Office of Business Engagement & Commercialisation

2021 REPORT

**DISCLOSURES**

- **25** new invention disclosures including 2x multi-College projects
- **52.0%** of these projects have entered into the commercial process

**SNAPSHOT: ACTIVE TECHNOLOGIES**

- **143** active technologies
- **34** undergoing further development or marketing
- **29** evaluation or planning
- **80** Optioned or licensed

**PATENT PORTFOLIO**

- **18** new patent applications filed
- **4** patents granted
- **366** patent applications being managed
- **11 x Provisional**
- **4 x PCT**
- **3 x National Phase**

**AGREEMENTS**

- **90** new collaborative R&D agreements
- **36 in negotiation**
- **44 executed**
- **> $51,800,000** total value of executed agreements
- **27** new licenses, options & assignments (LOAs)
- **10 in negotiation**
- **13 executed**
- **> $154,400** revenue from LOAs
- **130** confidentiality agreements
- **89** material transfer agreements

**BEC RESTRUCTURE**

- Four pillars of BEC
  - **Business Development**
    - Support academics to identify, secure and expand collaborations
    - **9 staff members**
  - **Partnerships**
    - Build and maintain a network of partners to support business engagement & commercialisation
    - **4 staff members**
  - **Commercialisation & IP**
    - Identify, evaluate and transfer IP from ANU to the commercial world
    - **4 staff members**
  - **New Ventures & Entrepreneurship**
    - Provide advice and guidance to entrepreneurial staff to establish start-up/spin-out companies to commercialise ANU IP
    - **2 staff members**

**NEW BUSINESS DEVELOPMENT TEAM**

to provide strategic support to Colleges & Schools

- **Karen Jackson**
  - Associate Director of Business Development
- **Irene Lemon**
  - Business Development Manager CASS
- **Sarah Vande Velde**
  - Business Development Manager CBE
- **Sarah Adams**
  - Business Development Manager CoS
- **Ewa Ziołkowska**
  - Stakeholder Relationship Manager
- **Josh Chu-Tan**
  - Business Development Manager CHM
- **Julianne Dougherty**
  - Business Development Manager CoS
- **John Holmes**
  - Business Development Manager CAP
### Office of Business Engagement & Commercialisation

#### 2021 REPORT

**Innovation**
- **ACT**
  - Student entrepreneurship program est. 2008

**STUDENT ENTREPRENEURSHIP**
- **72** participants from ANU + CBR region
  - First offering to HDR students and ECR staff
- **23** teams registered
- **72** student members
- **13** HDR participants, academics or ANU staff
- **7** industry mentors
- **6** events
- **Square One** student coworking space est. 2018

**MARKETING**
- **998** new contacts/leads generated
  - **590** external
  - **408** internal
  + **46** re-engagements from existing ANU contacts

**ENGAGEMENT PROJECTS**
- **70** active projects
- **28** completed projects

**CASE STUDY: SPIN-OUT**

**Samsara**
- A spin-out company led by Professor Colin Jackson from the research School of Chemistry, utilising ground breaking technology which uses plastic-eating super enzymes that break plastic back down to its core molecules.
- Samsara’s novel recycling process is carbon-neutral, environmentally friendly and allows 100% of PET & Polyester to be recycled, paving the way towards infinite recycling to end plastic pollution.
- Samsara is supported by Woolworths Group, venture fund Main Sequence and ANU.

**More Info:** samsaraeco.com

**STRATEGIC SUPPORT**
- Providing support to:
  - Australian Signals Directorate (ASD) Research Collaboration
  - Canberra Clinical Genomics Initiative
  - Genentech Research Collaboration
  - ICON Water/ActewAGL Endowment
  - OPTUS-ANU Partnership
  - Samsara (ANU-Spinout)
  - AUKUS - Australia, UK and USA Trilateral Security Pact
  - Heavy Industry Low Carbon Transition Cooperative Centre (HILT CRC)

**TRAINING**
- BEC training events were postponed in 2021 due to COVID-19, but:
  - Developed training road map for 2022 including:
    - Impact workshops
    - Value proposition workshops
    - IP and negotiation workshops
    - Drop-in sessions
    - Customer validation program
    - Supported/sponsored ANU participation in external training, e.g.:
      - ON Prime Virtual
      - Research to Impact

**SPIN-OUTS**
- **1** newly established spin-out with licenced ANU IP
- **5** spin-outs in progress (IP pending)
- **14** active spin-outs
  - Beta Therapeutics
  - E-Hub Health
  - EpiAxis
  - Flex-G
  - Lipotek
  - Liquid Instruments
  - Nomad Atomics
  - Quantum Brilliance
  - Quintessence Labs
  - Samsara
  - Solar Storage & Modelling
  - WearOptimo