

Frequently Asked Questions

What is the CCRM Australia National Regenerative Medicine SuperPitch?

The SuperPitch Program is an initiative of the Centre for Commercialisation of Regenerative Medicine (CCRM) Australia. The SuperPitch is designed to identify and provide support for development and translation of high quality projects from proof of concept through to clinical trials. The projects will contribute to lead to new regenerative medicine approaches to improve the health of Australians. They will also generate commercial returns, helping create the high paying jobs of the future and drive economic growth in Australia.

The CCRM Australia National Regenerative Medicine SuperPitch is led by CCRM Australia, in partnership with the CCRM and with local and international venture capital firms (Venture Partners).

What is CCRM Australia?

CCRM Australia is the Australian Hub of the highly successful Centre for Commercialization of Regenerative Medicine in Canada (CCRM). Established as a not for profit with a national focus, CCRM Australia's mission is to address bottlenecks in the translation and commercialisation of regenerative medicine discoveries in Australia, many of which have the potential to cure some of the most devastating and costly diseases in the world today.

CCRM Australia's commercially focused solutions enable businesses and research partners to achieve their commercialisation objectives by providing customised country, market and industry-specific support. To date, CCRM Australia has collaborated with researchers to advance their regenerative medicine technologies, evaluated and supported promising technologies to seek investment funding, facilitated commercialisation training and worked with international biotechnology companies to set up their clinical trials in Australia. CCRM Australia continues to do so, while providing access to resources and expertise from other CCRM Hubs around the world.

Who else will be involved?

CCRM Australia are partnering with selected Venture Capital (VC) and fund managers that focus on different stages in the lifecycle of regenerative medicine technologies.

Offerings and Focus

Does the SuperPitch have a specific disease or therapeutic focus?

The SuperPitch will accept any applications with a regenerative medicine focus related to any disease areas. Applications with an emphasis on disease areas that are serious and have a high unmet need will be prioritised along with projects that have strong commercial potential.

What type of projects are funded?

The SuperPitch identifies projects to be further supported to progress novel academic and biotechnology approaches from proof-of-concept through to the clinical trials stage. There must be a clear value proposition for the proposed product and differentiating features from currently available solutions.

Projects that involve basic research as well as pre-clinical and clinical work will be considered, as will platform technologies.

What definition is used for “regenerative medicine”?

Regenerative medicine includes technologies and therapies that regenerate or replace injured, diseased, or defective cells, tissues, or organs to restore or establish function and structure. Submissions may relate to cell therapies, gene therapies, combination therapies, gene editing tools, enabling technologies such as vector production, automated analytical assays, biosensors, novel media, and other projects related to regenerative medicine in a wide range of therapeutic area.

What projects are out of scope for the SuperPitch?

Projects that do not clearly meet the criteria will not be considered.

How does the SuperPitch panel decide on what projects to fund?

Each of the participating VC and fund managers will be deciding what to fund based on their own criteria. Important general criteria will include but are not limited to factors such as strong patentability, clear market need, proof of concept data, and clear competitive advantage.

While projects that have partial funding are viewed favourably, no source of external or matching funding is required for involvement in the SuperPitch.

What is expected of an inventor or lead investigator?

We anticipate the Applicant and their research team are willing to participate in mentorship and engage constructively with the advice and support process provided by the SuperPitch Partners. Inventors are also expected to allow CCRM Australia to promote them and their organisation in posts on social media related to this event.

What are the expectations with respect to experimental data?

Projects will be assessed on a case-by-case basis depending on their technology readiness level. Projects should not be based purely on published, non-validated data.

Will this mechanism be biased towards mass or niche market needs?

The SuperPitch is open to regenerative medicine applications that address any disease state and all therapeutic modalities/market needs. Applications will be assessed based on strength of the application according to selection criteria.

Eligibility Criteria

Who can apply?

Entities eligible for support from the SuperPitch must be Australian and include individuals affiliated with:

- medical research institutes;
- universities;
- corporate Commonwealth entities;
- corporations.

Applicants must have an Australian Business Number (ABN).

Can a multinational company be a partner of an Australian applicant?

Multinational companies can be partners in an application with an eligible Australian entity. The IP would need to reside with the applicant, which would not be the big pharma partner. However, certain VC and fund managers may have specific requirements.

Do the projects have to be submitted through an institution or solely through an SME or could it be both?

It can be any of the above.

Expressions of Interest (EOI)

Where do I find the EOI form?

The EOI form can be found at <http://ccrmaustralia.com.au/>.

How do I propose a project?

EOI calls for the event on the 4th of December 2020 will need to be submitted by the 16th of October. Potential applicants are encouraged to discuss plans for applications with CCRM Australia at any time.

Who will review EOIs?

Eligible EOIs will be reviewed by experts at CCRM and CCRM Australia. The EOI will include a half-page summary, which will be shared to gauge the interest of potential VC and fund managers. The full EOIs may also be provided to potential VC and fund managers subject to interest.

Can I submit an EOI for a project that I have already submitted as an application to another granting body such as the NHMRC or to another government funding source?

Applications will be accepted for the SuperPitch regardless of alternative sources of funding that have been sought or won for that project.

If my application was unsuccessful at this SuperPitch, can I resubmit in future SuperPitch events?

Yes. Unsuccessful applicants are encouraged to re-apply for future SuperPitch events once any shortcomings identified by the review panels in previous applications are shown to have been adequately addressed.

Applicants also have the opportunity to work with CCRM Australia to correct any shortcomings.

Which projects are more likely to receive funding?

With a variety of independent funders it is difficult to report criteria for success. Funders will support projects in which they see potential for a return on investment, whether that is an early stage project with a promising concept, or projects with more validation and a clear development path.. CCRM Australia will provide non-financial support to all applicants.

The SuperPitch Process

Assistance offered by CCRM Australia

CCRM Australia will offer assistance to help shortlisted candidates improve the overall quality of their final pitch to the investment committee. This may include in areas of commercialisation, market analysis, and supply chain logistics or to address specific comments in the initial review. CCRM Australia can assist directly or facilitate discussions with our allied partners that are willing to provide advice.

Candidates will also be offered a practice run the day before the event, where they will be invited to test out their slides over Zoom with the CCRM Australia team.

SuperPitch Handbook

Candidates will receive a SuperPitch Handbook in the lead up to the event.

This Handbook will include bios of all VC and fund managers in attendance for your pitch. Multiple representatives from each company may attend. Candidates will be informed separately of any last-minute changes to the attendance list.

Funders will also receive handbooks prior to the event, containing the details of each candidates and their projects.

The Pitch

Pitches will be conducted over the video conferencing application Zoom, with a “Waiting Room” activated to allow the organisers to control access to the “Pitching Room”. Candidates are welcome to invite as many people to attend as they wish, but only those on the guest list will be allowed access.

Candidates are advised to enter the Waiting Room at least 5 minutes before their pitch is due to commence. They will be granted access to the Pitching Room when the panel is ready.

A total of 45 minutes is allocated to each candidate, including the presentation and subsequent discussion. Candidates are advised to spend 25-30 minutes presenting their pitch and to allow 15 minutes of discussion afterwards. However, if they wish they are free to spend less time presenting to allow more time for discussion.

After the Pitch

Immediately after the candidate has left the Pitching Room, panellists will continue to discuss the pitch and agree on points of preliminary feedback. This feedback will be provided to the candidate shortly after the event.

Before the event, candidates will have been asked to provide presentation material/slide decks to CCRM Australia. These materials may be distributed after the pitch to interested VC and fund managers for review. Funders will also be asked to provide any additional feedback and state if they are interested in further discussions with candidates.

Anonymised feedback will be collated and returned to the candidates along with the contact details of interested funders and the offer of an e-introduction if the candidate prefers. Candidates and their potential funders are then expected to continue discussions. If necessary this can be supported by CCRM Australia.

Funding and IP

Can any of the funds be spent overseas or do they need to be spent in Australia?

Funding from the SuperPitch Program can be spent anywhere that best meets the needs of the candidate. Note that funders may have their own restrictions. These will be negotiated with successful candidates.

Is there a time period for which money has to be spent if awarded?

No time period will be assigned by the SuperPitch. However funders may have specific time periods in mind. These will be negotiated with successful candidates.

How will Intellectual Property be protected during the application and funding process?

EOIs are disclosed on a non-confidential basis and should not contain any enabling data or material. Participants will be expected to provide slide decks for distribution to CCRM Australia on the day of the pitch at latest. These will be expected to be as similar as possible to the deck used for the presentation, although some sensitive information may be removed. The decks will be shared with interested funders after the event. Confidentiality Disclosure Agreements may be entered into with applicants whose projects move beyond the EOI stage to allow for a complete review and assessment of your project.

Who owns the Intellectual Property?

All IP related to the project defined in the EOI and pitch is owned by the applicant, subject to any arrangements it has with third parties. Inventorship will be determined based on standard protocols.

If IP is generated as part of a funded project that is saleable to an overseas interest, would that be permitted?

Yes. This is up to the funders.

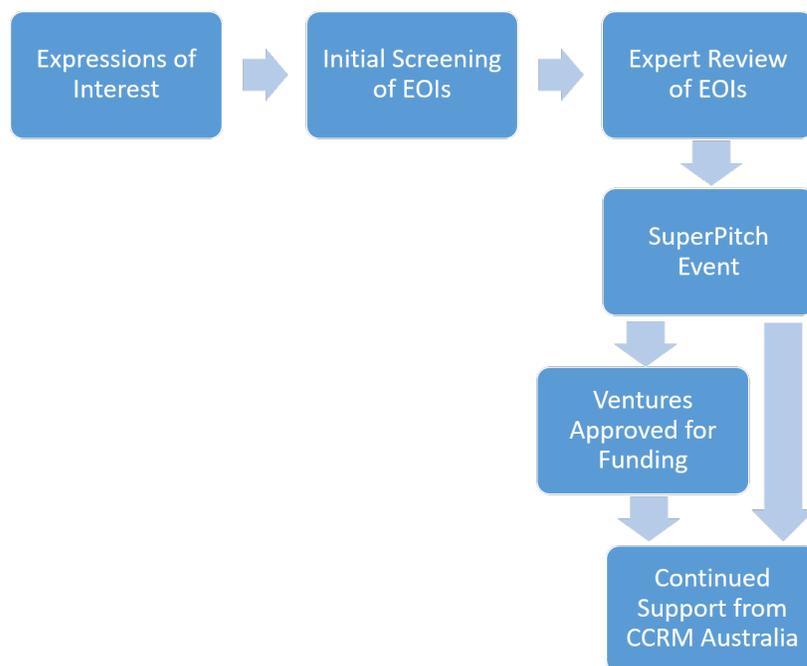
Who pays for patent applications?

Patenting/protection of the IP will be the responsibility of the successful applicant.

Will CCRM Australia and/or Venture Partners require a return on investment?

Initial involvement in the SuperPitch is on a service basis. If a Venture Partner and applicant enter into a commercial arrangement as the result of a SuperPitch event, then any requirement for return on subsequent investment will be negotiated outside of the SuperPitch mechanism.

How will the project be assessed in the SuperPitch?



Non-funding support

CCRM Australia are able to provide continued support to all SuperPitch applicants on a fee for service basis, regardless of their success at receiving funding.

What form will this support take?

CCRM Australia can provide the following services:

- **Executive leadership capabilities** - building executive skills, knowledge and capability to identify, manage and grow scientific and business opportunities.
- **Market awareness and opportunity assessment** - supporting informed decisions by building awareness into key markets, sectors, trends and operating environments.
- **Commercialisation knowledge** - to develop individual and organisational capabilities.
- **Sustainable partnerships** - enhancing skills, knowledge and capabilities to forge lasting business partnerships, partner-profiling, negotiations and in-market support.
- **Stakeholder engagement** - providing a leading platform to engage and shape the discussion on contemporary developments, through events, thought leadership and business facilitation.

Connecting with the SuperPitch Team

Further questions can be directed to:

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Check <http://ccrmaustralia.com.au/> for updates.