



ENTRY AND STRATEGIC CRITERIA FOR THE AUSTRALIAN TECHNOLOGY PARK

The Australian Technology Park (the Park) is open to individuals and to organisations that are involved in the research, development and commercialisation of new technology.

This includes but is not limited to:

- Scientific Research
- Applied Research
- Product Development, redeployment, improvement and testing
- Training and product deployment
- Manufacturing and production

In particular, the Park specialises in the clustering of businesses and organisations which specialise in research and development and commercialisation in the areas of:

- Information communication and technology,
- Biomedical technology,
- Photonics,
- Education,
- Software technology,
- Internet technology and
- Environmental technology
- Other related technologies
- Support industries

These areas of specialisation are not exclusive and all areas of technology will be considered for entry to the Park where it is of benefit to research and development for Australia generally. The Park is a mix of:

- Start-Ups
- Growth Companies
- Small to medium enterprises
- Mature Technology companies (both national and international)
- Support organisations,
- A comprehensive conference and meeting business

Organisations will be expected to use an amount of space on the Park for the research, development and commercialisation process, however, it is recognised that sales, administration and other general business activities are also acceptable uses for the organisation which otherwise meets the criteria.



Organisations that are respected national or internationally recognised leaders in research, development and commercialisation of new technology will be allowed considerable latitude in terms of usage where it is considered that the companies' presence on the Park will enhance the Park's reputation and success.

ATP also require service companies to the support the existing companies on the Park.

ATP Community

One of the unique and defining characteristics of the ATP is the willingness of organisations (partners) at the Park to be engaged as ATP Community. Organisations seeking entry to the Park are urged to commit to being an active part in the ATP Community. This commitment includes a willingness to be involved in some or all of the following:

- Interest in and/or capability to participate in joint research and development projects with sponsors, management and other Park partners or potential Park tenants.
- Interest in establishing linkages with other Park partners and in sharing non-proprietary, non-competitive info and resources with other Park residents.
- To become a vital and interactive partner within the ATP community, deriving the benefits of this unique and successful environment.

This commitment to ATP community is sought at all levels within resident organisations at the Park – corporately; from the management and from the individuals within the organisation.

Environmental Sustainability

Prospective tenants should support none or low polluting industry and demonstrate a commitment to ecological sound practices.

Marketing

Partners will have a willingness to credit the ATP, where appropriate to promote the ATP as a centre of pre-eminent development and research.



Financial Capacity

Prospective tenants must attempt to demonstrate they have the ability to operate the business during the term of the Licence without financial problems. Supporting documentation including the details below is desirable and will be considered by Board:

- Business references
- Financial Statements from last 3 years trading (inc. P&L, Balance Sheet & Cash flow)
- Bank Guarantees
- Personal guarantees from Directors
- Business plan including cash flows and projected P & L for next 3-5 years
- Ability to raise any required capital
- Demonstrated experience in carrying out the proposed use

Strategic Criteria

Where a tenant or licensee does not satisfy the entry criteria above it may apply to the Board of Australian Technology Park Precinct Management Limited for consideration for entry to the Park under the Strategic Criteria.

The acceptance of proposed long term tenants and investors under the Strategic Criteria may occur where the Board deems that the proposed use satisfies a number of the following criteria:

- it is compatible with the appropriate development of the ATP;
- it is compatible with the Redfern Waterloo Authority's broader objectives;
- it ensures that the land is developed in a sustainable manner;
- it delivers local employment opportunities during construction and occupation;
- it delivers valuable services to the ATP and local community;
- it encourages business clusters which are of value to the ATP or the local community;
- it has cultural value to the community

Where the Board deems that the proposed use satisfies a number of these Strategic Criteria, the criteria will be satisfied for the term of the lease. Any changes of use under a sub-lease will be permissible as long as they are not incompatible with ATP.