulis	University of Tasmania
VIC	Helen Fisher	Sienna Cancer Diagnostics
WA	Dr Samantha South	University of Western Australia

National advisory committees

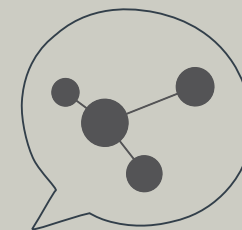
Our advisory groups provide advice on current and emerging issues and trends across the biotechnology sector.

AusAg & Foodtech Committee	Dr Paul Wood	Monash University
AusMedtech National Advisory Group	Grant Bennett	Brandwood CKC
AusMedtech Regulatory Affairs Expert Panel	Grant Bennett	Brandwood CKC
AusMedtech Health Economics Expert Panel	Sarah Griffin	Medtechnique Consulting
AusMedtech NSW Committee	Lis Boyce	Dentons
AusMedtech VIC Committee	Paul Carboon	Solentropy
Clinical Trial Advisory Group	Lorraine Chiroiu	AusBiotech
Intellectual Property Expert Panel	Dr Brett Lunn	FB Rice
Regenerative Medicine Advisory Group	Silvio Tiziani	Australian Regenerative Medicine Institute (ARMI)
Stoma Industry Association Inc.	Matthew Dalton	Coloplast Pty Ltd



Build Member Engagement

We will build and foster members' engagement, providing value and positioning informed by their views and experiences.



Keeping informed

AusBiotech continues to communicate our news, member news, and sector news through the media, publications (our website, journal and e-newsletters), and social media (LinkedIn and Twitter). Raising the profile of Australian life sciences, we engage broadly on the successes, opportunities and challenges being faced by our sector.

Australasian Biotechnology Journal

Executive Media produced and distributed three editions of the AusBiotech journal *Australasian Biotechnology* during this reporting period. Editions featured regenerative medicine, medical technology, and a special on the AusBiotech national conference. Over 1,000 hard copies were distributed to AusBiotech members as part of their membership benefits, and were also available at our major conferences.

If you're a member, you can find previous editions of this journal when you log into ausbiotech.org.

Local stories, global impact: member case studies campaign

Collaborating with members, AusBiotech launched the beginning of series of case studies demonstrating how the life sciences sector is a key, and growing, social and economic driver within Australia.

Australia is a global leader within the biotechnology sector, developing potentially world-changing therapeutics with global impact. Australian biotechs are making a difference, but the work is complex and takes a long time. These plain English case studies work to inform and showcase the capabilities and capacity of the sector.

News and media

This year was busy politically: we released 14 media releases, including joint statements prior to the Victorian State Election, and another prior to the Federal Election. We partnered with other key stakeholders from across the life sciences pipeline to align and advocate for our sector as one voice.

We continue delivering valuable industry news to our members twice weekly via *Biotech Dispatch*.

Social networks

Catering to a cross-platform online journey, we have exponentially grown our social media communities over the past 12 months, with a 59% increase in our Twitter community and 85% increase in our LinkedIn community. These platforms ensure that we share more of our members' news, and information on our initiatives and achievements.

Our two major conferences and Women in Life Sciences Luncheon, in particular, foster industry networks by utilising the hashtags #AusBio18, #AusMedtech19, and #LSWomen with high volumes of mentions and recognition during their respective conference dates.



LinkedIn
85%
increase in followers

AusBiotech
Followers in 2019 5,738
Followers in 2018 3,100



Twitter
59%
increase in followers

@AusBiotech
Followers in 2019 5,046
Followers in 2018 3,169



Biotechnology

INDUSTRY POSITION SURVEY

Survey reveals apprehension on
R&D Tax Incentive decision

2019

While Australia's strength in life sciences remains in a growth trajectory, the 2019 Industry Position Survey revealed a worrying fall in business sentiment across the sector with uncertainty over the fate of the R&D Tax Incentive (RDTI).

The key findings of the Survey revealed business sentiment measures show a cooling of industry confidence in the face of an uncertain political environment and an ongoing quest of the Government to limit the RDTI. The industry's frustration on the continued threat to the RDTI was 'loud and clear'. Both the lack of vision for industry growth levers, and plans to cut support to the sector, has shown a disillusionment across the industry; the likes of which we have never seen before.

Only 14 per cent described the Australian operating environment as 'conducive to growing a biotech business' - down from 37 per cent the year before. **This is the worst result this decade and points to a challenging period ahead.** Twenty-six per cent said the environment 'works against growing a biotech business', up from 16 per cent in 2018.

While industry metrics are still sound and growth expected, the survey revealed a 'wait and see' approach from companies in regard

to employment – with a sharp increase in the plan to hold staff levels steady (24% to 47%) and a decrease in the intention to hire (73% to 51%). The characterisation of the past year saw a significant drop in those that experienced an excellent year (from 29% to 19%).

“Industry is frustrated at the Government’s lack of commitment to a business environment that better supports our emerging and cutting-edge technologies, however, Australia’s strength in life sciences still shines globally and contributes nationally - economically and socially.”
Lorraine Chiroiu, CEO, AusBiotech

Alongside business sentiment and policy concerns, the Survey found:

- There is a prevailing view that support for tech transfer and commercialisation diminishes as research leaves public institutions on the commercialisation pathway.
- Poor metrics, combined with a lack of understanding of the skills and investment needed for the industry’s future, has conspired to drive poor policy decisions.

- Regenerative medicine is lighting up the horizon, with Australia preparing for a regenerative medicine revolution. This relatively new science field is expected to disrupt the health treatments available to patients world-wide.

- Medicinal cannabis has burst onto the scene. The global sentiment towards medicinal cannabis is changing, and Australian biotechnology companies are claiming the space to demonstrate the medicinal value for patients.

This is the ninth Biotechnology Industry Position Survey conducted by AusBiotech and supported by Grant Thornton. The survey gathers insights, perspectives and statistics from biotech industry leaders. It builds metrics on the biotechnology industry’s significance, enabling AusBiotech to craft strong statements around current issues and trends and guide its advocacy efforts in the year ahead. Conducted via mail/email during February 2019, the Survey was followed by roundtable focus groups in February and March 2019. The survey was open to all ASX-listed and unlisted biotechnology companies, including AusBiotech members.

Read the full report here: ausbiotech.org/policy-advocacy/industry-position-survey

“Uncertainty on the RDTI is the largest barrier to growing R&D. Don’t meddle with things that work.”

“Consistent changes to the R&D Tax Incentive make it difficult to justify performing R&D in Australia when other options are available.”

“Federal and state priorities and messages must be aligned. Variation breeds complexity.”

“Decisions need to be made on evidence: in science; in investment; and in policy. No exceptions.”

“There’s rhetoric and there’s action. I fear that clinical research is not high on the political agenda.”

“Biotech can’t kick goals without access to funding, but unless biotech kicks goals it won’t get funding. It’s a catch 22.”

Facilitating international opportunities

As Australia's life sciences organisation, we are proud to lead a united Team Australia to international showcases, demonstrating why Australia is a global leader within the sector. Facilitating international opportunities for investment discussions, collaborations and partnerships is a vital and valued element of our work. We focus on the strong and established markets that are important to members: the US and growth markets in Asia.

This past year has seen notable representation across all major states, and we will continue building on the strengths of a unified sector.

These successful events validate our knowledge that Australia holds some leading life science opportunities; that we rightly own our place amongst the global leaders; and that AusBiotech is successfully facilitating global development of our Australian life sciences industry."

Lorraine Chiroiu, CEO, AusBiotech.

Asia Biotech Invest Series

Over 20 Australian companies presented to over 400 potential Asian investors and partners at AusBiotech's Asia Investment Series, 26-29 March 2019. Activities were abundant across the entire week and included events in Hong Kong and Shanghai with crucial networking opportunities, keynote speakers and panel discussions, and an evening reception; an inaugural Symposium; two bootcamps; site visits; and a trade delegation.

Keynote topics included the Australian healthcare investment environment, raising capital and forming partnerships in the Greater China region, and Australia's clinical trial advantage.

The Shanghai programme included the inaugural Australia-China Symposium, where early stage projects/spin-outs looking for collaboration and funding partners in China also had an opportunity to present to investors and representatives from top Chinese universities who were looking for partnership and collaboration projects. Success stories, such as Nanjing BioPoint from the Burnet Institute, were featured - demonstrating how they built their international relationships and successfully established the venture in China.

With Asia rapidly emerging as a driver of growth in biotechnology research and investment, these events provide an important opportunity

for Australian life science companies to present their business case and leverage the booming Asian opportunity.

BioKorea

AusBiotech joined the largest Australian delegation to date at BioKorea 2019, where two dedicated conference sessions on Australia were held. AusBiotech's National Projects Manager Dr Claretta DSouza opened the discussion on Australia's biotech, highlighting the strengths of our pipeline. This was followed the next day with AusBiotech's Regenerative Medicine Advisory Group members Dr Tim Oldham and Dr Ross MacDonald who demonstrated the strengths, opportunities, and challenges of Australia's blossoming regenerative medicines scene. There was a strong interest at the conference in partnership opportunities with Australian biotech, particularly in regenerative medicines.

Australian Ambassador James Choi and Trade Commissioner Rodney Commerford joined AusBiotech and others at Austrade's Australian stand and welcome reception. These two occasions were well attended and valuable as they further enhanced collaboration opportunities between the two countries.

The Australian Life Sciences Showcase at BioKorea 2019, 17 – 19 April, was led by Austrade and supported by AusBiotech. The delegation included 18 companies, an increase from eight in 2018.



BIO International Convention 2019

With all major states represented on the Australian Pavilion, over 350 Australians made up this year's annual Team Australia delegation to the largest biotech event in the world and was the most impressive seen to date.

AusBiotech proudly led the Australian contingent to Philadelphia, with the Australian Pavilion the focal point of the conference. The Pavilion showcases Australian companies, promoting the strength of the Australian life sciences, and fostering the global connections with its overseas counterparts. AusBiotech has led the Australian delegation to BIO for more than ten years.

The increased participation from the across the country demonstrates the value and significance of life sciences to the Australian economy. Australian delegates included: the Hon Roger Cook, Deputy Premier, Minister for Health, Government of Western Australia; the Hon Kate Jones MP, Minister for Innovation and Tourism Industry Development, Queensland Government; Prof Peter Klinken AC, Chief Scientist of Western Australia; Prof Paul Bertsch, Chief Scientist of Queensland; Em Prof Peter Andrews AO, Queensland's first and former Chief Scientist; Prof Ian Frazer AC, University of Queensland, Chair of the Medical Research Future Fund; and Adriana Platona, First Assistant Secretary, Department of Health.

AusBiotech held the Australian Wine Tasting event, drawing delegates from all corners of the exhibition hall and the globe to the national exhibit. Speaking on behalf of Australia, Lorraine Chiroiu, AusBiotech CEO, also delivered a Global Innovation Hubs presentation and spoke on the *Changing Global Face of Biotechnology: Opportunities and Challenges for Healthcare Systems* panel.

The annual BIO International Convention, hosted by the Biotechnology Innovation Organisation (BIO), is the largest and most influential global event for the biotechnology industry.

Biotech Showcase 2019

AusBiotech began 2019 with a bang after officially partnering with Biotech Showcase, hosting an outstanding, standing-room-only event at the conference that coincides with the JP Morgan Healthcare Conference, in San Francisco.

The event *Capitalising on the strengths of the Australian bio-economy* was followed by a networking reception, and was an important opportunity for engaging with global life science decision makers, for collaboration and partnerships, and for investment discussions.

AusBiotech illustrated the globally-recognised strength of the Australian life sciences sector via four presentations by AusBiotech, Austrade, Neuroscience Trials Australia and Brandwood Biomedical. The four distinct perspectives highlighted Australia's cross-border relationships, investment opportunities, and research and regulatory capabilities.

Biotech Showcase 2019 saw over 3,600 attendees, 900 investors, 2,200 companies, 410 company presentations, 7,500 one-to-one meetings, and 50 countries in attendance.

International Council of Biotechnology Associations (ICBA)

AusBiotech is a committed member of ICBA, a coalition of not-for-profit, national biotechnology trade associations. The network promotes public understanding of, and advocates for, public policies that support the growth of innovative biotechnology industries. ICBA represents the global voice of the industry in international fora, with the goal of promoting continued innovation in the human health, agriculture, and industrial and environmental sectors.

Regular meetings highlight global innovation agendas, share challenges and best practices in fostering the biotechnology sector and learn about new life-saving technologies under development by the industry.

internationalbiotech.org





Focus on growth

We will focus on growth, ensuring the Australian life sciences industry is structurally supported to capitalise on new technologies and growth opportunities. Identifying relevant science and trends, and enabling access to talent, expertise, education and partnerships, will help frame policy thought-leadership and grow the sector.

Increasing diversity and inclusion



AusBiotech launched its diversity and inclusion statement in October 2018: an important first step in a wider programme of work aimed at attracting the best and brightest talent from diverse backgrounds to biotech careers, and at fostering an inclusive industry culture. Our commitment follows four principles, and we encourage industry to follow them too.

Diversity in all aspects of business operations optimises the continued growth and success of the life sciences industry. The Australian life sciences sector holds some of the world's leading innovative companies, and we are proud to underpin diversity within AusBiotech's work, allowing us to highlight these different perspectives and insights.



Championing gender diversity and inclusion, AusBiotech is partnering for two years with SBE Australia. AusBiotech sponsored a female company-CEO to pitch to investors at the Australia Biotech Invest & Partnering 2018 conference to encourage inclusion of women in these predominantly male-dominated events.

Encouraging, supporting and further developing women in the life sciences sector in order to achieve a more equal standing, the Women in Life Sciences Luncheon this year included an hour-long discussion focused on taking actions: *An hour to empower*. Delegates left the luncheon inspired by seven female leaders offering successful solutions from their own workplaces to increase females in senior leadership positions. We also continued the Big Sisters programme, inviting women advanced in their careers in the sector to sponsor a student to attend the event. See page 19.



Measures and tracking of gender representation on AusBiotech committees and conference programmes has been completed; strategies to rebalance the scales will be developed for transitioning existing committees, where appropriate. AusBiotech committees currently have a 39/61 per cent split and work is underway to even up participation. We are extremely proud to have delivered a notably gender-diverse line-up of speakers and chairs across the AusMedtech 2019 conference programme, achieving a 50/50 split.

ausbiotech.org/about-us/diversity-inclusion



Women in life sciences: empowering actions

Over 320 guests joined us in Sydney to celebrate International Women's Day (IWD) on 8 March. This year's IWD theme *More powerful together* was fitting as, for the first time, AusBiotech and Medicines Australia co-hosted the day together.

Encouraging, supporting and further developing women in the life sciences sector in order to achieve a more equal standing, the Luncheon included an hour-long discussion focused on taking actions: *An hour to empower*.

Delegates left the luncheon inspired by solutions to take in their own workplaces to increase females in senior leadership positions. One panellist noted that, "Inclusion and innovation only come about by intention." Meaningful decisions on how we include diversity across all roles, with formal and informal programmes and approaches, must be actively considered. Behaviour change can be a slow cultural adjustment, so addressing it from multiple angles will increase progression and shift the dial to equity quicker.

The Luncheon was opened by keynote speakers Kate Carnell AO, Australian Small Business and Family Enterprise Ombudsman, and Karen Bevan, executive leader and board director. They were followed by a panel of five distinguished panellists covering the

full life sciences pipeline - from bench to bedside: Ainslie Cahill, Immediate past CEO, Arthritis Australia; Fabienne Connet, Head of Human Resources Australia & New Zealand, Biogen; Kathy Connell, Senior Director New Ventures, Australia and New Zealand, Johnson & Johnson Innovation; Maria Halasz, CEO and Managing Director, Cellmid Limited; and Professor Marie Dziadek, Chief Scientific Officer, Garvan Institute of Medical Research.

We continued the *Big Sisters* programme, inviting women advanced in their careers in the sector to sponsor a student to attend the event, and to receive a one-year membership to AusBiotech. Thirteen *Little Sisters* (women in early stages of their careers in life sciences) were supported and encouraged.

Australia Biotech Invest & Partnering 2018

AusBiotech is dedicated to the development, growth and prosperity of the Australian biotechnology industry and facilitates opportunities for investment discussions, collaborations and partnerships.

This leading one-day investment conference provides companies with a unique opportunity to connect with investors from Australia and around the world, and to take their business to the next level. Almost 30 companies presented to over 250 delegates from 11 countries, including representatives from major global pharmaceutical companies. AusBiotech worked with international Austrade offices and the Victorian Government Trade and Investment offices to bring delegations to the conference. AusBiotech's business matching programme AusPartnering was available to all delegates, to assist in pre-arranging one-to-one meetings during the day.

Championing gender diversity and inclusion, AusBiotech partnered with SBE Australia to sponsor a female company-CEO to pitch to investors. See Increasing diversity and inclusion, page 18, for more information.


In a male-dominated event, we were proud to also have a diverse line-up of keynote speakers presenting: John Carroll, Editor-in-Chief, EndPoints News, United States; Josephine Wu, Managing Partner, Light & Salt Capital Management Limited, China; and Kate Galpin, Business Development Manager, Listings, ASX Limited delivering a market update.

Australia Biotech Invest & Partnering 2018 was held in Melbourne on 30 October 2018 at the Sofitel Melbourne on Collins. Thank you to Host State Partner Victorian Government for your support to deliver this event.

#AusBioInv
ausbiotechinvestment.com.au

Image: John Carroll, Editor-in-Chief, EndPoints News, United States.





AusBiotech 2018

Australia's Life Sciences Conference (including Early Stage Investment Event)

AusBiotech 2018

The AusBiotech 2018 national conference, AusBiotech's annual flagship conference, brought together over 1,100 delegates from across 20 countries at the Brisbane Convention & Exhibition Centre, Queensland. The conference was preceded by our Australian Biotech Invest and Partnering event in Melbourne, Victoria, creating the biggest week of the year for the biotech sector.

The conference forms a very special part of AusBiotech's broader work positioning Australia's biotechnology industry for growth. As a leaders' forum, it is also a key opportunity to connect with potential partners and investors, to reflect on the sector's achievements and to exchange ideas to further advance the sector's standing both nationally and globally. AusBiotech 2018 saw three days of speakers, an exhibition space holding 73 supporters, boasted the largest number of AusPartnering meetings yet with over 1,300 booked, a vivacious gala dinner, and the industry's governmental support through the presence of Hon. Kate Jones MP, Minister for Innovation and Tourism Development and the Hon. Leeanne Enoch MP, Minister for Environment and the Great Barrier Reef, Minister for Science and Minister for the Arts.



Issues critical to industry were presented: global biotech trends, breakthroughs, challenges and success stories featured prominently on the programme. With 142 speakers, discussion was diverse and challenging; panel discussions and key themes covered regulation and reimbursement, research translational strategies, new markets, business development and capital access, emerging technologies, clinical trials, regenerative medicine, women in life sciences, agriculture and commercialisation. Keynote speakers included Mr John Carroll, Editor in Chief, Endpoints, USA with an industry update and an apprise on global life science investing, Dr Charmaine Gittleson, Chief Medical Officer, CSL Limited, USA on keeping the balance in your clinical portfolio - prioritisation versus doing it all, and Professor Doug Hilton, Institute Director, Division Head of Molecular Medicine, Walter & Eliza Hall Institute (WEHI), who delivered the annual Millis Oration on the three pillars of WEHI's activities: science, translation & entrepreneurship.

For the first time at an AusBiotech conference, a well-attended all-day early-stage investment presentation stream featured. Twenty-two presentations on human therapeutics and enabling technologies were delivered from local research institutes, universities, hospitals and pre-series A companies. Pitches were made to an expert investor panel that included international big pharma representatives as well as corporate VCs and early stage investors. The day proved popular amongst presenters, investors, and observers, and was the perfect extension on AusBiotech's annual Australia Biotech Invest & Partnering event which was held two days earlier in Melbourne.

The significance and potential growth of the regenerative medicine (RM) sector within Australia was indicated with a full-day stream of international and national speakers dedicated to the emerging technology, as well as two RM project launches (see page 31). Australia's RM field now accounts for approximately 10 percent of our medical researchers across Australian medical research institutes and universities and there are more than 30 companies in Australia developing products with a RM focus. Australia is well-placed to capitalise on our country's strong research base in developmental biology, genetics, and tissue manufacturing, all which underpins RM, and to secure an even more prominent share of the global RM market which industry experts believe will be worth AU\$120bn by 2035.

The three day conference was packed to the brim with new information, technologies, partnerships, and most of all: fun. The successes of healthcare are dependent of the contributions of many: the translation of our world-class research into real-value therapeutics requires us all to work together. AusBiotech 2018 was all about building relationships and collaborations.

AusBiotech 2018 was held in Brisbane from 31 October – 2 November 2018 at the Brisbane Convention & Exhibition Centre, Queensland. Thank you to the Queensland State Government, and to all of our exhibitors and partners for your support in delivering AusBiotech 2018.

#AusBio18
ausbiotechnc.org

1. Hon. Kate Jones MP with Barry Thomas, Cook Medical/AusBiotech Director 2. AusBiotech 2018 Exhibition 3. Hon. Leeanne Enoch MP, speaking at the Gala Dinner 4. The anatomy of a deal panel 5. Student volunteers

2018 Industry Excellence Awards

Recognising the leading lights of Australia's world-class biotechnology, medical technology and healthcare sectors.

Recognising and celebrating the highest achievers in Australian life sciences, the AusBiotech and Johnson & Johnson Innovation Industry Excellence Awards are presented at our annual AusBiotech national conference. The awards act as an opportunity to celebrate what is possible when vision and dedication come together.

Decisions were extremely difficult, with the greatest number of nominations in the award's history – a result that is believed to be due to both the strength of the industry. For the first time ever, joint-winners were awarded for the Emerging Company of the Year category.

Ms Lorraine Chiroiu, CEO, AusBiotech says "These awards recognise the notable highlights of the abundant excellence in our industry and encourage us with what can be achieved when innovation is accompanied by the business acumen needed to bring new health technologies to patients."

AusBiotech would like to thank Johnson & Johnson Innovation's continued support of these awards.



Dr Anna Lavelle



Accepted by Amanda Handley,
Senior Director, Medicines
Development for Global Health



Accepted by Douglas Cubbin,
CFO, Telix Pharmaceuticals



Accepted by Blake Wills,
CEO, Microba

Industry Leadership Award

Dr Anna Lavelle has dedicated her life to biotechnology. She has worked for over 25 years campaigning for the growth and expansion of the life sciences and medical technologies sector.

Anna spent 11 years as AusBiotech's CEO where she advocated for policy changes, including the R&D Tax Incentive. During this time, she became the only Australian to be recognised by *Nature Scientific America* as one of the world's top 100 visionaries in biotechnology.

In addition to being the Independent Chair of Medicines Australia, Anna continues to serve the industry via a number of governance and advisory roles including: Non-executive Director Hemideina, Chair Australia National Digital Health initiative (ANDHealth), Independent Director CRC-HPS, Chairman Avatar Brokers and is Senior Advisor to MTPConnect.

Australian Company of the Year

Medicines Development for Global Health is dedicated to developing affordable medicines and vaccines that may have limited commercial opportunity, but which address important unmet medical needs. Their sustained record of commitment and achievement in the biotechnology industry has recently culminated with US FDA registration approval for moxidectin to treat river blindness; an extraordinary accomplishment on many fronts.

Joint Emerging Companies of the Year

Telix Pharmaceuticals, established in November 2015, has demonstrated impressively rapid growth. Developing molecularly-targeted radiation (MTR) therapies, which are killing cancer cells, shrinking tumours and halting disease growth. Telix Pharmaceuticals was ASX listed in November 2017 and raised more than \$50 million; they represent the largest capital raised for a biotechnology company since CSL in 1997. Fighting global health concerns, they are leveraging their international collaborations and relationships while fostering local talent, having created more than 20 new positions in 2018 alone.

Microba has developed the first at-home faecal test to identify species-level resolution of gut microbiome. A spin-out from the University of Queensland, they have raised \$7 million in Series A Capital, and, this year, launched their first product to market. Already supplying over 3,000 individuals with personal gut health information, they have raised over \$1 million in revenue. Microba has also built research and development facilities (including a state of the art laboratory), a database of over 800 newly discovered species of microorganisms, filed three international patents, and has 40 research partnerships with Australian academics, clinicians, and other companies to advance gut microbiome research.

AusMedtech 2019, Australia's premier medtech conference

Over 600 heavy hitters of medtech were involved in delivering a vibrant and successful week of activities building the Australian industry. Centred around AusMedtech 2019, an engaging line-up of keynote speakers and knowledgeable panellists addressed over 350 delegates from 11 countries; they heard industry expertise, insight and commentary on a range of topics both practical and inspirational.

Evolving customer needs and new regulations continue driving incredible innovation within the medtech sector. The medical technology industry is growing worldwide, and Australia is poised to become a world-leader. AusMedtech 2019 was an opportunity for the wider sector to gather, and to identify relevant policy, science and technological trends and their growth potential. AusBiotech is dedicated to showcasing the strengths of the sector, and the 2019 conference 'Bionics and Beyond' once again presented issues critical to industry using local and international examples of real-world benefits being delivered to patients.

The AusMedtech 2019 conference was opened by the Hon. Martin Pakula MP, Minister for Jobs, Innovation and Trade, Victorian Government, and notable speakers included: Dr Yossi Bahagon, Clinician and Entrepreneur, Qure Ventures, exploring digital health; Brian Gordon, Chief Scientific Officer, Bionic Vision Technologies, illustrating how they're improving independence for the blind through the Australian bionic eye; Tracey Duffy, First Assistant Secretary, Medical Devices and Product Quality Division – Therapeutic Goods Administration addressing regulation: adapting to current and future needs; Amanda Gillion, COO Investments – BioScience Managers, who reversed-pitched to companies as to why they should choose them as investors. Dig Howitt, CEO, Cochlear, spoke on the

history of innovation and life-changing solutions for the future; Adjunct Professor John Skerritt, Deputy Secretary, Health Products Regulation Group, Therapeutic Goods Administration, updating delegates on the revolution of medtech regulation; and Dr Anabela Correia CEO, LiVac, addressed accessing international markets.

Other topics included medtech in space, the brain/machine interface, the bionic eye, and the bionic ear, funding opportunities, clinical trials, market access, reimbursement, and our new AusBiotech Future Forum where a seven-person panel traversed the horizon, identifying future science and trends that are expected to evolve or disrupt our current medtech environment. This two-way conversation was extremely successful, and we look forward to continuing this initiative at AusBiotech 2019.

Leading by example, AusBiotech delivered a notably gender-diverse line up of speakers and chairs, achieving a 50/50 split across the programme for the first time ever. The Australian medtech sector holds some of the world's leading innovative companies, and underpinning diversity within our work allows us to highlight different perspectives and insights. We are proud to showcase the diversity of thought leaders across them.

AusMedtech 2019 was held in Melbourne from 14 - 15 May 2019 at the Melbourne Convention Centre, Victoria. Thank you to the AusMedtech 2019 Programme Committee, to the Victorian State Government, and to all of our exhibitors and partners for your support in delivering AusMedtech 2019.



#Ausmedtech2019
ausmedtech.com.au



1. Lorraine Chiroiu, CEO, AusBiotech and Hon. Martin Pakula MP, Minister for Jobs, Innovation and Trade, Victorian Government 2. Adjunct Professor John Skeritt, Deputy Secretary, Health Products Regulation Group, Therapeutic Goods Administration 3. AusMedtech 2019 Exhibition 4. Ben Wright, Programme Director MDCTP, Chief Innovation Officer, Cicada 5. Brent Barnes, CEO & Managing Director, LBT Innovations, Brownyn Le Grice, CEO & Founder, ANDHealth 6. Future Forum panel

AusAg and Foodtech Summit 2018: Turning science into business

2018's Summit saw record attendance at the conference, drawing over 260 stakeholders from each stage of the sector's value chain to advance commercialisation opportunities and foster relationships within agritech and foodtech innovation.

A sector that is expected to become a \$100 billion industry by 2030, themes summarised the quickly converging sectors of health, food and agriculture across the region, and the unique opportunity that Australia has to harness these.

Topics discussed during the two-day Summit included medicinal cannabis and the role of research and development in this ecosystem, accelerators and incubators, people and passion. It also focused on investment, with a panel discussing new models for early-stage funding, and a number of investor-ready start-ups presenting their pitches to the full delegation. Aside from impressing investors and generating strategic leads, the pitch sessions were a celebration of the entrepreneurs that have taken up the challenge of reinventing our food systems for a healthier planet in the future.

Keynote speakers included Sarah Nolet, Chief Executive Officer, AgThentic; Professor German Spangenberg, Deputy Secretary, Agriculture Research for Agriculture Victoria; Dr Joanna McMillan, Adjunct Senior Research Fellow, La Trobe University; Radek Sali, Chairman, Light Warrior; and Robert Poole, National Lead Partner, Agribusiness, Management Consulting, KPMG.

The AusAg and Foodtech Summit 2018 was held in Melbourne. Sincere thanks to the major partners Agriculture Victoria and Agribio; and to the programme committee, led by AusBiotech's Ag and Food Advisory Group Chair, Professor Paul Wood AO.



#AusAgFood18
agfoodtech.com.au



State events

As the industry's largest dedicated member network in the country, and one of the largest in the world, we provide platforms to strengthen and grow industry knowledge, to enable learning and networking, and for members to engage in policy work (see pages 10 – 12). During the reporting period, we held 15 BioCheers events across Australia, three Broker meets Biotech workshops, one Roadmap to a successful IPO workshop, two Pitching to investors masterclasses, one Guide to life sciences investing seminar, and four roundtables to deep dive into topical policy issues being faced by industry.

A new partnership with CSIRO was forged, delivering the first of 2019's BioCheers events in Victoria, New South Wales, and Queensland. This partnership is significant as AusBiotech continues strengthening its alliances with key stakeholders in the industry, and connecting the pipeline of innovators who work in our sector. State events also provide the opportunity to meet members of the state-based AusBiotech Committees and Special Interest Groups.

Developing AusEvents™

AusBiotech has continued its commitment to developing strong events, organised under the AusEvents™ banner. The professional conference organiser for life science and technology events, AusEvents™ successfully delivers conferences, conventions, summits, trade exhibitions, investment meetings and professional development courses to the biotechnology and technology sectors.

AusEvents™ brought together over 240 delegates from almost 30 countries to Melbourne, Victoria for the 13th International Conference on the Mechanical Behaviour of Materials (ICM-13) on 11-14 June 2019. ICM-13 provided an international forum for researchers, industry practitioners, engineers and postgraduate scholars to promote, exchange and disseminate recent findings on contemporary and wide-ranging topics in mechanics of materials. Thank you to the Host Partner RMIT University.

1. Broker meets Biotech, QLD 2. End of year BioCheers, VIC
3. Women in Life Sciences Luncheon, Sydney



AusBiotech event summary



OVER **65** events



OVER **8,000** registered delegates



OVER **2,000** AusPartnering meetings



4 international missions



OVER **40** countries



OVER **30** speakers



1. Dr Greg Roger, Vestech, AusMedtech 2019 2. ICBA delegation, BIO 2019 3. Dig Howitt, Cochlear, AusMedtech 2019 4. Future Forum, AusMedtech 2019 5. Karen Daley, Syneos Health, Asia Investment Series 2019 6. WA delegation, BIO 2019

Global Investment Programme

Upscaling and enhancing our long-standing AusBiotech investment programme, AusBiotech led the *Comprehensive Global Investment Programme for the Australian Life Sciences Sector - companies, investors and researchers* project, to continue improving management and workforce skills within the life sciences sector.

Building on the new resources developed: *Guide to Life Sciences Investing* (the Guide), and the *Roadmap to a Successful IPO* (the Roadmap) we held training and pitching sessions across Australia to increase knowledge of both investors and those seeking investment. The project also supported investor meetings at Australia Biotech Invest and Partnering 2017 and 2018, AusBiotech 2018, the AusBiotech Asia Investment Series 2017 and 2018, and Biotech Showcase 2019.

The Global Investment Programme has set the scene for continued interest and increased confidence in Australian life science investment. The number of international attendees to the Australia Biotech Invest and Partnering events held in Melbourne in 2017 and 2018 indicates that there is a growing interest in the Australian life sciences sector from overseas, and the Asia Investment Series events in Hong Kong and Shanghai in March 2019 once again proved popular, with an over-subscription of companies seeking to pitch their presentations and connect with international stakeholders.

Driving investment into Australian life science companies is an integral part of the services offered to AusBiotech members. The AusBiotech Investment Series of events will continue to be held every year as part of AusBiotech's event profile. The Guide and Roadmap resources are available on the AusBiotech website and print copies continue to be distributed at AusBiotech events.

This project ran February 2017 – January 2019, and was funded through the MTPConnect Project Fund Programme: a dollar-for-dollar matched programme investing in big, bold ideas to improve the productivity, competitiveness and innovative capacity of Australia's medical technology, biotechnology and pharmaceutical sector, supported by the Australian Government Industry Growth Centres Initiative.

To enhance the capability of the sector when engaging with international markets and accessing global supply chains, we worked with consortium partners - all of which bring extensive insight and experience in the life sciences. Thank you to the ASX, Dentons (formerly DibbsBarker), WE Buchan and KPMG.



2 Guidance documents produced



>1,000 attendees at Global Investment Programme events



3 international missions supported



increase of jobs as a result of this project

Australia-China Life Sciences Partnership Programme

As part of the work facilitating global development of the Australian life sciences industry, AusBiotech is leading the Australia-China Life Sciences Partnership Programme to increase awareness and, therefore, opportunities for communication, collaboration and commercialisation between the life sciences sector in Australia and China.

The programme utilised the in-market knowledge and expertise of the programme's consortium partners to develop the BioExchange Platform, an interactive platform, and to deliver training programmes.

BioExchange platform

The BioExchange platform is an interactive online platform to facilitate international science-funding matching. It aims to increase the potential Chinese investment and partner pool for Australian life sciences companies and serves as a database for life science projects. The platform allows for the exchange of ideas, resources and opportunities by combining direct messaging, translation services and project search functions, allowing companies a risk-reduced, staged market-entry into China.

BioExchange was launched at *Australia Biotech Invest and Partnering 2018*, and was the first major milestone of the Partnership Programme. It was also introduced to over 1,100 attendees at AusBiotech 2018, and was supported with a dedicated booth in the exhibition hall, with tablets for interaction and registration available, and promoted through a digital marketing campaign. It was also introduced to participants of the BridgeTech Programme at a two-day Symposium in May, and to over 350 AusMedtech 2019 conference delegates.

Training programmes

Negotiations and Influence in Chinese contexts workshops were delivered by consortium partner Asialink Business. A highly interactive one-day training programme, it combined a world-renowned negotiation framework, practical strategies and deep cultural insights into how to most effectively engage with Chinese stakeholders to achieve the best outcomes for all parties. The workshops gave delegates an understanding of how economics, business strategy and cultural issues impact their negotiation style.

Australia-China Life Sciences Symposium

The inaugural *Australia-China Life Sciences Symposium* was held in Shanghai in March 2019, where early-stage project owners presented their projects to over 150 potential investors and partners in China. Success stories, such as Nanjing BioPoint from the Burnet Institute, were featured - demonstrating how they built their international relationships and successfully established the venture in China. Participants indicated they would be interested in attending again in the future, and that they made worthwhile contacts.

The Australia-China Life Sciences Partnership Programme is supported by MTPConnect, the medical technologies and pharmaceuticals Industry Growth Centre, and consortium partners Asialink Business, China Bluesky Partners, FB Rice, King & Wood Mallesons, KPMG, and Therapeutic Innovation Australia.

bioexchange 

<https://bioexchange.asia/>



Advancing partnerships and connections to industry

AusBiotech signs new alliance with MTPConnect

AusBiotech has extended its alliance with MTPConnect, the Industry Growth Centre for Australia's medical technology, biotechnology and pharmaceutical sector, by signing a new memorandum of understanding (MoU) to collaborate during its national conference, AusBiotech 2018.

The agreement will see our two organisations continue to work together and providing in-market support and introductions to potential investors and customers, exchanging information on key issues and trends, supporting inbound and outbound missions and the delivery of joint projects.

The agreement creates more opportunities for collaboration for organisations in Australia and international companies investing in Australia. These opportunities help drive innovations, which will ultimately improve patient outcomes

IMNIS: a PhD mentoring programme

The Industry Mentoring Network in STEM (IMNIS) programme seeks to develop a new generation of industry-savvy PhD graduates who can engage with industry, kick-start collaborations and transition between sectors. IMNIS is an initiative of Australian Academy of Technology and Engineering, with AusBiotech a consortium partner; the programme connects motivated second year PhD students (mentees) with outstanding industry leaders (mentors), to extend their industry knowledge and to extend their professional network.

AusBiotech has delivered 20 networking, career development, and knowledge sharing events over this reporting period, providing crucial information to grow and strengthen the industry. As a consortium partner on the programme, AusBiotech assisted with the recruitment of qualified, senior-level industry mentors.

BridgeTech programme

BridgeTech is a national, online professional development programme enabling Australia to more effectively capitalise on its world class medical technology—medical device research sector by providing mid-career entrepreneurs and scientists with relevant, specific commercialisation training. AusBiotech is a consortium partner; the project is led by the Queensland University of Technology.

Regenerative medicine: an emerging and rapidly developing field.

2018 was a year of significant growth in the international regenerative medicine (RM) sector, with a rich and diverse pipeline producing positive data and attracting the attention of investors. This was echoed in AusBiotech's 2019 Industry Position Survey, which revealed that RM is lighting the horizon in Australia. We are preparing for a regenerative medicine revolution: this relatively new science field is expected to disrupt the health treatments available to patients world-wide. Despite its infancy, Australia is already globally respected for its achievements and expertise, and has over 30 companies working in this space.

The Regenerative Medicine: Opportunities for Australia report was launched at the AusBiotech 2018 conference, and maps out the Australian regenerative medicine sector in detail, identifying priority areas and goals to make Australia globally competitive. The project was conducted by L.E.K. with funding from MTPConnect after being initiated by AusBiotech's Regenerative Medicine Advisory Committee. The report will be used to identify ways to improve and engage the national regenerative medicine sector and to address key advocacy areas.

Addressing the global development, a RM directory was developed with the Forum for Innovative Regenerative Medicine (FIRM). The directory lists each organisation's members in Japan and Australia who work within the sub-sector, enabling global access to talent, expertise, education and partnerships. The directory is a member-only benefit and will be available on the respective websites. Japan is a recognised leader in regenerative medicine and the launch is demonstrative of our strong international partnerships.

List of Members

360biolabs Pty Ltd
 AbbVie Pty Ltd
 Acrux Ltd
 Actinogen Medical Ltd
 AdAlta Ltd
 Additive Manufacturing Network
 Adelaide Enterprise, The University of Adelaide
 AFT Pharmaceuticals Ltd
 Agilex Biolabs Pty Ltd
 Agriculture Victoria Services Pty Ltd
 Ainscorp Pty Ltd
 Allens Patent & Trade Mark Attorneys
 Alliance for Regenerative Medicine (ARM)
 Almac Group
 Alterity Therapeutics
 AMGEN Australia Pty Ltd
 Amplia Therapeutics Ltd
 Analytica Ltd
 Anantara Lifesciences
 ANDHealth
 Animal Biosciences, Inc.
 Anteo Technologies Pty Ltd
 Antisense Therapeutics Ltd
 APAC Health
 Arnold Bloch Leibler
 Artificial Cell Technologies Australia Pty Ltd
 Asialink Business
 AstraZeneca Pty Ltd
 AusCann Group Holdings Ltd
 Australia China Business Council (ACBC) - Victoria
 Australian Academy of Technology and Engineering
 Australian Clinical Labs
 Australian National University (ANU), Technology Transfer Office
 Australian Red Cross Blood Service (ARCBS)
 Australian Trade & Investment Commission (Austrade)
 Avance Clinical
 Avatar Brokers Pty Ltd

Avecho Biotechnology
 Baillieu Holst Ltd
 Baker IDI Heart and Diabetes Institute
 BARD1 Life Sciences Ltd
 Bayer Australia Ltd
 Bellberry Ltd
 Benitec BioPharma Ltd
 Billard Leece Partnership
 Bio21 Molecular Science and Biotechnology Institute, University of Melbourne
 BioCurate Pty Ltd
 BioDiem Ltd
 Biointelect Pty Ltd
 Bio-Link Australia
 Biomedical Chitosan
 Biomedical Research Victoria (BioMedVic)
 BioMelbourne Network
 Bionic Vision Technologies Pty Ltd
 Bionomics Ltd
 BioPacific Partners
 Biosceptre (Aust) Pty Ltd
 BioScience Managers Pty Ltd
 Biotech Daily
 Biotech Dispatch
 BioTech Primer Inc.
 Biotron Ltd
 Bioxyne Ltd
 Blueprint Life Science Group
 Bosch Australia Pty Ltd
 Brandon Capital Partners
 Brandwood Biomedical Pty Ltd
 Bristol-Myers Squibb (Australia) Pty Ltd
 Brooker Consulting Pty Ltd
 BTG Australasia P/L
 Burnet Institute
 Business Events Sydney
 Caldera Health Ltd
 Cancer Trials Australia
 CareerLounge Pty Ltd
 Carina Biotech

Celestino Pty Ltd
 Celgene Pty Ltd
 Cell Therapies Pty Ltd
 Cellmid Ltd
 Centenary Institute
 Ceramisphere Health Pty Ltd
 Certa Therapeutics
 Certara Australia
 CharterNet Services Pty Ltd
 Children's Medical Research Institute
 Chubb Insurance Australia Ltd
 City of Perth
 Clarity Pharmaceuticals
 Clinical Genomics Technologies Pty Ltd
 Clinical Network Services (CNS) Pty Ltd
 CMAX Clinical Research Pty Ltd
 Cochlear Ltd
 Coloplast Pty Ltd
 Continuum Biosciences Pty Ltd
 ConvaTec (Australia) Pty Ltd
 Cook Australia Pty Ltd
 Covance Pty Ltd
 CPR Pharma Services Pty Ltd
 CRC for Cell Therapy Manufacturing
 Cronos Australia
 Cryosite Ltd
 CS Executive Group
 CSIRO
 CSL Ltd
 CTX CRC Ltd
 Curtin University - School of Pharmacy and Biomedical Sciences
 Cyclopharm Ltd
 Cynata Therapeutics
 Datapharm Australia Pty Ltd
 Davies Collison Cave
 De Motu Cordis Pty Ltd
 Deakin Research Commercial
 Deloitte Touche Tohmatsu
 DendroCyte BioTech Pty Ltd
 Dentons Australia Ltd
 Department of Economic Development, Jobs, Transport and Resources (VIC)
 Department of Environment and Science (QLD)
 Department of State Development, Manufacturing, Infrastructure and Planning (QLD)
 Dimerix Ltd

DLA Piper Australia
 Domainex
 Dynek Pty Ltd
 Edison Group
 Ellume
 Emas Pharma Pty Ltd
 EpiAxis Therapeutics Pty Ltd
 Epichem Pty Ltd
 Epworth Research Institute
 ERA Consulting (Australia) Pty Ltd
 ESFAM Biotech
 ESN Nanotech
 Eurofins I ams
 Exigence
 Facet Life Sciences, Inc.
 Factor Therapeutics
 FB Rice
 First Biotech (Australia) Pty Ltd
 Fitgenes Australia Pty Ltd
 Flanders Investment & Trade Australia
 Fledge Innovation Labs
 Flinders University
 FPA Patent Attorneys
 Franke Hyland Pty Ltd
 Frost & Sullivan (Australia) Pty Ltd
 Gadens Lawyers, Brisbane
 Gangneung City
 Garvan Institute of Medical Research
 Genetic Signatures
 Global Kinetics Pty Ltd
 GO Resources Pty Ltd
 Gold Coast Health & Knowledge Precinct
 Grant Thornton Australia Ltd
 Gretals Australia Pty Ltd
 Grey Innovation
 Griffith Hack
 Griffith University, Griffith Enterprise
 Hall & Wilcox
 Hays Recruitment Services Australia
 HDR
 Health Industries South Australia
 Hemideina Pty Ltd
 Herbert Smith Freehills
 Holman Webb Lawyers
 Hudson Institute of Medical Research
 Hydrix Pty Ltd
 ide Group
 IDT Australia Ltd

Imagion Biosystems	Molecule2Market Pty Ltd	Proteomics International Laboratories Ltd	The University of Queensland, Biotechnology Program
Imugene Ltd	Monash Innovation	QIMR Berghofer Medical Research Institute	The University of Sydney, Commercial Development & Industry Partnerships
Indee Labs Australia	Morgans Financial Ltd	Q-Pharm Pty Ltd	The University of Western Australia, Office of Research Enterprise
Ingham Institute for Applied Medical Research	Motherson Innovations Australia	Queensland Alliance for Agriculture & Food Innovation (QAAFI)	The Walter & Eliza Hall Institute of Medical Research
Innofy Intellectual Property	MTPConnect Ltd (MedTech and Pharma Growth Centre)	Queensland University of Technology - Office of Research	Therapeutic Goods Administration (TGA)
Institute for Glycomics	Murdoch Children's Research Institute	QUTbluebox Pty Ltd	Therapeutic Innovation Australia
Institute for Molecular Biosciences - The University of Queensland	Murdoch University, Research & Innovation	Race Oncology Ltd	Tonsley Innovation District
Inter-K Peptide Therapeutics (Inter-K Pty Ltd)	My Medical Department	Regeneus Ltd	Trade and Investment Queensland (TIQ)
IP2IPO Australia Pty Ltd	Nanosonics Ltd	ResApp Health Ltd	Translational Research Institute Australia
IQVIA	National Association of Testing Authorities Australia	Research & Business Partnerships, The University of Adelaide	TruScreen Pty Ltd
James Cook University	Neuroscience Trials Australia	Research Australia Ltd	UniQuest Pty Ltd
Johnson & Johnson Innovation	Neurosciences Victoria Ltd	Research, Innovation & Commercialisation (RIC), University of Melbourne	Universal Biosensors Pty Ltd
Johnson Matthey (Aust) Ltd	NeuroScientific Biopharmaceuticals Pty Ltd	SA Government Department for Industry and Skills	University of South Australia, Research & Innovation
Jumpstart Fertility Pty Ltd	Newline Australia Insurance Pty Ltd	Salzman Group Pty Ltd	University of the Sunshine Coast Clinical Trials Centre
Kazia Therapeutics Ltd	Next Science Technologies Pty Ltd	Sanofi Genzyme	University of Wollongong - Innovation & Commercial Research (ICR)
King & Wood Mallesons	Norton Rose Fulbright Australia	Sayco Pty Ltd	UNSW Knowledge Exchange
KPMG	Novartis Pharmaceuticals Australia Pty Ltd	School of Biomedical Sciences, QUT	UNSW Mark Wainwright Analytical Centre
La Trobe University, Innovation & Commercialisation	Novotech	Sementis Ltd	UNSW Office of the Pro-Vice-Chancellor (Research Infrastructure)
LBT Innovations Ltd	NSW Government Department of Industry	Seqirus - a CSL company	Vectus Biosystems Ltd
Liberty Medical Pty Ltd (Hollister/Dansac)	NSW Stem Cell Network	Shelston IP	Venture Valuation
Life Biosciences, Inc.	Nucleus Network	Shimadzu Scientific Instruments (Oceania) Pty Ltd	Vestech Medical Pty Ltd
Life Sciences Queensland Ltd (LSQ)	NZBIO	Shire Australia Pty Ltd	Volpara Health Technologies Ltd
Linear Clinical Research Ltd	OccuRx Pty Ltd	Sienna Cancer Diagnostics Ltd	WA Government Department of Jobs, Tourism, Science and Innovation
Living Cell Technologies Ltd	OncoRes Medical Ltd	Solentropy Pty Ltd	WA Health Translation Network (WAHTN)
Lucid Health Consulting Pty Ltd	OncoSil Medical Ltd	Sonic Clinical Trials Pty Ltd	Wallonia.be - Export & Investment (Belgium)
Luina Bio Pty Ltd	OneVentures Pty Ltd	Southern Star Research Pty Ltd	Ward Therapeutics
Macquarie University - Faculty of Medicine & Health Sciences	OPTALERT Australia Pty Ltd	Speedx Pty Ltd	WATERMARK Patent & Trade Mark Att.
Madderns Patent & Trade Mark Attorneys	Opthea Ltd	Spruson & Ferguson	WE Buchan Consulting
Marken	Orthocell	St Vincent's Hospital Melbourne	West Pharmaceutical Services
MasterControl Inc.	Osprey Medical	Starpharma Holdings Ltd	World Courier (Australia) Pty Ltd
Materialise Australia Pty Ltd	Pakair Cargo Specialists Pty Ltd	Suda Pharmaceuticals Ltd	Wrays
McCloud Consulting Group	Paradigm BioPharmaceuticals Ltd	Swinburne University, Research & Development	Zelda Therapeutics Pty Ltd
McCullough Robertson Lawyers	Paranta Biosciences Ltd	Swisse Wellness Pty Ltd	
Meat and Livestock Australia Ltd	Patheon Biologics Australia Pty Ltd	Syneos Health	
Medidata Solutions	Patrys Ltd	Telethon Kids Institute	
Medlab Clinical Ltd	Peter MacCallum Cancer Centre	Telix Pharmaceuticals Pty Ltd	
Medtronic Australasia Pty Ltd	Pfizer Australia	TetraQ	
Melbourne Convention Bureau	PharmAust Ltd	TEVA Australia	
Melbourne School of Engineering, The University of Melbourne	Pharmaxis Ltd	Thailand Board of Investment, Australia (BOI Sydney Office)	
Merck Sharp & Dohme	Phillips Ormonde Fitzpatrick	The iQ Group Global	
Mesoblast Ltd	Planet Innovation Pty Ltd	The SPD Company Pty Ltd	
mexec careers	Plunkett Consulting Group Pty Ltd	The University of Newcastle, Newcastle Innovation Division	
Microba Pty Ltd	PolyNovo Ltd		
MineARC Systems	Prescient Therapeutics Ltd		
Minomic International Ltd	ProTA Therapeutics Pty Ltd		
	Protagonist Pty Ltd		

Life Members

<i>Title</i>	<i>First Name</i>	<i>Last Name</i>
Dr	Anna	Lavelle
Dr	Martin	Playne
Dr	Peter	Riddles

Supporters and partners

AusBiotech's strength comes from the participation and support of more than 1,000 companies and organisations, representing the diversity of the life sciences field, including therapeutics, medical technology (devices and diagnostics), and food technology and agricultural sectors. They include start-ups, small and large companies, institutions, and service providers – and more than 600 academic and sole trader members.

abbvie

AgriBio
Centre for AgriBioscience

AGRICULTURE VICTORIA

AMGEN

ANDHealth
Australia's National Digital Health Initiative

Alliance for
Regenerative
Medicine

Asialink
Business

ASX

Australian Government
Austrade

Australia
UNLIMITED

Australian Government
Department of Health
Medical Research Future Fund

वेद AVATAR

**BIOTECH
GATE**
GLOBAL DATABASE

CARM
COUNCIL FOR ADVANCED
REGENERATIVE MEDICINE

**CHINA
BLUESKY
PARTNERS**
China engagement. Enabled

CHUBB



City of Perth

Cochlear

COOK
MEDICAL

CSIRO

CSL

大成 DENTONS

Australian Government
Department of Industry,
Innovation and Science

DLA PIPER

eurofins
BioPharma
Product Testing



For the Year Ended 30 June 2019

The directors present their report, together with the financial statements, on the company for the year ended 30 June 2019.

Directors

The following persons were directors of the company during the whole of the financial year and up to the date of this report, unless otherwise stated:

Ms Julie Phillips
Ms Lorraine Chiroiu (appointed 3 July 2018)
Ms Michelle Burke
Dr Andrea Douglas
Mr Barry Thomas
Mr Serg Duchini

Prof Jan Tennent
Dr Megan Baldwin
Dr Dean Moss (appointed 31 October 2018)
Mr Lawrence Gozlan (resigned 31 October 2018)
Mr Glenn Cross (resigned 3 July 2018)

Principal Activities

AusBiotech's mission is to foster a growing, strong and profitable biotechnology and life science industry in Australia through representation, advocacy and the provision of services and benefits to its members to help the industry realise its nationally important economic potential.

AusBiotech's vision is to be the leading Australian industry body representing and advocating for organisations doing business in and with the global life sciences economy.

Key Performance Measures

The company measures its own performance through the use of both quantitative and qualitative benchmarks. The benchmarks are used by the directors to assess the financial sustainability of the company and whether the company's short and long-term objectives are being achieved.

For the Year Ended 30 June 2019

Information on Directors

Name: Ms Julie Phillips

Title: Chair (Non-Executive) - appointed 30 October 2014

Qualifications: BPharm, MSc, MBA

Experience and expertise:

Appointed as a Director of AusBiotech since October 2013, Julie has a strong background in the biotech and pharmaceutical industry, more recently as the CEO and Director of start-up Australian biotechnology companies. As a passionate advocate for the life sciences sector, Julie is CEO and director of BioDiem Ltd and its subsidiary, Opal Biosciences Ltd, and a Director of MTP Connect. She chairs Innovation and Science Australia's R&D Incentives Committee and is a member of the University of Newcastle Council and NHMRC's Health Innovation Advisory Committee. Julie is an inventor on two life science patents which are currently being commercialised.

Special Responsibilities:

Ms Phillips served as a member of the Remuneration and Nomination Committee until 1 November 2018.

Name: Ms Lorraine Chiroiu

Title: Executive Director and Chief Executive Officer
– appointed 3 July 2018

Qualifications: BA (PR), PDM (Mktg), GAICD, MBA

Experience and expertise:

Prior to being appointed the Chief Executive Officer, Lorraine previously served as Deputy CEO, Chief Industry Affairs Officer and National Communications and Media Manager at AusBiotech. Lorraine has been an advocate for the biotechnology sector for more than a decade and has previously worked in corporate and public affairs roles for a multinational pharmaceutical company, the Pharmacy Guild of Australia, the University of Melbourne and for a (mental) health consumer organisation as an advocate.

Ms Chiroiu is a member of the CSIRO's Manufacturing Business Unit Advisory Committee, the International Council of Biotechnology Associations, Deputy-Chair of the Australia China Business Council's (VIC) Health and Medical Research Committee, Early Phase Clinical Trials Oversight Committee for NSW Health. She is also a member of the Federal Government's Clinical Trials Collaborative Forum and Global Talent Scheme start-up advisory panel, member of the University of Melbourne's Master of Biotechnology Advisory Group and member of Swinburne University's Advisory Board for Centre for Human Psychopharmacology.

Name: Ms Michelle Burke

Title: Director

Qualifications: BSc (Hons)

Experience and expertise:

Appointed as a Director of AusBiotech since November 2012, Michelle has over 20 years' executive experience in the pharmaceutical industry including clinical research, medical affairs, business development, commercial and public affairs. Ms Burke is a member of Pharmaceutical Benefits Advisory Committee (PBAC), Australian Government Statutory Committee. She also serves on the Strategic Advisory Group for Australian Brain Cancer Mission, and ANU's Industry Advisory Board. She consults to local and overseas biotechnology companies through Indigo Advisory and is a consultant advisor to MTP Connect.

Special Responsibilities:

Ms Burke serves as a member of the Remuneration and Nomination Committee and was appointed as Chair on 1 November 2018.

Name: Dr Andrea Douglas

Title: Director

Qualifications: BSc (Hons), PhD, MHA, GAICD

Experience and expertise:

Appointed as a Director of AusBiotech November 2013, Andrea is a senior manager in the biopharmaceutical and biomedical research industries for over 20 years. She is currently the Senior Vice President, Organisation Transformation and External Affairs at CSL Ltd.

She is also director of Baker IDI and Biocurate.

Special Responsibilities:

Dr Douglas serves as a member of the Remuneration and Nomination Committee

Name: Mr Barry Thomas

Title: Director

Qualifications: BCom

Experience and expertise:

Appointed as a Director of AusBiotech since October 2014, Barry has more than two decades of international leadership and expertise in the pharmaceutical and medical device industries.

Mr Thomas is also director, Cook Medical Asia Pacific & Vice President, Cook Inc., Cook Medical/Cook Inc.

Special Responsibilities:

Mr Thomas serves as a member of the Remuneration and Nomination Committee.

AusBiotech Ltd
ABN 87 006 509 726
Directors' Report

For the Year Ended 30 June 2019

Name: Mr Serg Duchini

Title: Director
Qualifications: BCom and M Taxation

Experience and expertise:

Appointed as a Director of AusBiotech since October 2014, Serg has over 30 years' experience in taxation consulting with an individual specialisation in the R&D tax concession and Industry assistance programs. Mr Duchini is a member of the Deloitte Australia Board and the Chair of the Deloitte Australia Partner Remuneration Committee. Senior Partner in Deloitte Global Investment and Innovation Incentives Practice.

Special Responsibilities:

Mr Duchini also serves as Chair of the Risk and Audit Committee.

Name: Prof Jan Tennent

Title: Director
Qualifications: PhD GCertMgt, FASM, GAICD

Experience and expertise:

Appointed as a Director of AusBiotech since October 2017, Jan is a senior executive with international and national experience in pharmaceutical, agribiotech and research sectors.

Prof Tennent is currently the CEO of Biomedical Research Victoria and director of Apiam Animal Health Limited. Jan is an alumnus of Monash and Deakin universities and was appointed in 2017 as Collaborative Professor at the University of Osaka. She is a Principal Fellow at The University of Melbourne, Fellow of the Australian Society for Microbiology and Graduate of the Australian Institute of Company Directors. Jan is also the founder of life sciences consultancy ConnectBio and a past or present chair or member of a range of industry, government and academic boards and advisory councils.

Special Responsibilities:

Prof Tennent also serves as a member of the Risk and Audit Committee.

Name: Mr Glenn Cross

Title: Executive Director and Chief Executive Officer – resigned 3 July 2018

Experience and expertise:

He has over 30 years' experience in the life sciences sector and has held senior executive roles in both multi-national and Australian companies.

Special Responsibilities:

Mr Cross served as a member of the Risk & Audit Sub-Committee.

Name: Dr Megan Baldwin

Title: Director
Qualifications: BSc(Hons); PhD, MAICD

Experience and expertise:

Appointed as a Director of AusBiotech since December 2017, Megan has over 20 years of experience focusing on angiogenesis and therapeutic strategies for cancer and ophthalmic indications.

She is currently CEO and Managing Director of Opthea Limited and held a number of senior positions and developed extensive commercial and scientific knowledge in anti-angiogenic and oncology drug development.

Special Responsibilities:

Dr Baldwin serves as a member of the Risk and Audit Committee.

Name: Dr Dean Moss

Title: Director – Appointed 31 October 2018
Qualifications: BSc, MPhil, PhD(UQ), GAICD

Experience and expertise:

Dr Moss is CEO of UniQuest Pty Ltd and has more than 30 years' experience in science, academia, business, management and commercialisation in Australia, the US and the UK. He sits on the NHMRC Health Innovation Advisory Committee and is Chair of the Go8 Innovation and Commercialisation Group. He is a board member of several Australian Biotechnology companies, including Vaxxas, Admedus Vaccines, Nuverve, Cervax, Symbiosis and QUE Oncology Inc. and Pty Limited.

Name: Mr Lawrence Gozlan

Title: Director – Resigned 31 October 2018
Qualifications: BSc (Hons)

Experience and expertise:

Appointed as a Director of AusBiotech since February 2013, Lawrence has worked in corporate finance at Deloitte, senior biotechnology analyst at Foster Stockbroking and buy-side biotech analyst at QIC.

Special Responsibilities:

Mr Gozlan served as the Chair of the Remuneration and Nomination Committee until 31 October 2018 and served as a member of the Risk & Audit Committee until 31 December 2017.

AusBiotech Ltd
ABN 87 006 509 726
Directors' Report

For the Year Ended 30 June 2019

Meeting of Directors

The number of meetings of the company's Board of Directors ('the Board') and of each Board committee held during the year ended 30 June 2019, and the number of meetings attended by each director were:

	Directors' meetings		Risk and Audit Sub-Committee		Remuneration and Nomination Sub-Committee	
	Attended	Eligible to Attend	Attended	Eligible to Attend	Attended	Eligible to Attend
Ms Julie Phillips	5	6	-	-	2	2
Ms Michelle Burke	6	6	2	2	4	4
Dr Andrea Douglas	6	6	-	-	2	2
Mr Barry Thomas	4	6	-	-	4	4
Mr Serg Duchini	3	6	6	6	-	-
Prof Jan Tennent	6	6	6	6	-	-
Ms Megan Baldwin	6	6	4	4	-	-
Dr Dean Moss	4	4	-	-	-	-
Mr Lawrence Gozlan	2	2	-	-	2	2

The company is incorporated under the Corporations Act 2001 and is a company limited by guarantee. If the company is wound up, the constitution states that each member is required to contribute a maximum of \$10 each towards meeting any outstanding obligations of the entity. At June 30th 2019, the total amount that members of the company are liable to contribute if the company is wound up is \$6,120 (2018: \$6,220).

Auditor's Independence Declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

Auditor

Auditor

MVA BENNETT continues in office in accordance with section 327 of the Corporations Act 2001.

This report is made in accordance with a resolution of directors, pursuant to section 298(2)(a) of the Corporations Act 2001.

On behalf of the directors


Ms Julie Phillips
Director


Mr Serg Duchini
Director

11 September 2019

AUSBIOTECH LIMITED

**AUDITOR'S INDEPENDENCE DECLARATION
UNDER SECTION 307C OF THE CORPORATIONS ACT 2001**

TO THE DIRECTORS OF AUSBIOTECH LIMITED

I declare that, to the best of my knowledge and belief, during the year ended 30 June 2019 there have been no contraventions of:

- (i) the auditor independence requirements as set out in the *Corporations Act 2001* in relation to the audit; and
- (ii) any applicable code of professional conduct in relation to the audit.

MVA Bennett

MVA BENNETT
Chartered Accountants
Level 5, North Tower
485 La Trobe Street,
Melbourne Vic 3000

SHAUN EVANS
Partner

Dated: 11 September 2019

AusBiotech Ltd
ABN 87 006 509 726
Statement of profit or loss and other comprehensive income

For the Year Ended 30 June 2019

	Note	2019 \$	2018 \$
Revenue			
Membership Fees		1,144,113	1,126,529
National Conference		1,425,884	1,244,467
Events		1,520,278	1,051,431
Projects		429,128	325,931
Other Revenue		198,591	99,149
		4,717,994	3,847,507
Interest received		30,502	22,807
		<u>4,748,496</u>	<u>3,870,314</u>
Expenses			
Expenses			
Administration and Overhead Costs		(519,741)	(333,601)
IT and Communication Costs		(146,235)	(167,312)
Employment Costs		(1,559,955)	(1,522,648)
Finance Costs		(37,659)	(34,160)
Travel Costs		(74,492)	(136,704)
Professional Costs		(299,593)	(219,385)
Conference and Event Costs		(1,814,533)	(1,120,429)
		<u>296,288</u>	<u>336,075</u>
Current year surplus before income tax expense		296,288	336,075
Income tax expense		-	-
Net current year surplus	16	<u>296,288</u>	<u>336,075</u>
Other comprehensive income for the year		-	-
Net current year surplus attributable to the members of the entity		<u>296,288</u>	<u>336,075</u>

AusBiotech Ltd
ABN 87 006 509 726
Statement of Financial Position

As at 30 June 2019

	Note	2019 \$	2018 \$
Assets			
Current Assets			
Cash and cash equivalents	6	2,130,685	1,925,502
Trade and other receivables	7	246,176	78,334
Prepayments	9	95,611	121,086
Total current assets		<u>2,472,472</u>	<u>2,124,922</u>
Non-Current Assets			
Property, plant and equipment ¹⁰		56,753	93,634
Total non-current assets		<u>56,753</u>	<u>93,634</u>
Total Assets		<u>2,529,225</u>	<u>2,218,556</u>
Liabilities			
Current Liabilities			
Trade and other payables	12	150,619	62,487
Provisions	13	136,989	183,441
Current tax liabilities	14	38,925	50,075
Others	15	1,234,942	1,251,091
Total current liabilities		<u>1,561,475</u>	<u>1,547,094</u>
Total liabilities		<u>1,561,475</u>	<u>1,547,094</u>
Net Assets		<u>967,750</u>	<u>671,462</u>
Equity			
Retained surplus	16	967,750	671,462
Total equity		<u>967,750</u>	<u>671,462</u>

AusBiotech Ltd
ABN 87 006 509 726
Statement of Changes in Equity

As at 30 June 2019

	Retained surplus equity \$	Total \$
Balance at 1 July 2017	335,387	335,387
Surplus attributable to the entity for the year	336,075	336,075
Total comprehensive income for the year	336,075	336,075
Balance at 30 June 2018	<u>671,462</u>	<u>671,462</u>
Balance at 1 July 2018	671,462	671,462
Surplus attributable to the entity for the year	296,288	296,288
Total comprehensive income for the year	296,288	296,288
Balance at 30 June 2019	<u>967,750</u>	<u>967,750</u>

AusBiotech Ltd
ABN 87 006 509 726
Statement of Cash Flows

For the Year Ended 30 June 2019

	Note	2019 \$	2018 \$
Cash flows from operating activities			
Receipts from customers (inclusive of GST)		4,538,121	3,866,795
Payments to suppliers (inclusive of GST)		(4,348,111)	(3,411,329)
		<u>190,010</u>	<u>455,466</u>
Interest received		27,184	22,807
Net cash from operating activities	24	<u>217,194</u>	<u>478,273</u>
Cash flows from investing activities			
Purchase of property, plant and equipment		(12,011)	(17,538)
Net cash used in investing activities		<u>(12,011)</u>	<u>(17,538)</u>
Cash flows from financing activities			
Net cash from financing activities		-	-
Net increase in cash and cash equivalents		205,183	460,735
Cash and cash equivalents at the beginning of the financial year		<u>1,925,502</u>	<u>1,464,767</u>
Cash and cash equivalents at the end of the financial year	6	<u>2,130,685</u>	<u>1,925,502</u>

For the Year Ended 30 June 2019

Note 1. General Information

The financial statements cover AusBiotech Ltd as an individual entity, incorporated and domiciled in Australia. AusBiotech is an unlisted company limited by guarantee.

The financial statements were authorised for issue on 11 September 2019 by the Directors of the company.

Note 2. Significant accounting policies

Basis of Preparation

These general purpose financial statements have been prepared in accordance with the Corporations Act 2001 and Australian Accounting Standards and Interpretations of the Australian Accounting Standards Board. The company is a not-for-profit entity for financial reporting purposes under Australian Accounting Standards. Material accounting policies adopted in the preparation of these financial statements are presented below and have been consistently applied unless stated otherwise.

The financial statements, except for the cash flow information, have been prepared on an accrual basis and are based on historical costs, modified, where applicable, by the measurement at fair value of selected non-current assets, financial assets and financial liabilities. The amounts presented in the financial statements have been rounded to the nearest dollar.

Accounting Policies

Provisions

Provisions are recognised when the company has a legal or constructive obligation, as a result of past events, for which it is probable that an outflow of

economic benefits will result and that outflow can be reliably measured. Provisions recognised represent the best estimate of the amounts required to settle the obligation at the end of the reporting period.

Employee Provisions

Short-term employee provisions

Provision is made for the company's obligation for short-term employee benefits. Short-term employee benefits are benefits (other than termination benefits) that are expected to be settled wholly before 12 months after the end of the annual reporting period in which the employees render the related service, including wages, salaries and sick leave. Short-term employee benefits are measured at the (undiscounted) amounts expected to be paid when the obligation is settled.

Other long-term employee provisions

Provision is made for employees' long service leave and annual leave entitlements not expected to be settled wholly within 12 months after the end of the annual reporting period in which the employees render the related service. Upon the re-measurement of obligations for other long-term employee benefits, the net change in the obligation is recognised in profit or loss as a part of employee benefits expense.

The company's obligations for long-term employee benefits are presented as non-current employee provisions in its statement of financial position, except where the company does not have an unconditional right to defer settlement for at least 12 months after the end of the reporting period, in which case the obligations are presented as current provisions.

Impairment of assets

At the end of each reporting date, the company reviews the carrying values of its tangible and intangible assets to determine whether there is any indication that those assets have been impaired. If such an indication exists, the recoverable amount of

the asset, being the higher of the asset's fair value less costs to sell and value in use, is compared to the asset's carrying value. Any excess of the asset's carrying value over its recoverable amount is expensed to the income statement.

Impairment testing is performed annually for goodwill and intangible assets with indefinite lives.

Where it is not possible to estimate the recoverable amount of an individual asset, the company estimates the recoverable amount of the cash-generating unit to which the asset belongs.

Foreign currency transactions and balances

Foreign currency transactions are translated into Australian dollars using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at financial year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

Income tax

The company is exempt from income tax under Division 50 of the Income Tax Assessment Act 1997.

Goods and Services Tax ('GST') and other similar taxes

Revenues, expenses and assets are recognised net of the amount of GST, except where the amount of GST incurred is not recoverable from the Tax Office. In these circumstances, the GST is recognised as a part of the cost of acquisition of the asset or as a part of an item of the expense. Receivables and payables in the statement of financial position are shown inclusive of GST.

Comparative figures

When required by Accounting Standards, comparative figures have been reclassified to conform to changes in presentation for the current financial year.

Presentation and functional currency

The financial statements are prepared and presented in Australian dollars, which is AusBiotech Ltd's functional and presentation currency.

Rounding of amounts

The amounts contained in this Annual report have been rounded to the nearest dollar.

New Accounting Standards and Interpretations not yet mandatory or early adopted

Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet mandatory, have not been early adopted by the company for the annual reporting period ended 30 June 2019. The company's assessment of the impact of these new or amended Accounting Standards and Interpretations, most relevant to the company, are set out below.

AASB 9 Financial Instruments

This standard is applicable to annual reporting periods beginning on or after 1 January 2018. The standard replaces all previous versions of AASB 9 and completes the project to replace IAS 39 'Financial Instruments: Recognition and Measurement'. AASB 9 introduces new classification and measurement models for financial assets. A financial asset shall be measured at amortised cost, if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows, which arise on specified dates and solely principal and interest. All other financial instrument assets are to be classified and measured at fair value through profit or loss unless the entity makes an irrevocable election on initial recognition to present gains and losses on equity instruments (that are not held-for-trading) in other comprehensive income ('OCI'). For financial liabilities, the standard requires the portion of the change in fair value that relates to the entity's own credit risk to be presented in OCI (unless it would create an accounting mismatch). New simpler hedge accounting requirements are

intended to more closely align the accounting treatment with the risk management activities of the entity. New impairment requirements will use an 'expected credit loss' ('ECL') model to recognise an allowance. Impairment will be measured under a 12-month ECL method unless the credit risk on a financial instrument has increased significantly since initial recognition in which case the lifetime ECL method is adopted. The standard introduces additional new disclosures. The company adopted this standard from 1 January 2018 but there is no material impact on the accounts.

AASB 15 Revenue from Contracts with Customers

This standard is applicable to annual reporting periods beginning on or after 1 January 2019. The standard provides a single standard for revenue recognition. The core principle of the standard is that an entity will recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The standard will require: contracts (either written, verbal or implied) to be identified, together with the separate performance obligations within the contract; determine the transaction price, adjusted for the time value of money excluding credit risk; allocation of the transaction price to the separate performance obligations on a basis of relative stand-alone selling price of each distinct good or service, or estimation approach if no distinct observable prices exist; and recognition of revenue when each performance obligation is satisfied. Credit risk will be presented separately as an expense rather than adjusted to revenue. For goods, the performance obligation would be satisfied when the customer obtains control of the goods. For services, the performance obligation is satisfied when the service has been provided, typically for promises to transfer services to customers. For performance obligations satisfied over time, an entity would select an appropriate measure of progress to determine how much revenue should be recognised as the performance

obligation is satisfied. Contracts with customers will be presented in an entity's statement of financial position as a contract liability, a contract asset, or a receivable, depending on the relationship between the entity's performance and the customer's payment. Sufficient quantitative and qualitative disclosure is required to enable users to understand the contracts with customers; the significant judgements made in applying the guidance to those contracts; and any assets recognised from the costs to obtain or fulfil a contract with a customer. The company will adopt this standard from 1 July 2019. As at the reporting date, the company has assessed the impact of the standard and the expected impact are as follows: Increase the liability and decrease retained earnings by \$93,240 respectively.

AASB 16 Leases

This standard is applicable to annual reporting periods beginning on or after 1 January 2019. The standard replaces AASB 117 'Leases' and for lessees will eliminate the classifications of operating leases and finance leases. Subject to exceptions, a 'right-of-use' asset will be capitalised in the statement of financial position, measured at the present value of the unavoidable future lease payments to be made over the lease term. The exceptions relate to short-term leases of 12 months or less and leases of low-value assets (such as personal computers and small office furniture) where an accounting policy choice exists whereby either a 'right-of-use' asset is recognised or lease payments are expensed to profit or loss as incurred. A liability corresponding to the capitalised lease will also be recognised, adjusted for lease prepayments, lease incentives received, initial direct costs incurred and an estimate of any future restoration, removal or dismantling costs. Straight-line operating lease expense recognition will be replaced with a depreciation charge for the leased asset (included in operating costs) and an interest expense on the recognised lease liability (included in finance costs). In the earlier periods of the lease, the expenses associated with the lease under AASB 16 will be higher when compared to lease expenses

under AASB 117. However, EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation) results will be improved as the operating expense is replaced by interest expense and depreciation in profit or loss under AASB 16. For classification within the statement of cash flows, the lease payments will be separated into both a principal (financing activities) and interest (either operating or financing activities) component. For lessor accounting, the standard does not substantially change how a lessor accounts for leases. The consolidated entity will adopt this standard from 1 July 2019. As at reporting date, the entity has assessed the impact of the standard and the expected impacts are as follows:

1. Increase in assets and liabilities amounting to \$1,247,072 and \$1,265,351 respectively.
2. Increase in the loss position on the consolidated statement of comprehensive income in the amount of \$18,279.
3. It is not expected that there will be any net impact on the consolidated statement of cash flows.

Note 3. Critical accounting judgements, estimates and assumptions

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the

respective notes) within the next financial year are discussed below.

Allowance for expected credit losses

The provision for impairment of receivables assessment requires a degree of estimation and judgement. The level of provision is assessed by taking into account the recent sales experience, the ageing of receivables, historical collection rates and specific knowledge of the individual debtor's financial position.

Estimation of useful lives of assets

The company determines the estimated useful lives and related depreciation and amortisation charges for its property, plant and equipment and finite life intangible assets. The useful lives could change significantly as a result of technical innovations or some other event. The depreciation and amortisation charge will increase where the useful lives are less than previously estimated lives, or technically obsolete or non-strategic assets that have been abandoned or sold will be written off or written down.

Impairment of non-financial assets other than goodwill and other indefinite life intangible assets

The company assesses impairment of non-financial assets other than goodwill and other indefinite life intangible assets at each reporting date by evaluating conditions specific to the company and to the particular asset that may lead to impairment. If an impairment trigger exists, the recoverable amount of the asset is determined. This involves fair value less costs of disposal or value-in-use calculations, which incorporate a number of key estimates and assumptions.

Employee benefits provision

The liability for employee benefits expected to be settled more than 12 months from the reporting date are recognised and measured at the present value of the estimated future cash flows to be made in respect of all employees at the reporting date.

In determining the present value of the liability, estimates of attrition rates and pay increases through promotion and inflation have been taken into account.

For the purposes of measurement of employee benefits provisions, AASB 119: Employee Benefits (September 2011) defines obligations for short-term employee benefits as obligations expected to be settled wholly before 12 months after the end of annual reporting period in which the employees render the related services. The company expects most employees will take their annual leave entitlements within 24 months of the reporting period in which they were earned. However, this will not have a material impact on the amounts recognised in respect of obligations for employees' leave entitlements.

Note 4. Revenue and other income

Interest revenue is recognised on a proportional basis taking into account the interest rates applicable to the financial assets. Membership fees revenue is apportioned over the applicable period.

Revenue from the rendering of a service is recognized upon the delivery of the service to the customers.

Grants and sponsorship revenue are recognized when the entity has control and all conditions satisfied.

All revenue is stated net of the amount of goods and services tax (GST).

For the Year Ended 30 June 2019

Note 5. Surplus/(Deficit)

Net Surplus/(Deficit) from ordinary activities before income tax expense has been determined after accounting for:

	2019 \$	2018 \$
Charging as expense		
- Depreciation of property, plant and equipment	48,892	43,217
- Audit & review of financial reports	20,700	20,971
Total expense charged	<u>69,592</u>	<u>64,188</u>
Crediting as income		
Interest from: - Other corporations	<u>30,502</u>	<u>22,807</u>

Note 6. Current assets - Cash and cash equivalents

	2019 \$	2018 \$
Cash at bank	2,064,441	1,871,502
Bank guarantees	<u>66,244</u>	<u>54,000</u>
	<u>2,130,685</u>	<u>1,925,502</u>

Cash and Cash Equivalents

Cash and cash equivalents include cash on hand, deposits held at call with banks, other short-term highly liquid investments with original maturities of three months or less, and bank overdrafts. The company has no bank overdrafts.

Note 7. Current assets - Trade and other receivables

	2019 \$	2018 \$
Trade debtors		
	242,858	78,334
Interest receivables	<u>3,318</u>	<u>-</u>
	<u>246,176</u>	<u>78,334</u>

These represent the principal amounts due at the statement of financial position date. These are non-interest bearing and collectable on 30-90 day terms.

The company does not have any material credit risk exposure to any single receivable or group of receivables.

Note 8. Current assets - Financial instruments

Initial recognition and measurement

Financial assets and financial liabilities are recognised when the entity becomes a party to the contractual provisions to the instrument. For financial assets, this is equivalent to the date that the company commits itself to either purchase or sell the asset (i.e trade date accounting is adopted). Financial instruments are initially measured at fair value plus transaction costs except where the instrument is classified "at fair value through profit or loss", in which case transaction costs are recognised as expenses in profit or loss immediately.

Classification and subsequent measurement

Financial Assets

Financial instruments are subsequently measured at fair value, amortised cost using the effective interest method, or cost. Where available, quoted prices in an active market are used to determine fair value. In other circumstances, valuation techniques are adopted.

AusBiotech Ltd
ABN 87 006 509 726
Notes to the Financial Statements

For the Year Ended 30 June 2019

(i) Financial Assets at Fair Value through Profit and Loss

A financial asset is classified in this category if acquired principally for the purpose of selling in the short term or if so designated by management and within the requirements of AASB 139: Financial Instruments: Recognition and Measurement. Derivatives are also categorised as held for trading unless they are designated as hedges. Realised and unrealised gains and losses arising from changes in the fair value of these assets are included in the income statement in the period in which they arise.

(ii) Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market and are stated at amortised cost using the effective interest rate method. The company has no such loans.

(iii) Held to Maturity Investments

These investments have fixed maturities. The company has no held to maturity investments.

(iv) Available-for-sale Financial Assets

Available-for-sale financial assets include any financial assets not included in the above categories.

Available-for-sale financial assets are reflected at fair value. Unrealised gains and losses arising from changes in fair value are taken directly to equity.

Financial Liabilities

Non-derivative financial liabilities are recognised at amortised cost, comprising original debt less principal payments and amortisation. The company has no such financial liabilities.

Impairment

At the end of each reporting period, the company assesses whether there is objective evidence that a financial asset has been impaired. A financial asset or group of financial assets will be deemed to be impaired if, and only if, there is objective evidence of impairment as a result of the occurrence of one or more events (a "loss event"), which has an impact on the estimated future cash flows of the financial asset(s).

In the case of available-for-sale financial assets, a significant or prolonged decline in the market value of the instrument is considered a loss event.

Impairment losses are recognised in profit or loss immediately. Also, any cumulative decline in fair value previously recognised in other comprehensive income is reclassified into profit or loss at this point.

In the case of financial assets carried at amortised costs, loss events may include: indications that the debtors, or a group of debtors, are experiencing significant financial difficulty, default or delinquency in interest or principal payments; indications that they will enter into bankruptcy or other financial reorganization; and changes in arrears or economic conditions that correlate with defaults.

For financial assets carried at amortised cost (including loans and receivables), a separate allowance account is used to reduce the carrying amount of financial assets impaired by credit losses. After having undertaken all possible measures of recovery, if management establishes that the varying amount cannot be recovered by any means, at that point the written-off amount are charged to the allowance account or the carrying amount of impaired financial assets is reduced directly if no impairment amount was previously recognised in the allowance accounts.

When terms of financial assets that would otherwise have been past due to impairment have been renegotiated, the company recognizes the impairment for such financial assets by taking into account the original terms as if the terms have not been renegotiated so that the loss events that have occurred are duly considered.

Derecognition

Financial assets are derecognised where the contractual rights to receipt of cash flows expire or the asset is transferred to another party whereby the entity no longer has any significant continuing involvement in the risks and benefits associated with the asset. Financial liabilities are derecognised where the related obligations are discharged, cancelled or have expired. The difference between the carrying amount of the financial liability which is extinguished or transferred to another party and the fair value of the consideration paid, including the transfer of non-cash assets or liabilities assumed, is recognised in profit or loss. The company has no such transactions.

AusBiotech Ltd
ABN 87 006 509 726
Notes to the Financial Statements

For the Year Ended 30 June 2019

Note 9. Current assets - Prepayments

	2019	2018
	\$	\$
Prepayments	95,611	121,086

Note 10. Non-current assets - Property, plant and equipment

	2019	2018
	\$	\$
Computer equipment	12,251	96,382
Less: Accumulated depreciation	(4,428)	(84,427)
	7,823	11,955
Computer systems & software	99,674	204,308
Less: Accumulated depreciation	(50,744)	(141,390)
	48,930	62,918
Office equipment	2,712	5,482
Less: Accumulated depreciation	(2,712)	(5,276)
	-	206
Furniture and fittings	14,750	116,112
Less: Accumulated depreciation	(14,750)	(97,557)
	-	18,555
	56,753	93,634

Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

	Computer Equipment \$	Computer System & Software \$	Office Equipment \$	Furniture and Fittings \$	Total \$
Balance at 1 July 2017	17,321	64,068	527	37,395	119,311
Additions	3,798	13,740	-	-	17,538
Depreciation expense	(9,164)	(14,890)	(321)	(18,840)	(43,215)
Balance at 30 June 2018	11,955	62,918	206	18,555	93,634
Additions	7,303	4,708	-	-	12,011
Depreciation expense	(11,435)	(18,696)	(206)	(18,555)	(48,892)
Balance at 30 June 2019	7,823	48,930	-	-	56,753

Accounting policy for property, plant and equipment

Each class of property, plant and equipment is carried at cost or fair value less, where applicable, any accumulated depreciation and impairment losses.

The company has no freehold land and buildings.

Plant and equipment are measured on the cost basis less depreciation and impairment losses.

The carrying amount of plant and equipment is reviewed annually by directors to ensure it is not in excess of the recoverable amount from these assets. The recoverable amount is assessed on the basis of the expected net cash flows that will be received from the assets' employment and subsequent disposal. The expected net cash flows have been discounted to their present values in determining recoverable amounts.

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the group and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the income statement during the financial period in which they are incurred.

AusBiotech Ltd
ABN 87 006 509 726
Notes to the Financial Statements
For the Year Ended 30 June 2019

Depreciation

The depreciable amount of all fixed assets, is depreciated on a straight line basis over their useful lives to the company commencing from the time the asset is held ready for use. Leasehold improvements are depreciated over the shorter of either the unexpired period of the lease or the estimated useful lives of the improvements.

The estimated effective lives used for each class of depreciable assets are:

Buildings	Not applicable - company has no buildings
Computer software	2-3 years
Computer hardware	3-4 years
Office furniture and equipment	5-10 years

The assets carrying values are reviewed for impairment when events or changes in circumstances indicate the carrying value may not be recoverable.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount. These gains or losses are included in the income statement.

Note 11. Non-current assets - Intangibles

Software

Software is carried at cost. It has a finite life and is carried cost less accumulated amortisation and any impairment losses. Software has an estimated useful life of between one and three years. It is assessed annually for impairment.

Note 12. Current liabilities - Trade and other payables

	2019	2018
	\$	\$
Trade creditors	100,767	33,553
Other creditors	49,852	28,934
	<u>150,619</u>	<u>62,487</u>

Accounting policy for trade and other payables

These represent the principal amounts outstanding at the statement of financial position date. These are non-interest bearing and are at cost.

Note 13. Current liabilities - Provisions

	2019	2018
	\$	\$
Provision for annual leave	50,630	53,770
Provision for long service leave	86,359	129,671
	<u>136,989</u>	<u>183,441</u>

Provisions represent amounts accrued for annual leave and long service leave.

The current portion for this provision include the total amount accrued for annual leave entitlements and the amounts accrued for long service leave entitlements that have been vested due to employees having completed the required period of service. Based on past experience, the company does not expect the full amount of annual leave or long service leave balances, classified as current liabilities, to be settled within next 12 months. However, these amounts must be classified as current liabilities since the company does not have unconditional right to defer the settlement of these amounts in the event employees wish to use their leave entitlement.

For the Year Ended 30 June 2019

Note 14. Current liabilities - Current tax liabilities

	2019 \$	2018 \$
GST Collected	49,966	59,838
GST Paid	(11,041)	(9,763)
	38,925	50,075

Note 15. Current liabilities - Other

Current:

Prepaid memberships / grants / sponsorships / conferences

2019 \$	2018 \$
1,234,942	1,251,091

Note 16. Equity - Retained surplus

Retained surplus at the beginning of the financial year
Net surplus after income tax expense for the year

2019 \$	2018 \$
671,462	335,387
296,288	336,075
967,750	671,462

Retained surplus at the end of the financial year

Note 17. Financial Risk Management

Financial Risk Management Policies

Management and directors are responsible for monitoring and managing of the company's compliance with its risk management strategy. The overall risk management strategy is to assist the company in meeting its financial targets while minimising potential adverse effects on financial performance. Risk management policies are approved and reviewed by the directors on a regular basis. These include credit risk policies and future cash flow requirements.

Specific Financial Risk Exposures and Management

The main risks the company is exposed to through its financial instruments are credit risk, liquidity risk and market risk in relation to interest rate risk.

There have been no substantive changes in the types of risks the company is exposed to, how these risks arise, or the board's objectives, policies and processes for managing the risks from the previous period.

The company's financial instruments consist mainly of deposits with banks and receivables and payables.
The carrying amounts for each category of financial instruments are measured in accordance with AASB 139.

AusBiotech Ltd
ABN 87 006 509 726
Notes to the Financial Statements

For the Year Ended 30 June 2019

The details are as follows:

	2019 \$	2018 \$
Financial Assets		
Cash and cash equivalents	2,130,685	1,925,502
Trade and other receivables	246,176	78,334
Total financial assets	<u>2,376,861</u>	<u>2,003,836</u>
Financial liabilities		
- Trade and other payables	150,619	62,487
Current tax liabilities	38,925	50,075
Total financial liabilities	<u>189,544</u>	<u>112,562</u>

Specific financial risk exposure and management

(a) Credit risk

The company does not have any material credit risk exposure.

(b) Liquidity Risk

Liquidity risk is the risk that the company will encounter difficulty in meeting its financial obligations.

Liquidity risk is monitored to ensure sufficient monies are available to meet the company's contractual obligations as and when they fall due. This process involves the updating of cash flow forecasts, profit forecasts and regular reviews by management and those in governance.

The company has adopted a lifetime expected loss allowance in estimating expected credit losses to trade receivables through the use of a provisions matrix using fixed rates of credit loss provisioning. These provisions are considered representative across all customers of the company based on recent sales experience, historical collection rates and forward-looking information that is available.

Generally, trade receivables are written off when there is no reasonable expectation of recovery. Indicators of this include the failure of a debtor to engage in a repayment plan, no active enforcement activity and a failure to make contractual payments for a period greater than 1 year.

	Within one year 2019 \$	Within one year 2018 \$	Over one year 2019 \$	Over one year 2018 \$
Financial liabilities due for payment				
Trade and other payables (excluding estimated annual leave and deferred income)	150,619	62,487	-	-
GST liability	38,925	50,075	-	-
Total expected outflows	<u>189,544</u>	<u>112,562</u>	<u>-</u>	<u>-</u>

AusBiotech Ltd
ABN 87 006 509 726
Notes to the Financial Statements

For the Year Ended 30 June 2019

	Within one year 2019 \$	Within one year 2018 \$	Over one year 2019 \$	Over one year 2018 \$
Financial assets - cash flows realisable				
Cash and cash equivalents	2,130,685	1,925,502	-	-
Trade and other receivables	246,176	78,334	-	-
Total anticipated inflows	2,376,861	2,003,836	-	-

(c) Market risk

Interest rate risk

Exposure to interest rate risk arises on financial assets and financial liabilities recognised at the end of the reporting period whereby a future change in interest rates will affect future cash flows.

The company manages interest rate risk by ensuring that, whenever possible, payables are paid within any pre-agreed credit terms.

Sensitivity analysis

The following table illustrates sensitivities to the company exposure to changes in interest rates and equity prices. The table indicates the impact on how profit and equity values reported at the end of the reporting period would have been affected by changes in the relevant risk variable that management considers to be reasonably possible.

These sensitivities assume that the movement in a particular variable is independent of other variables.

	Surplus & Equity +/- \$	Total \$
2019		
+/- 2% in interest rates	4,261	4,261
2018		
+/- 2% in interest rates	38,510	38,510

No sensitivity has been performed on foreign exchange risk as the company has no material exposure to currency risk. There have been no changes in any of the assumptions used to prepare the above sensitivity from the prior year.

Fair value estimation

The fair value of financial assets and financial liabilities approximate their carrying value due to their short-term to maturity and are not held at fixed interest rates.

Note 18. Fair value of assets and liabilities

The company measures some of its assets and liabilities at fair value on either a recurring or non-recurring basis, depending on the requirements of the applicable Accounting Standard.

Fair value is the price the company would receive to sell an asset or would have to pay to transfer a liability in an orderly (i.e. unforced) transaction between dependent, knowledgeable and willing market participants at the measurement date.

As fair value is a market-based measure, the closest equivalent observable market pricing information is used to determine fair value. Adjustments to market values may be made having regard to the characteristics of the specific asset or liability. The fair values of assets and liabilities that are not traded in an active market are determined using one of more valuation techniques. These valuation techniques maximise, to the extent possible, the use of observable market data.

Note 19. Members' guarantee

The company is limited by guarantee. If the company is wound up, the constitution states that each member is required to contribute a maximum of \$10 towards meeting any outstanding obligations of the company. The number of members is 612 (2018: 622)

Note 20. Auditor's remuneration

During the financial year the following fees were paid or payable for services provided by M V Anderson & Co, the auditor of the company:

	2019 \$	2018 \$
<i>Audit services - MVA BENNETT</i>		
Audit or review of the financial statements	21,650	20,971

Note 21. Key management personnel

Directors' remuneration

There is no income and benefits received or due and receivable by directors of the company other than the CEO, who must be a director under the constitution. The income and benefits received or due and receivable by the key management of the company (inclusive of the CEO), and including insurance premiums to indemnify liabilities are:

AusBiotech Ltd
ABN 87 006 509 726
Notes to the Financial Statements

For the Year Ended 30 June 2019

	2019 \$	2018 \$
Total compensation		
Short term benefits	427,470	658,800
Other long term benefits	41,144	85,611
Total	468,614	744,411

Note 22. Contingent liabilities

	2019 \$	2018 \$
Bank guarantee in favour of third party for rental of premises	66,244	54,000

Note 23. Events after the reporting period

No matter or circumstance has arisen since 30 June 2019 that has significantly affected, or may significantly affect the company's operations, the results of those operations, or the company's state of affairs in future financial years.

Note 24. Reconciliation of surplus after income tax to net cash from operating activities

	2019 \$	2018 \$
Surplus after income tax expense for the year	296,288	336,075
Adjustments for:		
Depreciation and amortisation	48,892	43,217
Change in operating assets and liabilities:		
(Increase)/decrease in Trade and other receivables	(167,842)	83,442
Increase/(decrease) in Trade and other payables	88,132	123,232
Increase/(decrease) in Provisions	(48,276)	(107,693)
Net cash from operating activities	217,194	478,273

Note 25. Capital management

Management controls the capacity of the entity to ensure that adequate cash flows are generated to fund its operations. The directors ensure that the overall risk management strategy is in line with this objective.

Risk management policies are approved and reviewed by the Board on a regular basis. These include credit risk policies and future cash flow requirements.

The entity's capital consists of financial liabilities, supported by financial assets.

Management effectively manages the entity's financial risks and responding to changes in these risks and in the market. These responses include the consideration of debt levels.

Directors' Declaration

For the Year Ended 30 June 2019


In the directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, the Accounting Standards, the Corporations Regulations 2001 and other mandatory professional reporting requirements;
 - the attached financial statements and notes comply with International Financial Reporting Standards as issued by the International Accounting Standards Board as described in note 2 to the financial statements;
 - the attached financial statements and notes give a true and fair view of the company's financial position as at 30 June 2019 and of its performance for the financial year ended on that date; and
 - there are reasonable grounds to believe that the company will be able to pay its debts as and when they become due and payable.
- Signed in accordance with a resolution of directors made pursuant to section 295(5)(a) of the Corporations Act 2001.

On behalf of the directors



Ms Julie Phillips
Director



Mr Serg Duchini
Director

AUSBIOTECH LIMITED

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF AUSBIOTECH LIMITED

Opinion

We have audited the financial report of Ausbiotech Ltd (the company), which comprises the statement of financial position as at 30 June 2019, the statement of profit or loss and other comprehensive income, statement of changes in equity and statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies, and the directors' declaration.

In our opinion, the accompanying financial report of Ausbiotech Ltd is in accordance with the *Corporations Act 2001*, including:

- a. giving a true and fair view of the company's financial position as at 30 June 2019 and of its financial performance for the year ended; and
- b. complying with Australian Accounting Standards and the *Corporations Regulations 2001*.

Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Report* section of our report. We are independent of the company in accordance with the auditor independence requirements of the *Corporations Act 2001* and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110: *Code of Ethics for Professional Accountants* (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our ethical responsibilities in accordance with the Code.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Information Other than the Financial Report and Auditor's Report Thereon

The directors are responsible for the other information. The other information comprises the information included in the company's annual report for the year ended 30 June 2019, but does not include the financial report and our auditor's report thereon. Our opinion on the financial report does not cover the other information and accordingly we do not express any form of assurance conclusion thereon. In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

Responsibility of the Directors for the Financial Report

The directors of the company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the *Corporations Act 2001* and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the company's ability to continue as a going concern, disclosing as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the company or to cease operations, or have no realistic alternative but to do so.

Auditor's Responsibilities for the Audit of the Financial Report

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably expect to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from an error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

MVA Bennett



Level 3, 15 Queen Street
Melbourne, VIC, 3000
www.ausbiotech.org

