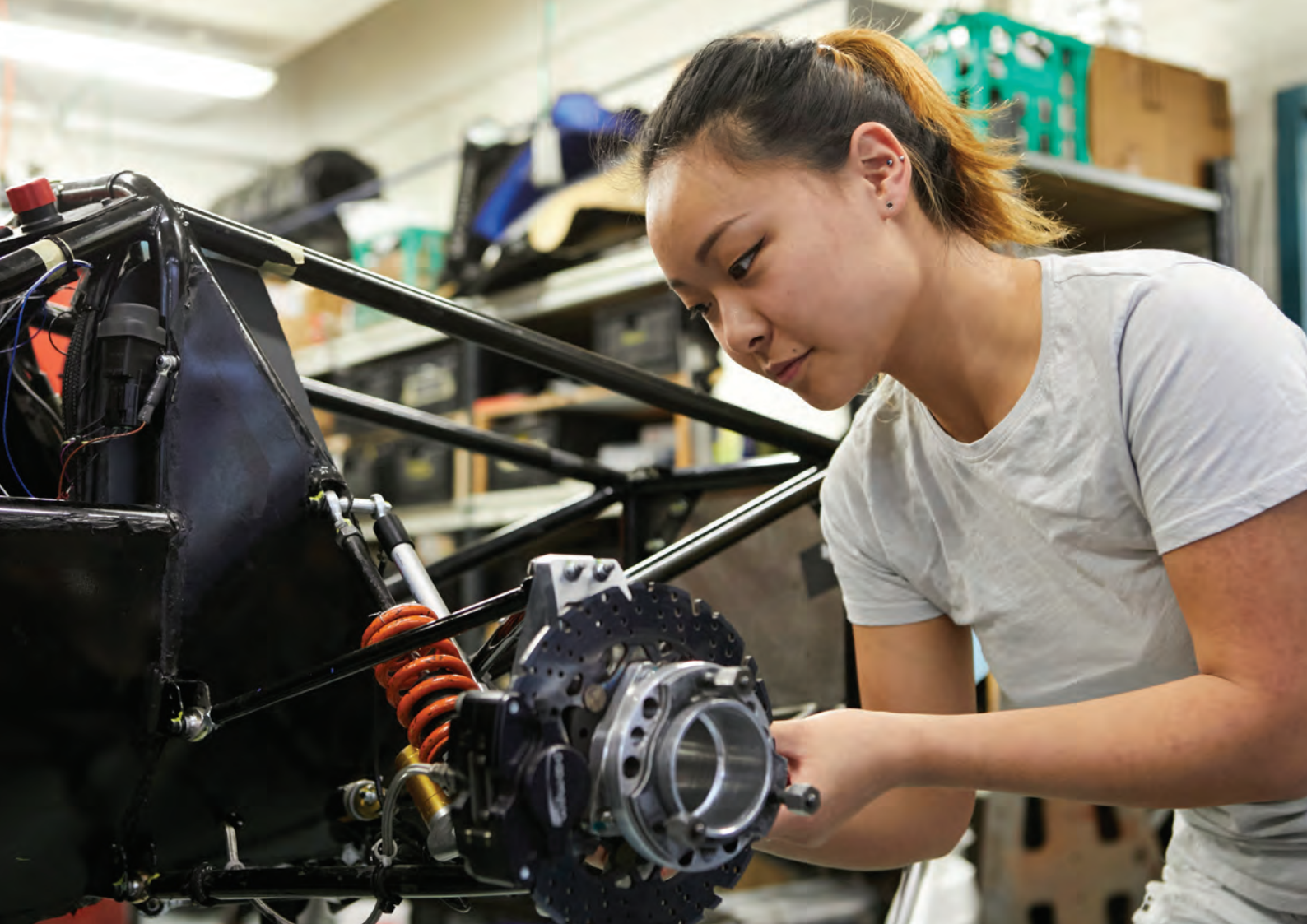




MONASH
University

CORPORATE PHILANTHROPY WITH MONASH







INVESTING FOR SOCIAL IMPACT

A SUCCESSFUL BUSINESS IN THE 21ST CENTURY RELIES ON MORE THAN COMPETITIVE ADVANTAGE TO THRIVE – IT TAKES A FIRM DEDICATION TO POSITIVE SOCIAL CHANGE FOR ORGANISATIONS TO LEAD IN TODAY'S MARKETPLACE.

A growing number of businesses are advancing their chosen social purpose through corporate philanthropy, effectively enhancing their operating environment whilst creating a virtuous circle of social improvements and economic benefits.

The impressive rise in charitable giving to higher education reflects businesses' embrace of this strategic opportunity. In the 2015-2016 financial year alone, Australian businesses gave \$17.5 billion in the form of community partnerships, donations and non-commercial sponsorships – a massive increase of \$14.2 billion over the course of a decade.

As a result, corporate philanthropy has become an important contributor to the overall welfare and betterment of local and international communities, addressing global challenges across society, economy, environment and health.

THE MONASH EDGE

MONASH FORMS A CRITICAL PART OF THE AUSTRALIAN ECONOMY, OPERATING WITHIN A VALUABLE NETWORK OF INDUSTRY PARTNERS ACROSS MULTIPLE SECTORS, GOVERNMENT AGENCIES AND THE WIDER COMMUNITY.

Monash generates \$4.6 billion in economic activity every year, driving growth in jobs and export income and fostering innovation. Our operating revenue of more than \$2.19 billion a year, would place Monash in the top 100 companies in Australia if we were ASX-listed.

As Australia's largest and most global university, we have more than 70,000 enrolled students and an alumni community of more than 350,000. Our international presence includes major campuses in Australia and Malaysia; research centres in China (Suzhou) and India (Mumbai); a research centre in Italy (Prato); as well as a long standing alliance with Warwick University in the United Kingdom and teaching commitments in South Africa.

Since our inception in 1958, we have continuously risen in the rankings to become one of the youngest universities in the world's top 100. It is our deep partnerships and knowledge exchange with leading corporations, foundations, trusts, alumni and philanthropists that fuel the cutting-edge education, research and evidence-based solutions that make Monash truly excellent.









BRINGING EXCELLENCE TO INDUSTRY RESEARCH

IN A DEMONSTRATION OF OUR HIGHLY ENTERPRISING CULTURE, MONASH UNIVERSITY CONSISTENTLY RANKS IN THE TOP 10% OF AUSTRALIAN UNIVERSITIES FOR INDUSTRY ENGAGEMENT AND RESEARCH INCOME.

Since our early days as a University, we have built a legacy of leadership in research that has human impact. From successfully achieving the world's first IVF birth in 1980, to improving water and sanitation in the developing world and 3D printing the world's first metal jet engine, Monash continues to raise the bar.

Delivering across many disciplines, we bring a holistic, multifaceted and innovative approach to help our corporate partners achieve their ambitions. Equally, the industry expertise and specialised market knowledge that our partners bring, add great value to our academic programs, projects and research.

TRANSFORMATIONAL PARTNERSHIPS

MONASH SEEKS TRANSFORMATIONAL LONG-TERM, MEANINGFUL RELATIONSHIPS WITH LEADING ORGANISATIONS. TOGETHER WITH PARTNERING BUSINESSES, WE DEVISE SHORT AND LONG-TERM SOLUTIONS TO THE MOST PRESSING PROBLEMS THAT SOCIETY AND INDUSTRY FACE.

Join our thriving network of partners

We have proven experience working alongside renowned corporate partners such as Arconic, Bosch, the China National Cereals, Oils and Foodstuffs Corporation, GE, GlaxoSmithKline, Linfox, Johnson & Johnson, MMG, Newcrest, the Pratt Foundation, Qantas, Telstra, Transurban and Woodside, but also local and international small- and medium-sized enterprises.

How our corporate partners benefit

Some of the benefits these businesses have experienced include:

- Transformational impact to sector-specific technology and research
- Improved image, brand and social license
- Enhanced talent pipeline through integration of newest research, methods and technologies into Monash academic programs
- Increased staff motivation and retention
- Increased investment and research in industry-specific areas by Monash
- Access to Monash cutting-edge facilities
- Additional clients and investors attracted with ground-breaking research.



Leveraging government funding

Becoming our philanthropic partner gives businesses the opportunity to leverage significant funding from the Australian Government if the work aligns with an area of national priority.

Bodies such as the Australian Research Council and the National Health and Medical Research Council offer grants for a range of programs designed to drive industry-university collaboration, innovation and economic growth.

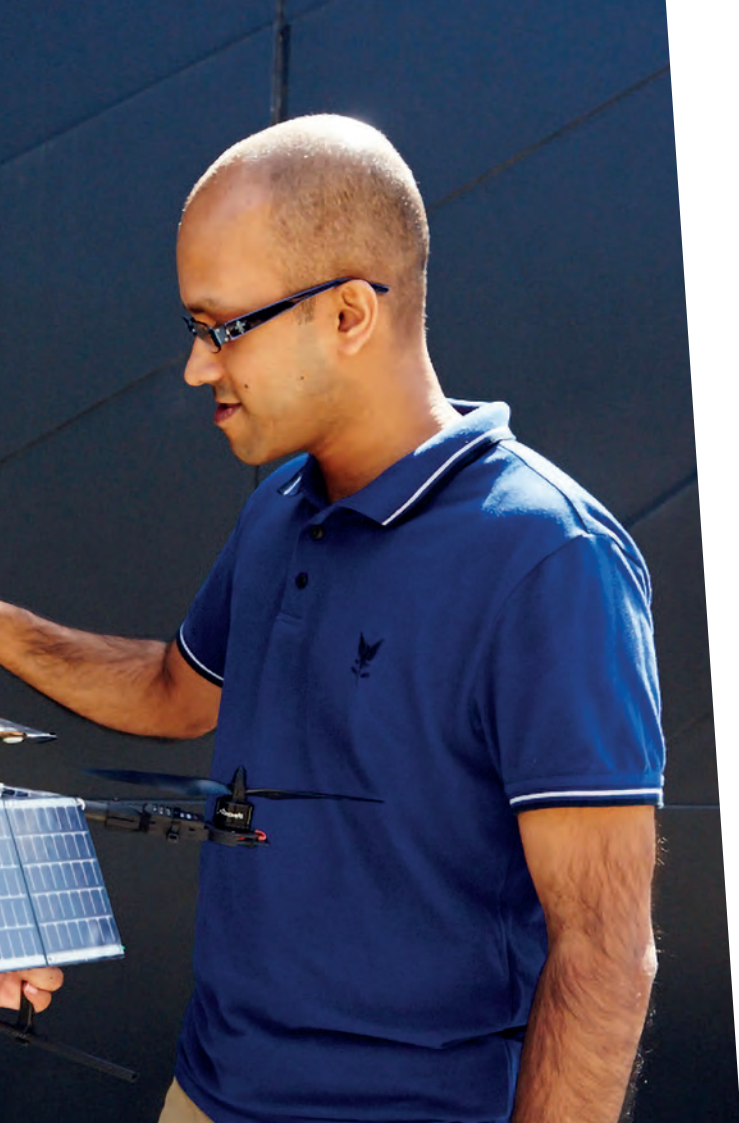


PHILANTHROPIC INVESTMENT OPPORTUNITIES

- **Research projects:** Support research in an area of interest to your organisation, either for the benefit of your industry or in pursuit of your social purpose. These range from short-term projects to multi-year, multi-million dollar projects.
- **Scholarships and prizes:** Offer named scholarships or prizes to motivate the best and brightest minds to excel in higher education. Support undergraduate, Master's and PhD students on their educational journey who may be experiencing financial or social disadvantage or display outstanding academic potential in their area of study.
- **Resources and facilities:** Transform the University environment through support to crucial research staff, buildings, laboratories and facilities that leaves a lasting legacy and helps ensure Australia to remain at the forefront of technology.
- **In-kind donations:** Donate real estate, equipment, software and other physical assets for the benefit of research and education.

For donations of scale and institutional significance, exclusive naming rights may be granted for academic Chairs, Laboratories, Lectureships and Buildings.





PHILANTHROPY DONE RIGHT

ENSURE PERFECT ALIGNMENT WITH YOUR COMPANY'S BUSINESS GOALS, CORPORATE SOCIAL RESPONSIBILITY STRATEGY, CULTURE AND ETHOS THROUGH A TAILORED PHILANTHROPIC INVESTMENT.

The best corporate philanthropy engages and inspires employees across every level of the organisation – from the CEO to the student intern. We invest time and attention getting to know your business interests and motivations so we can identify projects that truly match your vision.

All philanthropic projects through Monash enjoy the same rigorous measurement and management as any other grant-funded program. We commit all philanthropic funding directly to the project and co-invest the administrative costs ourselves. When we get the detail of our partnership right, we ensure the most beneficial intersection of investment, impact and improved conditions for your industry to unlock your philanthropy's maximum potential.

HOW TO GET STARTED

WE WILL INVEST TIME AND ATTENTION TO GET TO KNOW YOUR BUSINESS INTERESTS AND MOTIVATIONS SO THAT WE CAN IDENTIFY PROJECTS THAT MAKE THE MOST EFFECTIVE USE OF RESOURCES TO CREATE THE BIGGEST IMPACT.

STEP 1: INITIATE

Reach out to us and we will arrange for one of our designated account managers to meet with you so we can start to match your company's priorities to Monash's capabilities and strengths.

STEP 2: COMMUNICATE

Once we are clear on the direction of the partnership, your account manager will talk you through the number of ways we can realise our joint vision.

This may include tours of relevant facilities and introduction to members of the Monash community.

STEP 3: STRATEGISE

Based on your feedback your account manager will develop a tailored proposal which will be refined until it fully reflects your vision.

The final proposal will include an overview of the key partnership, as well as key activities, a budget and governance and reporting mechanisms.

STEP 4: ACTION

Once you give us the green light to proceed, we will launch into implementation. We will keep you up-to-date on each project through regular highlight reports.

To welcome you into our donor community, we will invite you to relevant events and networking opportunities.





CASE STUDY: THE WOODSIDE INNOVATION CENTRE— BLUE-SKY RESEARCH TO ENHANCE THE AUSTRALIAN ENERGY INDUSTRY

In 2016, Woodside Energy and Monash University founded the Woodside Innovation Centre on Clayton Campus, as part of a \$10 million five-year philanthropic partnership. The partnership's vision is to tackle major challenges in the energy sector through undertaking research and training in the fields of new materials engineering, additive manufacturing and data analytics.

The Centre further functions as a proof of concept laboratory, driving significant advances in the energy sector to the benefit of the wider Australian economy through entrepreneurial innovation, technology transfer and disruptive new commercial opportunities.

Since the centre's inception, we have created a dynamic environment for rapid and ongoing exchange of expertise and ideas between Woodside staff and Monash researchers, fostering innovative thinking and the identification of novel solutions to real-life challenges for industry.

The technology and research leaders trained in the Centre have already achieved many successes, including world firsts in:

- Additive manufacturing of duplex stainless steels
- Production and trial of several next generation compact heat exchangers
- Reduction in piping and support-structure costs and optimised plant layout
- Research evidence supporting use of aluminium in scaffolding.

In 2017 alone, these research discoveries resulted in demonstrable multi-million dollar cost savings for the Australian energy industry at large.



“Our vision for our Monash centre is for us to rapidly advance commercial opportunities through materials engineering, additive manufacturing and data science.

We are really excited about collaborating with researchers and experts from Monash to identify opportunities to solve real-life challenges.”

SHAUN GREGORY

Woodside Senior Vice President,
Woodside Innovation Centre, Monash University



MONASH
University

CONTACT US

Monash University
External Relations, Development and Alumni
Office of the President and Vice-Chancellor
Clayton VIC 3800

T: +61 3 9903 1608

F: +61 3 9903 4885

E: donor.relations@monash.edu

