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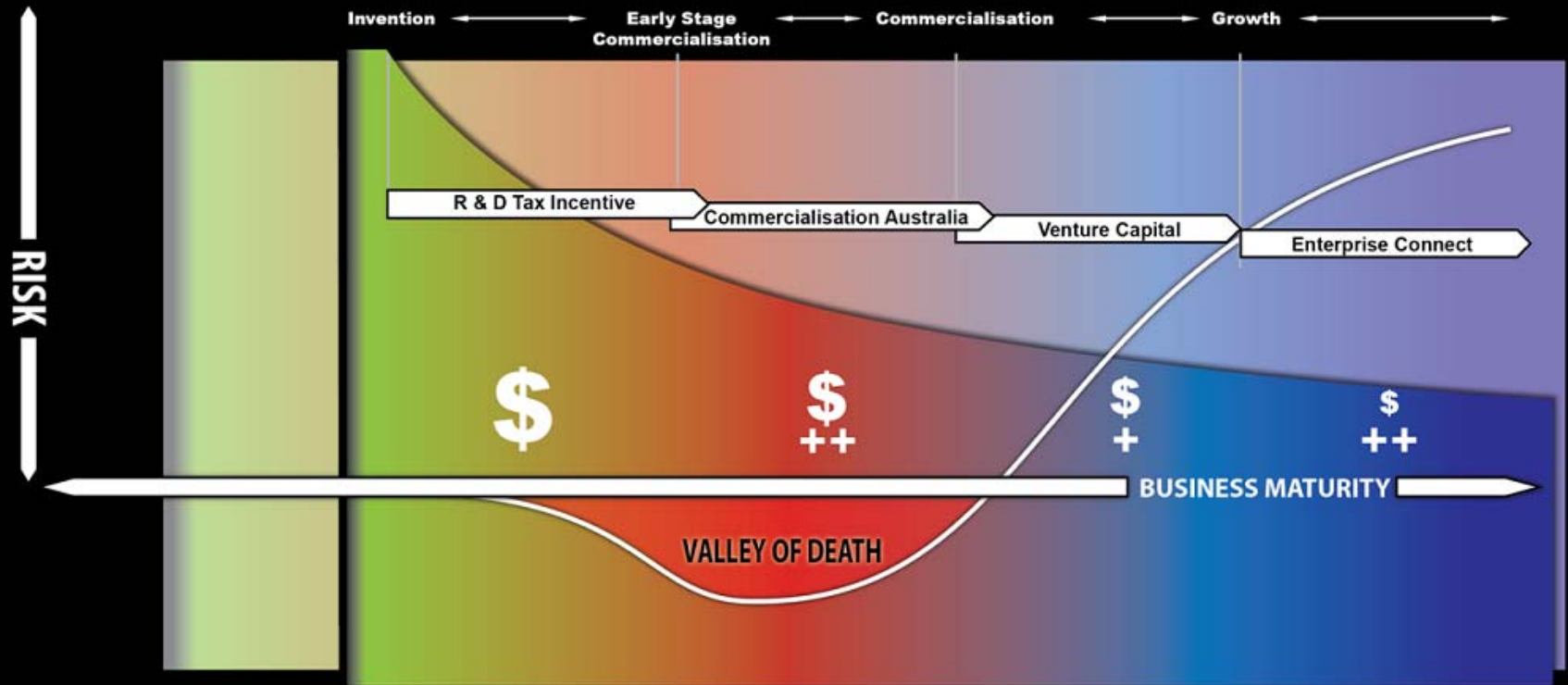
**COMMERCIALISATION  
AUSTRALIA**

# Commercialisation: More than money

**Doron Ben-Meir**  
Chief Executive Officer

17<sup>th</sup> October 2011

# Powering Ideas – Private Sector



## Government Assistance

\$ = financial assistance

+ = non-financial assistance



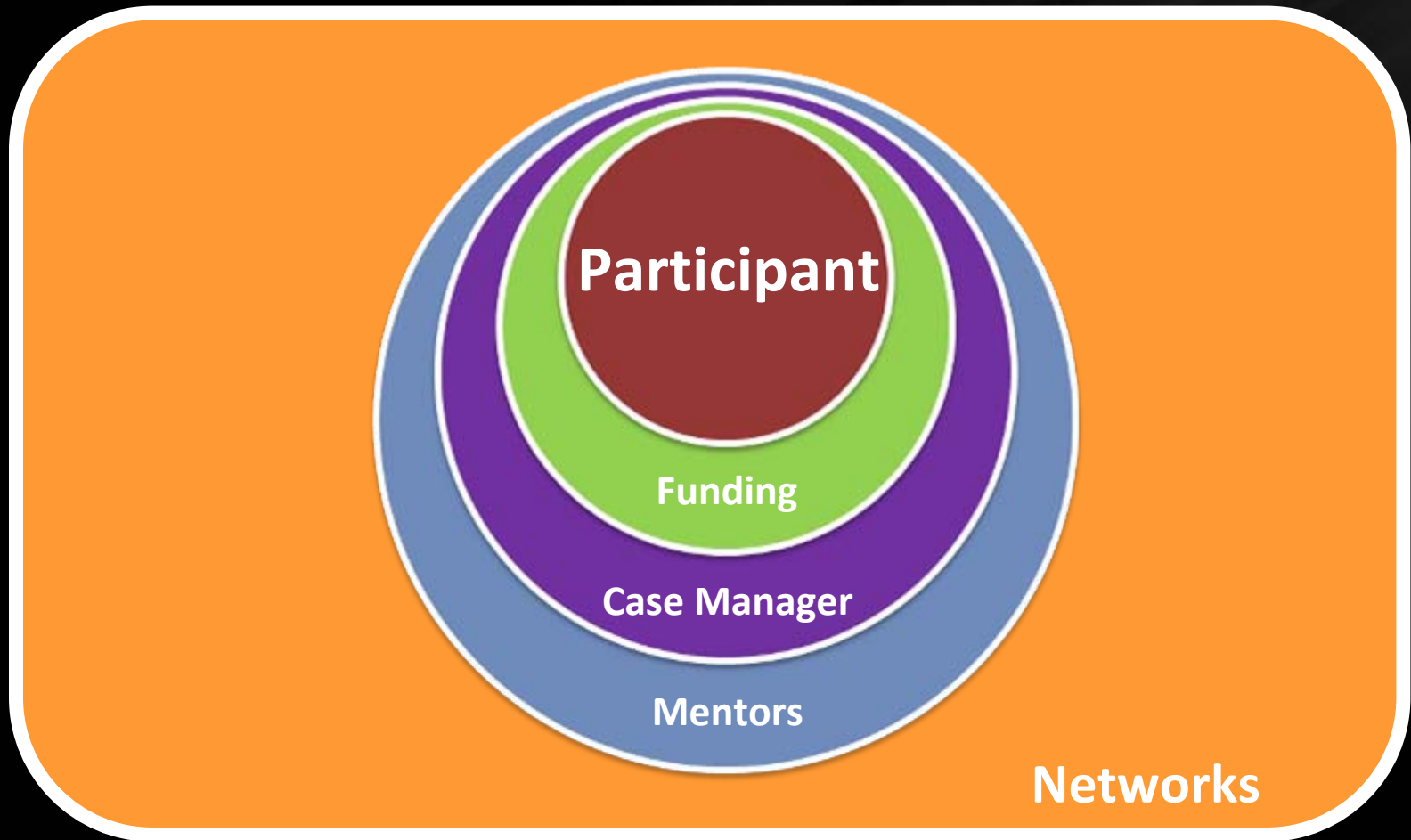
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# Commercialisation Australia Solution

Providing more than money...



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# Commercialisation Australia Solution

Australian Firms, Entrepreneurs and Researchers (via Commercialisation Offices)

Entry

Entry

Entry

Entry



## Skills and Knowledge

Specialist Advice and Services up to \$50,000

80:20 Ratio

For those new to Commercialisation

12 Months for Individuals, 2 Years for Companies

## Experienced Executives

Up to \$200,000 over 2 Years to engage a Chief Executive Officer or other Executive

50:50 Ratio

## Proof of Concept

Grants from \$50,000-\$250,000

50:50 Ratio

To test Commercial Viability (not R&D)

12 Months

## Early Stage Commercialisation

Repayable Grants from \$250,000-\$2,000,000

50:50 Ratio, 2 Years

Enable development to a stage where project is a commercial product

## Case Managers

Advice and mentoring throughout life-cycle

## Volunteer Business Mentors

Provide introductions and networking opportunities

Exit

Exit

Exit

Exit

## Multiple Exits

(inc. Fast Failure, Licensing, Angel Investment, Joint Ventures, Referral to other Programs)



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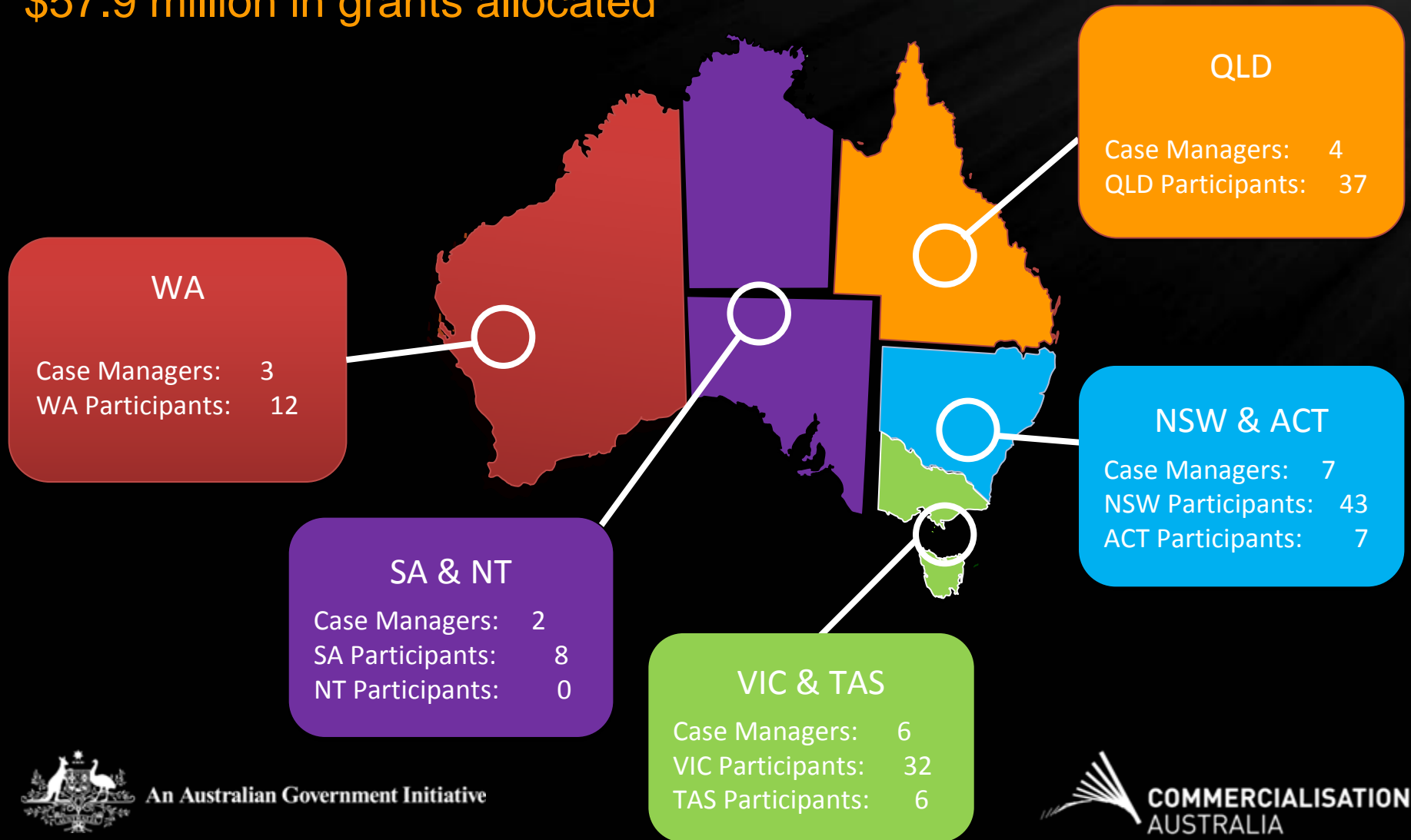
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# The Story So Far....

22 Case Managers around Australia

145 Participants

\$57.9 million in grants allocated



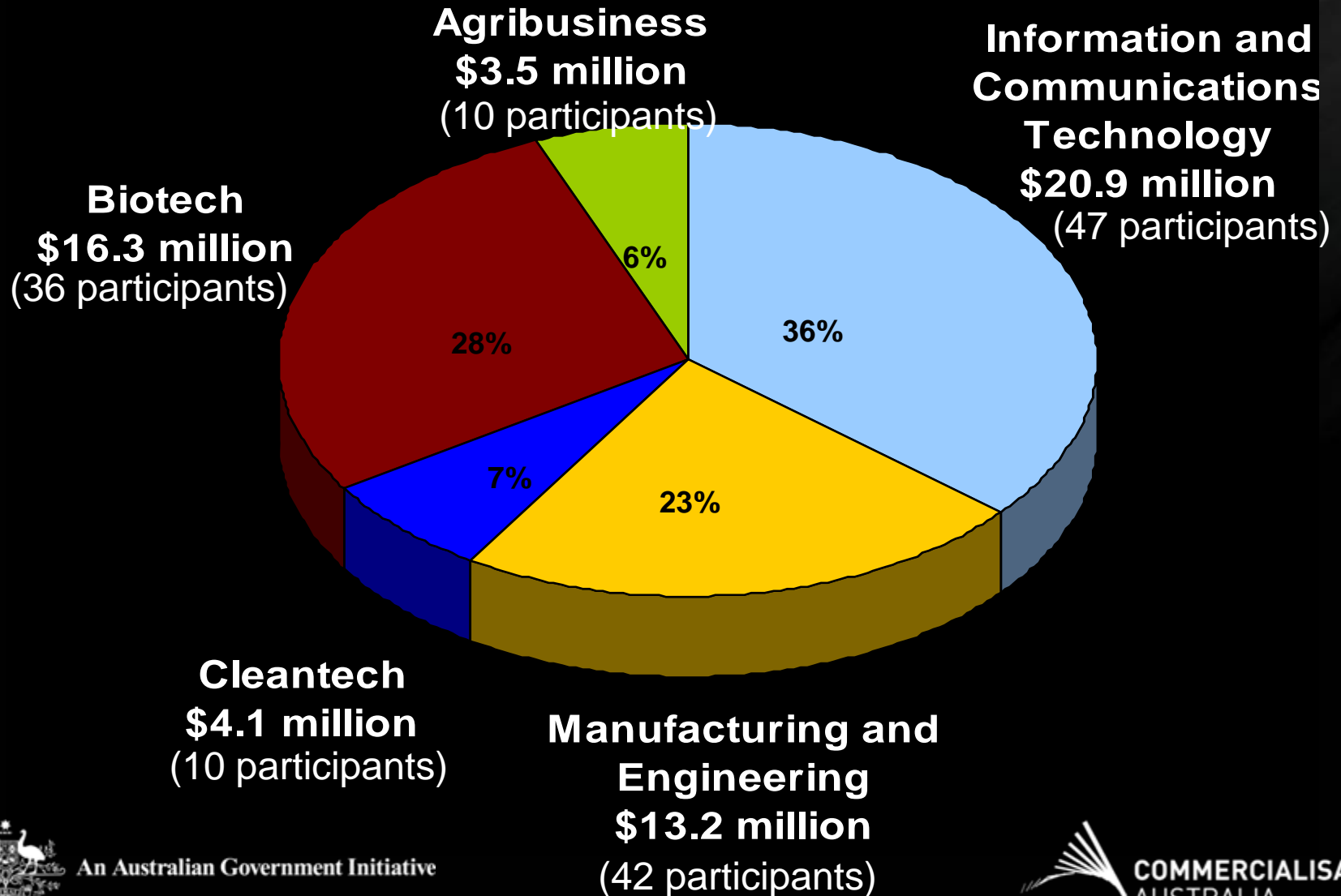
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# Grants across all sectors

145 successful applicants have been announced, valued at \$57.9 million.



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# NeuClone Pty Ltd



- **\$748,655 Early Stage Commercialisation**
- A platform technology for use in the bio-manufacturing of biological drugs
- Signed a licensing agreement with major pharmaceuticals company - Lupin Limited



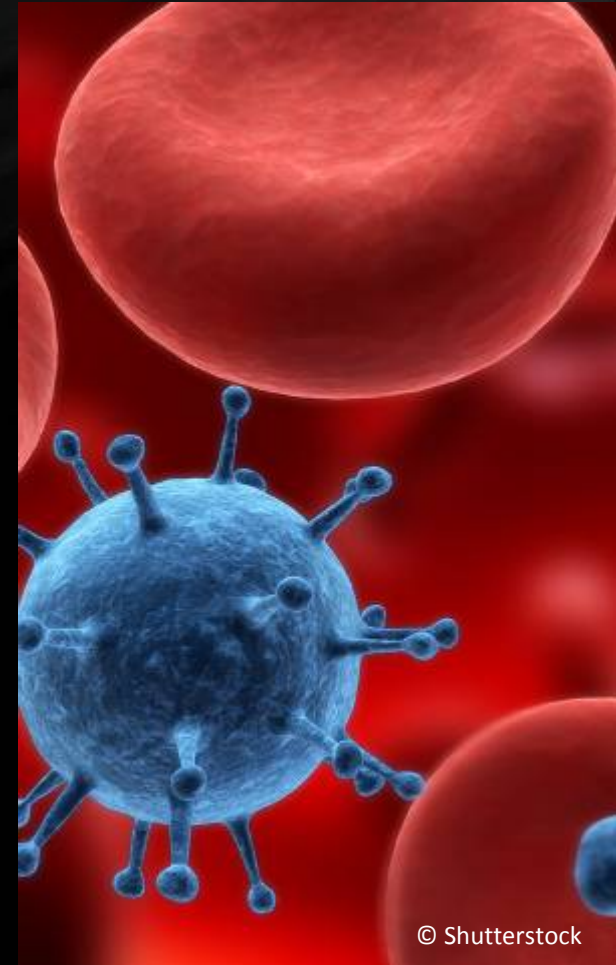
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# Immune System Therapeutics Ltd

- **\$1,858,349 Early Stage Commercialisation**
- Co-funding for Phase II trial for fatal blood cancer drug
- Trial to be expanded after successful data from first patients – non-toxic as doesn't bind to normal cells
- Currently negotiating robust global licensing structure



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# Florey Neuroscience Institute & Dr Siew Yeen Chai

- \$50,000 Skills & Knowledge grant
- Developing and refining a new drug to treat learning and memory loss, especially in dementia patients
- CA support is facilitating collaboration between the Florey Neuroscience Institute and a biopharma company to further develop this work



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# SmartVet Pty Ltd



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- \$695,250 Early Stage Commercialisation grant
- Developing a novel delivery process for cattle pest control using paintball capsules
- CA support is helping the company complete EPA registration and prepare for market



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# Contacting Us

Website:

[www.CommercialisationAustralia.gov.au](http://www.CommercialisationAustralia.gov.au)

Hotline:

13 22 56

Email:

[ca@innovation.gov.au](mailto:ca@innovation.gov.au)



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