



Australia China Business Council
澳大利亚中国工商业委员会
Celebrating 50 Years in 2023

MedTech Commercialisation Forum



International Chamber House – Level 5,
121 Exhibition St Melbourne



Tuesday 7 February 2023
12.00pm - 2.30pm AEDT



BOOK NOW

Date: Tuesday 7 February 2023

Time: 12:00pm - 2:30pm AEDT

Venue: International Chamber House – Level 5, 121 Exhibition St
Melbourne

In-Person Cost: \$55 for ACBC Members and \$85 General Admission
(+GST+Booking Fee)

Online Cost: Free for ACBC Members & China guests and \$35 General
Admission (+GST+Booking Fee)

ACBC Victoria invites you to this in-depth forum exploring collaboration and commercialisation opportunities in the health and MedTech sector.

With the rapid growth of the MedTech industry, there is no better time for emerging Australian and Chinese companies to enter the Australia-China markets.

Opportunities for Australia to collaborate with Chinese organisations are large and growing as China works towards fulfilling one of the key aspects of its goal of modernity: a universal, affordable healthcare system for the largest population in history.

Despite the huge opportunities, Australian and Chinese companies face challenges in entering each other's market and often hesitate.

Join ACBC Vic and Access Asia Health Accelerator for an in-depth and practical discussion on how the MedTech industries can work together and overcome the challenge, fill the 'knowledge gaps' in both markets, and promote increased participation and cross-pollination of technology, capital and investment.

In this roundtable forum, you will have the opportunity to network with leading organisations and hear the success stories and shared experiences of overcoming challenges to entry from Australian and Chinese companies including BGI and Nanjing DeShi Diagnostics.

Speakers:



David Anderson **Honorary Associate, Burnet Institute**

David Anderson is an Honorary Associate and was previously Deputy Director (Partnerships) of the Burnet Institute in Melbourne, Australia. Trained as a virologist, his work over the past 25 years has had a major focus on biomarker discovery, and development and commercialisation of lateral-flow point of care (POC) diagnostics in infectious diseases and related health conditions.

His work has led to a number of licensed diagnostics used worldwide, and he is President and Chief Scientist of Nanjing DeShi Diagnostics, a new startup company in China. He is the author of more than 90 papers and book chapters, and an inventor of 10 families of patents. He is an Executive Member of OzSAGE, a multidisciplinary team of experts providing independent advice on the COVID19 pandemic response, and the Australian Centre for HIV, Hepatitis and HTLV1 Virology (ACH4), a network of laboratory research experts with a focus on translational research.



Virginia Birrell **CEO, ACBC Victoria & Tasmania**

Virginia Birrell joined the Australia China Business Council Victoria as CEO in August 2014. Her primary responsibilities are to optimise the performance and strategic growth of ACBC Victoria and to ensure member companies are provided with key training, policy advice and strategic networking activities to grow their business opportunities in and with China.



Kelvin Chan **Business Development Manager, BGI Health**

Kelvin Chan is the Business Development Manager at BGI Health looking after the Australian and New Zealand customers in the Research and Diagnostics sectors.

BGI Health is headquartered in Shen Zhen, China and was founded in 1999 with a vision of using Genomics to benefit mankind. BGI has become the largest genomics organisation in the world with a focus on scientific research and applications in healthcare, agriculture, conservation and environment.

Prior to this, Kelvin was a Core Lab Manager for Healthscope, with a focus in pathology testing and operations. Kelvin has over 20 years of commercial and laboratory experience in the Medical and Health industries. He has worked in major health and biotech organisations such as Arrotex Pharmaceuticals and Australian Clinical Labs.



James Hutton
Senior Partner, MinterEllison

James specialises in capital markets and M&A and is the National Leader for MinterEllison's Life Sciences Practice and the Head of the firm's ECM practice in Melbourne. He has more than 25 years' extensive experience in all forms of equity and hybrid capital raisings and other corporate finance transactions, as well as public and private merger and acquisition deals.

James' expertise extends across the medical research and commercialisation, pharmaceuticals, medical devices, biosciences, health and aged care industries. He is a strong supporter of innovation in the Australian and global life sciences industry, providing structuring, regulatory (including TGA), fundraising, governance and due diligence advice to a range of organisations including MedTech / health tech start-ups as well as established Australian and offshore private organisations and ASX and NASDAQ listed companies. He is also one of the leading venture capital lawyers for life sciences in Australia, awarded Key Advisor to the winner of the 2022 Venture Capital Investment Deal of the Year Award from the Australian Investment Council.

He is also the Chair of MinterEllison's Partnership Selection Committee.

Tim Lee
Senior Investment Manager, Shenzhen Economic and Trade Office (SETO)

The Shenzhen Economic and Trade Office (SETO) is an Australia based not-for-profit business service provider representing the City of Shenzhen, China's greatest trading city. Directly sponsored by the Shenzhen Municipal Government, SETO offers guidance and consultation to Australian and New Zealand organisations wishing to enter the Chinese market by means of investment and trade. With a bilateral focus, SETO also serves Shenzhen companies looking to enter the Australian and New Zealand market. In addition, SETO serves as a liaison for the Shenzhen Municipal Government and acts as a point of contact for all economic related inquiries on behalf of the municipal government.



Dr Amanda Xiaoqing Mao
Managing Director, Acurit Medical Communications

Dr Amanda Mao is Managing Director and Founder of Acurit Medical Communications. Established in 2016, Acurit is specialized in bilingual Chinese medical communication services. They help Western companies in pharma and nutrition find, secure and manage scientific projects via Chinese healthcare client-facing. They also do medical writing and medical translations between English and Chinese.

Dr Mao has more than 15 years of experience in the pharma and nutrition industries, including eight years of scientific and managerial experience with Pfizer and Biostime (now part of H&H Group) in China. Dr Mao is on the Executive Board of the Victoria branch of the Australia China Business Council (ACBC), as well as a member of the ACBC's Health and Medical Research Working Group. She is also a Multicultural Business Ministerial Council Member from the Victorian Government.

Dr Mao received her PhD in Biochemistry at the University of Missouri – Columbia in the US, and her Bachelor's and Master's in life sciences in China.



Jason Sun

CEO, Access Asia Health Accelerator

Jason Sun was one of the original founders of Access Asia Health Accelerator (formerly ACHA). He joined the board and was appointed as the Chief Executive Officer in 2018. Jason has more than 20 years experience in multiple healthcare environments including pharmaceutical, hospital, community health, eHealth, health insurance, industry association and government health department.

He is the current Chair of the Health and Medical Research Working Group at the Australia China Business Council Victoria and was the Head of Engagement (Greater China) at the Department of Health and Human Services.

Jason has led a number of national and statewide programs and was responsible for Victoria's healthcare engagement with China.

Jason is an expert in Medical Technology Commercialisation. He co-founded the UprAsia program which was funded by the Victorian and Commonwealth Governments to assist Australian MedTech companies to enter into Asian markets.

He is a co-founder and director of Eyetelligence, a Melbourne based healthcare AI company which has won a major grant from the Australia Medical Research Future Fund. Jason is also advising a number of other Australian MedTech companies on their commercialisation strategies.



Michael Woods

Chief Executive Officer, Newburyport Partners

Michael completed Bachelor of Commerce and Science degrees (Genetics, Accounting and Finance) at Melbourne University and then joined the Macquarie Group, spending 13 years in investment banking, funds management, private equity and project management working in Melbourne, Seoul, Moscow, Almaty, and London.

During this time, he advised Australian businesses on capital raising strategies, invested more than A\$2 billion of Macquarie fund capital and took increasingly active asset management and strategic development roles, leading ultimately to the leadership of investment activities for a A\$1billion investment fund in Russia, the establishment of a start-up company in Kazakhstan and executive roles in pre-revenue project in Philippines.

After returning to Australia, Michael sought to combine his extensive strategic, commercial, financial and project management expertise with his passion for the life science and early stage start up sectors and has been advising and investing in early stage companies since 2017.

Michael leads the corporate advisory and financing specialist Newburyport Partners, Chairs Lenexa Medical and is a non-executive director on the boards of Eyetelligence Limited, Eyerising Pty Ltd, NetHealth Pty Ltd, Orbel Health Limited and Daylesford Macedon Tourism.

ACBC Victoria State Partners



GLOBAL VICTORIA

Not an ACBC member yet?

Join the premier organisation dedicated to promoting Australia-China business and trade.
With branches Australia-wide, we welcome you to join ACBC in 2023.
To find out more, visit our [website](#), email vicmembership@acbc.com.au or call (03) 1300 918 836.

ACBC National Partners



The Rio Tinto logo is a red rectangular box with the words 'Rio Tinto' in white, sans-serif font.

There is limited space for this event. Please book a ticket to secure your spot and be sure to let us know if you can no longer attend. Any cancellations made within 7 days of the event are non-refundable.

This event will be operating under COVID-safe guidelines. We are aware that leading up to this event, the public health orders could change with regards to events, and we will monitor them and keep you informed.

Your membership will be cross-referenced prior to the event.

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If you registered for an online ticket, you will receive a follow-up confirmation email on the day before the event containing further login details (If you do not receive an email, please check your junk folder or contact zach.eggleson@acbc.com.au).

Any queries please contact zach.eggleson@acbc.com.au