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Australian Nuclear Science & Technology Organisation

ANSTO Business Lab

Robert Muir

ANSTO Business Development

BHERT IPM Conference

29 September 2004

Good Science is Good Business @ ANSTO

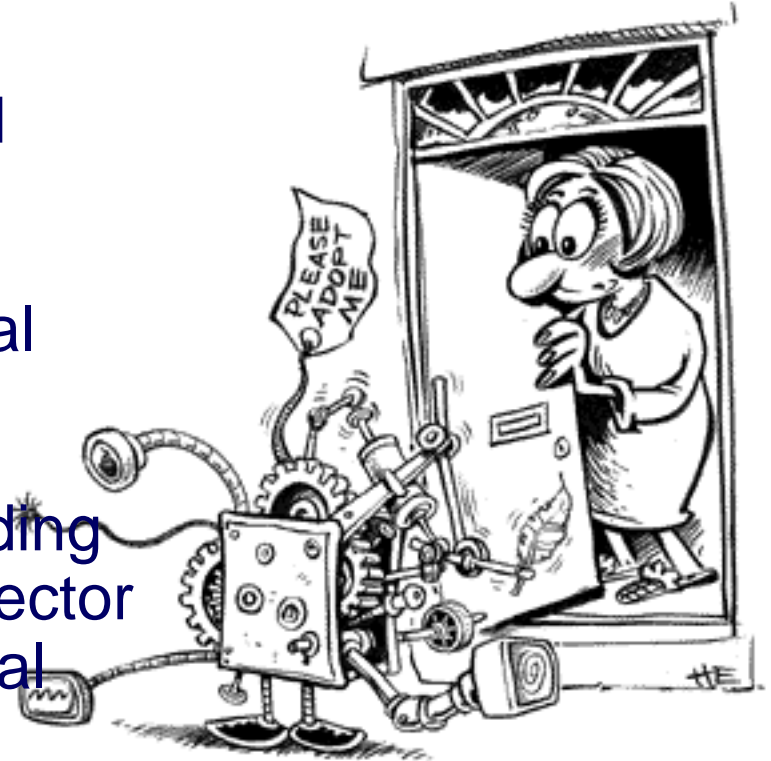


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Better business outcomes

- “Good science is good business @ ANSTO”
- Raise Australia’s global scientific profile
- Create sources of funding for research, private-sector collaboration and global opportunities



TECHNOLOGY ADOPTION LIFE CYCLE



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ANSTO Business Lab

- **C=Customer NOT C=Commercialization**
- Companies have mission critical needs to develop new products
- Ensure global ‘market relevance’
- Build on a track record
 - ANSTO’s three ‘crown jewels’
- Friends in High Places

‘Business’ and ‘Science’ often speak in different ‘tongues’, resulting in a perceived lack of relevance between the two



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Changing the Business Model

Business Model

(C=customer)

- Market pull
- Venture team
- Larger investor deals
- (i) Biz innovation
- Platform/partnering
- Theme model: size matters for investment

Tech model

(C =commercialization)

- Tech push
- Scientist plus IP
- Small deals (\$Ks)
- (i) Tech innovation
- 'Broken model'

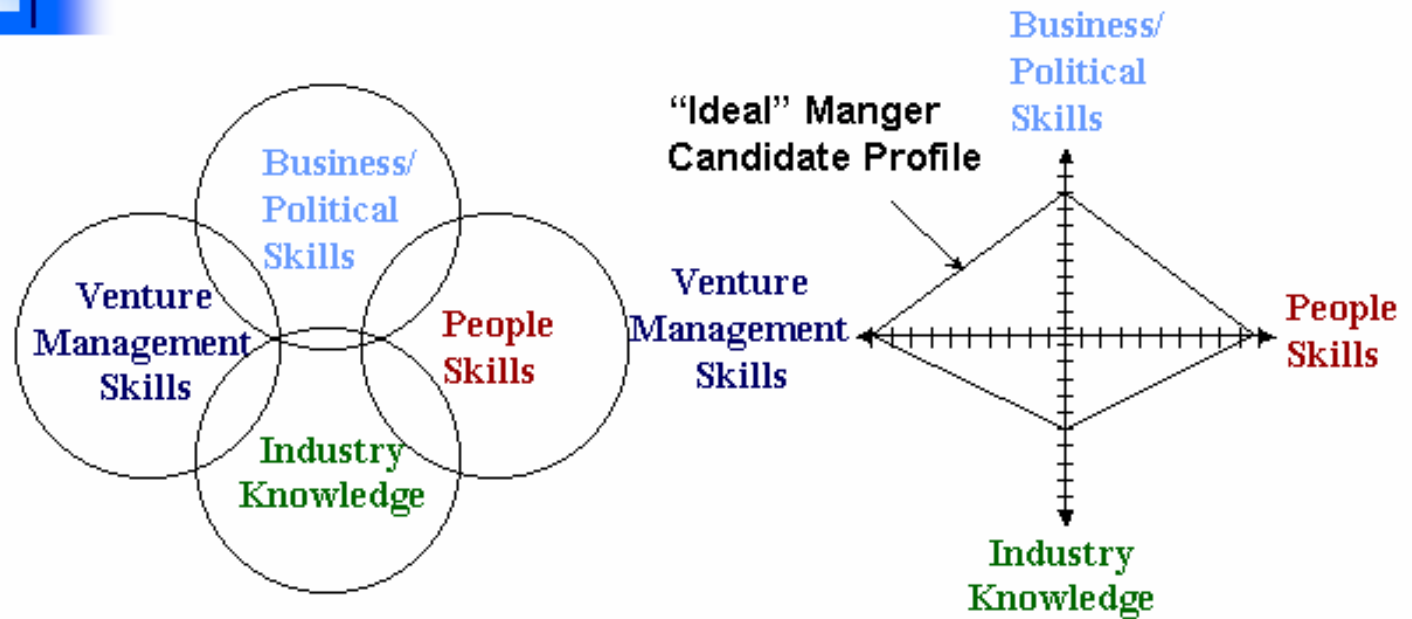


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Venture Team – Talent Pool

Manager Skills & Competencies



Combining business and science people assets



ANSTO Business Lab—Context

Science Lab

- Focuses on scientific interests
- Scientific hypothesis – experimental design, data collection, analysis, result
- Scientific team – principal investigator
- Peer review -- recognition
- Tools – lab, instruments, methodologies
- Incentives – career and “psychic income”

Business Lab

- Focuses on business interests
- Business hypothesis – business model, market research, validation, result
- Multidisciplined team
- Management review -- recognition
- Tool kit – virtual lab, ‘instruments’, methodologies
- Incentives – career and “financial income”



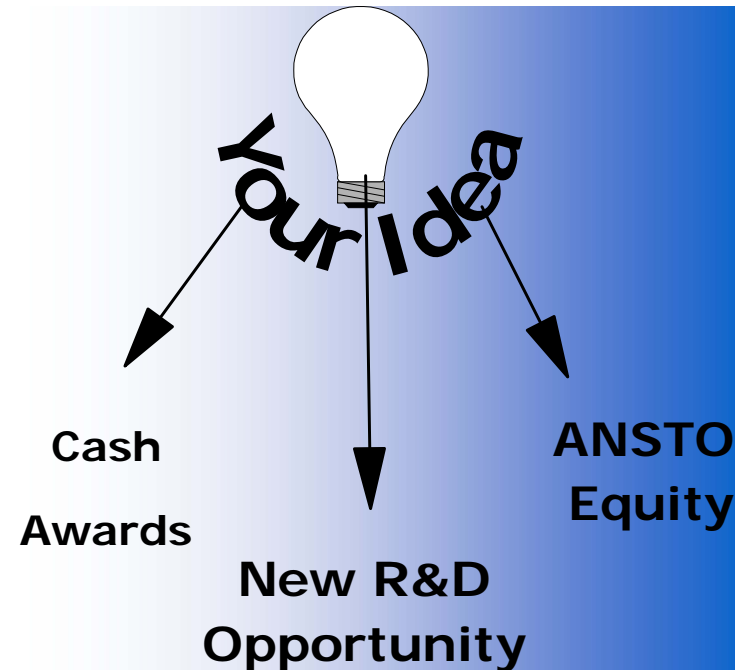
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Technology Innovation Awards

ANSTO wants to:

- reward partners, employees and teams for innovative business ideas
- provide alternate career paths
- share the wealth created
- create new business and sponsored R&D opportunities
- expand ANSTO's Intellectual Property portfolio



Financial incentives are part of the mix

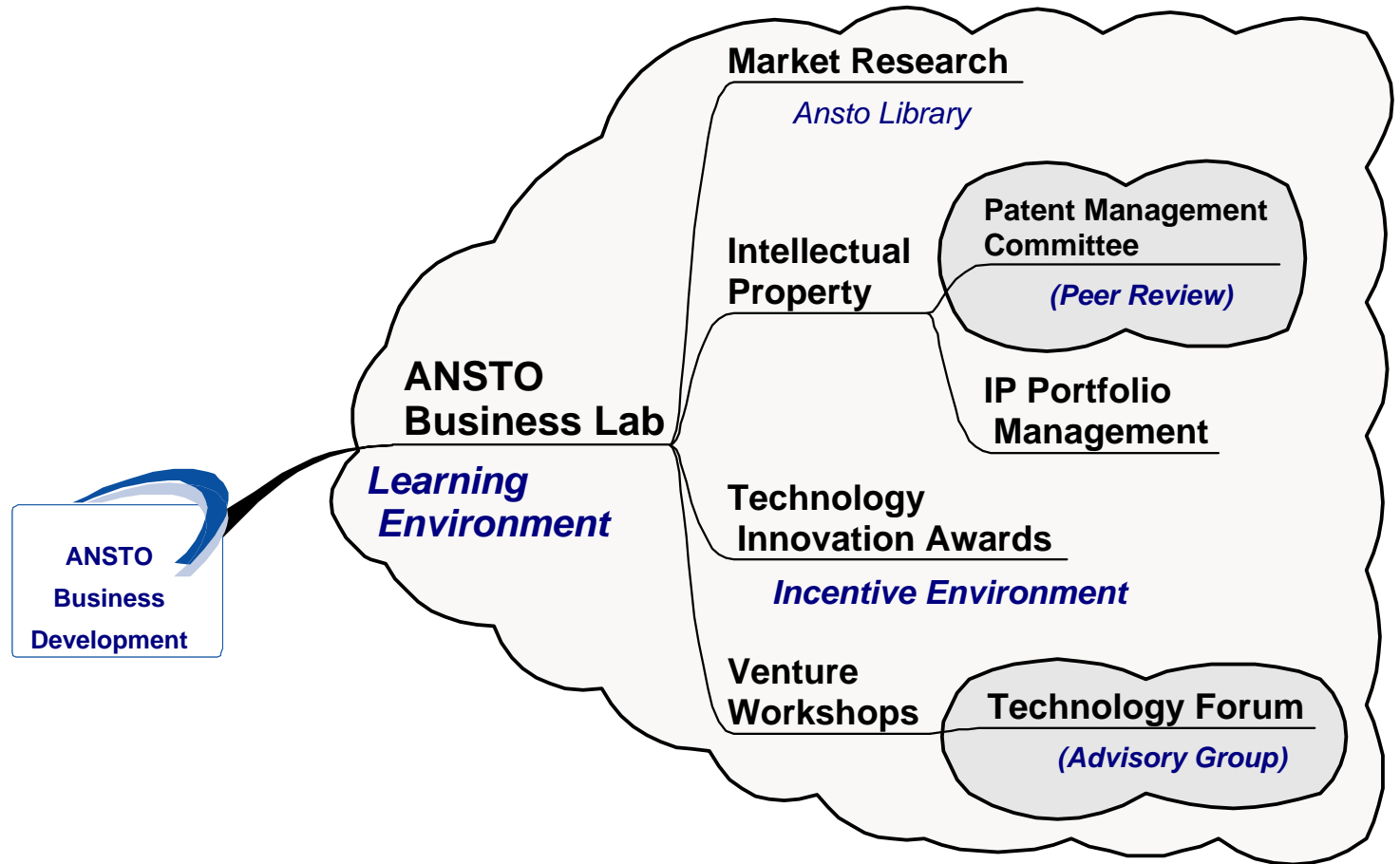
Good Science is Good Business @ **Ansto**



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ANSTO Business Lab—Strategic Parts



Supported by experienced venture managers

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Collaborative R&D Guidelines

ANSTO follows hierarchical sliding scale:

- ANSTO retains first rights to commercialise the technology if underlying technology resides with ANSTO.
- Value-added improvements resulting from joint R&D included in portfolio market approach.
- ANSTO offers quid pro quo on the assignment of joint IP rights.

**Ownership of Shared
IP is a major issue**



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Potential Interest Criteria

ANSTO's Business Lab uses two primary criteria in assessing any opportunity:

Strategic: Does the technology advance the strategic interests of ANSTO and Australia (National Research Priorities),

Commercial Potential: Self-sustaining revenues within 18-24 months and scaleable to a \$\$\$ global business within five years depending on the sector.



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“Business”-in-Progress

Business model build on core ANSTO assets and capabilities:

Materials: Engineering the Science

Nanotech Toolbox

Rad Waste: Low-risk alternatives waste forms to lock up nuclear waste

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Environment: ANSTO Minerals.

ANSTO Minerals



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ANSTO Minerals

- Opportunity: Specialized expertise to global mining industry.
- Assets: ANSTO's 20 years scientific expertise.
- Approach: Existing projects combined under a common umbrella to build critical mass, leverage costs, and provide greater revenue opportunities. Step-change management team.

Business model for ANSTO Minerals
incorporated 3 related businesses



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- Opportunity: Reducing costs and processing time for the cleanup and disposal of nuclear wastes.
- Assets: Ability to design a waste form and complementary process to suit the unique characteristics of each waste.
- Approach: Global business team in place with initial focus on US market.

Business model--partnering strategy leveraging ANSTO's brand & leadership in waste forms chemistry.



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Nano Toolbox

- Opportunity: Engineering the science
- Assets: 'Toolbox' with state-of-the-art equipment and methods for characterising, and measuring the properties of nanostructured materials.
- Approach: Moving from series of individual service contracts to Access ANSTO commercial approach.

Validating material properties



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Future Plans

Awareness

- Raising ANSTO's (and Australia's) global profile

Community Outreach

- Create additional deal flow
- Share Australian templates for successful best practice from public to private sector

Funding

- Create additional sources of funding for research, collaboration, and global marketing



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Questions



Rob Muir

+61 (02)/9717-3698

robert.muir@ansto.gov.au

www.ansto.gov.au/abd