

Partnering with Auckland UniServices

Joe Rouse

**UniServices Commercialisation and the University
of Auckland Inventors' Fund
Auckland UniServices**

uniservices⁺
IDEAS TO LIFE

The University of Auckland
Inventors' Fund
Powered By UniServices

Return On Science
Powered by  *UniServices*



The University of Auckland

- Top 100 research universities in the world
- The largest and leading research university in NZ
- Located in the heart of New Zealand's largest city with 70% of all companies
- 40,000 students, 10,000 post graduates & 5000 staff
- 6,000 international students from 80 countries
- Eight faculties and five campuses
- 60+ Research Units, Centres and Institutes
- Research revenue of NZ\$260M per year
- Impact on NZ's economy of \$4B per year



Auckland UniServices

- A stand-alone commercial company, wholly-owned by the University of Auckland.
- Founded in 1988, the link between our world-class researchers, leading-edge facilities and the communities, companies and institutions that can best benefit from the University's knowledge, expertise and IP.
- The Largest Commercialisation Company in Australasia and in the Southern Hemisphere



Our Purpose

- We give life to ideas that change the world for the better.
- We are passionate about making a meaningful difference to people's lives.
- With our business and academic partners, we apply intelligent thinking to great ideas. Together, we can achieve what we couldn't achieve alone – what others would call 'the impossible'.
- Our creativity knows no bounds. We harness it to realise powerful ideas that shape the future.

Three Portfolios at UniServices

1. Research

- We lead the external engagement between University researchers and the granting agencies, philanthropies and companies that fund research at the University. Setting aside the COREs and NSCs, the total value of the Research portfolio to the University approaches \$260M per year.
- Working in concert with researchers and their teams within the University, we sign a new research contract every 2 hours of every business day.

Three Portfolios at UniServices

2. Business Units

- We own/operate 20 business units and programmes that deliver the impact of new academic knowledge to the broader community:
- Professional development for public school teachers and principals, relying on the latest thinking on pedagogy and leadership for the modern classroom.
- The Immunisation Advisory Centre, the Centre for Advanced MRI, the National Institute of Health Informatics.
- Our Business Units touch many lives in many communities and they generate substantial revenues for UniServices and the University along the way.

Select Business Units



Three Portfolios at UniServices

3. UniServices Commercialisation

- We are the stewards of the University's intellectual property.
- We identify, evaluate, protect, extend and commercialise this IP
- The Return on Science programme helps us work on the right things and do the right things with the IP that we commercialise.

UniServices Commercialisation

- Provides
- Commercialisation Support
 - Strategy and Business Acumen
 - Business Partnering
- Intellectual Property Development
 - Patenting and licensing of your innovation
- Incubation & Early Stage Investment
 - Through investment of the Inventors' Fund

How We Help Inventors

- Service levels to support client needs: Light touch support through full management
- Networks of experts to assist with commercialisation-focused grants, industry contacts, licenses and seed funding
- IP & legal advice and links to global specialists
- Pre-Seed Capital – The University of Auckland Inventors Fund



- \$20M seed equity fund
- First investor in University of Auckland spin-outs and start-ups
- Partners with the IP Group Fund (\$220M) and the MRCF Fund (\$200M)
- Syndicates with other investors & the New Zealand Venture Investment Fund



- Dedicated to assisting University projects and staff and student entrepreneurs to secure commercial partners, customers and follow-on investment
- In the past 2 years, we funded started 25+ companies which have gone on to create further exciting IP, new products, careers and value.
- Our investments average \$3 of realised returns for every \$1 of capital invested.



➤ UoAIF Use of Funds

- Proof of concept development
- Pre-patent research
- Commercial demonstration
- Prototype development
- Business planning support
- Spin-out company support

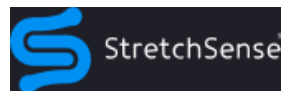
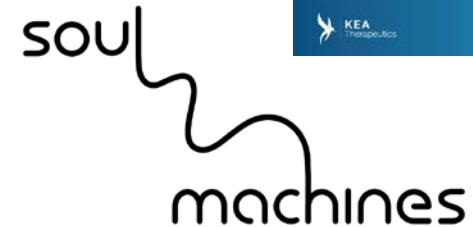


- National research commercialisation programme
- Top-tier advice, guidance and connections
- Efficient access to growth capital
- Five specialist investment committees with national and international members
 - ICT, Physical Sciences, Life Sciences, Agritech and Student-led *Momentum*

Investment Committees

- Made up of experienced and successful business people, including early stage investors
- Researcher-friendly
- Creatively critical
- Independent
- International

Recent Investees and Success Stories



Appendices

Revenue Sharing Guidelines

- Option 1- Licensing
 - For staff not interested in being actively involved in commercialising their IP, or for IP more suitable for licensing or leveraging contract research
- Proceeds from successful commercialisation:
 - Proceeds are shared 1/3rd to the Inventors, 1/3rd to the inventors' department and 1/3rd to the University
 - Out-of-pocket expenses (e.g. patents) are recovered.
- Option 2 – Spin-out/Start-up company

Start-up Model

- Start-up formed by inventor staff or students
- UniServices **licenses any IP** which the University has an interest in
 - For a small equity stake that is shared with the department
 - Payment of patent costs
 - Small Royalty
- University of Auckland Inventors Fund can **invest** in the start-up
 - Convertible Note (company valuation deferred to subsequent investment round)
 - Aim to co-invest with other funds

ICT & Engineering Team



Stephen Flint - Director of Commercialisation



Joe Rouse - Commercialisation Manager



Maria Jose Alvarez – Commercialisation Analyst



Sam Wilkins - Commercialisation Analyst

Intellectual Property Team



Nicola Johnstone – Head of Intellectual Property- BE, MEM, LLB, Patent Attorney



Tim Stirrup – Intellectual Property Advisor, Life Sciences- BSc, PhD, Patent Attorney



Arthur Roberts – Intellectual Property Advisor, ICT & Engineering- BE, Patent Attorney