



KiwiNet

Kiwi Innovation Network

Driving prosperity from science & innovation - KiwiNet Spin Out Ventures

Alan Hucks



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**We believe in the power
of New Zealand science to
transform lives and
change the world**

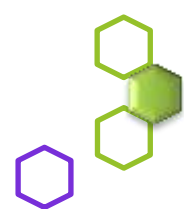
Who am I?



Startup founder 2001 - 2010



viclink



KiwiNet Whānau in 2022



7 Universities 7 CRIs
2 IROs + Callaghan + HIH



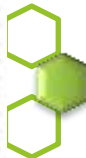
18 PROs Joining forces to transform scientific discoveries into new business

\$20M

PRESEED TO INVEST
OVER 4 YEARS*



*Announced by MBIE in July 2019



PreSeed Accelerator Fund



KiwiNet Partner PSAF data since 2003...

1,586

projects from KiwiNet Pooling Partners received

\$56.5M

of PreSeed Accelerator Fund investment

560

commercial deals, across 186 projects,
including 76 start up companies formed

658

employment opportunities generated
or sustained in NZ

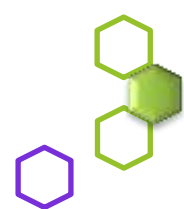
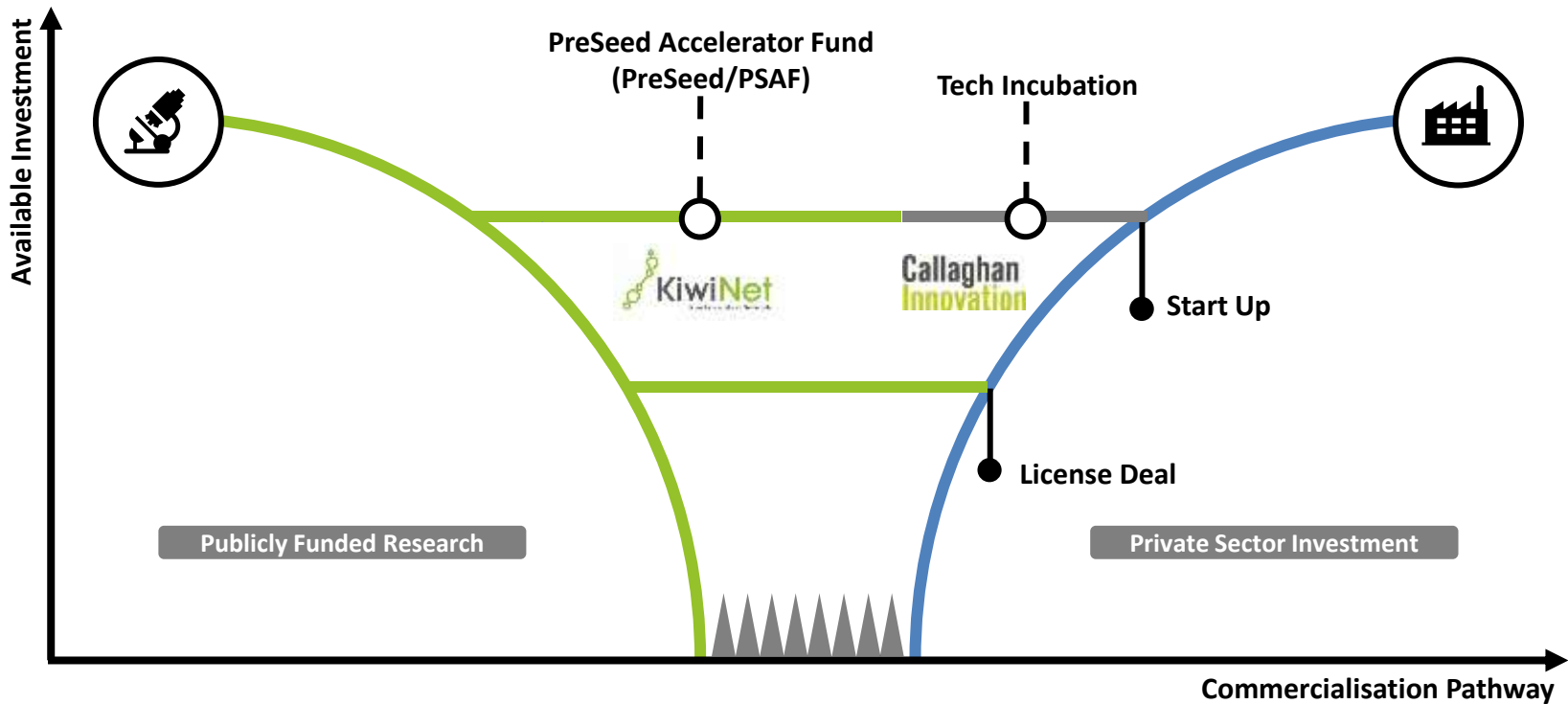
\$464M

total known revenue to NZ businesses
and research organisations



The PreSeed Accelerator Fund pathway

Progressing technology propositions to Private Sector Ready



A selection of Spin Outs from KiwiNet Partners



Hot Lime Labs



Tasman Ion



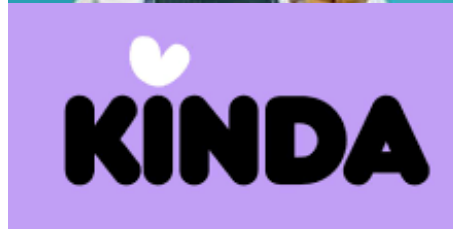
Marama Labs



Precision Chroma



Kinda IceCream



Liquium





Timing, Tempo & Team

Why is it the right timing for your technology?

- Urgency from your market
- Desirability, Feasibility, Viability

Are you set up for success?

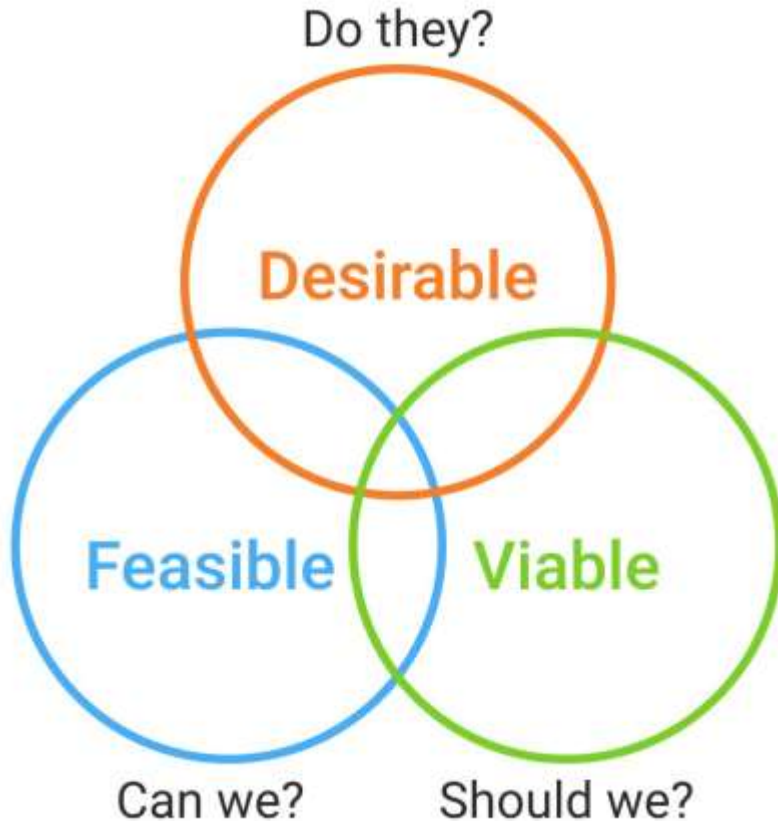
- A spin out venture is not a smaller version of your organisation
- Accelerated search for a business model

Do you have the team to scale a spin out venture?

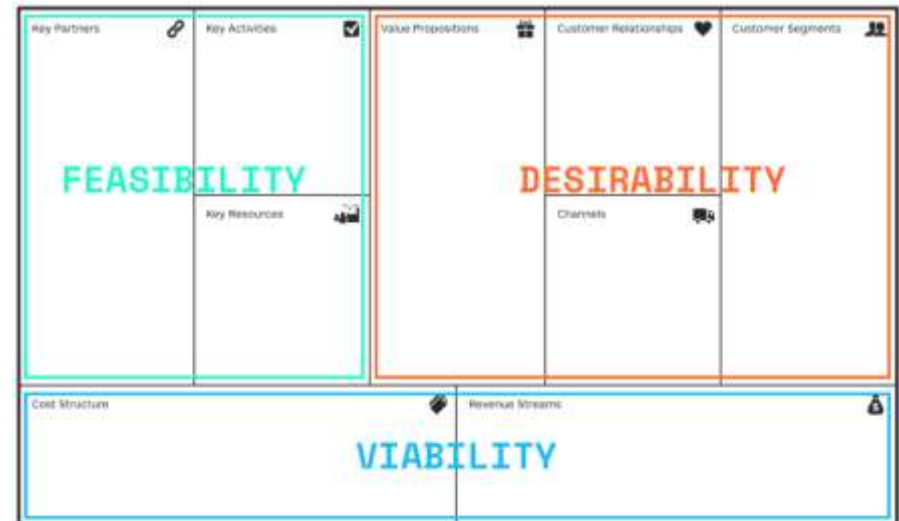
- Adaptable, Resilient and Perseverant
- Your role in the vision for impact



Technology vs Business Model



Business Model Canvas





Getting started



1st stop is your local Sherpa!
– TTO/Commercialisation Manager



Emerging Innovator program



Workshops



Innovation Challenges



Tech Incubators/ Accelerators





The Food, Fibre & Agritech \$30,000 Challenge is back and applications are open now!

If you have an **idea, research** or **product** that could make a positive impact on the sector then this is for you! By entering you'll have access to:



Cash prizes
and in-kind
support



Coaching,
mentoring
& support



Key
stakeholders
& investors



Products

What new food products (including ingredients or innovative fibre products) can we create to grow the value of our food & fibre sector?



Data & Technology

What new data, process or technology solutions can we implement to improve the efficiency and output of our food & fibre sector?



Environment & Sustainability

What new commercial idea or emerging research will have a beneficial impact on our environment or contribute to the sector's sustainability goals?



Applications close 4th of April. To find out more and enter head to:
www.canterbury.ac.nz/business/uce/ffa-challenge/



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