



## ANNUAL REPORT 2018

# INTRODUCTION



## ABOUT ANDHEALTH

ANDHealth is a unique non-profit industry-led organisation focused on strengthening the Australian digital health ecosystem and de-risking innovations in digital health, with a focus on clinical evidence, commercialisation and investment readiness.

ANDHealth's vision is to create a world leading, national, integrated ecosystem for the development, commercialisation and implementation of evidence-based digital health technologies in Australia.

Established in 2017, ANDHealth is comprised of a consortium of industry and government partners, with foundation members drawn from industry leaders nationally and internationally including Novartis Phar-

maceuticals, RMIT University, Murdoch Children's Research Institute, Planet Innovation, Curve Tomorrow, Allens, GP2U, HPM Executive, HealthXL and AusBio-tech, and matching funding provided by Federal Government Industry Growth Centre MTPConnect.

ANDHealth works collaboratively across the Australian landscape and has executed Ecosystem Development Partner (EDP) agreements with a number of key stakeholders and stakeholder groups including Agnes Health, BioMelbourne Network, Health Horizon, Informa, Melbourne Health Accelerator, Medical Software Industry Association (MSIA), Medical Technology Association of Australia (MTAA), Modern Risk Solutions and NWR Communications.

## SUPPORTED BY



## FOUNDATION MEMBERS



## ECOSYSTEM DEVELOPMENT PARTNERS



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# MANAGING DIRECTOR'S REPORT



On behalf of the Members, Board of Directors and the Management team of ANDHealth Limited, I am delighted to present ANDHealth's inaugural Annual Report, spanning the period from our incorporation in March 2017 to 30 June 2018.

Our collective objective when we set out to establish ANDHealth was to transform the digital health sector in Australia, bringing clarity, resources and support to a nascent industry with significant global potential, leveraging our historical strengths in healthcare innovation. What we have created is a unique non-profit industry-led organisation focused on strengthening the Australian digital health ecosystem and de-risking innovations in digital health, and the ANDHealth+ program, which has delivered, and is expected to deliver, a level of impact which has exceeded our expectations.

In reflecting on the past 18 months, I'd like to firstly acknowledge and thank the extraordinary contributions of our Foundation Members: Novartis Pharmaceuticals, RMIT University, Murdoch Children's Research Institute, Planet Innovation, Curve Tomorrow, GP2U, Allens, HPM Executive, HealthXL and AusBiotech, and also the contributions of our Industry Growth Centre partner MTPConnect. The value delivered via this consortium is a testament to the commitment of these organisations to creating an ecosystem which supports the growth of Australia's digital health sector, above and beyond their own commercial objectives.

Secondly, I would like to thank the incredible dedication and effort of our small but effective team throughout the period. The impact we have been able to have in such a short period of time is due solely to the hard work and commitment of Grace Lethlean, Karen Clarke, Rita Morgenstern, Paul Davies, Ruth Coleman, Ashley James and Leah Arao.

Our deliverables and activities over the period our outlined in the following report, but I have noted a few highlights here:

- 23 events held attended by over 850 people
- 4 global opinion leaders attracted to Australia
- \$7.55 of in-kind leveraged for every dollar invested into ANDHealth+ cohort company projects
- \$1.84m in total delivered and made available to our inaugural cohort.



Bronwyn Le Grice hosts the ANDHealth+ cohort announcement



Bronwyn Le Grice speaking on a panel at CES 2017 in Las Vegas

Our inaugural cohort demonstrated the diversity of companies and opportunities in patient-centred digital health companies in Australia. Although the impact of their projects won't be fully realised for some 6-18 months, their outcomes since engaging with the program have been impressive:

- \$7.7m in non-dilutive and dilutive funding raised;
- 3 commercial pilots;
- 7 international market launches and 102 new operational sites;
- \$1.3m in revenues; and
- over 4700 patients served.

As a non-profit and non-equity taking organisation, ANDHealth is very much focused on its vision to create a world-leading, national, integrated ecosystem for the development, commercialisation and implementation of evidence-based digital health technologies in Australia. We do this led by industry, for industry, however our unique non-profit industry good model does require support from Government to continue beyond our two year pilot as funded by MTPConnect. As such, our focus in the immediate term is to work with our numerous government stakeholders and supporters to secure ANDHealth's future as Australia's only industry-led accelerator program dedicated to digital health.

Finally, on behalf of the Members and Management team, I would like to thank our founding Chair, Dr Anna Lavelle, who committed to the ANDHealth journey when the organisation was just a concept and who has provided significant guidance and support to myself and the team, and sincerely thank my ANDHealth Co-Founder and Founding Director, Dr James Dromey, and our Non-Executive Directors, Dr Lusia Guthrie and Mr Andrew Hall, for their time, effort and commitment over the past year and for their belief in the ANDHealth team and strategy.



**Bronwyn Le Grice**  
Managing Director | CEO | Co-Founder  
ANDHealth



Bronwyn Le Grice with ANDHealth Co-Founder James Dromey, Grace Lethlean (ANDHealth) and Aenor Sawyer (UCSF)



Members of the ANDHealth Team



Speakers at ANDHealth and Novartis Pharmaceuticals' Digital Health Summit in Sydney



# OUR PEOPLE



## ANDHEALTH BOARD OF DIRECTORS

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**Dr Anna Lavelle**  
*Chair, ANDHealth*

Independent Chair, Medicines Australia; Non-Executive Director, Haemokinesis; Independent Director, CRC-High Performance Soils; Chairman, Avatar Brokers; Senior Advisor, MTPConnect.



**Andrew Hall,**  
*Non-Executive Director, ANDHealth*

Co-Founder, CEO, Chair, myKicks; Director, The Founder Institute; Venture Partner, Stone Ridge Ventures; Senior Advisor, Strategy, Growth and Financing, Inotek Corporation.



**Lusia Guthrie,**  
*Non-Executive Director, ANDHealth*

Non-Executive Director, 4Dx Limited; Deputy Chair, BioMelbourne Network; Chair Advisory Board, Medicines Manufacturing Innovation Centre (MMIC), Monash Institute of Pharmaceutical Sciences; Member Advisory Board, Australian Centre for Machine Learning (AIML), University of Adelaide; Member Advisory Board, Australian Regenerative Medicine Institute (ARMI), Monash University.



**Bronwyn Le Grice**  
*Managing Director, CEO, Co-Founder, ANDHealth*

Non-Executive Director Imagion Biosystems (ASX:IBX); Member, RMIT University Health and BioMedical Sector Expert Research Advisory Group; Member, La Trobe Digital Health Industry Advisory Committee; Member, Swinburne University Innovation Precinct Advisory Board; Member, Australia New Zealand Leadership Forum Health Technologies Sector Group; Member, PCH Alliance Innovation Task Force.



**Paul Davies**  
*Chief Financial Officer and Company Secretary, ANDHealth*

CEO, Balanced Management Solutions.



**Bronwyn Le Grice**  
*Managing Director, Chief Executive Officer, Co-Founder*

>A\$65m in pre-IPO & IPO raisings; >A\$30m in venture capital investments; Non-Executive Director, Imagion Biosystems (ASX:IBX); Former Investment Director, BioScience Managers; Former CEO, NZBIO.



**Paul Davies**  
*Chief Financial Officer*

Financial Management; CFO experience in both large international organisations and SMEs.



**Grace Lethlean**  
*Director, Programs*

Technology development; Project and Innovation Management; Co-inventor and end-to-end commercialisation (including randomised controlled trials) of digital health technology for children with developmental delay; 2018 BioMelbourne Network Emerging Women in Leadership Awardee.



**Karen Clarke**  
*Director, Operations and Stakeholder Engagement*

Industry-facing government policy and investment in medtech and pharmaceuticals; Community development; Networking and stakeholder engagement; Research infrastructure management.



**Rita Morgenstern**  
*Executive Assistant and Office Manager*

Highly experienced Executive Assistant across a range of industries; Travel and office management; Business administration; German and French.



**Ruth Coleman**  
*Program Manager*

International digital health strategy and market analysis; Pharmaceutical client engagement; Business development; Biomedical science.



**Ashley James**  
*Program Coordinator*

Biomedical engineering; Business development.

# MILESTONES AND ACHIEVEMENTS



General & Administration		Members & Growth		International Connectivity		Cross Sectoral Connectivity	
Establishment of ANDHealth Limited; naming of Entity, branding & logo	✓	Confirmation of Member Commitments - 9 Foundation Members	✓	Trade mission to US Conferences including CES 2017 & Health 2.0	✓	2 Digital Health 1 Day Symposia alongside AusMedTech	✓
Website & subscription access	✓	Commence meetings with potential additional Members	✓	HealthXL membership	✓	4 Digital Health Kitchen Table events	✓
Finalisation of office space arrangements; Infrastructure inc emails, banking etc	✓	Execution of 5 Ecosystem Development Partner agreements with relevant industry associations/communities	✓	Trade mission to US conferences including CES 2018	✓	1 Digital Innovation Festival 2017 event	✓
Appointment of management team	✓	Execution of 4 Ecosystem Development Partner agreements with relevant industry associations/communities	★	Attendance at PCH Alliance Connected Health Conference, Boston	★	Digital Health 1 Day Event alongside AusBiotech or AusBiotech Invest	✓
Finalise legals & MTPConnect Agreement	✓	Establishment of additional partner categories	★	Attendance at BIO Digital Health Summit	★	2 ANDHealth Digital Health Summits	✓
All Consortium Member Agreements signed	✓	Confirmation of HPM Executive as an additional Member	★	Presentation to Finnish delegation	★	2 cross sectoral events – CEO luncheons for Anand Iyer	✓
Independent Board of Directors in place	✓	Join Health Horizon Consortium	★	Participation in Open Outcomes Based Regulation workshop, Boston	★	ANDHealth member launch event	★
5 quarterly reports	✓	Undertake strategic activities – CSIRO	★	Attendance at Austrade meetings, NYC	★	2 Digital Innovation Festival 2017 events	★
Detailed risk management plan	✓	Recommitment of existing financial members – 2019-2021	★	Attendance at industry leader meetings Boston, NYC, Washington-DC	★	Support of industry partnership in Smart Aging CRC and Digital Health CRC bids	★
Operating expenses 50% less than budget	★			Host HealthXL dinner, Melbourne	★	ANDHealth+ information session, Brisbane	★
Recruitment of Chief Financial Officer, Director Operations & Stakeholder Engagement, Project Officer, Program Support Coordinator and Executive Assistant	★			Secured 20 free passes to CES 2018	★	Health Horizon consortium member activities	★
				Bronwyn Le Grice invited to join the ANZLF Health Technologies Working Group	★	ANDHealth and Novartis Pharmaceuticals joint event, Sydney	★
Internal budget audit undertaken	★			Attract 4 international speakers to ANDHealth events	★	Attendance at 36 sectoral events	★
Update budget and milestones to reflect operations	★			Attendance at ANZ Leadership Forum	★	Participation in 22 sectoral events involving ANDHealth participation (eg speaker, panellist, roundtables, etc)	★
				Preparation for Digital Health delegation to Connected Health, Boston	★		





ANDHealth+ 2017 Cohort Companies and Selection Panel

Investment & Infrastructure		Programs		Digital Health Whitepapers	
2 ANDHealth 1 Day Symposia which included industry keynotes, panels & company presentations	✓	Selection criteria developed & agreed	✓	Four C-Suite only industry roundtable consultations held (Sydney & Melbourne)	✓
Digital Health Investment Masterclass	✓	Finalise all project agreements , and commence program projects	✓	Confirmation of Whitepaper partners	✓
Cohort Company investment presentations	✓	Issue initial call for projects	✓	Agree on Whitepaper scope	✓
Investment panel spanning ICT and Healthcare VCs at each ANDHealth Summit	★	Selection of successful round 1 projects	✓	Digital Health Whitepaper drafting and release of first report	✗
Submission to Digital Economy Strategy	★	Report on each cohort companies progress to date	✓	Digital Health Whitepaper drafting and release of second report	✗
Submission to Melbourne BioMedical Precinct consultations	★	Issue round II call for projects	✓		
Participation in LaunchVic Consultation on health tech ecosystem	★	Selection of successful round II projects (delivered 17/7/18)	✗		
Submission to AustCyber Draft Cybersecurity Roadmap	★	Project investment presentations (delivered 25/7/18)	✗		
Discussions with CSIRO regarding Australia's regulatory frameworks	★	ANDHealth+ cohort and selection panel Networking mixer	★		
TGA position paper working group with CSIRO – Software as a Medical Device	★	Announcement of ANDHealth+ 2017 Cohort	★		
Submission to ADHA Framework for Action	★				
AustCyber working group	★				

#### Key



Milestone Complete



Working On



Additional Achievements

**Sue MacLeman,**  
*Chair-elect and Non-Executive Director, MTPConnect*

“ANDHealth has been instrumental in developing Australia’s Digital Health sector, from working with the sector to highlight regulation and adaptive clinical trial potential, to international delegations and working with the ANDHealth cohort companies to commercialise evidenced based digital health products.”

# ANDHEALTH+ 2017 COHORT OVERVIEW



The ANDHealth+ program is focused on assisting Australian digital health companies to meet key investor, partner and customer requirements around clinical and commercial validation. We work with mid-stage companies who have a proof of concept or later stage product.

These are promising digital health companies that struggle to access specialised expertise and knowledge of the digital health commercialisation pathway in Australia.

## ANDHEALTH+ PROGRAM



### 5 Projects Each Round

Eligible: Mid-stage evidence based digital health technologies which have achieved proof-of-principle

ANDHealth supports a 6 month project to progress the technology towards investment



### ANDHealth+ Provides

Experienced Advisory & Support team  
\$60k of funding for project expenses, plus over \$150k in-kind support including intellectual property and legal support, media & communications, risk & insurance, human resources, membership to AusBiotech and more.



### ANDHealth+ Advantage

NO equity allocation required.  
NO ownership rights to project IP  
Access to advice from people with proven track record in digital health commercialisation  
NO catch!

## ANDHEALTH+ 2017 COHORT



Ingestible pill sensor which provides real time gas information for gut health diagnosis and management.



Improves medication dosing accuracy and patient outcomes through real-time medication dosing decision support.



A digital intervention for medication adherence which forms positive habits through fun games and memorable rewards.



Hospital standard epilepsy monitoring and diagnosis delivered digitally in the home.



A point of care solution for diagnosis of skin cancer and skin lesions which transforms a smartphone into a diagnostic dermatoscope.



An app to help manage children's food allergies and to share their ASCIA action plan with carers.

# \$1.84m

The total value contributed & made available to our 2017 cohort

# \$7.55

of value for every dollar invested in cohort company projects



## ANDHEALTH+ 2017 COHORT ACHIEVEMENTS



# ANDHEALTH+ 2017 TESTIMONIALS



"The ANDHealth+ program was vital and provided us with crucial access to advisors which we would not have been able to. The advice and mentorship from ANDHealth+ and Australia's digital health leaders and getting industry relevant advice, tailored to our specific challenges, has allowed us to navigate the commercialisation pathway from a clinically validated academic innovation towards market and investment readiness."



"The ANDHealth process is unique, as unlike many accelerators and grants which focus on very early stage ideas, ANDHealth supports innovative companies like DoseMe to expand into other marketplaces and sustain that growth. Developing a strategy for DoseMe in partnership with a talented set of ANDHealth advisors, with expertise ranging from clinical research through to pharmaceutical marketing, is of distinct value as we scale our operations."



"The ANDHealth+ team and advisory panel have provided invaluable strategy and guidance to Seer. ANDHealth have helped de-risk many aspects of the business, including business strategy, additional revenue opportunities, risk, regulatory and financial strategy, and legal advice, and have prepared us for investment. Access to the ANDHealth+ advisory panel provided us with pivotal insight into strengthening our business."



"The advice and recommendations from the ANDHealth+ Program were of high value to SkinView. The non-profit, non-equity taking model allowed ANDHealth to remain free of conflicts of interest and for the industry advisory panel to give impartial business assessment and independent business strategy advice. ANDHealth+ delivered over \$270,000 of value and saved us time, money and reputation."



"The ANDHealth+ program delivered some of Australia's leading minds in digital health, who provided strategic guidance and challenged our in-built assumptions. Commercial partners provided real practical assistance in getting major commercialisation projects off the ground. I highly recommend any ambitious digital health companies looking to turbo-charge their clinical or commercial validation, to apply to the ANDHealth+ program."



"The support and insights from our expert panel and the ANDHealth team has helped open doors and allowed us to focus our business strategy and path to market. Access to industry experts and the other teams in the Program has given us a broad exposure to other challenges and commercial hurdles a digital health company may face and ways in which to tackle these."

ANDHealth+  
2017 applicant  
testimonials

"Thank you the feedback on our application is really appreciated. As a result of applying to your program we discovered Curve Tomorrow who have been really wonderful assisting us to build an MVP using lean methodology."

"We were impressed with your depth of knowledge in the healthcare space today. We found it easy to communicate with you and draw new insights on steering our application to be better aligned with the goals of ANDHealth+. Thank you"

Dr Peter Chan,  
Intensive Care Specialist,  
Eastern Health

"The contacts I have made as a result of my association with ANDHealth have been invaluable, and it has spurred a wave of ideas and possibilities in the health space I did not know existed."

Adam Wardell,  
Head of Innovation  
& Strategy, Novartis  
Pharmaceuticals  
Australia Pty Ltd

"The global reach of Novartis has not only provided value to ANDHealth through insights that prepare assets for a global market, but ANDHealth has helped Novartis identify Australia as an emerging global leader in evidence-based digital medicine."



# STRENGTHENING THE DIGITAL HEALTH ECOSYSTEM



23

Events delivered

ANDHealth delivered 23 events including Digital Health Summits, Workshops, Kitchen Tables, Industry Roundtable Consultations, Investment Masterclass.



Anand Iyer, WellDoc Inc

850

Attendees

ANDHealth attracted 850 attendees to ANDHealth events.



Oxana Pickeral, Amazon Web Services



Digital Health Roundtable Consultations Sydney

57

Events presented at or attended

ANDHealth attended or presented at over 57 events across the sector.

"I recently travelled from Vancouver to attend and speak at the ANDHealth 2018 Summer Summit in Melbourne. The agenda and content were outstanding, the calibre of the attendees was first rate and the networking opportunities available were varied and valuable."

**Dr Bill Hunter**  
CEO of Canary Medical Inc.



Garth Sutherland  
Founder, Adherium  
Limited

“ANDHealth is a key regional organisation for digital health companies in the Australasia region. Through our involvement with ANDHealth we have made key a range of key international and local connections. We have networked with, shared, and learnt from the ANDHealth community in a collaborative and progressive environment.”

Showcased 4 influential and renowned international digital health experts:

**LISA SUENNEN**

GE Ventures

**BILL HUNTER**

Canary Medical Inc

**OXANA PICKERAL**

Amazon Web Services

**ANAND IYER**

WellDoc Inc

#### ANDHEALTH POLICY ACTIVITIES



Development of the ANDHealth Digital Health Whitepapers (for release late 2018)

Consultation on

- Federal Government's Digital Economy Strategy
- Melbourne Biomedical Precinct Strategy
- LaunchVic Health Startup Workshop
- AustCyber Draft Cybersecurity Roadmap
- CSIRO's Mapping the Innovation Landscape project for TGA
- Australian Digital Health Agency's Framework for Action



ANDHealth organised and lead a 19-strong Australian Digital Health delegation to Consumer Electronics Show including securing complimentary access-all-areas passes for every delegate.



Attendance at Connected Health 2017, meetings with industry leaders in Boston, New York and Washington DC.

#### ANDHEALTH OUTREACH

Newsletter Subscribers

**722**

LinkedIn impressions

**69,356**

Twitter Followers

**495**

Tweets

**564**



A few of the 19 Australian Digital Health delegates to CES 2018



## THANK YOU

*ANDHealth appreciates the support of its members, partners, cohort companies and sponsors in supporting our vision for an integrated ecosystem for the development, commercialisation and implementation of evidence based digital health companies in Australia.*