

KIWI INNOVATION NETWORK

ANNUAL REPORT HIGHLIGHTS

JUNE 2013



KiwiNet

Kiwi Innovation Network

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ABOUT KIWINET

The Kiwi Innovation Network (KiwiNet) is a consortium of Universities, Crown Research Institutes and other publicly funded research organisations who are dedicated to taking a collaborative approach to research commercialisation. Together these research organisations represent a total combined research expenditure of over \$500 million and represent over 60% of the publicly funded researchers in New Zealand.

KiwiNet's role is to empower people who are involved in research commercialisation by helping them to access the tools, connections, investment and support they need. By collaborating on projects, combining capability and sharing networks we can better leverage the limited resources available for commercialisation, and help one another achieve better commercial outcomes for New Zealand.

FUNDING

KiwiNet is funded from the shareholder research organisations and the Ministry of Business, Innovation and Employment.



**MINISTRY OF BUSINESS,
INNOVATION & EMPLOYMENT**
HĪKINA WHAKATUTUKI



KiwiNet's Goal: To be a driving force in establishing New Zealand as a globally recognised leader in research commercialisation.



KiwiNet shareholders as at 30 March 2013.

CHAIRMAN'S REPORT

KiwiNet has continued to maintain its momentum, determined to play its part to see that New Zealand makes more from innovation.

Maverick in its inception, the KiwiNet footprint has grown to the point where we are the premier platform for publicly funded research organisations who seek to advance the commercialisation of their ideas and innovations.

The collaborative ethos established by KiwiNet is spreading through the research commercialisation community, with new partners NIWA, ESR and Cawthron being welcomed around the Investment Committee table.

Amid increased focus and activity in this space with the creation of Callaghan Innovation, the restructuring on the government department side, and new CEO's at Uniservices and CRIS, the pleasing thing is the emergence of a virtual network across all these boundaries.

Visit a KiwiNet Investment Committee and one finds all the players around the table feeding off each other's ideas and proving that by better connection and collaboration New Zealand can get more from innovation.

KiwiNet sought to progress three ambitions through the year.

Building on our establishment phase we wanted to adopt a strategic plan that captured our intent for the next five years. We roped in the Chairman of Callaghan innovation, the Deputy Chief Executive of the Treasury, the CEO of Wynyard and from the Investment Committee Andrew Kelly of BioPacificVentures and Dean Moss from Uniquist in Queensland.

All five challenged the Board to adopt a strategy that rolled out more platforms, picked up the pace of commercialisation and expanded the pipeline of prospects.

Our second quest was to secure more certain funding and give ourselves a runway where we could with confidence encourage and lead more initiatives. Success on that score has meant that we have been able to strengthen our bench with Dr Bram Smith now able to lead a team with multiple skills and capable of wider coverage.

The third ambition was to put up in lights the achievements of the researchers themselves. So we conceived the inaugural KiwiNet Research Commercialisation Awards, a Gala event to celebrate the winners in five categories ranging from the Researcher Entrepreneur Award to the Commercial Deal Award. These Awards are keenly contested and showcase the research riches that KiwiNet is helping foster.



Virtual organisations take a power of management and I particularly want to thank Dr Bram Smith who has been able to turn his talent from facing officialdom as we sought to get established, to the real work which is better leveraging the science and innovation eco-system.

My fellow Board members have been engaged and active and would want me to thank the Investment Committee, where in truth much of the heavy lifting is done, for their leadership as well.

WaikatoLink, supported by the University of Waikato, has remained an important steward of the cause and I want to thank Duncan Mackintosh for his counsel and support.

KiwiNet has helped energise the sector and we relish the task ahead as more organisations chose to do their commercialisation business under our auspices. We are an open door, we enjoy working across boundaries and hosting gatherings that bring the networks alive.

A handwritten signature in black ink, appearing to read 'Ruth Richardson'.

Hon. Ruth Richardson / June 2013

GENERAL MANAGER'S REPORT

Over the past year KiwiNet has rapidly moved beyond its establishment phase as the consortium expands and evolves. The support from the Ministry and the public research organisations that is so critical to KiwiNet's success is continuing to grow as evidence accumulates of the benefits of the collaborative model.

Twelve research organisations have now demonstrated their commitment to collaboration by pooling their PreSeed allocations through KiwiNet. The organisations around the Investment Committee table will now represent about 67% of researchers in New Zealand's public research organisations. Yet another example of these organisations breaking down the barriers of fragmentation and competition, instead working together on a shared mission of helping New Zealand compete globally around innovation.

The Ministry has also stepped up its support to KiwiNet, increasing its investment through the Commercialisation Partner Network (CPN) funding and also committing to another 3 years of PreSeed investment. This funding has come with clear expectations of continued pipeline growth and demonstrated economic impact. KiwiNet's focus is on exactly that.

Over the past 5 years the committee (and its predecessor UniCom) has continued to expand its portfolio, investing \$6.6 million into 54 projects that have resulted in 93 jobs created, 13 new companies and \$5.4 million private co-investment. This portfolio now has the potential to generate economic benefit to New Zealand worth \$206 million. With 12 research organisations now combining their efforts, the pipeline has surged to 127 exciting new opportunities currently being prepared for PreSeed investment.

Using CPN funding, KiwiNet's activities reach beyond just PreSeed investment. We seek to create the best system for turning research ideas into commercial value. To do this KiwiNet is striving for more commercially focused researchers, better connections to businesses, better equipped technology transfer professionals and wider recognition of the impact of research commercialisation.

Continued pipeline growth requires more researchers who are commercially aware and who know where to find support. Last year over 100 researchers attended KiwiNet commercialisation workshops. To date at least 164 researchers and students have been directly involved in commercialisation projects through KiwiNet. With at least 9000 publicly funded researchers across New Zealand, there is substantial scope for increasing the number that are pursuing commercial outcomes for their work. We aim for at least 5% of researchers to receive commercialisation training through KiwiNet over the next 3 years.

The drive for faster and more efficient commercial outcomes means we must have closer connections with industry and investors. During the past year 48 investors attended investor engagement events organised by KiwiNet to promote potential



investment opportunities. 40 researchers and industry representatives attended the KiwiNet Robotics Industry Foresighting event and a further 30 researchers met with industry through the "Animal and Plant R&D" platform initiative. Demand is strong from researchers and business for these types of meetings.

Greater impact from research commercialisation will come from technology transfer professionals who have strong capability and access to the best external support. Training is important, with 79 tech transfer professionals attending KiwiNet professional development workshops last year. Networks are critical and about 60 technology transfer professionals from 23 organisations attended the last KiwiNet Commercialisation Forum to strengthen connections with colleagues from across New Zealand. KiwiNet has also recruited a new team of two commercialisation managers and two analysts to work with research organisations to grow their pipelines.

Finally, we must build wider recognition of the impact of research commercialisation activities to ensure continuing support from research organisations and government. That's why last year KiwiNet published 22 press releases, 390 social media posts and other documents summarising the impact of the portfolio. We will continue to build on this in 2013, with the inaugural KiwiNet Awards, focused on celebrating successes and inspiring a new generation of researchers and technology transfer professionals.

The organisations in the KiwiNet consortium have taken the lead in setting a new direction for research commercialisation in New Zealand. They have successfully created an organisation in KiwiNet that is recognised internationally as an exemplar of national collaboration. The challenge now is to build on this opportunity and establish New Zealand as a global leader in research commercialisation.

A handwritten signature in black ink, appearing to read "Bram Smith". The signature is fluid and cursive, written over a light green circular graphic element.

Dr Bram Smith / June 2013

HIGHLIGHTS

Strategy document and business plan

A 5 year Strategic Plan for KiwiNet has been finalised and circulated amongst the shareholders. This plan sets the bold target of establishing New Zealand as a globally recognised leader in research commercialisation. KiwiNet's Business Plan for the next 12 months focuses on four high priority areas: pipeline growth, establishing partnerships, greater publicity and people.

Stakeholder Survey

In late 2012 a stakeholder survey was carried out to feed into KiwiNet's strategic planning. 95% of respondents either 'strongly agree' or 'agree' that KiwiNet's activities have helped to build greater connections and collaborations with other research organisations. The outcome, 85% of respondents felt KiwiNet's Training and Forum activities were 'very useful' (60%) or 'somewhat useful' (25%). When asked to provide words that described KiwiNet, the top responses aligned well with KiwiNet's strategy including; 'collaborative', 'networking', 'supportive', 'training', 'emerging' and 'commercialisation'.

Operational Funding

In 2012 the Ministry increased KiwiNet's funding and committed funding through to June 2014. During this time they will carry out a review of their early stage investment interventions with a mind to developing a more long term strategy in this space.

PreSeed Investment

The Ministry has committed to continuing to provide PreSeed investment for a further 3 years to June 2016. In the new PreSeed contract the Ministry has identified KiwiNet as one of only two organisations that can approve PreSeed investment over \$60,000 into a project.

Investment Committee

KiwiNet has experienced a surge in research organisations collaborating through the Investment Committee, with the number of pooling organisations jumping from 5 to 12. The shareholders and pooling organisations sitting around the KiwiNet Investment Committee table represent about 67% of the researchers in public research organisations in New Zealand.

KiwiNet Staff

KiwiNet has welcomed five new staff to the team to target key areas of pipeline and PR. Two Analysts to carry out opportunity assessment work for research organisations. Two Commercialisation Managers are now working with research organisations to identify new opportunities and connect them with support. One of the Commercialisation Managers has been generously offered on secondment from and funded by Callaghan Innovation. A new Marketing and Events Manager is responsible for greater promotion and event management.

Investor Engagement

48 investors attended three investor engagement events organised by KiwiNet last year. Eleven projects were presented by Technology Transfer staff at the events, which are designed to encourage greater engagement between PROs and investors.

Industry Foresighting

Over 40 researchers and industry representatives attended the KiwiNet Robotics Industry Foresighting initiative run in Christchurch last year. The forum brought together researchers and industry representatives to identify opportunities for R&D collaboration in the area of Robotics. Further events are in planning.

Strategic Partnerships

KiwiNet is developing partnerships with key innovation system partners such as Callaghan Innovation, Return on Science and Canterbury Regional Innovation System. Joint initiatives with each of these organisations are currently underway.

54 projects under KiwiNet Investment Committee management received

\$6.6 million

of PreSeed investment creating a combined potential return to New Zealand of greater than

\$206 million.

67%

of researchers in New Zealand's public research organisations are represented around the KiwiNet Investment Committee table.

"...I can see that KiwiNet is offering an unprecedented benefit to early stage innovation in this country. It does this by encouraging and building a shared vision of excellence in this difficult field and by enabling alliances to form between multiple innovation centres."

Dr Andrew Kelly, Executive Director, BioPacificVentures

"KiwiNet, and the Investment Committee in particular, is a great example of New Zealand research institutions collaborating in an open and transparent manner to achieve best outcomes."

Tim Balmer – Director Investments & Commercialisation, Callaghan Innovation Research Ltd

"The connectedness KiwiNet affords its partners is extremely valuable; it is only through regular face to face meetings and conversations that trust and confidence between partners is established. The result of this real trust and confidence is the open sharing of commercially valuable knowledge, expertise and personal contacts between partners."

David Christensen - Commercialisation Manager, Otago Innovation Limited

STRATEGY

KiwiNet's purpose: to empower and propel public research organisations to world class commercialisation of their ideas, intellectual property and capability to boost economic outcomes for New Zealand.

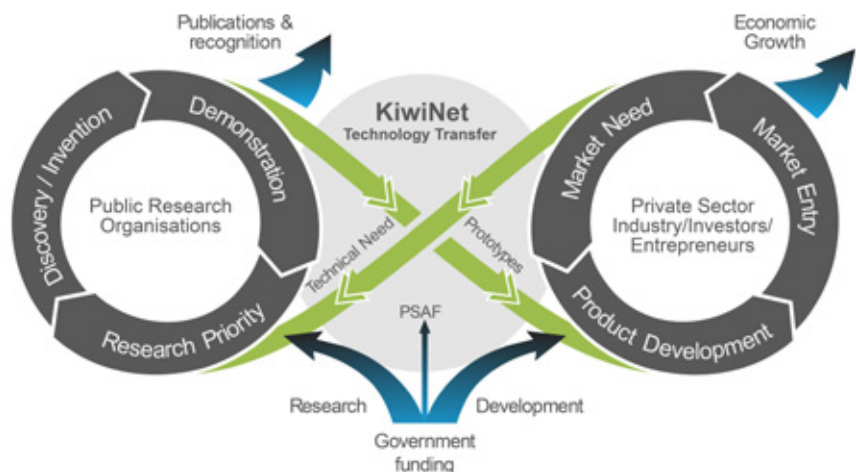
OUR VISION

A highly collaborative innovation ecosystem in New Zealand with strong alignment between research and business to drive economic growth.

Key characteristics of the vision:

- Creating a world leading innovation system in New Zealand
- Forming national alliances around science and business strengths
- Blurring the boundaries between research and business
- Building an interconnected web of commercialisation activity
- Celebrating entrepreneurial scientists as heroes

CONNECTING SCIENTIFIC DISCOVERY WITH COMMERCIAL ENTERPRISE.



OUR CORE VALUES

People and their connections

Innovation is first and foremost about people and their connections.

Collaboration not duplication

KiwiNet is a facilitator, working with complementary organisations to achieve outcomes through collaboration.

Trusted neutral party

KiwiNet must be recognised as an independent organisation that is trusted to be fair and balanced.

New and innovative approaches

KiwiNet must have a maverick spirit, striving to take new approaches, to create new conversations between new people and to encourage new talent that underpins future innovation.

Speed and efficiency

KiwiNet must be nimble and dynamic, running between the feet of giants, acting as a catalyst for new opportunities and ensuring ideas become self-sustaining quickly.

OUR MISSION

To create the best system for turning research ideas into commercial value.

KiwiNet seeks to be a driving force that establishes New Zealand as a globally recognised leader in research commercialisation. To achieve this we must strive for nothing less than creating the best system for turning research ideas into commercial value.

STRATEGIC PRIORITIES

Support

Energise NZ research commercialisation capability by building a strong professional network with the best professional development, expert support and resources available.

Collaboration

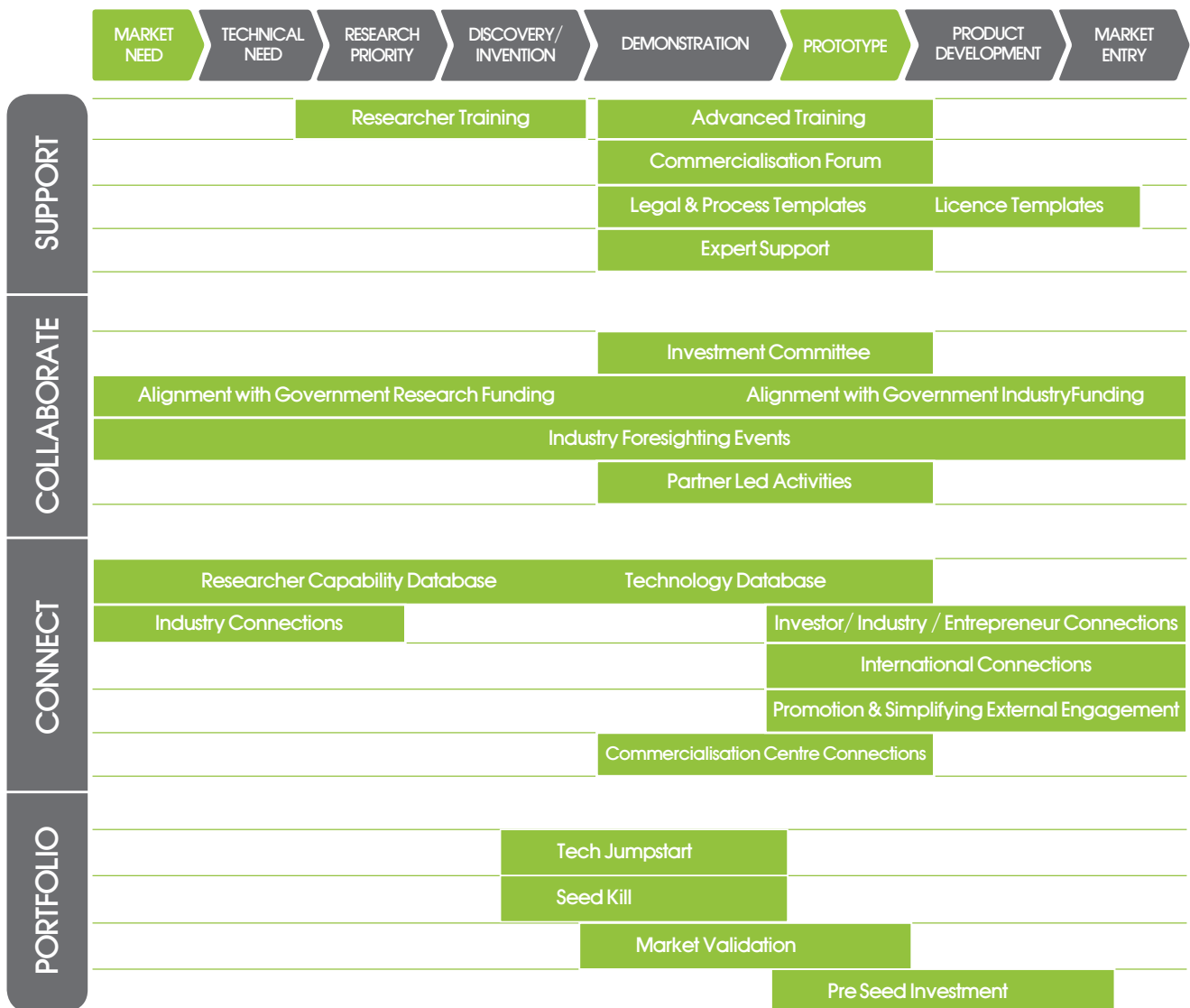
Drive a deeply embedded culture of nationwide collaboration in the research commercialisation community by constantly bringing people together in an environment of openness and trust.

Connections

Build a thriving web of interconnectivity between research organisations and business by regularly bringing new people together and encouraging the open exchange of ideas.

Portfolio

Redefine best practice in effective and efficient investment by leveraging rigorous expert review, transparent decision making and a focus on supporting commercialisation staff to reach high standards.



SUPPORT

Energising NZ research commercialisation capability by building a strong professional network with the best professional development, expert support and resources available.

ACTIVITIES

Commercialisation Training

Training programmes ranging from practical commercialisation training for researchers through to advanced professional development for commercialisation staff.

Commercialisation Forum

A national event for research commercialisation professionals that provides professional development and promotes a highly connected commercialisation network.

Resource Library

A library of legal and process templates and case studies to support research commercialisation staff, reduce legal costs and improve commercialisation processes.

Human Resource

Providing commercialisation staff with access to people (e.g. analysts, students and consultants to carry out market research, help prepare proposals and support initiatives).

Expert Advice & Entrepreneur Connections

Helping commercialisation staff to connect with experts and mentors to provide advice and guidance.

“The networks, expertise and collegiality across member organisations has helped in identifying new paths to market for innovation originating at Plant and Food Research.

Dr Gavin Ross, GM Business Development, Plant and Food Research

“Through KiwiNet we’ll not only improve our commercialisation capability but we’ll be able to share vital industry and investment networks that will help us take research and innovations to the marketplace.”

Richard Gordon, CEO Landcare, Landcare Research



2012 OUTCOMES

Commercialisation Training

More than 100 researchers and 79 tech transfer professionals from many different organisations attended KiwiNet commercialisation training courses last year. These courses have been run in 5 regional centres. Since early 2010, more than 220 researchers, representing 26 organisations have attended courses. More events are planned for 2013.

Commercialisation Forum

KiwiNet's bi-annual Commercialisation Forum for Technology Transfer Professionals continues to expand. Over 60 commercialisation professionals from 23 universities, CRIs, investor and incubator groups attended the last event in October. KiwiNet is planning to expand the forum and implement national awards for research commercialisation to raise the profile of activities in this area.

Resource Library

13 research organisations have participated in preparing 20 templates now available in the Resource Library on KiwiNet's website.

Capability Building

The number of research staff and students involved in KiwiNet funded projects has continued to grow to 164. Researchers involved gain experience that makes them more likely to identify new commercial opportunities from their research in future.

External Experts

The number of projects that use external experts and consultants has increased substantially reflecting the Investment Committee's increasing focus in this area. Since 2009 the proportion of projects using external experts rose from 28% to 55%.

KiwiNet Staff

KiwiNet has welcomed five new staff to the team to target key areas of pipeline and PR, including one person on secondment funded by Callaghan Innovation. Two analysts now carry out opportunity assessment for research organisations in response to a recognised need in this area. KiwiNet now has two Commercialisation Managers who work with research organisations to identify new opportunities, connect projects with support and guide them through the Investment Committee process. A new Marketing and Events Manager role is responsible for greater promotion around the commercialisation activities of the research organisations and the role of KiwiNet.



6 Commercialisation
Training workshops
for researchers

- > 100+ attendees
- > 23 organisations represented

2 Commercialisation
Forums

- > 58 organisations across Australasia
- > 60+ attendees per Forum

20 Best
Practice
Templates

- > Shared across 13 research organisations

COLLABORATE

Driving a deeply embedded culture of nationwide collaboration in the research commercialisation community by constantly bringing people together in an environment of openness and trust.

ACTIVITIES

Investment Committee

A joint committee of research organisations and independent experts, who assess new projects, allocate PreSeed investment and design initiatives to support commercialisation.

Government Agency Connections

KiwiNet connecting with government departments who are working in similar and complementary areas.

Platforms

Encouraging research organisations to work together to target platforms where New Zealand has a strong national capability and good access to strong market demand.

Partner Led Activities

Encouraging research organisations to lead activities that leverage their core strengths but align with the collaboration principles of KiwiNet. Ensure all public research organisations are included and can benefit from these activities.

Commercialisation Centre Connections

Co-ordination of activities across the MBIE funded Commercialisation Partners Network.

12 public organisations pooling Pre-Seed investment.

2 organisations that didn't previously have access to PreSeed investment secured investment through KiwiNet.

32 projects presented to the Investment Committee in 2012.

30 researchers from across New Zealand participated in the "Animal and Plant R&D" platform initiative.

"With the Kiwi Innovation Network we have an exciting opportunity to develop strong relationships with the current and future partners... This new found scale and breadth of expertise across new sectors, regions, and networks makes KiwiNet a significant and distinct player internationally, something as a small entity in a small region distant from major markets we could not have achieved."

Duncan Mackintosh – CEO, WaikatoLink Ltd, the commercialisation office of the University of Waikato

"KiwiNet has expanded our networks considerably, connecting us with expertise to assist on specific projects, and is providing opportunities for IP aggregation that will make our efforts to commercialise some technologies much more effective".

Nigel Johnson - Director Research and Innovation, University of Canterbury



2012 OUTCOMES

Investment Committee

The KiwiNet Investment Committee continues to expand with 12 public research organisations preparing a joint application through KiwiNet to the Ministry for PreSeed investment. These organisations will operate a shared PreSeed pool to ensure the best projects receive investment when they need it. The committee is established around principles of openness and trust where organisations see each other’s deal flow, share expertise and combine IP to maximise the chances of successful outcomes.

Over the past year the KiwiNet partners reached out to support those organisations that didn’t previously have access to PreSeed funding, allocating investment to ESR and Cawthron. Both organisations have now joined the KiwiNet application for PreSeed investment in 2013 so that they can secure ongoing access to PreSeed when required.

The Ministry now requires all research organisations to notify, or seek approval from, a Commercialisation Partnership Network (CPN) investment Committee when allocating PreSeed investment into projects. KiwiNet is one of two organisations that have been approved to operate CPN Investment Committees, meaning increased visibility between research organisations and more opportunities for collaboration.

Platforms

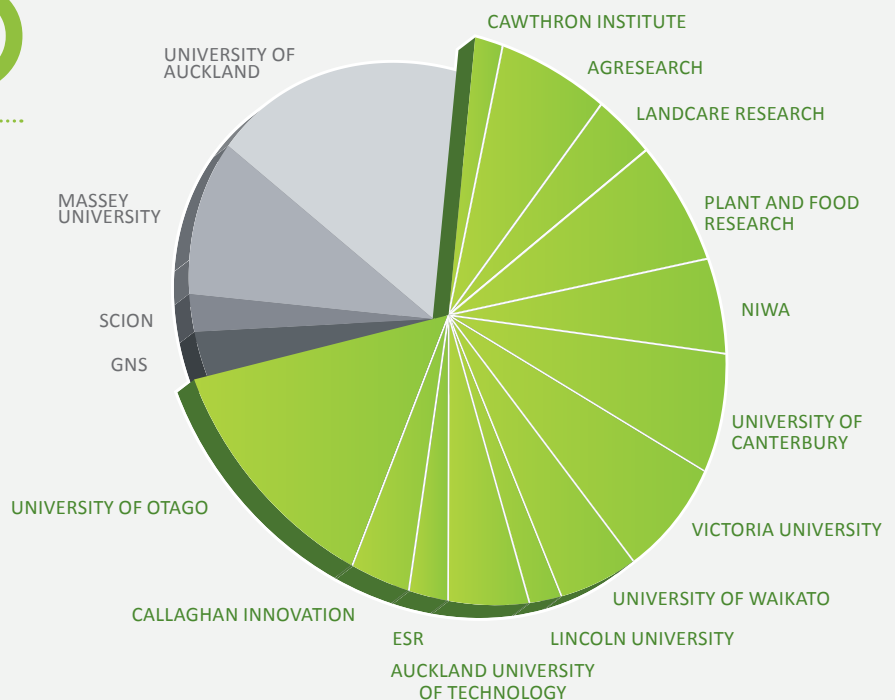
KiwiNet continues to encourage platform initiatives where organisations combine technologies and expertise and join forces to engage with business. Areas targeted so far include Animal Health and Biopesticides. 30 researchers from across New Zealand recently participated in an “Animal and Plant R&D” platform initiative co-ordinated by Aldera Health Ltd and WaikatoLink Ltd, and supported by KiwiNet. The roadshow involved MBIE, MPI, investors and industry. The initiative resulted in 15 commercial opportunities being identified for this platform.

Strategic Partnerships

KiwiNet is developing partnerships with key innovation system partners such as Callaghan Innovation, Return on Science and Canterbury Regional Innovation System (CRIS). Joint initiatives with each of these organisations are currently being planned. KiwiNet is working with Return on Science to align investment committee processes and help research organisations tap into their support services. Callaghan Innovation and CRIS bring strong business connections which will complement the research connections of KiwiNet and Return on Science creating a strong framework for connecting research technologies and expertise with channel to market partners.

~6000

researchers from NZ’s public research organisations are now represented around the KiwiNet Investment Committee table.



CONNECT

Building a thriving web of interconnectivity between research organisations and business by regularly bringing new people together and encouraging the open exchange of ideas.

ACTIVITIES

National Innovation Database

A central repository of technologies, research capability, patents & commercialisation staff profiles from NZ's research organisations.

Channel to market connections (industry / investors)

Promoting technologies and capabilities in research organisations to investors, industry, entrepreneurs, connecting with regional partners, etc.

Industry foresighting

Bringing together researchers, industry representatives and end-users to identify and prioritise opportunities for R&D collaboration in specific sectors.

International connections

Connecting with similar organisations overseas to identify opportunities for collaboration and leverage their connections into foreign markets.

Promotion & simplifying external engagement

Building awareness around the activities of KiwiNet, the technology transfer professionals and the research organisations to encourage people and make it easier for them to engage.

2012 OUTCOMES

Innovation Database

The Innovation Database now contains over 300 entries from across 17 organisations, representing the most comprehensive national portfolio of its type in New Zealand.

Investor Engagement

48 investors attended three investor engagement events organised by KiwiNet last year. 11 projects were presented by Technology Transfer staff at the events, which are designed to encourage greater engagement between PROs and investors.

Industry Foresighting

Over 40 researchers and industry representatives attended the KiwiNet Robotics Industry Foresighting initiative run in Christchurch last year. The forum brought together researchers and industry representatives to identify opportunities for R&D collaboration in the area of Robotics. Further events are in planning.

Marketing and PR

KiwiNet is ramping up its PR activity, with 22 media releases in 12 months. The website is growing with almost 50,000 hits in the past 12 months, 390 social media posts and 531 followers on Twitter. KiwiNet sponsored the NZBIO and Angel Association conferences to build the profile of key partners.

“The two projects that ESR has recently put to KiwiNet have progressed significantly due to the support that KiwiNet has provided us – we look forward to developing this relationship, and seeing NZ benefit from our science.”

Dr Chris Litten, Business Development Manager, ESR

“KiwiNet offers a unique opportunity to change the dynamic between New Zealand’s public research organisations. The intensively competitive nature of the science funding arrangements in place over the last 10 years has weakened commercialisation linkages between organisations that should have strong interests in working together. KiwiNet’s mix of CRI’s and Universities, strong frameworks and good working climate, offer a chance for change.”

David Hughes – General Manager Commercial, The New Zealand Institute for Plant and Food Research Ltd

“KiwiNet’s national portfolio approach is a very attractive proposition for us. KiwiNet will be a great way for us to connect into Australasian and other markets. KiwiNet will be able to tap into our networks to help move technologies into the US and Europe”

Brett Cornwell, Associate Vice Chancellor for Commercialisation at Texas A&M

Commenting on the Wellington KiwiNet Investor Engagement event: “The project managers received vital insights about market validation and investment prerequisites. The angels were delighted to have the opportunity to connect in a very practical way to cutting edge technology. All said they would be happy to repeat the experience.”

Suse Reynolds, Executive Director, Angel Association New Zealand Inc



3 investor engagement workshops

> 48 investors attended investor engagement events organised by KiwiNet

23,570

visits to KiwiNet Innovation Database

- > 130 projects
- > 31 organisation profiles
- > 57 patents
- > 156 staff profiles
- > 48 research capability profiles

22 Media Releases about KiwiNet activities & projects

- > 48,586 website visits
- > 390 social media posts
- > 531 Twitter followers

40

researchers and industry representatives attended the KiwiNet Robotics Industry Foresighting initiative

PORTFOLIO

Redefining best practice in effective and efficient investment for turning research ideas into commercial value.

ACTIVITIES

Opportunity Identification

Identifying new commercial opportunities in research organisations, including individual projects and platforms.

Opportunity Assessment

Increasing the speed and efficiency of new opportunity assessment.

2012 OUTCOMES

Pipeline

KiwiNet's pipeline is growing as more organisations choose to work through the KiwiNet Investment Committee. As part of preparing a joint proposal to the Ministry for PreSeed funding the KiwiNet partners have identified 127 projects that are scheduled to be submitted to the investment committee over the next 12-18 month. KiwiNet's team of commercialisation managers and analysts are working with these organisations to help them progress projects to the point of securing PreSeed investment and beyond.

Return-on-Investment

The projects that have received investment through the KiwiNet Investment Committee are estimated to be capable of generating export earnings worth over \$206 M to New Zealand over their first five years on the market. This represents more than a 31 times return of the PreSeed investment of \$6.6 M without accounting for projects that focus on protecting existing high value export revenue.

Job Creation

PreSeed funded projects have resulted in contracts that have created at least 93 new jobs over the past 5 years either during or after the project has been completed. This includes technical development staff, management staff and students employed.

Start-up Company Creation

A recent report provided to MBIE demonstrated that projects that have been invested in by KiwiNet Investment Committee have led to the spinout of 13 new companies since 2008. Eight of these companies are still active and currently employ 24 FTEs in New Zealand (excluding research organisation staff).

\$6.6m

invested by the KiwiNet
Investment Committee
since 2008

54

projects in the KiwiNet
portfolio

93

jobs created

13

new companies

\$206m

estimated benefit to
New Zealand.

\$5.4m

private investment into
projects

127

projects in the pipeline
for future PreSeed
investment

“Feedback from the (KiwiNet) IC definitely improves our chances at successful commercialisation through unfettered review and constructive critique.”

Enrico Tronchin - Business Operations Manager - Commercialisation, AUT Enterprises Ltd

“KiwiNet benchmarks equivalent to the best performing early stage investment fund in Australia, the Medical Research Commercialisation Fund, of which I am also an Investment Committee member. The rigour of its investment due diligence process and market-facing reference to industry need are to be applauded.”

Dr Dean Moss - Chief Executive Officer, UniQuest Pty Ltd.



PORTFOLIO

University of Canterbury: 3PT

Prefabricated pre-stressed panels – suspended floors developed at the University promise the best combination of long-span, high structural performance and low weight of any commercial suspended flooring alternative. KiwiNet investment enabled ongoing development and a partnership with Gibbons Construction Ltd.



“The University of Canterbury has benefited significantly from KiwiNet... most notable has been the expert input provided by KiwiNet colleagues to our projects, development of our capabilities through adoption of best practice processes, and the general learning that comes from reviewing others’ projects.”

Nigel Johnson, Director Research and Innovation, University of Canterbury

Lincoln University: Pest Control

A novel remote monitoring device that identifies different species of vertebrate pest for monitoring population dynamics, early detection of incursion, or highly targeted pest control. PreSeed investment has enabled development and commercial partnerships with organisations such as Connovation Ltd.



“The knowledge, experience and networks KiwiNet membership makes available have been of immense value to Lincoln.”

Peter John, Director, Lincoln University, Research and Commercialisation Office.

AgResearch Rapid group weighing



Ground-breaking system for measuring stock weight as stock run through a gateway, offering substantial productivity gains for farmers. PreSeed from KiwiNet has supported prototype development, testing and formation of a commercial partnership with TruTest.

“...KiwiNet also has the benefit of widening the market scope of potential projects into areas outside a Crown Research Institute’s core purpose with the diversity of members and the experience and connections of the independent committee members.”

Neil Tunnel, Investment Manager, AgResearch

WaikatoLink Aldera Limited



Creating opportunities for New Zealand research organisations to collectively impact the global animal health industry. PreSeed investment enabled IP from across New Zealand to be aggregated and presented to major multinational animal health companies, resulting in the establishment of a new start-up (Aldera Ltd) and a commercial partnership with biotech company Prosetta Antiviral.

“KiwiNet’s scope and reach offered a single entry point into multiple research groups within New Zealand. The spinout company Aldera is commercially months ahead of where it expected to be because of KiwiNet and the KiwiNet partners.”
Bill te Brake, Co-Founder, Aldera Limited

VicLink EdPotential



An innovative software tool to monitor learning and improve teaching achievement outcomes. PreSeed investment supported further market validation and engagement with commercial partners resulting in the formation of a new start-up.

“...The KiwiNet group has proven to be very collegial and sharing, provides a knowledge platform that we could not replicate or access and has opened up the door to external opportunities and learning.”

Geoff Todd, Managing Director, VicLink Ltd

WaikatoLink: Aduro Biopolymers

A novel method of making biodegradable plastics from animal processing waste. PreSeed investment enabled refinement of the technology and led to a partnership with a major meat processing plant.



“PreSeed funding helped to fast track the commercial and technical development of Novatein and has been a significant factor in commercialisation of the project.”

Darren Harpur, Acting CEO, Aduro Biopolymers

ESR: Phage

A novel food security tool that offers precise targeting of food pathogens without the use of chemicals on a wide range of products where bacterial contamination is an issue. PreSeed investment is accelerating market validation and a commercial partnership with the Meat Industry Association of NZ.



“The two projects that ESR has recently put to KiwiNet have progressed significantly due to the support that KiwiNet has provided us – we look forward to developing this relationship, and seeing NZ benefit from our science.”

Chris Litten, ESR Business Development Manager

University of Canterbury Outdoor Augmented Reality



An exciting digital innovation using spatial audio, high quality 3D graphics, and improved user interaction, over multiple mobile platforms. PreSeed investment enabled the completion the pre-commercialisation steps required to bring the mobile AR platform to market through partner companies like Acoustiguide and QderoPateo Communications.

Cawthron Institute Natural Compounds



The development of a specialised business to extract high value bioactives from algae for distribution to global markets. PreSeed investment based around Cawthron's specialist expertise in this area has enabled validation of market opportunity and approaches to potential commercial partners.

“Cawthron Institute has a highly collaborative style and the opportunity to extend this approach into the commercialisation phase is very attractive. It is clear that by pooling resources and working together New Zealand's research organisations can achieve significantly greater progress with better outcomes for New Zealand. KiwiNet provides an excellent mechanism to achieve this.”

Charles Eason, Chief Executive, Cawthron Institute

Auckland University of Technology Conditioning NZ Shortfin Eels



Researchers at AUT discovered a method for substantially increasing the fat concentration in shortfin eels, opening access for NZ producers to the lucrative Japanese eel market. PreSeed investment will enable AUT to establish commercial partnerships and set up a pilot plant.

“AUT Enterprises runs a very lean operation with its small staff complement, yet we attempt to adequately support NZ's second largest university with commercialisation services. KiwiNet's ongoing support is crucial to us meeting our lofty goals as we continue to grow and service our pipeline of projects.”

Enrico Tronchin, Business Operations Manager, Commercialisation - AUT Enterprises Ltd



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