

# AUSTRALIAN HEALTH-TECH

# MISSION TO HK 2023



15 – 18 OCTOBER 2023

Our 2nd Australian HealthTech Mission to Hong Kong of 2023 was a highly focused, action-packed three day program focused on the delivery of tangible outcomes for our delegates who were seeking opportunities for capital-raising, local partnerships and commercialisation. Our delegation was organised and led by **David Thomas, Joseph Tse and Mae-Vel Catcho** of **APAC Financial Services**, in collaboration with **Michael Woods** of **Newburyport**. It included the founders and senior representatives of 6 leading innovative healthtech companies from Australia:

- Tessara Therapeutics [www.tessaratherapeutics.com/](http://www.tessaratherapeutics.com/)
- GlyTherix [www.glytherix.com/](http://www.glytherix.com/)
- Respien [www.respien.com.au](http://www.respien.com.au)
- Esfam [www.esfambiotech.com.au/](http://www.esfambiotech.com.au/)
- eo Lab [www.eolab.com/](http://www.eolab.com/)
- Safe Watch [www.safewatch.care/](http://www.safewatch.care/)



Our delegates participated in curated roundtables and pitch sessions with local investors (high net worth individuals, Family Offices and VCs) plus a visit to **InvestHK and Cyberport** in which we learnt about the vast array of resources, capital and incentives available on the ground in Hong Kong for foreign tech companies. We were grateful to access the support and resources of our local partners, **Thomas Wong** of **CW CPA** plus **Regina Wong** and her colleagues and shareholders at **Euto Financial Group** together with our friends from **AusTrade** and **Minter Ellison**, who made a strong contribution to the success of the mission.



## “ WHAT OUR DELEGATES SAID.... ”



“The introductions and insights to Hong Kong, business, culture, government policy and networks were valuable. It was a purposeful, rapid and efficient program that provided a higher level and deeper dive into securing investment from HK and beyond. I have many leads and opportunities to follow up for our business as a result. For business leaders seeking an efficient insight and overview of a region this mission is recommended, and I look forward to keeping in touch with David and his team as the leads generated on the mission mature.”

- Penelope Lane, CEO, Esfam Biotech



“David and his team more than delivered on their promise to introduce our company to opportunities in Hong Kong and China. In a busy few days, we met several potential investors, commercial partners and various other regional facilitators, very much engaged in our story and ready to do business. The doors are open, the interest is strong, the industry infrastructure is astounding, the incentives are compelling, the commercial opportunities are real, and the time is now to catch the wave of investment in HK biotech. David leveraged his local networks and deep relationship capital to pull this all together in an action-packed schedule of meetings, presentations and pitch sessions in front of major investors pre-screened for their focus in early-stage biotech. I can hardly imagine a more efficient way for our company to break into the Chinese market.”

- Christopher Boyer, Director and Chief Business Officer, Tessara Therapeutics Pty Ltd



“David has a strong network in Hong Kong and is well respected by key industry and government participants. The bio tech mission David organised and lead was extremely well received across the board.”

- Mark Kogos, Adviser to GlyTherix Ltd



“Absolutely no hesitation in providing the strongest recommendation for David’s work in bridging the gap between HK and Aus, and opening up opportunities. Brilliant.”

- Dean Hawkins, CEO | co founder, eo



“What a brilliant job David and his team did on our recent mission to Hong Kong. Flawlessly executed with great logistics, meetings packed with investor groups and Government officials keen to hear our story and see how they can get involved with novel Aussie technology in cancer therapy. I am following up on some great opportunities right now. We would recommend other businesses consider going on a mission with David and the team.”

- Brad Walsh, CEO, GlyTherix Ltd



“I’ve had the pleasure of being involved in a Health-Tech Mission to Hong Kong as part of a delegation arranged by David Thomas. He clearly has authentic and key connections within the Hong Kong region and did an amazing job to set up a packed mission with maximum exposure to the right connections. Having been part of this, I would not recommend a business seek to expand or seek investment partners on their own in Hong Kong - but instead, gain leverage by partnering with David and his team. I’d recommend this to any aligned company seeking investment, expansion and strategic connections within the region!”

- Shane Muller, Founder and Visionary, Safe Watch