

# THE AUSTRALIAN NATIONAL FABRICATION FACILITY



ANFF-C  
HELPING  
GREAT IDEAS  
GET TO  
MARKET

CATALYSE  
CREATE  
COMBINE  
CONNECT  
CAUSE



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**C**OLLABORATE  
COMMERCIALISE  
CONTRIBUTE  
CONSOLIDATE  
COMPOUND





## OUR VISION

ANFF will leverage its current research outputs to position the organisation as a launchpad for new, innovative technology and companies. To this end, ANFF is now offering support, through the ANFF-C platform, to enable great technologies to become investment-ready enterprises, creating new companies and the jobs of the future.



## OUR VALUES

**INTEGRITY > QUALITY > PASSION > DIVERSITY > ACCOUNTABILITY**

The fundamental purpose of the organisation is to continue to support excellence in research infrastructure while enhancing a prosperous manufacturing sector in Australia.



## OUR INTENT

ANFF-C wants to support the maturation of Intellectual Property (IP) generated with the support of ANFF Technology Platforms to create new enterprises and the jobs of the future. To this end, ANFF-C, in collaboration with Early-Stage Entities (ESEs) and universities, will help provide necessary resources to enable the commercialisation of this IP. ANFF will seek no financial benefit from this process.



## OUR FOCUS

**1**

### **Research Infrastructure Excellence**

ANFF continues to build the organisation and communicate its success, such that it is broadly considered an essential part of the research capability of Australia.

**2**

### **Capturing the Benefits**

ANFF demonstrates delivery on a pipeline of commercialisation outcomes. Including:

- Australian industry using our tools to gain global advantages with their products;
- Facilitating technology licensing deals; and
- The formation of new companies based on ANFF driven innovation.

**3**

### **National Resilience**

ANFF has played a significant role in the development of strategic and flexible sovereign manufacturing capability in Australia. Further, ANFF has made significant contributions to training a new workforce and stimulating activity for manufacturing businesses.

# 1

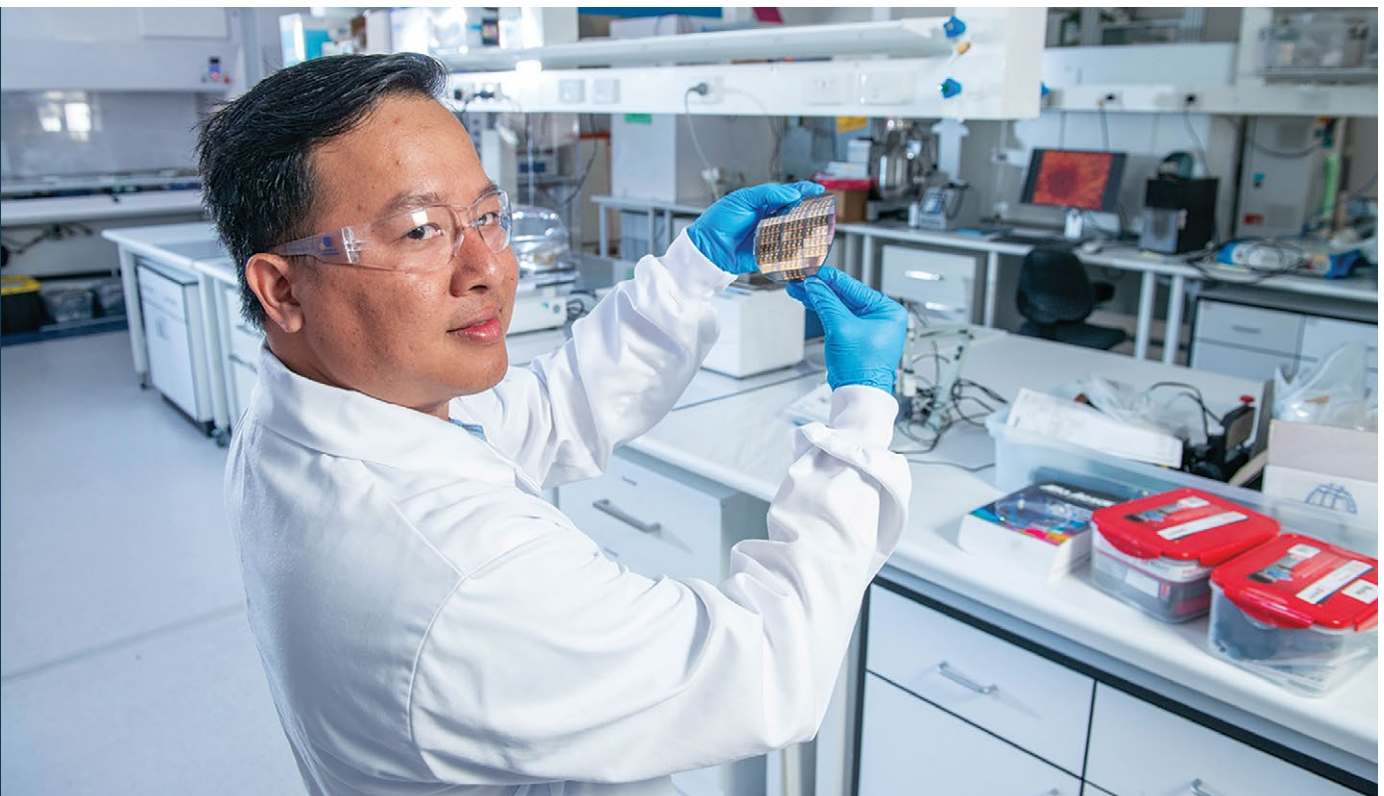
## THE OPPORTUNITY

ANFF technology platforms have supported great research outcomes that frequently have the potential to become commercial products. In many cases, this intellectual property has not been developed beyond the point of solving an interesting research problem. ANFF-C wants to see more of Australia's world-class basic research become successful commercial products and services.

One of the missing parts of the journey has been early seed money and the know-how required to validate the commercial opportunity, build a business case that would attract investment from professional investors and build a new, viable business.

ANFF-C is offering to support this journey in partnership with the early-stage entities or the university.

ANFF-C will assist researchers and ESEs that have developed IP using the ANFF technology platforms to launch new businesses with the expectation of raising capital from professional investors or attracting funding from the various governmental industry support schemes.



## 「 2 」 WHY ANFF-C?

We believe that ANFF-C is a natural partner for any entity that has developed intellectual property using the ANFF technology platforms. Our value proposition is:

- We understand the technology and the way to manufacture it
- We will support the path-to-market with both human and financial resources
- We seek no financial benefit from the new entity that is created
- The continued use of ANFF facilities reduces costs and de-risks initial development stages

**WE ARE MOTIVATED BY THE DESIRE TO SEE MORE OF AUSTRALIA'S TECHNOLOGY FIND ITS WAY TO THE MARKETPLACE, CREATING NEW JOBS AND ENSURING AUSTRALIA'S FUTURE PROSPERITY.**



# 3

## OUR SERVICES

Below are some examples of the types of services we can provide. This is not an exhaustive list, and the exact method of help will depend on each opportunity as it arises. This support will be provided in conjunction with the varied stakeholders in the project without diluting the final ownership of the IP.



### DEVELOP

- Entrepreneur training
- Commercial coaching
- Mentor matching



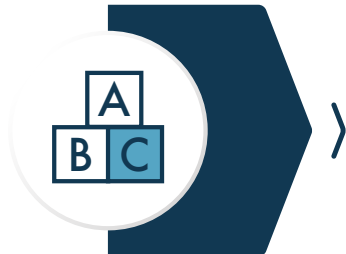
### CONNECT

- Networking events
- Introduction to investors
- Company introductions



### VALIDATE

- Market research
- Competitor searches
- Prototype testing



### ESTABLISH

- |   |   |   |   |
|---|---|---|---|
| <ul style="list-style-type: none"> <li>• Legal               <ul style="list-style-type: none"> <li>– New company incorporated</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Patent               <ul style="list-style-type: none"> <li>– File IP</li> <li>– IP landscape</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Financial               <ul style="list-style-type: none"> <li>– Forecasting</li> <li>– Modelling</li> </ul> </li> </ul> | <ul style="list-style-type: none"> <li>• Commercial               <ul style="list-style-type: none"> <li>– Regulator strategy</li> <li>– Reimbursement strategy</li> <li>– Market research</li> </ul> </li> </ul> |
|---|---|---|---|



### PROMOTE

- Trade shows
- Social media
- Investment events



# 4 OUR PROCESS

ANFF-C works in collaboration with the ESEs or university to support the commercialisation of intellectual property developed (in whole or in part) using the ANFF Capability Platforms. *It is important to note that no direct funding will be provided to the entities being supported.*

Rather, ANFF-C will offer expert services and financial support that will be used to directly acquire agreed professional services which will be consequently shared with the applicant.

The services provided are negotiated on an individual basis with each client.



# OUR PROCESS

## STAGE

00



### ANFF PROJECT PIPELINE

The project is recommended for ANFF-C review and provisionally support by key stakeholders

01



- 1.1 Review of 'Technology Assessment Request'
- 1.2 Due diligence I: Ownership
- 1.3 **Outcome** – MoU

- Internal review
- Approximately 5 business days
- ANFF-C support:
  - up to 30 hours – internal resources
- MoU signatories: Investors, ESE/university partner(s), ANFF-C

02



- 2.1 Project terms of reference
- 2.2 Due diligence II: Freedom-to-operate
- 2.3 Critical review questions
- 2.4 CAC review / approval
- 2.5 **Outcome** – Term sheet

- Path to market review
- ANFF-C support:
  - up to 60 hours – internal resources
  - up to \$20K in professional services
- CAC – Commercial Advisory Committee
- Term sheet signatories: Investors, ESE/university partner(s), ANFF-C

03



- 3.1 Consultancies – Internal
- 3.2 Consultancies – External
- 3.3 **Outcome** – Investment-ready entity\*

- The support provided will be individually tailored for each opportunity
- ANFF-C support
  - up to 100 hours – internal resources
  - up to \$100K in professional services
  - Seeking to leverage existing funding sources

04



**LAUNCH**

**PROMOTE**

\*Could be ready to raise Seed or Series A funding



# 5

## ELIGIBILITY CRITERIA

ANFF-C is here to support the commercialisation journey of intellectual property that has been born, developed or prototyped with ANFF support.

- ANFF has played a critical role in the development of your technology/product.
- ANFF-C support becomes available once a prototype has been developed that demonstrates proof-of-principle outcomes for your proposed technology/product.
- There is an expectation that alternate funding sources are not readily available.
- The commercial rights to the technology must be clearly controlled by the entity.
- ANFF-C support should help to de-risk your commercial strategy, enabling a demonstrable increase in the value of your company (entity).
- No support can be provided once Series A funding has been secured.

ANFF-C provides both human and financial support to advance your commercial position. ANFF-C prefers to work in partnership with universities or the early-stage entity; we welcome the leveraging of our support (e.g. with university resources).

*Note: ANFF-C does not provide funding (or credit) for the use of ANFF technology platforms.*

COMPLETE  
CONSTRUCT  
CONCOCT  
CONSTITUTE  
COOPERATE  
CONTRIVE



# 6 OUR TEAM

We will form a project specific team to support each new venture, which will include key technical experts from the ANFF technology platforms. The ANFF-C support team will be selected from the following:



**John Morrison, Director ANFF-C**

Technical expertise in biology and medicine with experience in developing early-stage companies and working with universities.



**Jane Fitzpatrick, CEO ANFF**

Technical expertise in biotechnology and fabrication technologies, experience in MedTech start-ups, academia and client service.



**Simon Poole, ANFF Non-Executive Director**

Technical expertise in photonics and optics, experience in research and industry, especially in commercialisation.

The ANFF Board will provide a rich source of industry experience and knowledge to the projects undertaken.

Subject matter experts will be brought into the team from a pool of experts within the ANFF network. These will provide advice and insights to the project team.

Other external resources will be recruited as necessary such as legal, tax, financial, investment and regulatory expertise.

**THE ANFF BOARD WILL  
PROVIDE A RICH SOURCE  
OF INDUSTRY EXPERIENCE  
AND KNOWLEDGE TO THE  
PROJECTS UNDERTAKEN.**



# CONTACT ANFF

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**TO FIND**  
**OUT MORE**

COMPOSE

CHAIN

COUPLE

CONCATENATE

CONJOIN

**C**CLIMB

CONFIRM

CORROBORATE

CONVEY

