

CHINESE GOVERNMENT GRANTS & FUNDING



Relax. We've got this.



OPPORTUNITIES TOO GOOD TO MISS

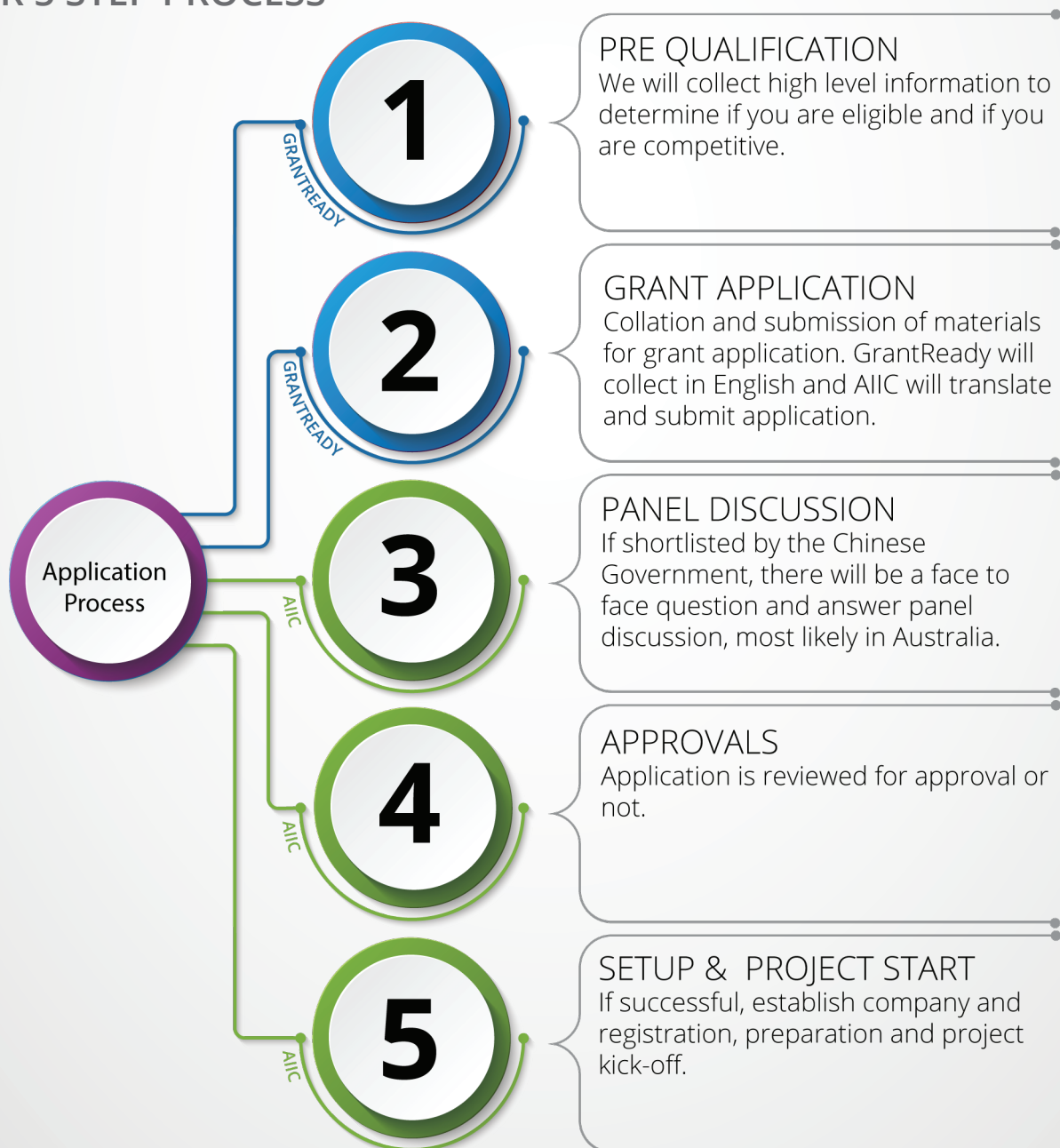
GrantReady have formed an alliance with AIIC to provide you with access to Chinese Government grants and a pathway for commercialisation into China.

China has been adopting the western approach of using grant funding to encourage R&D and commercialisation of new technology. Much like the State governments here, each Province has a slightly different application process, priority areas and funding amounts - but generally, they are very similar.

HOW MUCH IS UP FOR GRABS?

While funding varies, the grants we will apply for grant up to approximately \$AUD 3 million.

OUR 5 STEP PROCESS



HOW IS THE PROCESS DIFFERENT FROM AUSTRALIAN GRANTS?

In many ways it is very similar. The key difference is that we are not just helping you to get a grant, but establishing a pathway for commercialisation into the Chinese market.

New Chinese Entity Required

If successful, AIIC will create a locally registered entity in China for the project. This company will receive the grant and own the exclusive IP rights for the China market.

WHY?

Just like in Australia, the government wants a local entity to ensure the funds are spent locally and held accountable. The government's concern is if they deposit the grant into an overseas company, you could just disappear with the funds. They also want to know the entity they fund actually owns the IP rights in order to deliver the benefit. Australian grants work the same.

The new entity will be partly owned by AIIC.

WHY?

Two reasons.

Firstly, this is AIIC's fee for securing the funding. Instead of asking you for cash, they are receiving equity, which is better for your cash flow and demonstrates their commitment and investment to helping your project succeed.

Secondly, you are more likely to secure funds with local experts involved than if you are a foreign entity. This is a simple equation for the government: less risk = local involvement and knowhow.

Some IP rights will need to be assigned to AIIC at some stages of the process.

WHY?

The assessors will be specifically looking for:

- Preferential rights usage before grant application is made.
- Exclusive rights usage during grants application.
- Exclusive rights usage for new entity when grants have been approved.

We may consider adding an investment partner.

WHY?

If you are successful in attracting government funding, this is the perfect time to leverage your funds by seeking additional investment, typically smart money. It means you could double the amount of funds you have to work with. It also means adding an equity partner. AIIC will do this for you and with your consultation and approval.

ABOUT GRANTREADY



GrantReady was founded in 2006 with the aim to answer the question asked by many organisations, “what grants can I get?”. We observed many organisations missing out on funding due to lack of awareness and skills. We wanted to change that paradigm to ensure equal access and equal opportunity.

Since we were established, we have assisted in the securing of over \$500M of grant funding from a wide range of sources.

We support businesses, community groups, associations, service firms and government agencies and departments through the provision of grants discovery services, grant writing and submission assistance and assisting with the targeting, development and assessment of grant programs. We have also been grant assessors and we have built investment charters for grant administrators.

Our team has been developed to assist with all aspects of understanding and addressing the ‘grantspace’. We have a broad base of experience across industry, community and all tiers of government as well as a wide variety of qualifications and sectoral experience. Over the last 10 years we have built many overseas contacts, that are experts in grants from their country. We are now drawing on these experts to help you.

ABOUT AIIC

AIIC is an Australian non-profit, non-political organisation facilitating Sino-Australia trade and investment in advanced technology research and development in China, with the end goal of achieving commercialisation and business success.



AIIC has established strong working relationships with many government departments across China, allowing Australian technology companies and patent owners to better understand the unique business environment in China. Through collaborating with its Chinese partners, AIIC offers its clients China market entry and growth strategies, access to a vast network of industry leaders and strategic institutional investors, coordination of distribution/licensee contracts, and securing government, commercialisation and funding partners. We are your partners for increasing the commercial viability and business success of your technology in China.

Aside from being a shareholder of the new Chinese entity, AIIC will charge for provision of operations know-how, HR, administration management, finance, and other related services.

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