

Halifax **MARINE RESEARCH** Institute



**A New Tool for Government – University – Industry
Research Collaboration**

THE INSTITUTE

- An incorporated, not-for-profit, collaborative marine research and marine innovation vehicle
- Involvement from Universities + Government Labs + Private Industry
- Provides management and technical support to large-scale multi-party marine science programs
- Facilitates industry engagement and product commercialization



MISSION - TO INCREASE THE APPLICATION AND IMPACT OF OCEAN RESEARCH IN CANADA THROUGH:



What Drives the Ocean Tech Business Engine?

Where Does the “Tech” Come from?

How Does Ocean Tech Get Financed?



What Drives the Ocean Tech Business Engine?

- Navy
- Oil & Gas
- Shipping
- Fish



Where Does The “Tech” Come From?

Historically, here in Nova Scotia....

BIO



DRDC



Why Not the Research Universities?

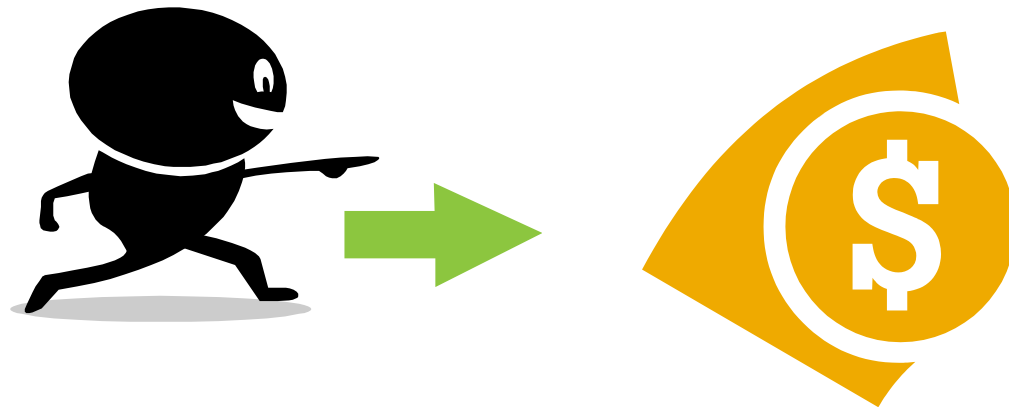
- TRL Too Low
- Stronger on Policy & Pure Science than Technology
- Can't Bring Funding to Industry Partners



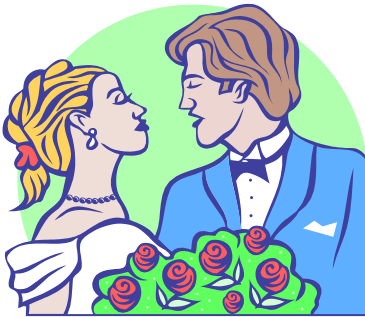
But they have provided well trained people!



The Only Effective Way to Extract IP From a University is to Spin-Out the People



How Does Ocean Tech Get Financed?



Second Income



Personal Savings



Grants & Subsidies



Cooperative Customers



And the Exit?

You get Acquired – based on real
EBITDA Multiples.

