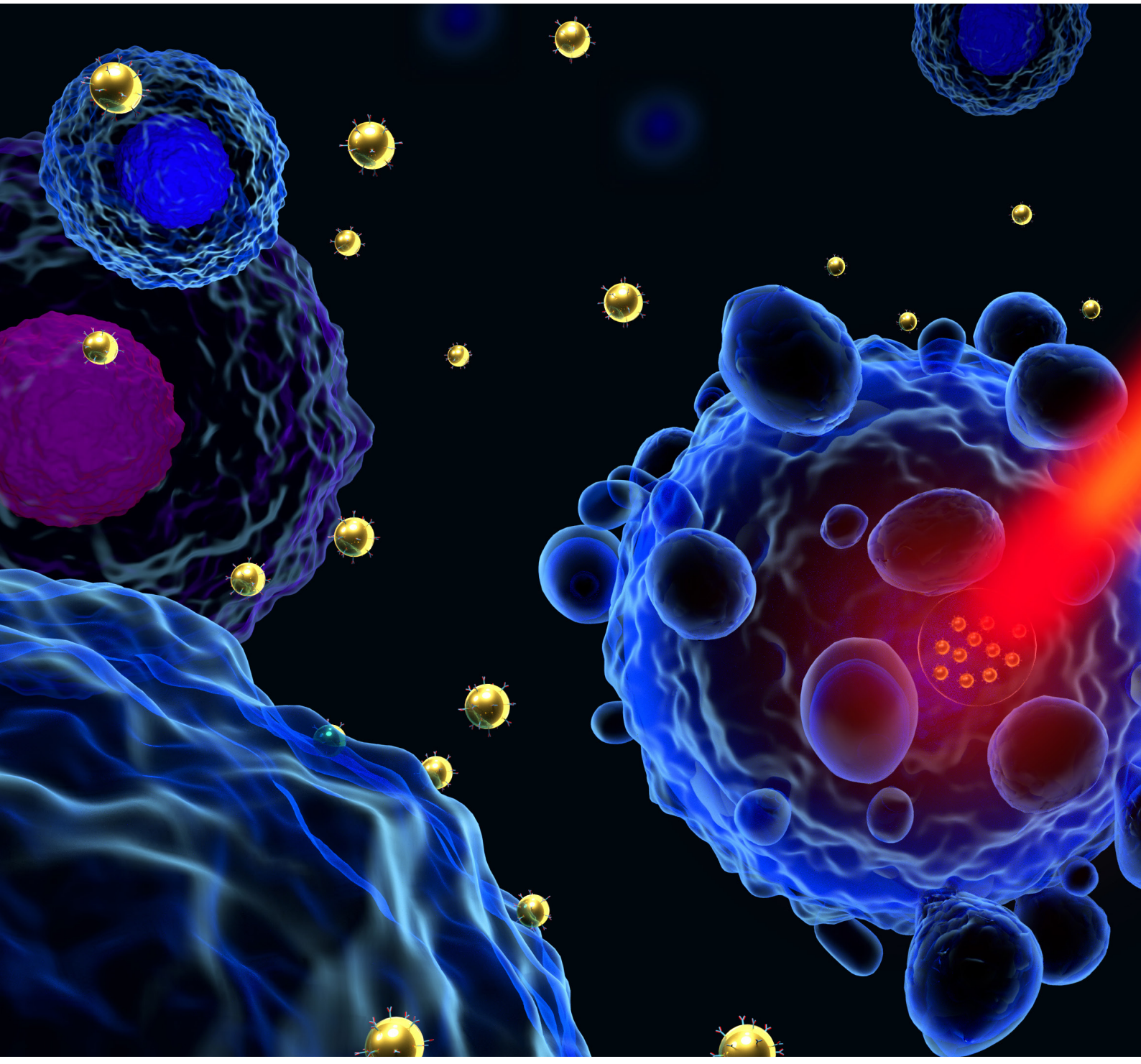
University of South Australia

UniSA Ventures Pty Ltd



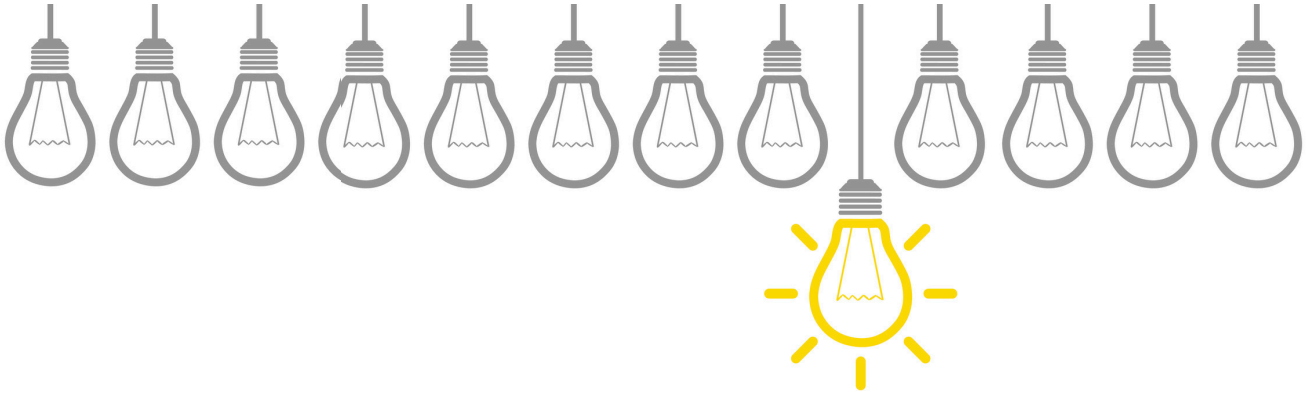
Health Case Studies

UNISA VENTURES

University of South Australia | UniSA Ventures Pty Ltd

Creating business opportunities through innovation

UniSA Ventures is the technology commercialisation company of the University of South Australia.



Our mission
To facilitate the translation of outcomes from research into products and services that create a commercial return and have a positive impact on society.

Who we are
The UniSA Ventures team consists of highly qualified and multidisciplinary professionals with experience in business development, research, IP management, licensing, finance and law.

We have a strong track record of success in securing competitive funding and in defining pathways for commercialisation of research outcomes with industry partners.

What we do
UniSA Ventures develops commercially viable opportunities between industry and UniSA. Our key services include:

- Commercial assessment, planning and strategy development
- Funding and industry engagement
- IP advice and protection
- Technology licensing
- Company formation

How we do it
UniSA Ventures' unique structure enables us to act quickly and decisively to capitalise on opportunities with the aim of maximising the benefit for UniSA and other parties involved.

We work with you as part of a team to find solutions that benefit both industry and University researchers.

Why we do it
UniSA's world-class researchers continuously create leading-edge technologies. As the University's tech transfer office, it is our aim to bring these technologies to market. UniSA's technology portfolio focuses on the following industries:

- Health Sciences
- ICT
- Mining and Materials
- Manufacturing
- Sustainability

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UniSA Commercialisation Outcomes

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Research. Industry. Enterprise

About us

UniSA Ventures works with the University of South Australia to maximise the outcomes of the intellectual property generated through research. We have a proven track record in translating the outcomes of this research into saleable intellectual assets, and bridging the gap in understanding between academia and business.

31
spin-out companies

$124m
in capital secured for spin-outs

$23m Cohda Wireless Pty Ltd
$7m Cincera Therapeutics
$9m Cavitus Pty Ltd
$22m Myriota Pty Ltd

92
licence deals executed*

8
investment exits with proceeds returned to UniSA

50-70
invention disclosures a year

$80m
secured in grants & contract R&D by leveraging UniSA IP*

8
high-value deals across China

Jiangsu Province
Guangdong Province
Shanghai
Beijing

83
active patents

* since 2012

Industries

Advanced Manufacturing
Augmented Reality/Virtual Reality
Biochemistry and Cell Biology
Cancer Research
Defence
Engineering
Information Technology
Medical Technology
Natural Resources and Carbon Living
Pharmaceuticals
Space
Wireless and Satellite Communications

unisa.edu.au/ventures

case study

Ferronova Pty Ltd

The technology

A cancer diagnostic device - an ultra-sensitive magnetometer probe which enables accurate identification of sentinel lymph nodes for biopsy. It evolved from the doctoral work of UniSA researcher Dr Aidan Cousins, who is now overseeing the development of the technology for Ferronova.

The approach

UniSA Ventures worked with the inventors to develop a research partnership between the University of South Australia and researchers at Victoria University, Wellington who were developing iron-core magnetic particles. Together they produced an advanced diagnostic system to improve the detection of cancer metastases.

Ferronova was founded in 2016 with backing from New Zealand-based investment group PowerHouse Ventures, UniSA Ventures and Victoria Link. The company has since received a $750K grant from the South Australian Government.

The outcomes

Ferronova is a cancer diagnostics company, developing magnetic probe and tracer systems for improved lymph node identification.

Ferronova's system, consisting of a magnetic probe and injectable magnetic tracers, is able to less invasively, more quickly, and more accurately stage the spread of cancer resulting in: better treatment; lower patient morbidity and reduced costs to the healthcare system.

Market opportunities

Head and neck cancer is a good candidate for this technology as the technical and practical limitations of existing technology has limited the adoption of sentinel lymph node biopsy (SLNB) as a standard of care. This market represents a US$200M per annum opportunity and will be the first clinical indication targeted by the company.

Ferronova will then target breast cancer which has adopted SLNB as a standard of care primarily using radioactive tracers. With the benefits that our technology has over existing practice we expect the company to make positive traction in this US$600M per annum market.

The estimated global market for medical imaging reagents is expected to reach US$23.9B per annum by 2023, driven by a growing prevalence of chronic disease, particularly cardiac, stroke, and cancer.

case study

AbRegen Pty Ltd

The technology

A new therapeutic approach to wound healing. AbRegen is working on an antibody for the cytoskeletal protein Flightless 1 which plays an important role in the development of skin. This antibody has the potential to not only help wounds heal but also prevent the skin from breaking down again. The company aims to develop therapeutic antibodies for clinical indications including Epidermolysis Bullosa (EB) and Cutaneous Squamous Cell Carcinoma (cSCC). Additional clinical indications including wounds, burns and diabetic ulcers will also be targeted.

The approach

AbRegen was created through the Women's Children's Health Research Institute (WCHRI) to further the work of Dr Allison Cowin - an internationally recognised leader in the field of wound healing and scar formation. UniSA Ventures invested in the company in 2014, when Dr Cowin transferred to UniSA.

AbRegen has since received a grant of $376K from the South Australian Government.

The outcomes

AbRegen is a preclinical stage biotechnology company that specialises in the development of antibody-based therapeutics for tissue repair applications.

Their broad intellectual property portfolio, invented by the company's founder and Chief Scientific Officer Dr Allison Cowin, has applications to disorders of cellular movement and proliferation, including non-healing chronic wounds, burn injury, cancer and fragile skin disorders.

Market opportunities

Epidermolysis Bullosa (EB) is a rare genetic condition resulting in extremely fragile skin and blistering in skin and internal organs. Currently there are no therapies for EB and a potential market of US$1B.

Cutaneous Squamous Cell Carcinoma (cSCC) is a form of skin cancer that is characterised by blistering and redness that can spread to other parts of the body. Current treatment includes surgical options, radio or chemotherapy. cSCC has a potential market size of US$4.7B.

Wounds, burns and diabetic ulcers are also multi-billion dollar markets.