

26 AUG-
9 SEP
2019

**40 events, local, national
and international experts**
Engage with game-changing
founders, revolutionary
business leaders and cutting-
edge social entrepreneurs.





WHAT IS THE
FUTURE
OF R&D?

LOCUS RESEARCH

PRODUCT DEVELOPMENT

Our R&D is driven by research

It's literally in our name



Change is the only constant

That's why we use a framework not a process







Holistic approach

We *ALL* need to take responsibility





WHAT IS THE
FUTURE
OF R&D?



SPEAKER 01

MATT GLENN

CEO | ROBOTICS PLUS



GENESIS

Genesis Research and Development Corporation Limited

GENESIS

Genesis Research and Development Corporation Limited

- Biotech Start up
- Employee 23
- Post Doc
- Staff Scientist
- DNA Sequencing Facility (largest in Southern Hemisphere)
- Head of Genomics
 - ~100/250 Staff
 - 24 x 7 Integrated Genomics Platform
- IPO
- “Entrepreneurial Spirit”



- Innovation Strategy
 - Innovation Pipeline
 - Capability Management
 - Portfolio Management
 - Project Management
 - Commercial analysis
-
- “Picking winners, commercially and technically”



- Research, Business Development
 - Corporate Strategy
 - R&D outsourcing
 - Extension
 - M&A
 - PR and Comms
-
- “Product innovation is difficult in a commodity industry”

- Management Consulting
 - Strategy, Portfolio Management, Project Management, Capability Management, Audit
 - Banks: BNZ, ANZ
 - Technology Companies: Aquaflo, Rakon, Hill Labs
-
- “Need to be one page ahead to look like an expert, learn a lot from other peoples mistakes. Project Governance is key to success!”



Hill Laboratories
TRIED, TESTED AND TRUSTED

- Largest private analytical testing business in NZ
- Hamilton (HQ), Auckland, Wellington, Blenheim and Christchurch
- 400 staff
- Agriculture, Environment, Food
- “Importance of digital innovation and data”

- Robotics start up (full circle)
- Robotic fruit packing, log scaling and UGV
- 15 to 50 in 12 months, growth rate continues
- Average age 27, 6 PhD, 6 MSc, 43 Degrees/equivalent, all over the world
- Mechanical, Electrical, Software and Mechatronic Engineers
- Major markets US, Europe
- Partnerships are key
- “Hold on tight”

Thank You.

- “Entrepreneurial Spirit”
- “Picking winners, commercially and technically”
- “Product innovation is difficult in a commodity industry”
- “Need to be one page ahead to look like an expert, learn a lot from other peoples mistakes. Project Governance is key to success!”
- “Importance of digital innovation and data”
- “Hold on tight”



SPEAKER 02

GREG JARVIS

CEO | BLUELAB



Inspire everyone to grow

Accessible technology delivered through R & D and supported by education. Growing our customers and team.





Equip growers with the freedom to pioneer

Improve grower productivity through new solutions for automation and decision support





Unlock the potential in plants

Enable growers, scientists and entrepreneurs to achieve breakthrough impact with plants.





HIGHLIGHTS

- Increased and increasing capability of Engineering team
- Multi-ratio dosing Pro Controller`
- Launch of Pulse Meter. Android app initially followed by iOS (initial partnership through Lincoln Ventures)
- Use of 3rd Party contract to reduce time to market for iOS App Development.
- Strong commitment to original scope
- Utilising identified early adopters and influencers as beta testers.
- Incorporation of customer insights
- Upgradeable firmware assisted in allowing early release
- Head of Innovation & Strategy 3 months in Europe to gain market and customer insights



CHALLENGES

- Balancing NPD with the need to support existing products
- Parallel hardware and software development with competing timelines and multiple iterations. Software easy to change, hardware not so much.
- Managing customer expectations after initial prototype or beta trials
- Early release of product before fully featured
- Managing future upgrade release schedule against customer desires
- Finding potential customers in new markets
- Determining end-point of product development



NZ Research & Development

- Tax Credits vs Co-Funding? Unintended consequences
- Will R & D spending increase?
- Partnerships with tertiary institutions
- Awareness
- NZ Inc desire to provide Agtech solutions globally



Thank you!

SPEAKER 03

TIMOTHY ALLAN

CEO | UBCO BIKES



Continuous LEARNING





Tolerate **UNCERTAINTY**



A wide-angle photograph of a natural rock arch made of reddish-brown sandstone. The arch is the central focus, with a clear blue sky and some white clouds visible through its opening. Several people are standing on the rocky ground beneath the arch, providing a sense of scale. In the foreground, there are green trees and shrubs. The overall scene is bright and sunny.

Everything's **CONNECTED**



A person stands on a dark, rocky ridge, looking up at a vast night sky. The Milky Way galaxy is visible, stretching across the sky with a vibrant pink and purple hue. The sky is filled with numerous stars, and the overall scene is illuminated by the soft glow of the galaxy. The person's silhouette is dark against the bright, colorful background.

See things in
CONTEXT



Directional Alignment





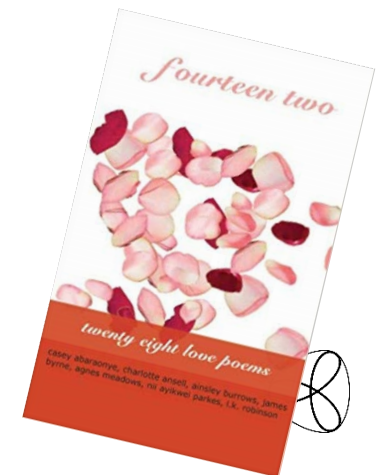
SPEAKER 04

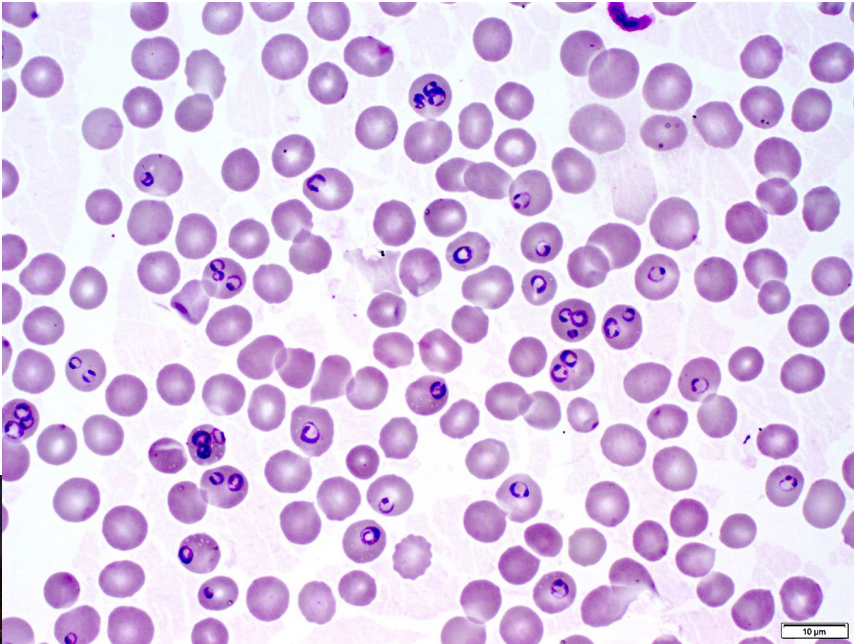
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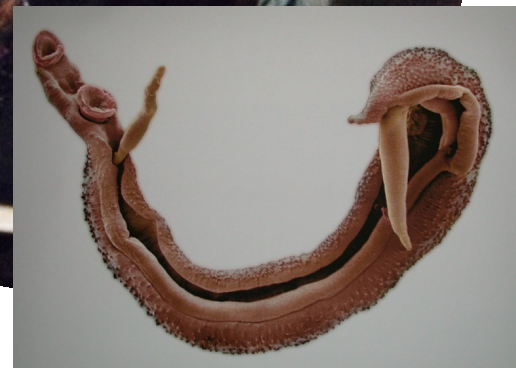
INNOVATION LEAD | ZESPRI



A little bit about myself...

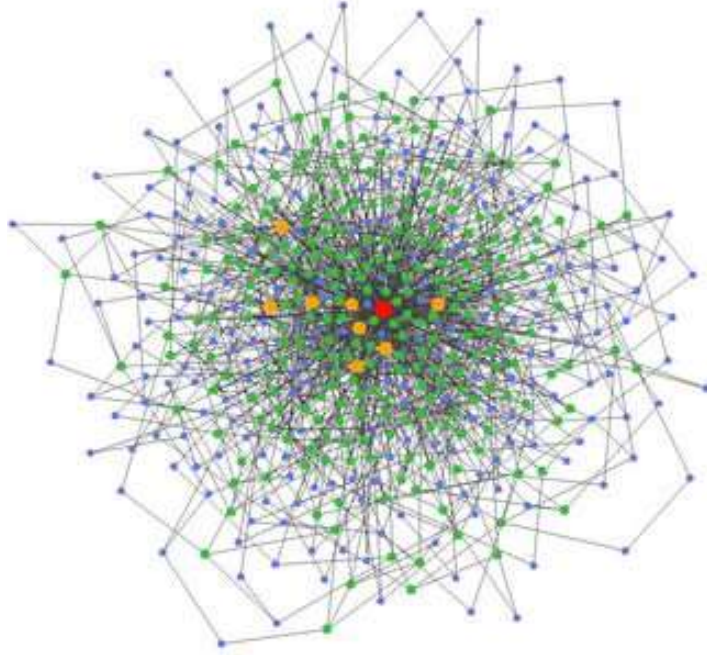








How is R&D changing?





Be flexible



Be convincing (to Boards and funders)



Be open to failure as an opportunity to learn more quickly



Be ok with chaos and uncertainty!

How must we respond?



**Callaghan
Innovation**

New Zealand's
Innovation
Agency

Kirstin Mead

Tauranga Regional Business Partner

August 2019

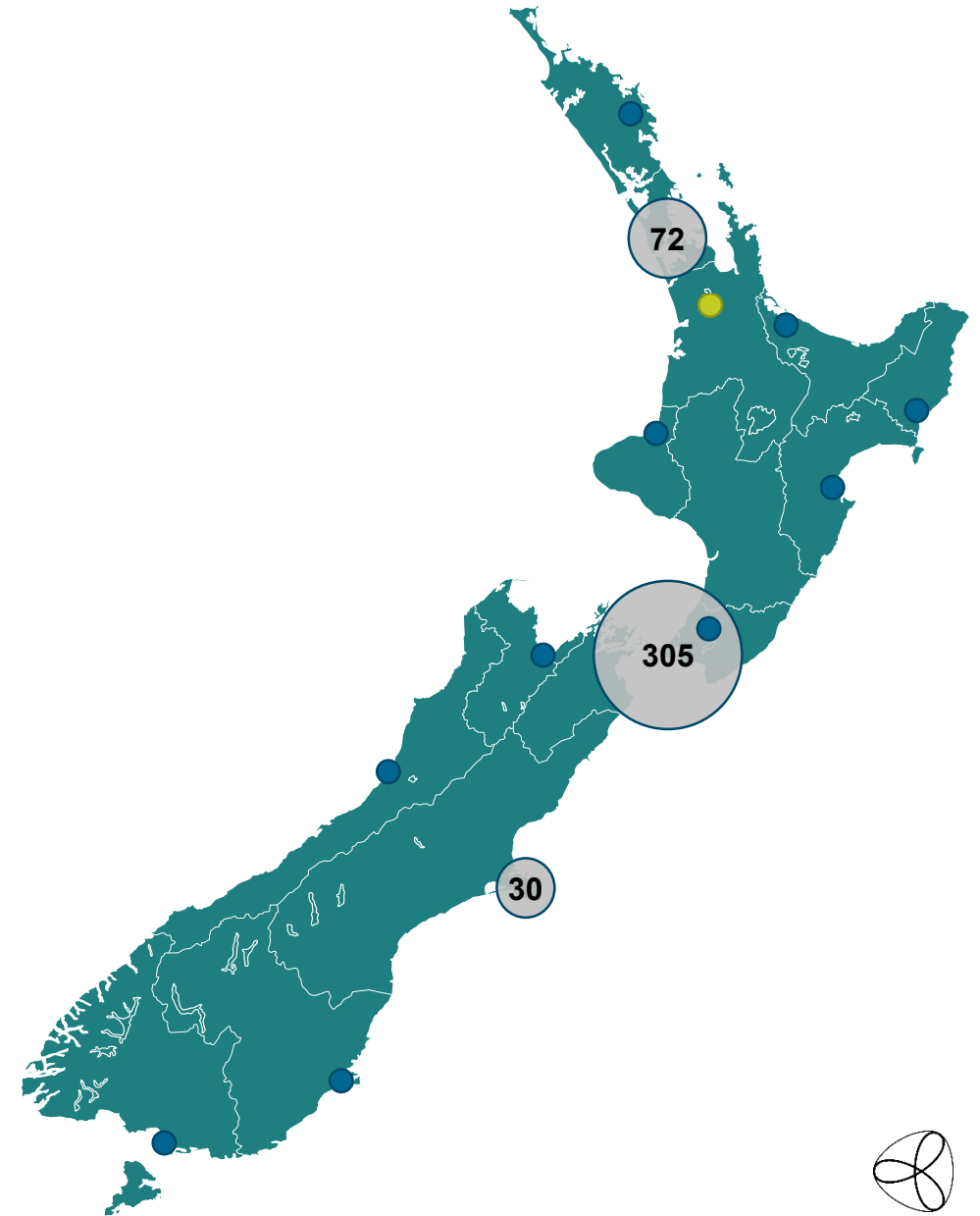




A team of over 400 people

Serving customers nationwide

- 200+ scientists and engineers
- R&D centres in Wellington, Auckland and Christchurch
- Wellington head office
- 14 Regional Business Partners
- Tauranga Regional Business Partner based in the Chamber of Commerce

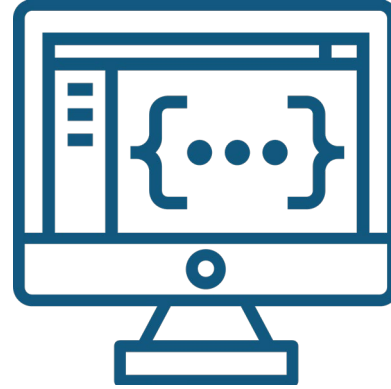


Our core services



R&D & Commercialisation

Our engine room of 200 leading scientists and engineers are dedicated to solving tough technical problems with research and development, and innovation.



Skills Programmes

Innovation and business growth require specialised skills and knowledge, process and discipline, and the ability to think in new and creative ways to imagine the future.



R&D Grants & Incentives

Our R&D grants – and the new R&D Tax Incentive – enable customers to pursue their business ideas and realise commercial success.



Scale-Up NZ

Our free online platform profiles ambitious, innovative NZ businesses alongside the investors and others who support them – helping NZ's innovation ecosystem to thrive.



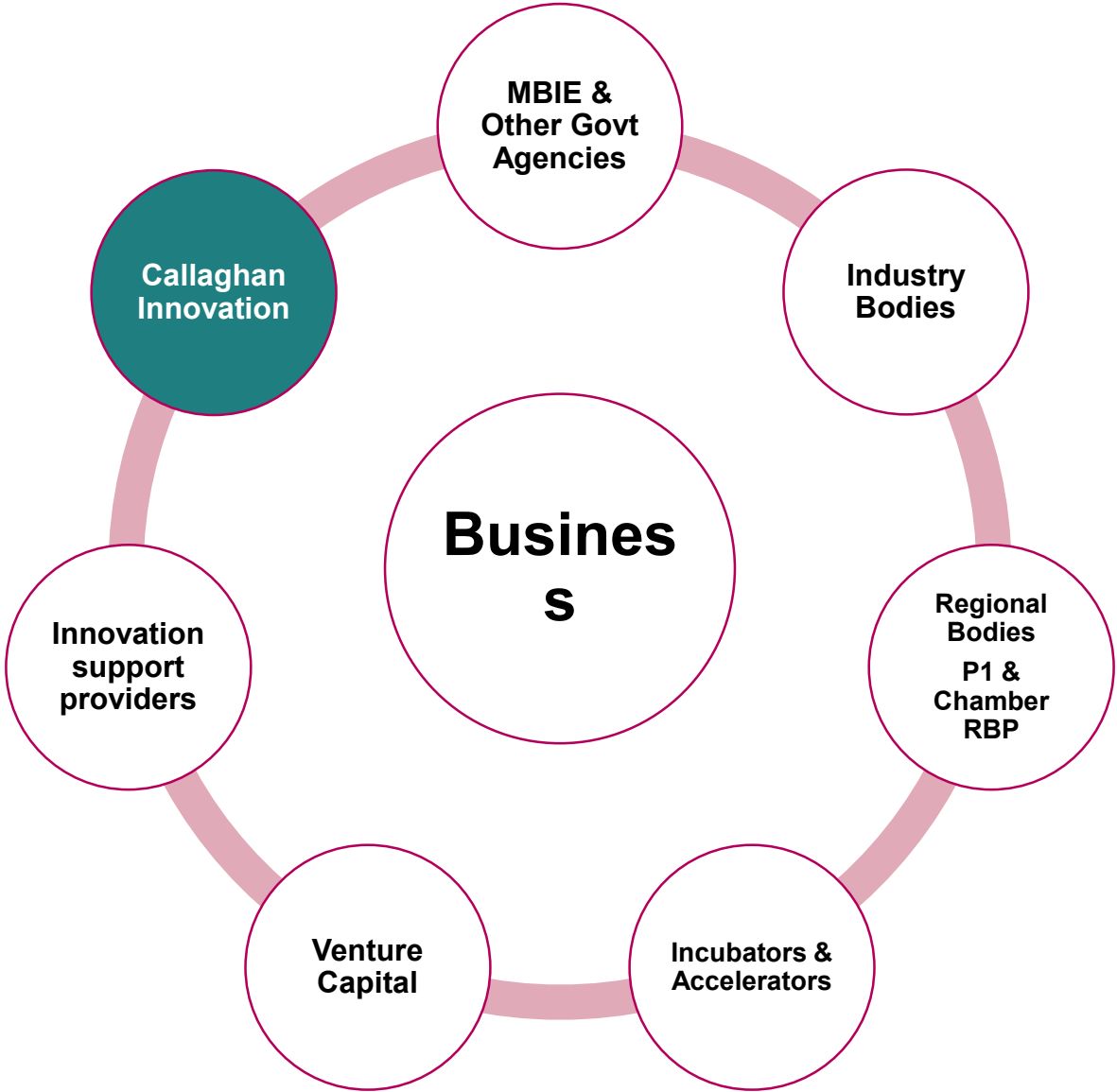


SCALEUP.NZ
Find | Connect | Grow

CallaghanInnovation
New Zealand's Innovation Agency



Connected Callaghan - Who we work with to help business



**Callaghan
Innovation**

New Zealand's
Innovation
Agency

Next steps

www.callaghaninnovation.govt.nz

www.regionalbusinesspartners.co.nz

www.tauranga.org.nz

0800 249 482



R&D Grants and Incentives:

For all types of innovation



Getting Started Grants

The Getting Started grant enables a new and novel product, process or service from development to commercialisation.



Project Grants

For businesses that are new to R&D or want to expand their efforts. A Project Grant can help businesses take on larger or more challenging R&D projects.



Student Grants

Student Grants provide solutions for businesses and students. For either businesses wanting to increase R&D or students looking to develop technical skills within a commercial business.



R&D Tax Incentive

The upcoming R&D Tax incentive replaces our previous Growth Grant. We can help you prepare to make the most of this government support.





R & D TAX CREDIT

Angela Hodges
Associate Partner – Tax Advisory

*YOUR STORY
IS OUR BUSINESS*



R & D Tax Credit

Government strategy to increase R & D in New Zealand

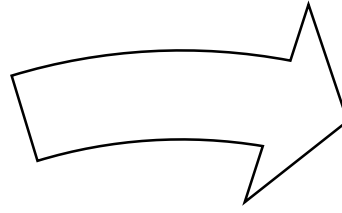
Replaces Growth Grant

15%

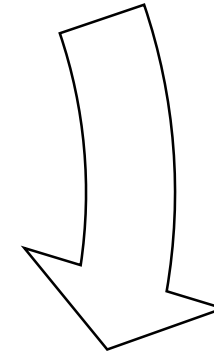
2020 FY



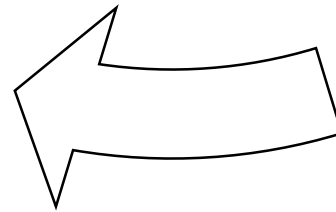
R & D
from thought...



to question ...
a 'testable idea'



Is this R & D?



To Process:

- ❑ What is already known?
- ❑ Has someone already done this?
- ❑ Scientific or technical uncertainty

FINDEX

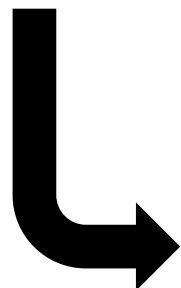


Translating R & D Language into IRD Speak

Entity eligibility

Competent professional

Eligible activity – is this R&D



Core activity

Excluded?

Supporting?

Eligible expenditure?

When does the R&D Start and finish?

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*YOUR STORY
IS OUR BUSINESS*

Issues & Opportunities – Our Thoughts

- ❑ Prospective vs retrospective documentation
- ❑ Systems – cost collection
- ❑ Language: “Market testing”, “Development”
- ❑ Break even point?
- ❑ Invoices from R & D Contractors, separate out ineligible expenditure
- ❑ Outside the square, unintended fact patterns:
 - Who owns the resulting IP?
 - JV's?
 - Ability to use the outcome for no further consideration?
- ❑ Opportunities:
 - Lean Manufacturing: technological uncertainty arising from cost constraints.
 - Primary Productivity: environmental mitigation, harvesting technologies.
 - Environmental: suitability of new products/types of construction.



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YOUR STORY
IS OUR BUSINESS

What to do now

- ❑ Confirm quality of credit.
- ❑ Review systems and procedures.
- ❑ Implement templates/documentation.
- ❑ If ownership is not expressed, make it clear.
- ❑ Returns must be filed by due date – watch EOT.
- ❑ Approved research provider status.



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Contact us



Michelle Malcolm

Partner
Tauranga

T (+64) 7 928 1190

E michelle.malcolm@findex.co.nz



Angela Hodges

Associate Partner – Tax Advisory
Hamilton

T (+64) 7 834 8245

E angela.hodges@findex.co.nz

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AN EPIC
THANK YOU
TO OUR
SPONSORS



THROW DOWN

**SUN 8 SEP 5PM-
7PM TAURANGA
ART GALLERY**

Let your hair down as we
celebrate the good, the
bad and the awesome of
Groundswell 2019!

**REGISTER FOR FREE AT
GROUNDSWELLFESTIVAL.NZ**



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