

2024-25 Partnership prospectus

AusBiotech
AUSTRALIA'S BIOTECHNOLOGY ORGANISATION



Why partner with us?

Brand amplification: Secure a pivotal sponsorship role in AusBiotech's national annual events. Gain unparalleled brand exposure and become an integral part of Australia's biotechnology narrative.

Prominent logo placement: Position your brand at the forefront of AusBiotech's flagship events, securing high visibility with industry leaders, innovators, and decision-makers.

Customised sponsorship packages: Co-create a tailored package that aligns with your marketing objectives to maximise your brand's impact in the biotech sector.

Executive & VIP connections: Engage directly with industry powerhouses at networking events and in the exhibition hall.

Thought leadership: Participate in expert panels, establishing your brand as an authoritative voice and leader in our industry.

Year-round digital reach: Leverage prime placement on digital platforms, including event websites, email campaigns, and social media channels, ensuring regular touchpoints for your brand in the biotech community.

Multi-year agreements

Enduring brand presence: Secure a multi-year agreement with AusBiotech, positioning your brand consistently at the vanguard of innovation. Benefit from sustained visibility and influence at premier events across several years, reinforcing your brand's impact and commitment to the biotech industry.

Budget stability and strategic allocation: Lock in your sponsorship at a stable rate with a multi-year contract, ensuring cost efficiency. This offers your brand strategic resource allocation for better financial planning and investment in future initiatives.

Long-term relationship building: Establish your brand as a trusted partner of AusBiotech events. By committing to a long-term sponsorship, foster deep and lasting connections with key industry players, enhancing your brand's credibility and network.

Tailored packages

Leverage the flexibility of co-creating a bespoke sponsorship bundle combining multiple elements. This approach not only maximizes your brand's exposure across various platforms at AusBiotech's premier events but also aligns closely with your specific marketing and engagement objectives.

What happened in 2023?

AusBiotech is run by industry, for industry.

All membership fees and event costs are re-invested back into the organisation to remain sustainable and financially-sound, and focused on delivery of members' and industry's needs.

OUR SECTOR IN NUMBERS



178

life science companies listed are on the ASX representing a market capitalisation of approximately of

\$255 billion

(~\$233 Billion in 2022)

2,654

organisations actively working in the Australian life sciences ecosystem³

1,427+

companies in the life sciences industry, increasing 40% (from 1,017) since 2019⁴



Women representation in industry has increased to

35%

up from 32% in 2019. Overall, women represent 53% of the life sciences workforce⁵

8,103

active clinical trials underway in Australia (as at 17 May 2023)²



9

cell and gene products approved by the TGA since 2018⁶

AUSBIOTECH'S YEAR IN NUMBERS



5,200

registrations for AusBiotech-led events, across 32 events, connected our communities



31,000+

social media followers across AusBiotech channels, keeping you informed of achievements and issues

6

formal policy submissions made, supporting the issues of benefit to our industry



2

Fora: The Annual CEO Policy Forum & Biotech Industry Forum connected industry and policy makers

60+

engagement meetings held with Federal and State Governments, ensuring industry's rightful place as a key and growing economic and social driver



5

state-based policy roundtable tables with >100 c-suite executives to inform AusBiotech's advocacy work

50+

state branch/advisory committee meetings held, providing value and positioning informed by experiences

Shape the future with AusBiotech in 2024

March
Sydney, NSW

[Women in Life Sciences Luncheon](#)

Co-hosted by AusBiotech and Medicines Australia, the Women in Life Sciences Luncheon coincides with International Women's Day 2024, marking a significant celebration of women's roles in life sciences.

May
Adelaide, SA

[AusMedtechInvest](#)

AusMedtechInvest 2024, Australia's first boutique medtech investment roundtable forum, fosters personal connections between medtech businesses and investors, driving capital to innovative ideas in a competitive market.

May
Adelaide, SA

[AusMedtech](#)

By partnering with AusMedtech 2024, your organisation will not only gain visibility but also align with the forefront of medical technology innovation. You'll have the unique opportunity to position your brand alongside a conference that's shaping the future of healthcare.

October
Melbourne, VIC

[AusBioInvest](#)

Connecting innovation with capital, this flagship event offers the opportunity for companies to pitch to and make meaningful connections with investors, alongside keynote presentations and panel discussions from investment specialists.

Oct-Nov
Melbourne, VIC

[AusBiotech](#)

Australia's flagship life sciences conference promises cutting-edge insights, inspiring speakers, and unparalleled networking. With diverse topics and expert speakers, partnering with the nation's largest life sciences conference is your gateway to aligning your brand at the forefront of industry trends.

Quarterly
VIC, NSW, QLD, SA, WA

[BioCheers](#)

Promote your brand locally through our quarterly informal state-based networking events.

Our team is here to help

If you have any further enquiries regarding sponsorship or partnership opportunities feel free to contact our events team

events@ausbiotech.org

March
Sydney, NSW

Event contact

Women in Life Sciences Luncheon

www.ausbiotech.org/events/event/nsw-women-in-life-sciences-luncheon-2024

[Britney Toogood](#)
0428 553 199

btoogood@ausbiotech.org

May
Adelaide, SA

Event contact

AusMedtechInvest

www.ausbiotechinvestment.com.au

[Kirsty Howell](#)
0419 187 567

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May
Adelaide, SA

Event contact

AusMedtech

www.ausmedtech.com.au

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October
Melbourne, VIC

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Oct-Nov
Melbourne, VIC

Event contact

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Quarterly

VIC, NSW, QLD, SA, WA

VIC, QLD, SA, WA contact

NSW contact

BioCheers

<https://www.ausbiotech.org/events/category/state-events>

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AusBiotech Investment

AUSTRALIA'S BIOTECHNOLOGY ORGANISATION

AusBiotech's investment programme helps Australian life sciences companies connect with international capital markets and empowers them to be competitive on a global scale by: leading companies to global investment hubs; arranging access to opportunities for collaboration and partnerships; and providing investor support and education, both domestically and internationally.

AusBiotech Investment

AusBiotech's well-established investment attraction programme has helped empower Australian life science companies to connect with international capital markets and be competitive on a global scale for almost 15 years by:

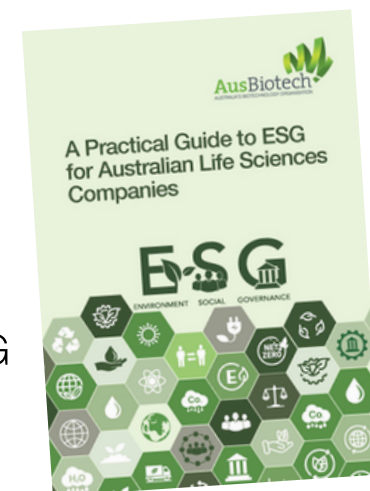
- Leading companies to global investment hubs;
- Arranging access to opportunities for collaboration and partnerships; and
- Providing investor support and education, both domestically and internationally.

The investment attraction programme is driven by AusBiotech's Investment team, and is supported by AusBiotech's Investment Advisory Group, with the programme also integrated into AusBiotech's events and policy activities.



2023 investment achievements

World-first ESG Guide developed for early-stage biotechs, supporting industry companies on their ESG journey.



Foreign investment report published, calculating the amount of US-originated capital flowing into Australian life sciences.



Australian Life Sciences Incubator and Accelerator Directory published, providing a valuable resource for early-stage biotechs





AusMedtechInvest

2024 Invest in
Health

21 May 2024 | Adelaide, South Australia



AusMedtechInvest

2024 Invest in Health

**Adelaide Convention &
Exhibition Centre**
21 May 2024

Connecting capital with innovation: We're bringing together Australia's most innovative medtech businesses with investors who want to have a positive impact on people's lives through investment in the biotech/life sciences sector.

AusMedtechInvest 2024 is Australia's inaugural boutique medtech investment roundtable event, aiming to build meaningful personal connections between innovative medical technology (devices and diagnostic) businesses and investors to help great ideas attract the capital needed to thrive in a fast-paced, competitive market.

This is Australia's premier, boutique medical technology investment event, and you won't want to miss the opportunity to connect, learn about emerging innovations, and drive growth in Australia's medtech industry.

Held during Australia's 'biggest week in medtech', join us at the Adelaide Convention Centre on Tuesday 21 May for an intimate half-day programme of company presentations, keynote speakers, and informative market updates along with the opportunity of one-to-one investment partnering.

Connect with future partners

AusMedtechInvest directly connects innovative medical technology-focussed companies with the investment community, enabling Australian medical technology companies to present their business case in a ten-minute pitch to a room full of investors. Our business partnering system and on-site networking lounge offer additional opportunities to connect.

AusMedtech 2024 will feature keynotes from investment experts on industry trends and updates from domestic and international markets to the investor audience, including those in venture capital, private equity, high net worth individuals, and brokers, in addition to presentations from Australia early to late-stage medtech companies seeking investment and strategic partners.

Partnership of AusMedtechInvest 2024 creates a significant level of access and engagement. Packages are available for various levels of branding and budget; if the traditional offerings do not cater for your specific needs, please contact us to discuss a more personalised package.

	Member (exGST)	Non-member (exGST)	Registration Discount	Speaking Opportunity	Brand Promotion
Keynote & panel sessions	5,000	8,000	✓	✓	✓
Networking lounge	5,000	8,000	✓		✓
Barista coffee cart	2,500	4,000	✓		✓
Lanyards	2,500	4,000	✓		✓
Printed event handbook	3,500	5,500	✓		✓
Event handbook advertisement	950	1,450	✓		✓

Keynote and panel sessions

(multiple opportunities)

Member \$5,000 ex GST

Non-member \$8,000 ex GST

Your support of the AusMedtechInvest 2024 programme provides a unique and high-value opportunity for your company to be a key visual feature to our audience of investors and industry representatives. Multiple opportunities are available (to be confirmed once programme is finalised).

Programme:

- Opportunity to provide a speaker, panellist or chair for the nominated session in consultation with the Programme Committee
- Verbal acknowledgment at the session

Delegate:

- One (1) AusMedtechInvest registration for nominated speaker, panellist or chair, please note these do not include access to partnering

Branding:

- Opportunity to provide a freestanding banner to be displayed during the nominated session (banner to be provided by partner)
- Acknowledgement in digital and printed materials leading up to and during AusMedtechInvest 2024, including event website and programme
- Acknowledgement within pre and post-event marketing activities, including e-marketing, direct mailings and social media

Marketing:

- Opportunity to provide collateral for display within the networking lounge (collateral to be provided by partner)





Networking lounge

Member \$5,000 ex GST

Non-member \$8,000 ex GST

Host and sponsor the networking lounge, which is adjacent to the event. Take the opportunity to host small group conversations or meetings with your stakeholders, or simply brand the lounge with your corporate message. This is a high-exposure opportunity for branding and profile.



Programme:

- Exclusive ownership of the networking lounge alongside AusBiotech and the Host State Partner
- Lounge furniture

Delegate:

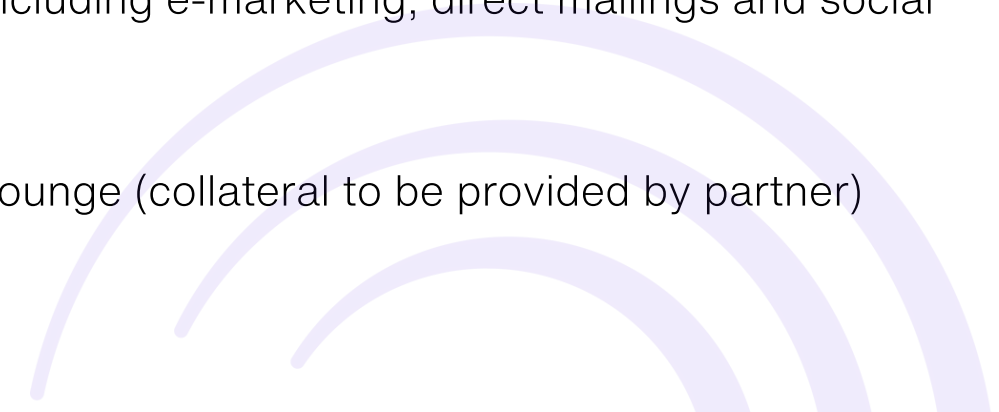
- One (1) conference registration, note this does not include access to AusPartnering

Branding:

- Opportunity to provide a freestanding banner to be displayed during the nominated session (banner to be provided by partner)
- Acknowledgement in digital and printed materials leading up to and during AusMedtechInvest 2024 including event website and programme
- Acknowledgement within pre and post-event marketing activities including e-marketing, direct mailings and social media

Marketing:

- Opportunity to provide collateral for display within the networking lounge (collateral to be provided by partner)





Barista coffee carts

Member \$2,500 ex GST

Non-member \$4,000 ex GST

One of the most prominent packages available with your logo featured on the coffee carts, to be located directly outside the room throughout the half-day event. With anticipated high visitation by the attendees at AusMedtechInvest 2024 and featured in photos, the coffee cart partnership is an ideal way to ensure your brand is front of mind.



Programme:

- Exclusive ownership of the barista coffee cart

Delegate:

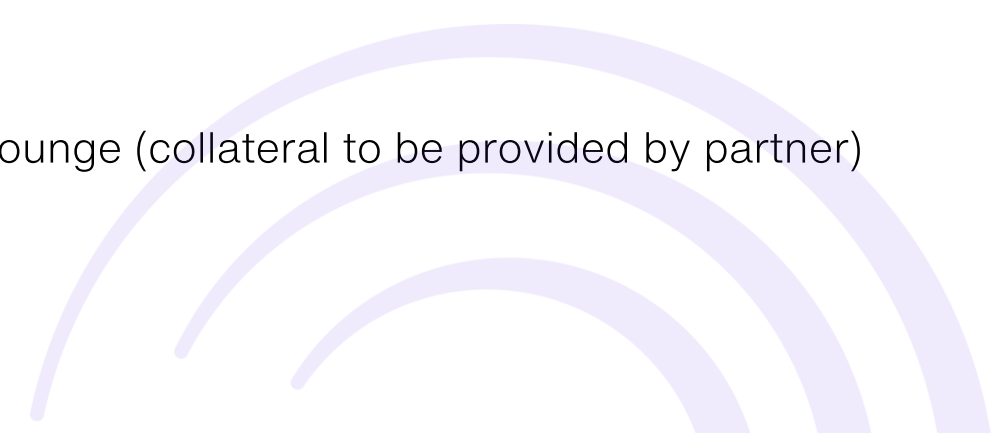
- One (1) conference registration, note this does not include access to AusPartnering

Branding:

- Opportunity to provide disposable or reusable branded coffee cups (cups to be provided by partner)
- Coffee cart signage (signage to be provided by partner)
- Acknowledgement in digital and printed materials leading up to and during AusMedtechInvest 2024 including event website and programme
- Acknowledgement within pre- and post-event marketing activities including e-marketing, direct mailings and social media

Marketing:

- Opportunity to provide collateral for display within the networking lounge (collateral to be provided by partner)





Lanyards

Member \$2,500 ex GST

Non-member \$4,000 ex GST

The lanyard partnership is an ideal way to ensure your brand is front of mind with all delegates. This is one of the most prominent branding packages available with your logo featuring on the lanyards worn by all attendees at AusMedtechInvest 2024. The lanyards will also be featured in photos.

Programme:

- Exclusive ownership of the conference lanyard (lanyards to be provided by partner)

Delegate:

- One (1) conference registration, note this does not include access to AusPartnering

Branding:

- Logo and/or text printed on lanyards (lanyards to be provided by partner)
- Acknowledgement in digital and printed materials leading up to and during AusMedtechInvest 2024 including event website and programme
- Acknowledgement within pre- and post-event marketing activities including e-marketing, direct mailings and social media

Marketing:

- Opportunity to provide collateral for display within the networking lounge (collateral to be provided by partner)

Printed event handbook

Member \$3,500 ex GST

Non-member \$5,500 ex GST

The event handbook is a high-visibility partnership opportunity. A digital and printed handbook is provided to all delegates and includes all pitching company profiles. The event handbook is a great resource and takeaway for all investors and delegates to refer to, long after the event is over. This partnership is an ideal way to ensure your brand is front of mind with all investors and delegates.

Programme:

- Opportunity to be recognised as the partner for the event handbook

Delegate:

- One (1) conference registration, note this does not include access to AusPartnering

Branding:

- Logo and one-page advertisement included in prominent position within the event handbook (partner to supply the artwork and one-page advertisement prior to printing)
- Acknowledgement in digital and printed materials leading up to and during AusMedtechInvest 2024 including event website
- Acknowledgement within pre- and post-event marketing activities including e-marketing, direct mailings and social media

Marketing:

- Opportunity to provide collateral for display within the networking lounge (collateral to be provided by partner)

Handbook advertisement

Member \$950 ex GST

Non-member \$1,450 ex GST

Profile your company and brand to investors and attendees at AusMedtechInvest by including an A4 advertisement in the event handbook.

Branding:

- One-page advertisement included in within the event handbook (partner to supply the artwork and one-page advertisement prior to printing)

Sponsorship opportunities

Be a catalyst for transformation at **AusMedtechInvest 2024**, the premier platform for medtech innovation and investment.

As a sponsor or exhibitor, you'll be at the centre of a dynamic ecosystem, connecting with top-tier investors and influential industry figures. Elevate your brand, spotlight your products and services, and engage in meaningful conversations that lead to impactful collaborations.

Connecting capital with health innovation

Packages will be confirmed once the event agreement has been signed and returned to AusBiotech.

Kirsty Howell

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ausbiotechinvestment.com.au





AusBioInvest

2024 Invest in Health

29 October 2024 | Victoria, Australia

Sponsorship opportunities

Be a catalyst for transformation at **AusBioInvest 2024**, the premier platform for biotech innovation and investment.

Preparations for the 2024 event are well underway, and as we fine-tune our sponsor and partnership package offerings, we invite you to be among the first to know what exciting opportunities await.

As a sponsor or exhibitor, you'll be at the centre of a dynamic ecosystem, connecting with top-tier investors and influential industry figures. Elevate your brand, spotlight your products and services, and engage in meaningful conversations that lead to impactful collaborations.

“ AusBioInvest ... delivered on its promise to help innovative businesses and investors build meaningful connections. - *Tenmile.* ”

Registering your interest will give you early access to exclusive insights and updates about AusBioInvest 2024. Join us in shaping the future of biotech innovation, and let's embark on this journey together.

Kirsty Howell

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ausbiotechinvestment.com.au



Our team is here to help

If you have any further enquiries regarding sponsorship or partnership opportunities feel free to contact our events team

events@ausbiotech.org

March
Sydney, NSW

Event contact

Women in Life Sciences Luncheon

www.ausbiotech.org/events/event/nsw-women-in-life-sciences-luncheon-2024

[Britney Toogood](mailto:Britney.Toogood@ausbiotech.org)
[0428 553 199](tel:0428553199)

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May
Adelaide, SA

Event contact

AusMedtech

www.ausmedtech.com.au

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btoogood@ausbiotech.org

October
Melbourne, VIC

Event contact

AusBioInvest

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khowell@ausbiotech.org

Oct-Nov
Melbourne, VIC

Event contact

AusBiotech

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btoogood@ausbiotech.org

Quarterly

VIC, NSW, QLD, SA, WA

VIC, QLD, SA, WA contact
NSW contact

BioCheers

<https://www.ausbiotech.org/events/category/state-events>

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