

Delivering value: highlights and forward plans

AusBiotech is dedicated to fostering a growing, strong and profitable biotechnology and life science industry in Australia through representation, advocacy and delivering services and benefits to its members.

We have been the industry's member organisation for more than 30 years, working for the success of Australian biotechnology by providing the largest dedicated network in the country and one of the largest in the world. Our substantial contribution to the life sciences ecosystem is testimony to the dedication of its 3,000 members, volunteer committees, its Board and business team.

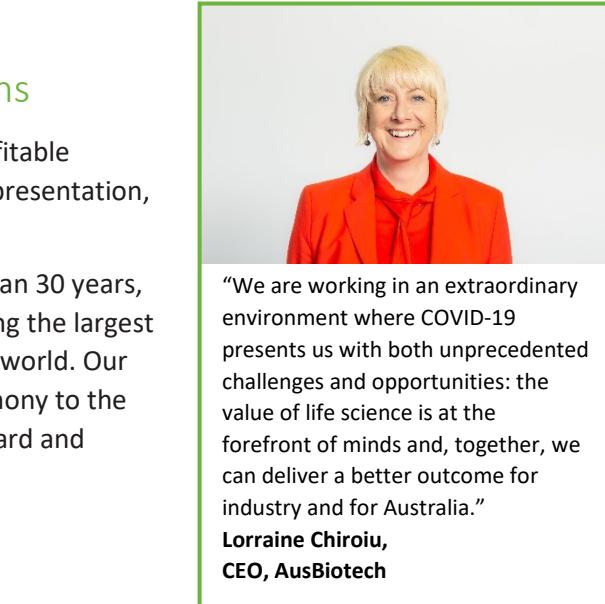
Championing advocacy

With the right Australian public policy, the potential for the Australian life sciences is enormous. AusBiotech works to be the voice of the sector; we champion advocacy and are recognised as a persuasive, credible and collaborative voice of leadership for Australia's life sciences industry.

Highlights over the past year includes: AusBiotech's CEO Policy Forum, which drew the commitment from Hon. Greg Hunt MP and Hon. Karen Andrew's for an *Australian Biotechnology 2030 Plan*; continuing our Research and Development Tax Incentive (RDTI) campaign; and advocating for the industry during COVID-19.

Australasian Biotechnology 2030 Plan to emerge from AusBiotech CEO Policy Forum

The 2019 AusBiotech CEO Policy Forum brought 25 life science CEOs/Country Heads of multinationals together with key Ministers and senior departmental staff. Discussion centred on opportunities and barriers within the life sciences sector to achieve the best growth for Australia when delivering improved health and economic outcomes for all Australians.



Commitment to life sciences was demonstrated when

AusBiotech was asked to co-lead the development of a long-term, shared vision for biotechnology in Australia.



Help us to shape policy responses: AusBiotech works to ensure that the Government continues to engage with industry across the life sciences sector, and for industry leaders to understand the government's goals and vision for the sector, their expectations of industry, and the support and industry input they require on approaches to key policy issues. AusBiotech will continue to develop and maximise opportunities to seek and share your views, knowledge and experience. AusBiotech is developing a plan to ensure a thoughtful engagement plan in light of many companies responding to COVID-19; we will be in touch with members to progress a decadal framework over the next 12 months.

Research and Development Tax Incentive

In response to a new RDTI Bill being tabled in December 2019, AusBiotech released its new research report *R&D Tax Incentive: Additionality and spillovers for the life sciences industry*. AusBiotech engaged with members during this research, and the comprehensive report clearly illustrates the significant impact of the proposed reforms on the biotech sector in comparison to the broader innovation happening within Australia. This evidence is fundamental to informing decision making.



AusBiotech submitted two responses to the Senate Inquiry considering the new RDTI Bill. The Inquiry process has been delayed until August due to COVID-19 and, as one of the pioneers of the Incentive, AusBiotech is committed to continuing to oppose the changes proposed in the Bill. The Incentive is a crucial tool to the life sciences industry, we are committed to ensuring future preservation of the valuable programme so that it continues delivering benefits to industry.

Advocating for the industry during COVID-19

As part of the Government's response to COVID-19, they passed JobKeeper payment legislation and inadvertently excluded pre-revenue companies from the applicability criteria.

The majority of biotech companies are operating in a pre-revenue state and therefore being inadvertently excluded from the Government's JobKeeper payment through its current eligibility criteria. Start-ups and SMEs account for 86 per cent of the biotech industry, employing more than 65,000 high value Australians. AusBiotech has applied to the Tax Commissioner on behalf of pre-revenue biotech and medtech companies working in Australia to have the JobKeeper payment eligibility criteria expanded.

In support of the clinical trials sector and in recognition of the challenges the health system faces during the COVID-19 pandemic, a position statement has been developed by the Research and Development TaskForce (RDTF), sponsored by AusBiotech, Medicines Australia, and the Medical Technology Association of Australia, together with respective memberships. This position statement details specific guidance on how and why clinical trial sites should remain open during the COVID-19 healthy emergency.

AusBiotech will continue to advocate for the life sciences sector as the crisis evolves.



AusBiotech works to unite the sector and to act as their voice. We offer a multitude of opportunities to be represented and to have your say to shape Australia's most influential life sciences advocacy by contributing to policy development, advocacy issues and Government submissions.

- Join a wide range of state committees and policy advisory groups, addressing topics such as the R&D Tax Incentive, clinical trials, regenerative medicine, intellectual property, and medical devices and diagnostics
- Work with State Governments to identify, strengthen and accelerate local R&D
- Opportunities to attend policy roundtables and fora with officials
- Participate in AusBiotech's annual Industry Position Survey to contribute insights, perspectives and statistics from biotech industry leaders. By building metrics on the industry's significance, AusBiotech can craft strong statements around current issues and trends and guide its advocacy efforts in the year ahead.
- Highly skilled and globally-connected talent is at the heart of Australian innovation and success. People are the underlying foundation of commercial success and so we need to ensure we address the current gaps and plan for the future growth of our sector so that Australia remains a world-leading location for life sciences. A survey will soon be released to identify skills in biotech, medtech, pharma, and the digital health sector that are facing current, emerging, and future skills shortages. This project has been developed by a cross-industry project team from AusBiotech, MTPConnect, Medicines Australia, MTA, and ANDHealth.

- Help us to realise our regenerative medicine (RM) vision and create an end-to-end world leading value chain (from discovery to delivery) that grants Australian patients access to world-class RM therapies, creates jobs and enables the export of Australian therapies to the world.
- As part of its efforts to increase access to capital, AusBiotech will work to increase awareness and understanding of life sciences amongst investors and government officials, to demonstrate the economic and social value that the sector delivers. Get in touch if you're interested in AusBiotech's resources for increasing life sciences literacy for investors.

Tell your story, and save your bottom line



There are **ongoing opportunities for members to offer views and case studies, and to tell their stories**, in print and in person. AusBiotech works to keep our members informed on current trends, initiatives, achievements and industry news through a number of methods, including prioritised inclusion of editorial in:

- Twice-weekly e-news through BiotechDispatch
- Access to our member-only LinkedIn group
- Bi-annual *Australasian Biotechnology* journal
- Quarterly policy update

Our active social media communities on Twitter (@AusBiotech) and LinkedIn (AusBiotech), connects and informs the Australian life science industry. Join us and stay up to date on the latest information.

AusBiotech's **Business Solutions Programme** offers members special savings on products and services that are essential to their business operations.

Members receive experience, expertise and significant savings through AusBiotech's strategic partnerships with industry-leading suppliers: ausbiotech.org/member-services/business-solutions-program

Exclusive profiles are available for AusBiotech members on our online directory, offering access to information on biotechnology and life science companies and institutes in Australia. AusBiotech member organisations can display tailored information and receive endorsement with the AusBiotech logo. Log in to customise your company profile: ausbiotech.org/directory

The directory filters companies by sector, indications, product phase and many other categories with the comprehensive search form and automated alerts. It is part of the larger Biotechgate global life science database, which includes more than 40,000 company profiles.

New this year: Future trends analysis

Over the past year, AusBiotech has launched its new initiative at its AusMedtech and AusBiotech conferences: the *Future Forum*. The panel discusses trends, emerging technologies, and their implications. This year, AusBiotech will launch the ***Future Trends Analysis***, capturing these areas and working to ensure the Australian life sciences industry is structurally supported to capitalise on these new technologies opportunities.

Australasian BioTechnology

Australasian BioTechnology

AusBiotech: Communicating during COVID-19

Listed group

Start a conversation in this group

Research recently released

AusBiotech develops a suite of research to demonstrate the significance of the sector, and give deeper insight into the maturation Australian life sciences has undertaken.

- AusBiotech revealed momentous growth in the Australian life sciences sector over the past two years, through its ***Sector Snapshot 2019***. The research confirmed that there is a 12 per cent growth in the number of organisations, growing from approximately 1,654 to 1,852, and a five per cent growth in employees, increasing from 232,213 people to 243,406 between 2017 and 2019. The report provides an updated overview of the sector in Australia, in terms of organisation and employment numbers across the country, and gender distribution within the sector, to determine how the sector has changed since 2017 when this data was collected for the first time.
- ***Cellular Therapies and Regenerative Medicine in Australia 2019***: The six-page publication reveals updated figures demonstrating how the regenerative medicine industry is in a healthy growth trajectory, and provides an overview of the key industry milestones and activities, as well as highlighting the benefits of partnering with Australia.



Focusing on growth

AusBiotech's suite of events – whether online or in person – offers members opportunities to speak, support, attend (at free or discounted rates), and to partner with other leaders in the sector.

Once there is more certainty on international travel, we will be promoting our international delegations again, including to JPMorgan, Asian Investment Series, BioKorea and BIO. In the meantime, we look forward to when we can meet again domestically in person, and are excited to launch BiotechTalks, our new webcasting platform.

Capital is critical to the success of life sciences companies and AusBiotech is looking at how to best continue its sophisticated programme of investment events to support the attraction of partners and investors. This programme has proven to raise multi-million dollar investments. It facilitates the global development of the Australian life sciences industry, increasing awareness and, therefore, opportunities for communication, collaboration and commercialisation. According to BioShares, ASX-listed life science companies raised more than \$1 billion in the last calendar year.

Women in Life Sciences Luncheons: NSW & QLD

The Women in Life Sciences Luncheon provides a forum for leaders to gather and support each other in their careers within the life sciences sector, to achieve a more equal standing. The brought together more than 230 guests to Brisbane and more than 440 guests to NSW, which was held in advance of International Women's Day.

Speakers discuss recent research, initiatives and actions being successfully undertaken to achieve a more equal gender equality standing in life sciences.

Bio Digital 2020 & planning for 2021

With COVID-19 putting 'the planes on blocks', we were sadly unable to assemble our annual Australian Pavilion and fly across to BIO in person. However, as an **AusBiotech membership benefit**, we have offered discounts to you for BIO Digital so you can still partner globally, from the comfort of your couch. We look forward to when international borders can safely reopen and we can lead the delegation again.



New: BiotechTalks webcasting

BiotechTalks, our new AusBiotech virtual events platform, allows the Australian biotechnology industry to participate in events while we are unable to meet face-to-face.



Stay connected, present ideas, projects and updates, and exchange knowledge from one home to another. BiotechTalks provides a platform that assists our AusBiotech members and industry affiliates to reach large, dispersed audiences by streaming and presenting content via a secure platform.

Topics may include in investment, regulation, reimbursement, clinical trials, regenerative medicine, therapeutics and medtech. Please reach out if you are interested in being involved.

Biggest week in Biotech 2019

The two premier events brought over 1,400 industry leaders, investors, researchers and regulatory representatives together from 25 countries to hear over 100 speakers at the largest biotech gatherings in the Australian life science industry. The two conferences lift the profile of the Australian biotechnology industry, share new and ground-breaking knowledge, connect companies, and creates access to greater funding sources for companies to develop world-class science into therapies, diagnostics and medical devices. AusBiotech's programme of support for start-ups and spin-outs is included through the early stage investment forum, and more established private and public companies are given the opportunity to take centre-stage, demonstrating the potential of life science companies to up to 400 delegates and investors, including global pharmaceutical companies from around the world.



Save the date: October 2020

Planning is underway for AusBiotech 2020, from 28 - 30 October in Melbourne, and Australia Biotech Invest & Partnering 2020, on 29 October 2020. The annual AusBiotech conference has brought together Australian and international biotech leaders and stakeholders for more than three decades, creating a forum to reflect on the sector's achievements and exchange ideas to further advance the sector's standing both nationally and globally.

Whether in person, digital, or a hybrid of the two, AusBiotech remains committed to connecting current and future sector leaders, and delivering the biggest and best week in biotech again. Block out your diaries and be sure to attend.

SAVE THE DATE

AusBiotech | 2020
Australia's Life Sciences Conference

28-30 October 2020
Melbourne Convention Centre

ausbiotechnc.org

HOST INDUSTRY BODY

AusBiotech
AUSTRALIA'S BIOTECHNOLOGY ORGANISATION

**AUSTRALIA BIOTECH
INVEST & PARTNERING
2020**

Connecting capital with innovation

29 October 2020
Melbourne Convention Centre

ausbiotechinvestment.com.au

HOST STATE PARTNER

VICTORIA
State Government

Get the most out of your AusBiotech membership; contact us to be more involved in our activities:

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