



## Commercialisation 4.0: Translating Australasian research outcomes in a rapidly changing global economy

The Langham, Southbank, Melbourne

Wednesday, 31<sup>st</sup> August

Valuing Intellectual Property - PRE-CONFERENCE WORKSHOP Presented by Dr Ashley Stevens RTP, <i>Focus IP Group, USA</i>	
<b>Synopsis:</b>	This Valuing Intellectual Property workshop is developed and delivered by a world-renowned expert, Dr Ashley Stevens RTP. This workshop features lectures on technology valuation methods and techniques as well as technology-based company valuation. Learnings will be reinforced by case studies workshopped by attendees in small teams.
7:30am-8:00am	<b>Registrations open</b> <i>Alto Room, The Langham</i>
8:00-10:00am	<ul style="list-style-type: none"> <li>- <i>How value is extracted in a licence agreement</i></li> <li>- <i>Risk and value</i></li> <li>- <i>Valuation methodologies:</i> <ol style="list-style-type: none"> <li>1. <i>Cost method</i></li> <li>2. <i>Comparables</i></li> <li>3. <i>Rule of thumb</i></li> </ol> </li> </ul>
10:00-10:30am	<b>MORNING TEA</b>
10:30am-12:30pm	<ul style="list-style-type: none"> <li>- <i>Case Study: Lithium-ion battery</i></li> <li>- <i>Valuation methodologies (cont'd):</i> <ol style="list-style-type: none"> <li>4. <i>Discounted cash flow / NPV</i></li> </ol> </li> </ul>
12:30-1:15pm	<b>LUNCH BREAK</b>
1:15-2:30pm	<ul style="list-style-type: none"> <li>- <i>Case Study: Royalty monetisation</i></li> </ul>
2:30-3:00pm	<b>AFTERNOON TEA</b>
3:00-4:30pm	<ul style="list-style-type: none"> <li>- <i>Introduction to equity</i></li> <li>- <i>Caps tables</i></li> <li>- <i>The ideal cycle</i></li> <li>- <i>The exit</i></li> <li>- <i>Things go wrong</i></li> </ul>
4:30-5:00pm	<ul style="list-style-type: none"> <li>- <i>Q&amp;A</i></li> </ul>

## Wednesday, 31<sup>st</sup> August

KCA 2022 CONFERENCE OPEN	
6:30pm-8.30pm	Registration desk open
6:30-8:30pm	<p><b>Welcome reception</b>  <i>Alto Room, The Langham, Southbank, Melbourne</i>            Sponsored by CSIRO</p>

## Thursday, 1<sup>st</sup> September

DAY 1 Ballroom, The Langham, Southbank, Melbourne	
8:00am-5:00pm	Registration desk open <i>Ballroom Foyer, The Langham</i>
9:00 -9:10am	<p><b>Welcome to Country</b>            Janet Galpin</p>
9:10-9:20am	<p><b>KCA Chair's address</b>            Quin Chang RTTP, KCA Chair and Director, Enterprise Development, La Trobe University</p>
9:20-10:00am	<p><b>Opening keynote address</b>            Professor Margaret Gardner AC, Vice-Chancellor, Monash University</p>
10:00-10:30am	<p><b>SCOPR 2021</b>  <b>Survey Of Commercialisation Outcomes from Public Research</b></p> <ul style="list-style-type: none"> <li>- John Grace, SCOPR Committee Chair to provide overview of SCOPR</li> <li>- Dom English, First Assistant Secretary, Research Division, Australian Government Department of Education to introduce session</li> <li>- Dr Erin Rayment RTTP, KCA Advocacy Director, Past KCA Chair and Executive Director, Industry Engagement, Queensland University of Technology to present SCOPR</li> </ul> <p><b>Synopsis:</b>            The introduction will inform the audience about the Department's interest in SCOPR and the general topic of research commercialisation.</p> <p>The summary results of SCOPR 2021 will be presented, showcasing the exciting results of commercialisation outcomes from public research in Australasia.</p> <p>Now in its fifth year of data collection, KCA has invited Australian and New Zealand universities, medical research institutes and publicly funded research organisations to participate in SCOPR 2021.</p> <p>The survey and report have been delivered by gemaker under contract to KCA.  <i>SCOPR report sponsored by Australian Government Department of Education</i></p>
10:30-11:00am	<b>MORNING TEA BREAK</b>

<p>11:00am-12.00pm</p>	<p><b>The challenges of pilot to production in commercialising technologies addressing climate change</b></p> <p><b>Facilitator:</b> Alan Hucks, Commercial Program Manager, KiwiNet</p> <p><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>- Dr Chris Bumby, Chief Scientist/Engineer – Materials, Robinson Research Institute, Victoria University of Wellington</li> <li>- Jody Bruce, Regional Transitions Theme Leader, Towards Net Zero Mission, CSIRO</li> <li>- Meredith England, Director of Systems Innovation, Climate-KIC</li> </ul> <p><b>Synopsis:</b> Climate Change is here, and its impacts are being seen in our everyday lives. Science holds the keys to an emission free future. Public research being done across Australia and New Zealand (NZ) is what the world urgently needs right now. But what is stopping commercialisation get from the lab to pilot and from pilot to production? How can we accelerate these clean and climate technologies to scale?</p> <p><b>The session will explore:</b></p> <ul style="list-style-type: none"> <li>- The emerging technologies that will shape the future for NZ and Australia.</li> <li>- The high cost to demonstrate viability and feasibility for investment.</li> <li>- Challenges of transitioning to carbon zero for industry and governments.</li> </ul> <p><i>Sponsored by AgriFutures</i></p>
<p>12.00 –12:30pm</p>	<p><b>Breakthrough Victoria: Investing for impact</b> Grant Dooley, Chief Executive Officer, Breakthrough Victoria</p> <p><b>Synopsis:</b> Thousands of breakthrough ideas and technologies are discovered in Victoria that have the potential to improve lives, boost productivity and support emerging industries. But we underperform in developing viable and home-grown ideas at commercial scale. Breakthrough Victoria patiently and impactfully invests and supports the innovation ecosystem, to turn world-class ideas and research into commercial success stories. Grant Dooley will discuss how Breakthrough Victoria supports commercialisation activity in Victoria and builds innovative companies in emerging industries.</p>
<p>12:30-1:30pm</p>	<p style="text-align: center;"><b>LUNCH BREAK</b> <i>Sponsored by Deakin University</i></p>
<p>1:30-2:00pm</p>	<p><b>Building innovation ecosystem initiatives</b></p> <ul style="list-style-type: none"> <li>- Dr Tim Boyle RTTP, Director, Innovation and Commercialisation, ANSTO</li> <li>- Georgia von Guttner, Director, Innovation Precincts, University of Melbourne</li> </ul> <p><b>Synopsis:</b> We are all too familiar with the impact that the COVID pandemic has had on our day-to-day lives and the challenges that have been imposed on our society. But, during this time we have seen a shift in our engagement activities with businesses needing to pivot and innovate actively increasing their engagement with the university sector looking for alternative solutions to enhance their products and services in a new commercial landscape. State and Federal governments have also increased funding to support commercially focussed university-industry projects. This session will cover some examples of initiatives being undertaken within universities and research organisations and highlights gaps in comparison to the activities being undertaken by our international peers as discussion points around how we can improve and continue engagement momentum towards sustained university-industry collaboration.</p>

2:00-2:45pm	<p style="text-align: center;"><b>The need for research translators in research organisations</b></p> <p style="text-align: center;"><b>Facilitator:</b> Sue MacLeman, Chair, MTPConnect</p> <p style="text-align: center;"><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>- Anita van der Meer, Business Development Director, Health and Biosecurity, CSIRO</li> <li>- Nick Northcott, Managing Partner, Chrysalis</li> </ul> <p><b>Synopsis:</b> This panel session will provide insights into frameworks for engagement with research organisations. It will focus on the need for research translator roles in research organisations to facilitate engagement and alliance management in research commercialisation.</p>
2:45-3:15pm	<b>AFTERNOON TEA BREAK</b>
3:15-4:15pm	<p style="text-align: center;"><b>How to build successful research commercialisation partnerships with universities and publicly funded research organisations</b></p> <p style="text-align: center;"><b>Facilitator:</b> Zahra Shahbazian RTTP, Senior Business Initiatives Manager, Innovation and Commercial Research, University of Wollongong</p> <p style="text-align: center;"><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>- Dr Laura Issa, Pharmaceutical Business Development and Licensing Professional</li> <li>- Christiaan Jordan, Founder &amp; Chief Executive Officer, Sicona Battery Technologies</li> <li>- Jan Bingley RTTP, Director, Business Development &amp; Commercialisation, La Trobe University</li> <li>- Grant Dooley, Chief Executive Officer, Breakthrough Victoria</li> </ul> <p><b>Synopsis:</b> Partnerships are essential for successful research commercialisation. Our panel of experts and leaders in their field explore what it takes to build successful partnerships, pitfalls to avoid and lessons learnt from the past.</p> <p><i>Sponsored by Deakin University</i></p>
4:15-5:00pm	<p style="text-align: center;"><b>Improving EDI in the innovation ecosystem</b></p> <p style="text-align: center;"><b>Facilitator:</b> Dr Bayode Ero-Phillips RTTP, Industry Engagement Manager, Queensland University of Technology</p> <p style="text-align: center;"><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>- Dr Marguerite Evans-Galea, Director, STEM Careers Strategy</li> <li>- Dr Michael Molinari, Managing Director, IP Group, Australia</li> <li>- Zahra Shahbazian RTTP, Senior Business Initiatives Manager, Innovation and Commercial Research, University of Wollongong</li> </ul> <p><b>Synopsis:</b> Data shows that fewer women than men use the IP system. Studies also indicate that the percentage of venture capital funds provided to companies founded by women has barely changed in the last decade and for founders of colour, it is even worse. The important question is, “does this matter as long the world is able to continue innovating?” This panel session will discuss why it matters and offer suggestions to reverse this alarming trend.</p>
5:10-5:30pm	<p><b>KCA Annual General Meeting</b></p> <p>*KCA Members Only</p>

6.30-10:00pm	<p><b>KCA Conference Dinner</b>  <i>Zinc, Federation Square, Melbourne</i></p> <p><b>Presentation of Australasian Research Commercialisation Awards</b></p> <p>Spin Out Award <i>sponsored by Phillips Ormonde Fitzpatrick</i>  University Industry Collaboration <i>sponsored by AbbVie</i>  Licensing Deal Award <i>sponsored by AbbVie</i>  Innovation Award <i>sponsored by IP Australia</i>  Knowledge Exchange Initiative <i>sponsored by ACASE</i></p> <p><b>After-Dinner Speaker:</b> Dr Ashley Stevens RTTP, Focus IP Group, USA</p> <p><i>KCA Conference Dinner sponsored by Phillips Ormonde Fitzpatrick</i></p>
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## Friday, 2<sup>nd</sup> September

<b>DAY 2</b> <b>Ballroom, The Langham, Southbank, Melbourne</b>	
9:00am-9:15am	<p>Registration Desk Open  <i>Ballroom Foyer, The Langham</i></p>
9:15-10:00am	<p style="text-align: center;"><b>Jobs for my grandchildren</b></p> <p style="text-align: center;">Dr Amanda Caples, Lead Scientist, VIC &amp; Director, Breakthrough Victoria</p> <p><b>Synopsis:</b>  Governments around the world invest in science, technology and innovation to create jobs. So, how are we doing in Australia? What do we need to do differently to ensure that the next generation has the same opportunity for really interesting jobs that we have had? In particular, how do we put the science that comes out of Australia's research universities at the disposal of industry? Answers to these questions will be offered to stimulate thinking about the creation of future industries.</p>
10:00-10:15am	<p style="text-align: center;"><b>KCA Networks and engagement</b></p> <p style="text-align: center;"><b>Speakers:</b></p> <ul style="list-style-type: none"> <li>- Alan Hucks, Commercialisation Programme Manager, KiwiNet, KCA NZ Network</li> <li>- Qiao Qiao, Business Development Manager, University of New South Wales, NSW Network</li> <li>- Lynette Hogan, Commercialisation Support, Monash University, KCA VIC Network</li> <li>- Rebecca Farrell, Manager, Operations and Communications, University of Adelaide, KCA SA Network</li> <li>- Dr E-Jen Teh RTTP, Business Development Specialist, University of Canberra, KCA ACT Network</li> <li>- Charissa Bensted, Associate Director, Commercialisation and Enterprise Creation, University of Tasmania, KCA TAS Network</li> </ul> <p><b>Synopsis:</b>  KCA Networks galvanise local communities of practice and promote an environment for interdisciplinary discussion and collaboration. Hear from your local KCA Network Chair and find out about upcoming professional development courses and networking events.</p>

10:15-10:30am	<p style="text-align: center;"><b>Getting your RTTP Accreditation: Tips, Tricks and How to Apply</b> Dr Melissa Mail RTTP, Investment Manager, UniSeed</p> <p><b>Synopsis:</b> Are you a knowledge transfer or commercialisation practitioner working in universities, industry, or government labs? Looking for international recognition for your ability to translate knowledge and research into impact in society and the economy? Join Melissa Mail, a member of the ATTP Review Panel, as she demystifies the application process and shares tips on how to highlight RTTPs core competencies, skills, and experience to prepare the strongest application possible.</p>
10:30-11:00am	<b>MORNING TEA BREAK</b>
11:00am-12:00pm	<p style="text-align: center;"><b>Australia's economic accelerator</b></p> <p><b>Facilitator:</b> Dr E-Jen Teh RTTP, Business Development Specialist, University of Canberra</p> <p style="text-align: center;"><b>Panellists:</b></p> <ul style="list-style-type: none"> <li>- Carolyn Shrives, Assistant Secretary, University Research Commercialisation, Australian Government Department of Education</li> <li>- Gabrielle Munzer, Principal, Main Sequence Ventures</li> </ul> <p><b>Synopsis:</b> Australia's Economic Accelerator (AEA) is a \$1.6 billion investment from the Australian Government to accelerate the translation and commercialisation of publicly funded research. By establishing a new stage-gated funding program, AEA will support translation and commercialisation activities, leading to a cradle-to-grave commercialisation pipeline aligned with national priority areas. The different stages of the AEA will be managed by Australian Government Department of Education (Stages 1 and 2) and Main Sequence Ventures (Stage 3). During this session, speakers from both organisations will discuss the specificities of various stages of the AEA and answer questions from the audience.</p>
12:00-12:15pm	<p style="text-align: center;"><b>Closing remarks &amp; Announcement of KCA 2023</b> Dr Bayode Ero-Phillips RTTP Conference Planning Committee Chair</p>
12:15-1:30pm	<b>LUNCH</b>

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