

# AUSTRALIAN HEALTH-TECH MISSION TO ASIA 2024



12 - 17 MAY 2024

We led and organised an Australian HealthTech Mission to the Asian Summit on Global Health in Hong Kong in May 2024. Our targeted five day program was designed to deliver tangible outcomes for our delegates, who were seeking opportunities for capital-raising, local partnerships, and commercialisation. The delegation was organised and led by **David Thomas, Joseph Tse, Lisa Renkin and Mae-Vel Catcho** of APAC Financial Services. It included the founders and senior representatives of eight leading Australian healthtech companies:

- Opuz: [www.opuztechnology.com](http://www.opuztechnology.com)
- GMDx: [www.gmdxgenomics.com](http://www.gmdxgenomics.com)
- Safe Watch: [www.safewatch.care](http://www.safewatch.care)
- Sakara Therapeutics
- Best of Moi: [thebestofmoi.com](http://thebestofmoi.com)
- Auric Essentials: [www.auricnow.com](http://www.auricnow.com)
- VBreathe: [www.vbreathe.com](http://www.vbreathe.com)
- H30: [www.h30.co](http://www.h30.co)



Our delegates participated in pitch sessions with local investors, including high-net-worth individuals, family offices, and venture capitalists. We were delighted to be invited to **HSBC** headquarters to network with their team and also visited **Hong Kong Cyberport** and **Hong Kong Science and Technology Park (HKSTP)**, where we learned about the extensive resources, capital, and incentives available in Hong Kong for foreign tech companies. We were grateful for the support and resources provided by our local partners, especially **Thomas Wong** of **CW CPA**, whose contributions were instrumental to the mission's success.



## “ WHAT OUR DELEGATES SAID.... ”



"I had the distinct pleasure of joining David Thomas and the APAC Financial Services team on the Australian Health-Tech Mission to Hong Kong, an experience that was both professionally rewarding and strategically significant for Auric Essentials. David's leadership and the exceptional network of APAC Financial Services played a pivotal role in making this mission a resounding success.

David's deep understanding of the Greater China region, combined with his ability to leverage long-standing relationships, facilitated numerous valuable connections for us. His expertise in communicating effectively across cultural and language barriers ensured that all interests and expectations were clearly defined and understood. This skill was particularly evident during our interactions with potential investors and partners, which were both seamless and productive.

The itinerary, meticulously planned by David and his team, included engagements with the Australian Chamber of Commerce in HK, visits to the Digital Health Tech Hub in Cyberport, and participation in high-profile networking events organized by Austrade and Invest NSW. Each of these events provided invaluable insights and opportunities, significantly advancing Auric Essentials' strategic goals in the Asian market."  
- Adam Good, Founder and Visionary Leader, Auric Essentials



"David Thomas and his team more than delivered on their promise of brokering introductions and meetings with investors, services providers, commercial partners, government bodies and relevant facilitators. The genuine commitment to real outcomes was evident at all stages and the team worked hard to ensure we were supported, helped and advised every step of the way. It was a productive engagement throughout. I was most impressed with the diverse opportunities in the rich and vibrant Hong Kong biotech eco-system, and the unparalleled access we enjoyed. David was remarkably flexible in tailoring advice to particular circumstances. Even upon our return to Australia after the mission, David has been tireless in following up to ensure maximal outcomes and continued growth of the project going forward. We look forward to working further with the team to consolidate our gains. I highly recommend APAC Financial Services and their various Missions."  
- Louis Schofield, CEO, Sakara Therapeutics



"David's thoughtfully curated network of sector-specific professionals range from finance, regulatory, to commercialisation and government. Together with our Chief Medical Officer, Opuz being in the health technology space gained a fast paced and condensed wealth of localised knowledge during the APACFS Health Mission 2024, including exposure to high calibre professionals, capital raising firms, advisors. Clearly David cares deeply for the delegates best outcomes and their personal welfare. Highly recommend to anyone who is interested to explore business growth in Asia."  
- Natasha Bian, CEO, Opuz



"Impactful, full-engagement, clear advice and tangible outcome

Having joined David on a curated HealthTech mission to HK, where David provided weeks of preparation beforehand and enabled a full agenda for us; opening up possibilities via his deep connections and knowledge of the Hong Kong & China GBA investor community and investment landscape. We were introduced directly to VCs; PEs; big bank Venture Offices and Family Offices. The mission included direct contact with statutory incubators (Cyberport & HKSTP) that again enabled funding potential.

In the one short week, outcome towards our objective was immediately tangible. I would highly recommend having a conversation with David, if Hong Kong & China is of interest to your business."  
- Andrew Yap, CFO, H30