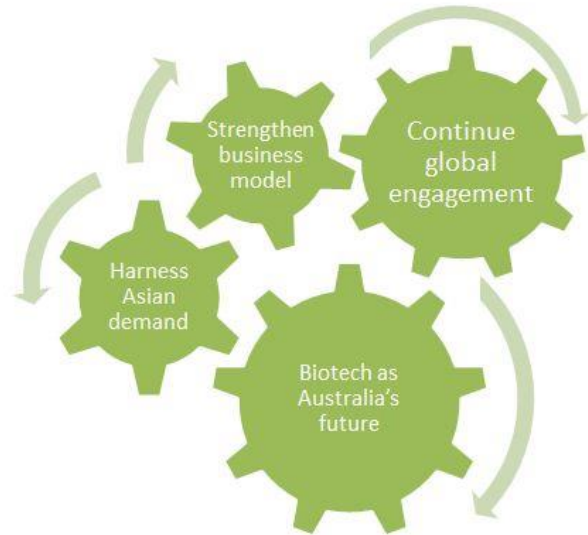


## Strategic Plan

AusBiotech's work is guided by the current strategic plan (2016 – 2017), developed in collaboration with members:

- Ensure global engagement is strong in established markets in North America and Europe;
- Harness the opportunity in rising Asian biotech development;
- Leverage the rapidly changing dynamics of the Australian industry to raise biotechnology's profile and support from governments;
- Strengthen the AusBiotech business model by identifying opportunities to grow the revenue base and provide professional growth in the organisation.



## 2017 AusBiotech highlights

### Attracting investment

AusBiotech is committed to fostering relationships between life science companies and investors, helping companies to access venture capital and patient investment.

- **Our investment events** including Australia Biotech Invest, the Asian Investment Series and Broker Meets Biotech help companies forge partnerships with investment communities in Australia and around the world.
- **The AusBiotech-led Global Investment Program**, funded through the MTPConnect Project Fund Program, aims to enhance the capability of companies to engage with international markets and global supply chains.
- **Developing new resources and educational material**, with the *Guide to Life Sciences Investing*, *Roadmap to a Successful IPO* and *Pitching to Investors Workshop*.

### Strong representation to governments

AusBiotech maintains strong connections with government and encourages members to share their perspectives and insights. Governments regularly seek AusBiotech's views on the R&D Tax Incentive, regulatory reform, red tape cuts, clinical trials, intellectual property and tax reform. Our advisory groups and related organisations include:

- Agricultural Biotechnology Council of Australia (founding member)
- AusMedtech
- AusAg & Foodtech
- Regenerative medicine
- Clinical trials
- Digital health



"As we continue to facilitate the global development of the Australian life sciences industry, your membership of AusBiotech helps us support you."

**Glenn Cross, CEO, AusBiotech**

In the past 12 months, AusBiotech made more than 18 submissions to governments, attended more than 30 consultations and over 100 face-to-face meetings.

## CEO forums and survey

The annual *AusBiotech Industry Position Survey* gathers insights, perspectives and statistics from biotech industry leaders, enabling AusBiotech to craft strong statements around current issues and guide advocacy efforts in the year ahead. The 2017 survey showed the strongest year on record for the Australian biotech sector.

## AusBiotech's Australian Life Science Innovation Directory

AusBiotech's fully searchable directory offers access to information on biotechnology and life science companies and institutes in Australia. 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.

### Exclusive profiles for AusBiotech members

Exclusive profiles are available for AusBiotech members, enabling organisations to display tailored information and receive endorsement with the AusBiotech logo. Log in to customise your company profile: [ausbiotech.org/directory](http://ausbiotech.org/directory)

## Global engagement

AusBiotech facilitates one-on-one business meetings to assist members in accessing international markets and promote Australian biotechnology on the world stage. Once again, we are leading the annual Australian delegation to BIO, the world's largest biotechnology-focused exhibition, to be held in June 2017 in San Diego.

AusBiotech has established strong connections with Japan's regenerative medicine sector and is involved in key discussions with the Forum for Innovative Regenerative Medicine (FIRM). AusBiotech has signed two memorandums of understanding with Korea, with the Council for Advanced Regenerative Medicine (CARM) and with the Korea Health Industry Development Institute (KHIDI).

## Member discounts

Members receive special discounts to AusBiotech events. The Business Solutions Program offers members special savings on products and services that are essential to their business operations.

## Events, information sharing and networking

AusBiotech was proud to host the International BioFest 2016, the largest-ever gathering in the Australian life sciences that attracted close to 2,000 delegates in Melbourne. In the last 12 months, AusBiotech hosted 64 events, attracted 8,606 delegates and facilitated almost 2,500 partnering meetings.

Our suite of events include local and international events, such as the industry's flagship AusBiotech national conference, the AusMedtech conference and regular networking events such as BioBeers & Bubbles.

Members receive free access to *Biotech Dispatch*, our twice weekly newsletter, and *Australasian Biotechnology* journal, featuring stories and in-depth commentary. Our active social media networks, including Twitter and LinkedIn, connects and informs the Australian life science industry.

More than  
**60** events  
**8,600** delegates  
**2,500** partnering meetings

For more information on AusBiotech's activities please contact:

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