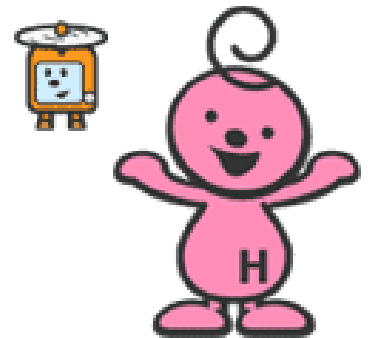


“University-industry collaborations at the University of Tokyo”

TODAI TLO, Ltd.

CEO & President ,Takafumi Yamamoto

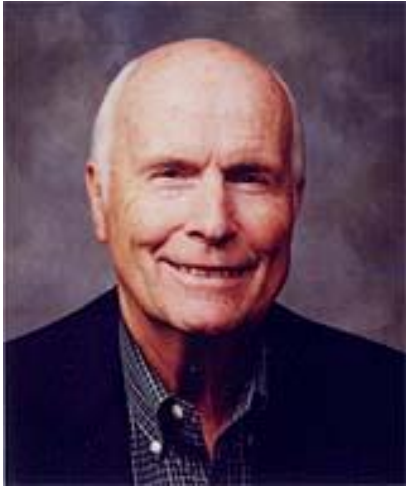
<http://www.casti.co.jp/>



“University has many seeds of promising technologies leading to resolutions of problems in society.”

Speech of Mr. Komiyama,
the former president of the
Univ. of Tokyo

Niels Reimers : Father of Technology Licensing



In 1968 he established a research management office and in 1969 the Office of Technology Licensing (OTL) at Stanford University.

The successful launching of these two offices led to his hiring by universities such as the Massachusetts Institute of Technology (MIT), the University of California at Berkeley, and the University of California at San Francisco, all of which were seeking to establish their own offices for technology transfers.

A cofounder of the Association of University Technology Managers (AUTM), Reimers has served as chairman of the Licensing Executive Society (U.S. and Canada) (LES). Reimers now serves as a consultant, advising universities around the world planning to open or operate their own technology transfer offices.

University – Industry collaboration in US

UNITT Survey in 2008

▪ Number of invention disclosures	20,115	(19,827 in 2007)
▪ Number of patent applications	18,949	(17,589 in 2007)
▪ Number of licenses	5,132	(5,109 in 2007)
▪ Number of New Products	648	(686 in 2007)
▪ Number of Spin-offs	595	(555 in 2007)

AUTMサーベイより

Japanese Government encourages universities to do a University-Industry collaborations.

The Basic Law for Science & Technology policy (1995)

The First Five year S&T Plan (1996~2000)

1998

Report on Innovation Research Group (MITI)

Law for Promoting Technology Transfer from Universities (TLO Law)

1999

Law for Special Measures for Industrial Revitalization

- Japanese Bayh-Dole Act
- Reduction of patent fees for approved TLOs

2000

Law to Strengthen Industrial Technology

- Allowing TLOs to use national university facilities free of charge

2001

1,000 University-start-ups in three years (Hiranuma Plan)

2004

Enforcement of National University Reformation Law

IPR Ownership

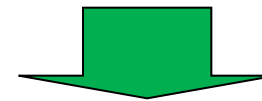
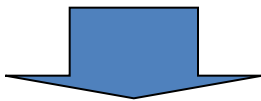
Incorporated as an Independent Agency

2004 / April



National Universities had no legal status.
Universities could not be a patent owner.

National Universities get legal status.
Universities can be a patent owner.



IPR belonged to inventors

IPR belongs to Univ.

TLOs contracted with inventors

TLOs contract with Universities

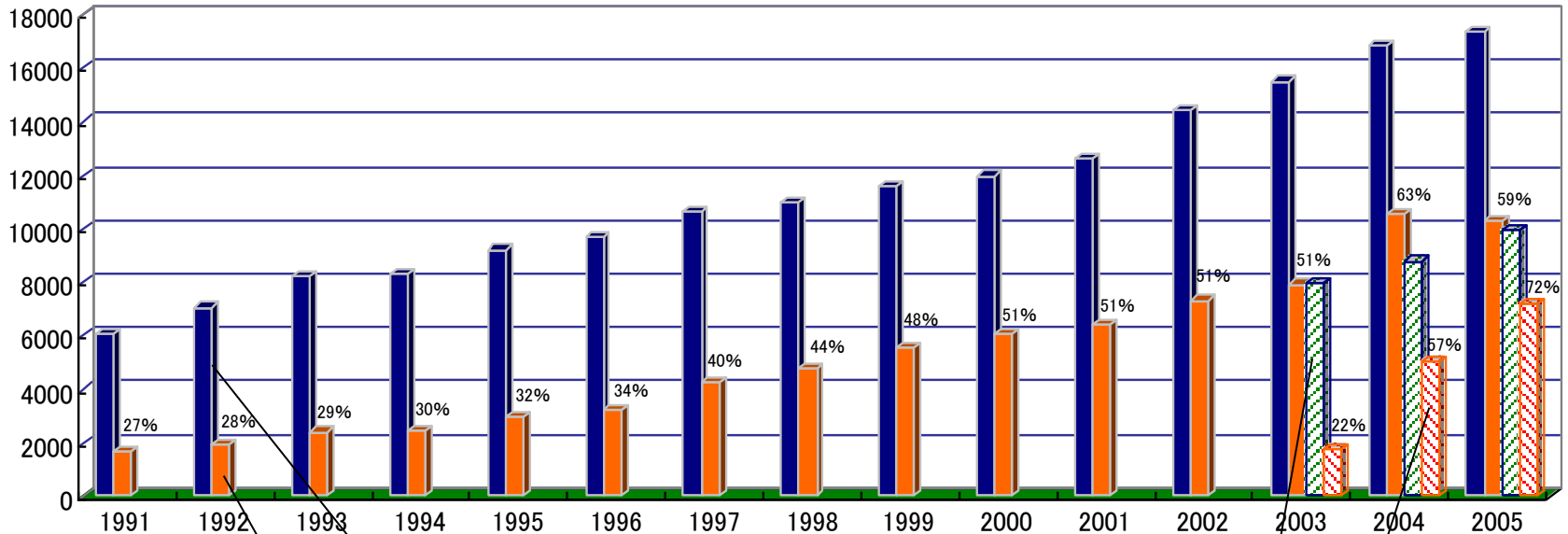
Performance of university-industry collaborations in Japan

	2003	2004	2005	2006	2007	2008
Number of invention disclosures	8078	8833	10202	10048	9438	9529
Number of patent applications (domestic)	1881	5085	7197	7282	6882	6980
Number of patent applications (overseas)	581	909	1330	1808	2987	2455
Number of patent applications (total)	2462	5994	8527	9090	9869	9435
Number of licenses	—	—	1056	1128	1367	1319
Number of active licenses	—	—	2731	3694	4820	3526
Royalty amount (10 thousand)	—	—	1.07 billion	1348.25 million	1207.1 million	1253.81 million

*The data shows the performance of about 70 member universities of the University Technology Transfer Association without covering all performance.

Number of Inventions and filing Patents (compare with US and Japan)

■ 発明開示/AUTM ■ 特許出願/AUTM ▨ 発明開示/日本 ▨ 特許出願/日本



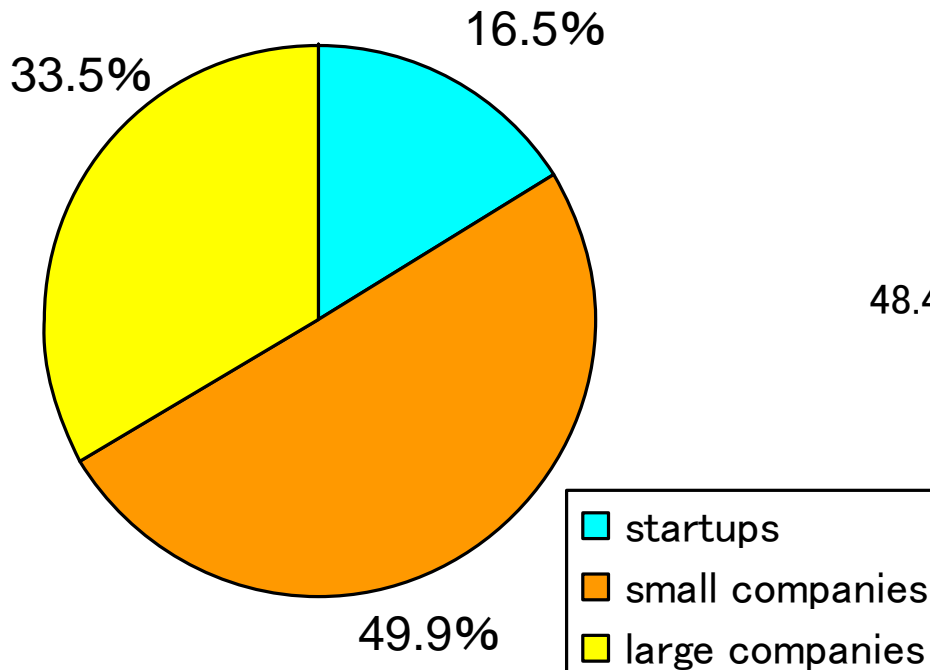
Number of Invention disclosures (US)
 Number of Patent applications (US)
 Number of Invention disclosures (Jpn)
 Number of Patent applications (Jpn)

■ AUTM Licensing Survey2005 and Mext Survey

University-industry collaborations SME in the US

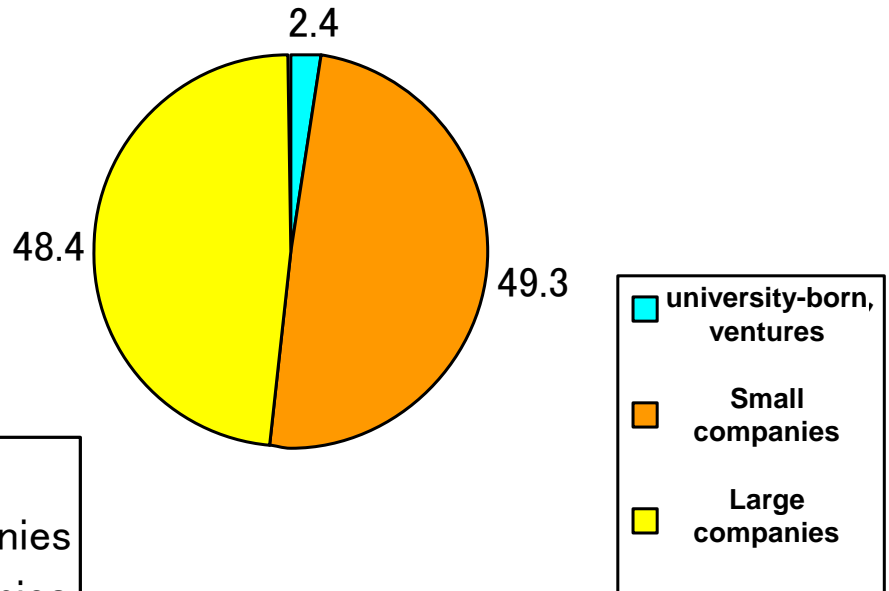
Two thirds of technologies in US universities are licensed to small- and medium-sized companies and ventures, on the other hand, few of those are licensed to small companies in Japan.

Licensees in the US



Source: AUTM survey

Licensees in Japan

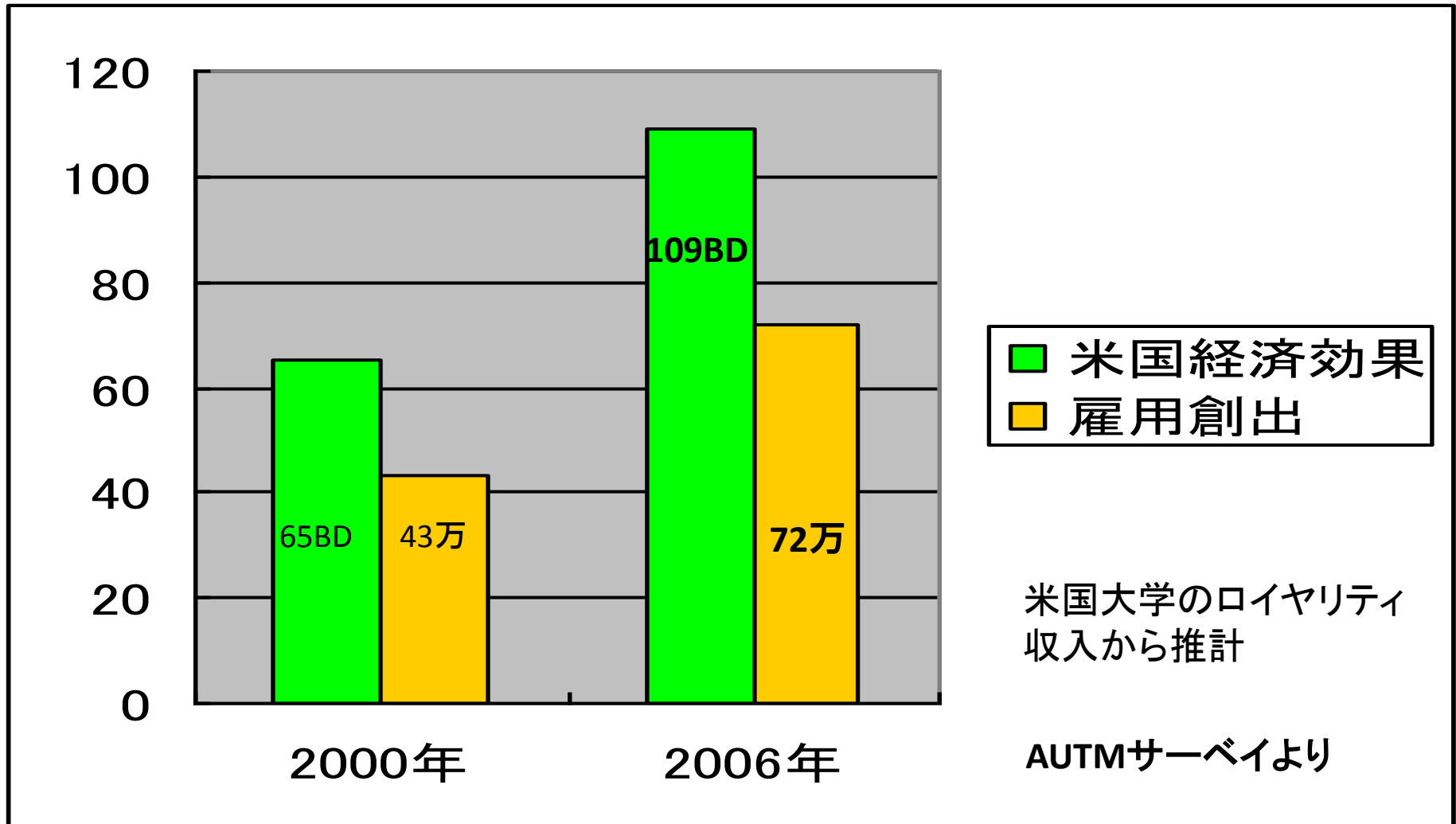


*Source: AUTM survey 2004

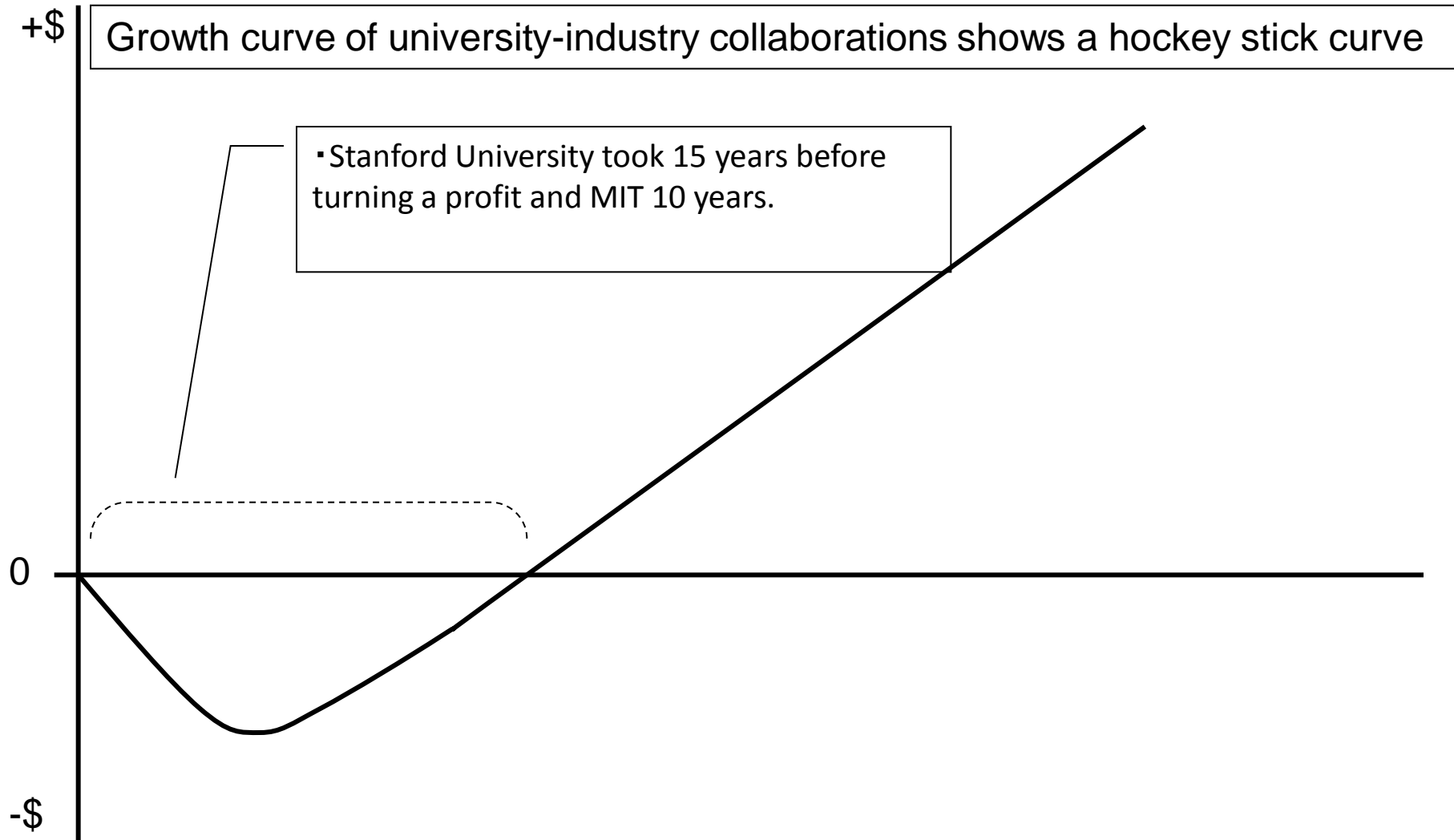
On the other hand, Japanese Government keeps reducing research funding to universities.

General public is not satisfied with the performance of University-industry collaborations. They say, “ There are only a few successful universities ”

Economic impact of industry-university cooperation in US

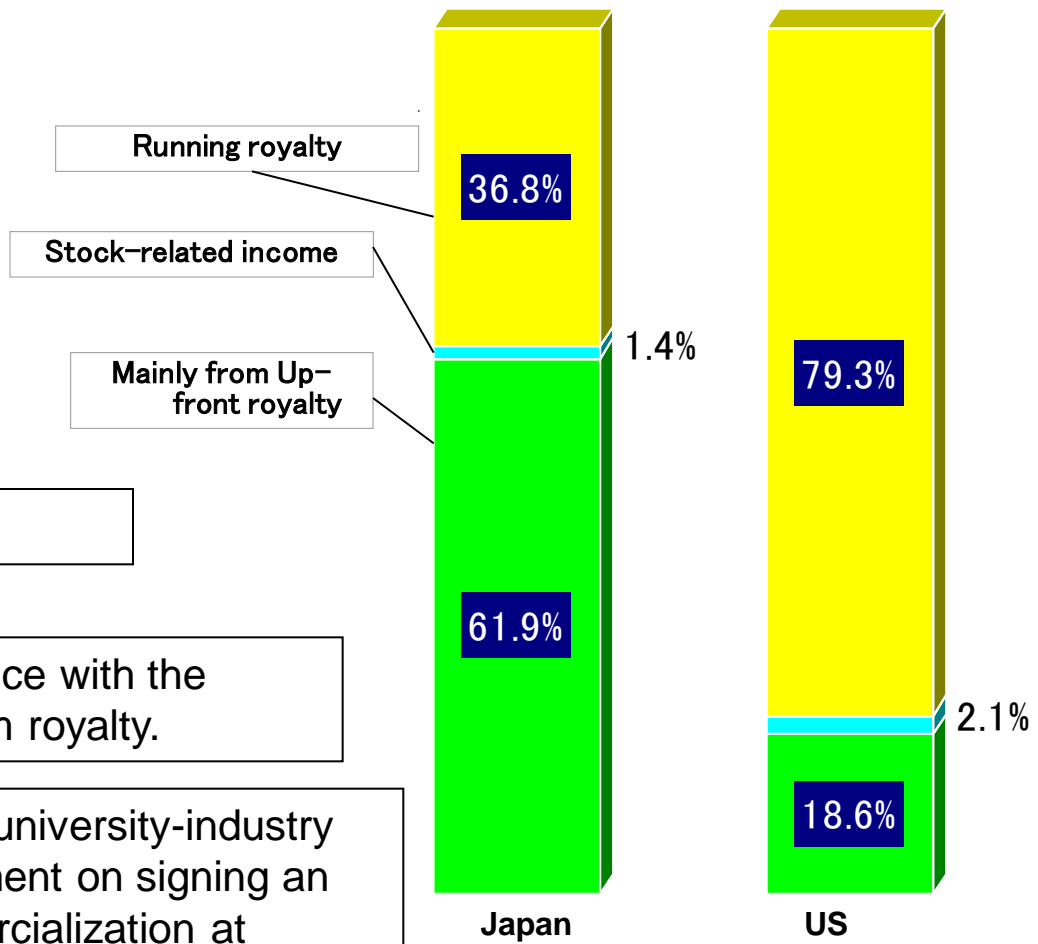
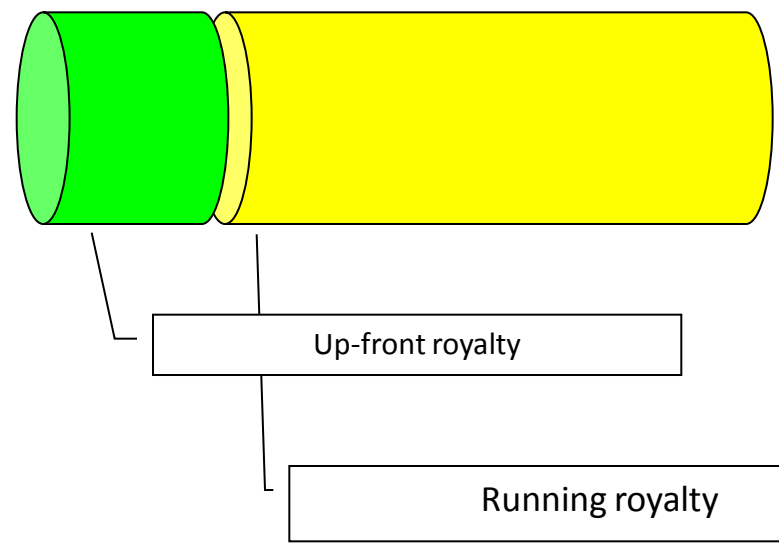


Structure and profitability of university-industry collaborations



Structure and profitability of university-industry collaborations

Normal setting of license fee



* In addition, the royalty is set in accordance with the condition, such as milestone and minimum royalty.

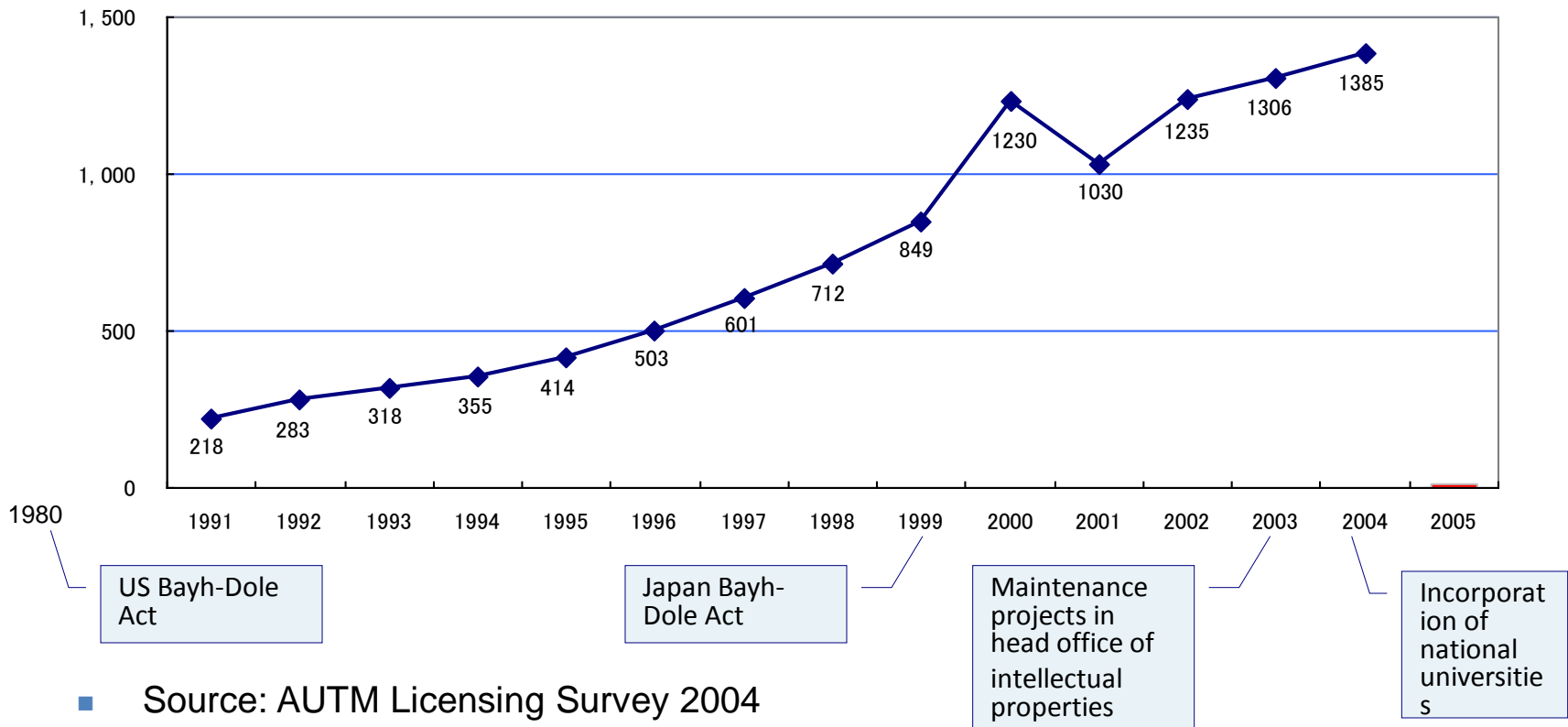
Almost two thirds of income of Japanese university-industry collaborations come from lump-sum payment on signing an agreement, showing few cases of commercialization at present.

Comparison in FY 2005

Structure and profitability of university-industry collaborations - US Benchmark

The royalty income at US universities reached approximately 20 billion yen in ten years after the enactment of the Bayh-Dole Act in 1980, significantly contributed by the patent of gene splicing tools by Cohen-Boyer (approximately 30 billion yen of the total royalty income), increasing on a long term.

Change in the license income (net) in the US



Support Triangle for Industry-university Cooperation at the University of Tokyo



University Corporate Relations University of Tokyo

Managing entity for IP:
Supports joint research through
the “Proprius21” scheme, etc.



UTEC

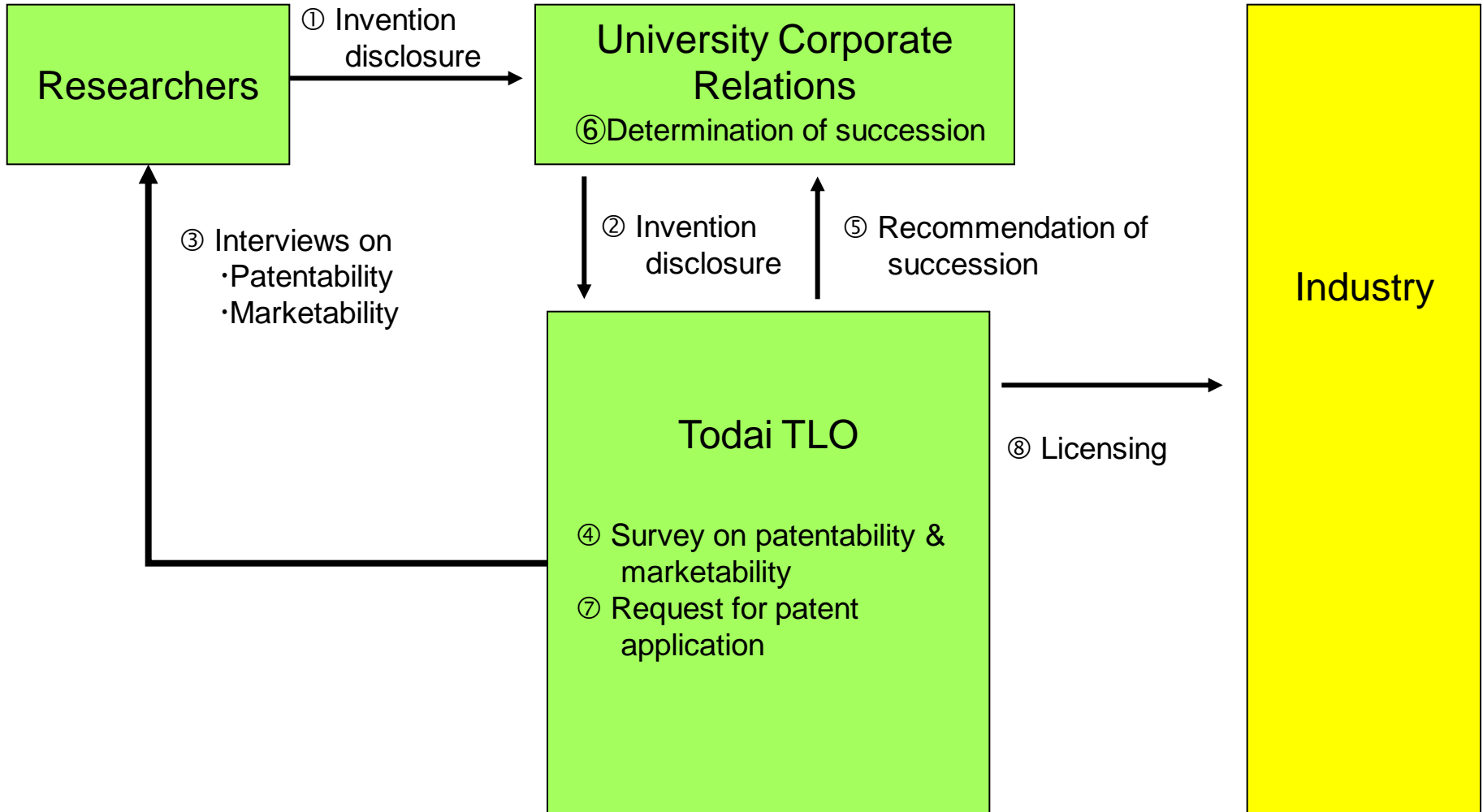
TODAI TLO

Operating entity for IP:
Marketing licenses to
companies, etc.

University of Tokyo Edge Capital (UTEC)

Supports the start-up of
university-oriented venture
businesses, in funds, human
resources, and other aspects.

Operations of Todai TLO



Number of Invention disclosure in 2005 (U.S. & Japan)

Name of university	Number of publication of inventions	Number of domestic applications	Application filing rate
University of California System	1,196	515	43.6%
University of Tokyo	627	313	49.9%
California Institute of Technology	549	416	75.8%
Tohoku University	527	380	72.1%
Osaka University	525	261	49.7%
MIT	515	287	55.7%
Tokyo Institute of Technology	464	317	68.3%
Kyoto University	457	324	70.9%
University of Wisconsin	405	163	40.3%
University of Pennsylvania	392	536	136.7%

*Source: AUTM U.S. Licensing Survey FY 2004 for the US data and the “Performance of university-industry collaborations FY 2005” of the Ministry of Education, Culture, Sports, Science and Technology for Japanese data.

Introduction of the organization and members of Todai TLO, Ltd.



Advisor, Adachi



President,
Yamamoto



Consultant,
Matsuda

1G (GM Ishida)



Liaison G
(GM Yamamoto)



2G (GM Honda)



Operation Support G
(GM Tenjin)



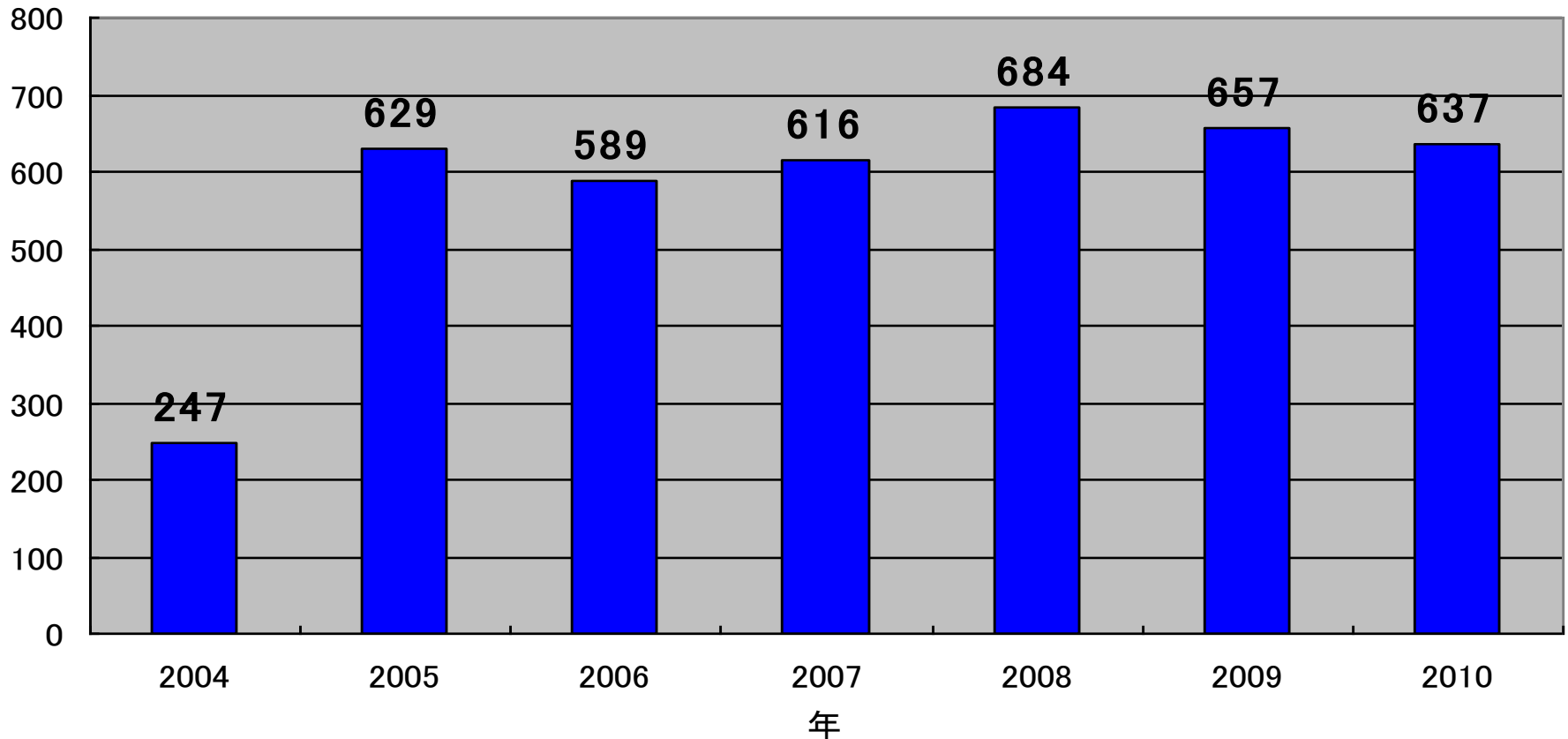
OA Team (GM Tenjin)



TODAI-TLO performance (Jan-Dec)

The number of invention disclosures that TODAI TLO accepted

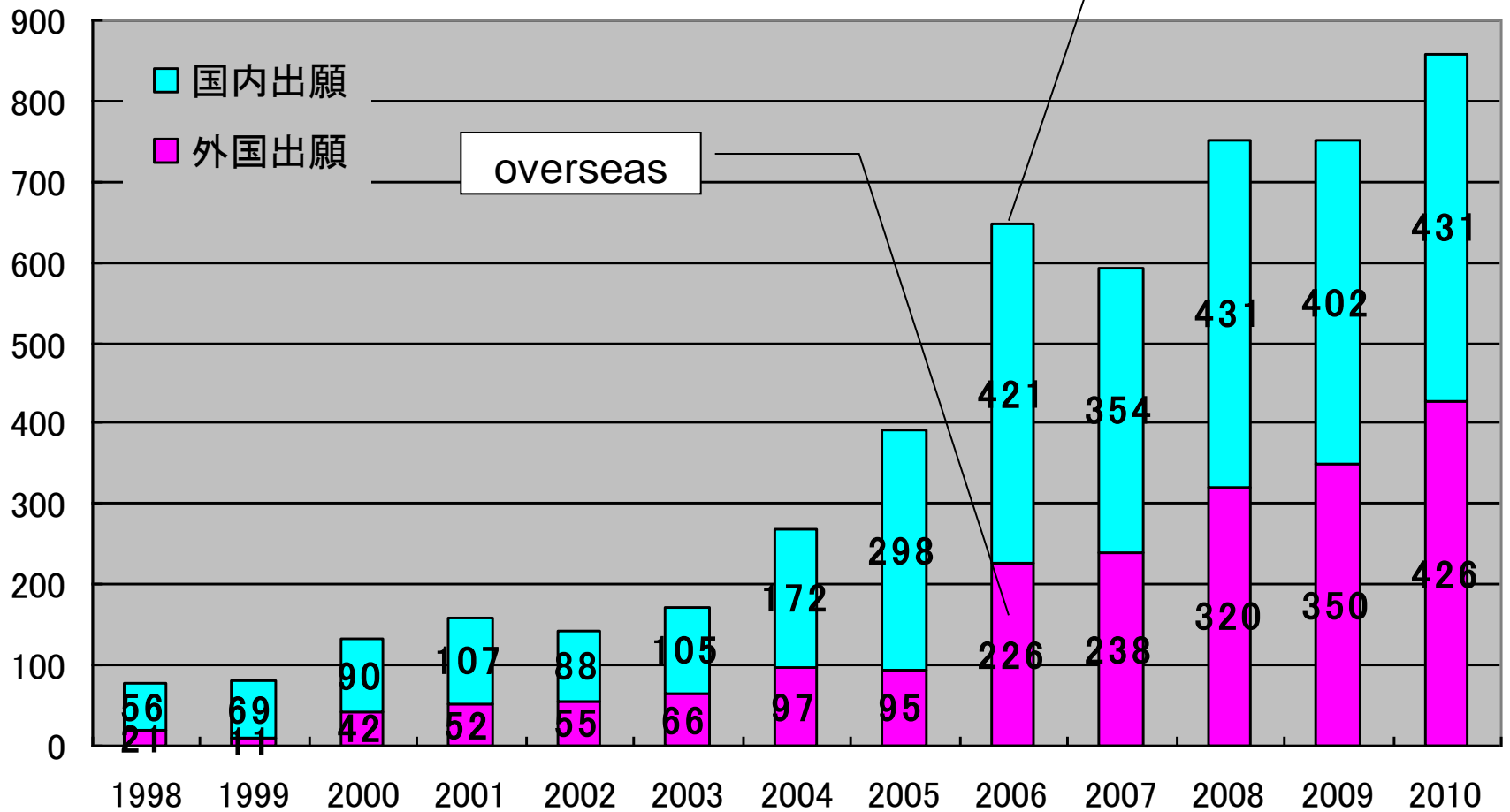
東京大学TLOにおける発明届出書受理件数



Number of patent applications

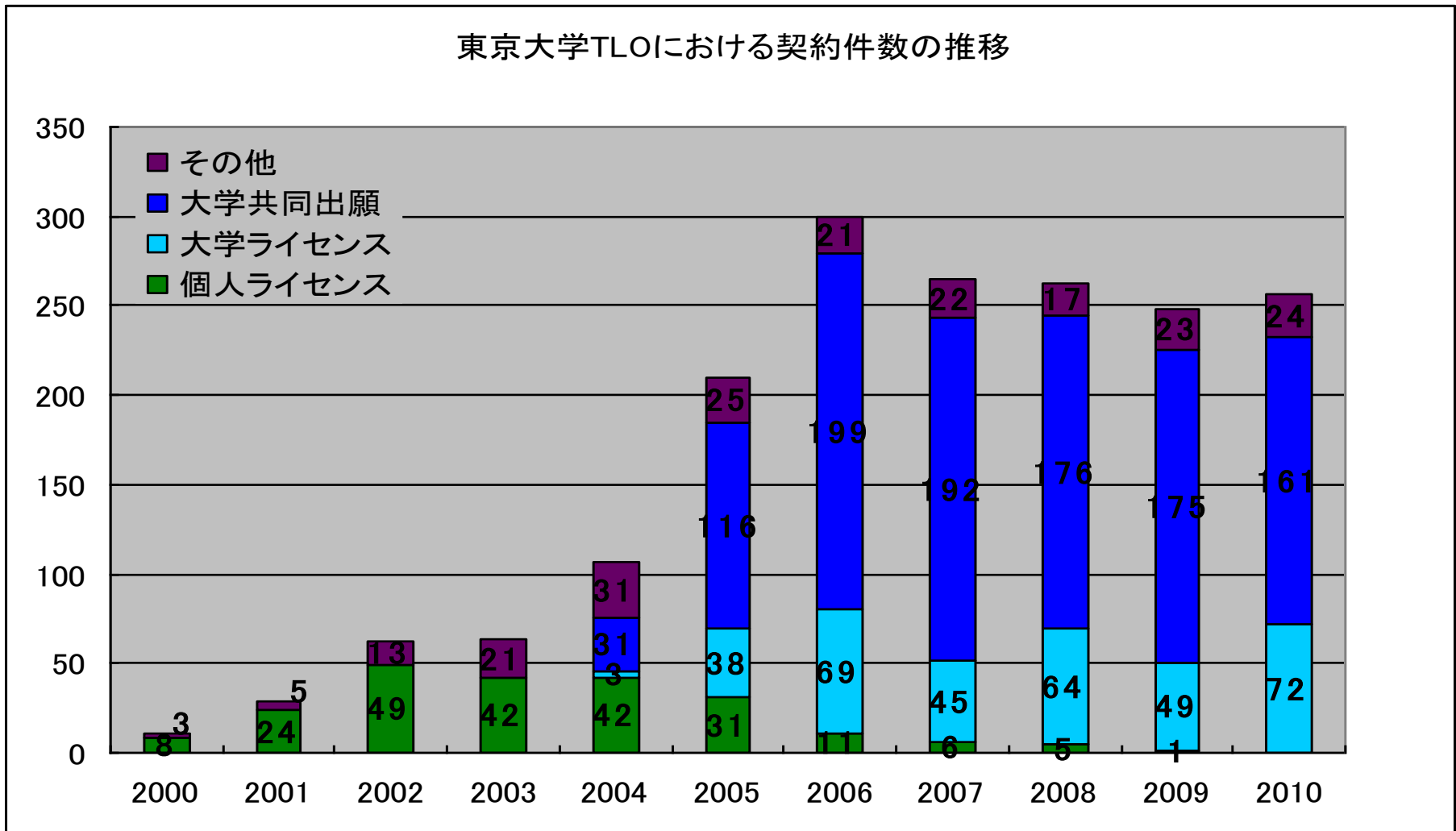
東京大学TLOにおける出願件数の推移

domestic



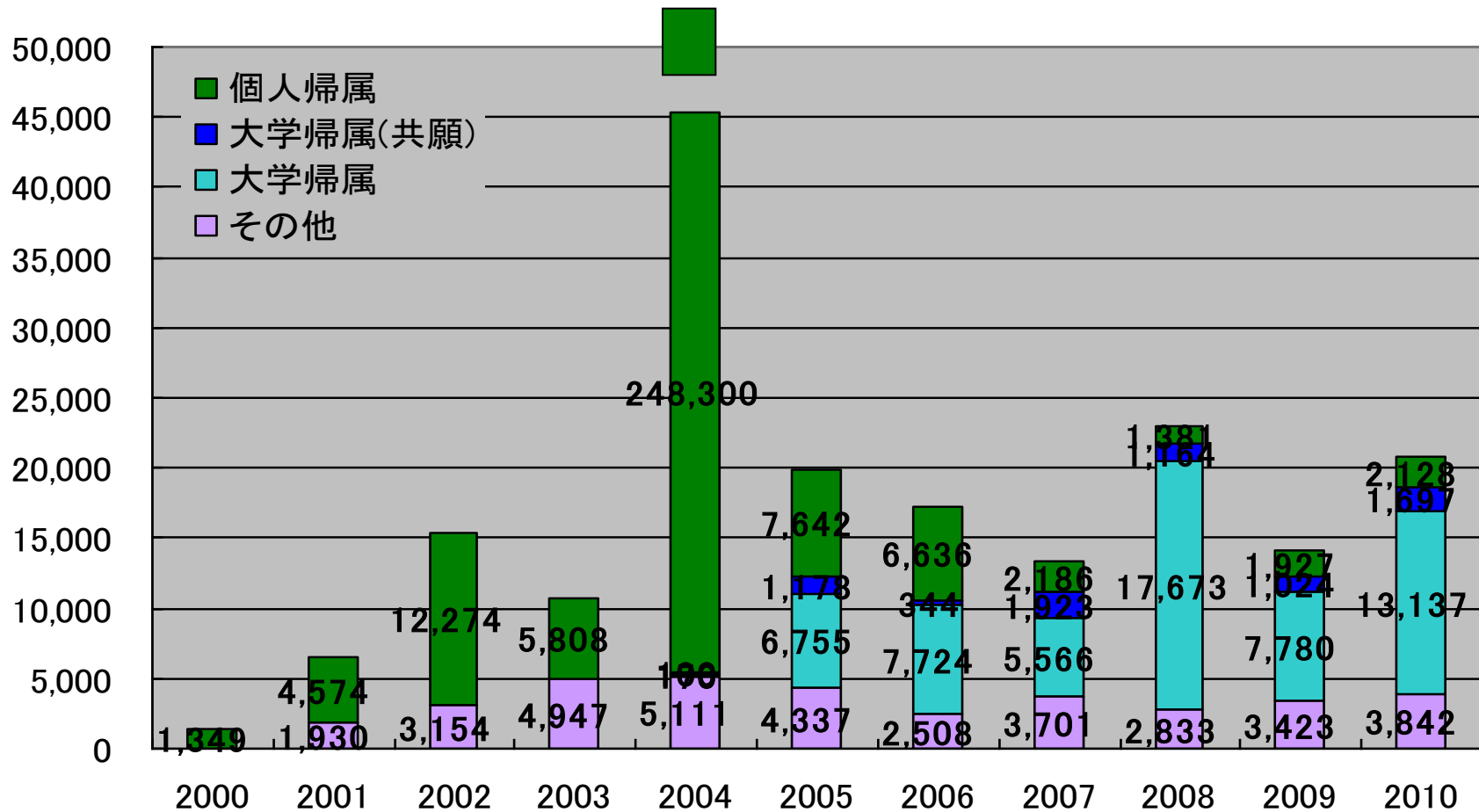
Number of Agreements

東京大学TLOにおける契約件数の推移



Royalty incomes

東京大学TLOにおける技術移転収入金の推移



University-industry collaboration is not our purpose.

Our Goal is to establish an innovative country through the University-industry collaborations.

How to establish innovative country

- We have to think about these 3 Points.
- 1. Overseas licensing
- 2. Spin-offs
- 3. Education

Universities in Japan having intention of overseas development

- TODAI TLO and the Aalto University in Finland has established a partnership, in which they disclose their information to each other and exchange their human resources.
- TODAI TLO has an advisor in Canada on the licensing activities to Europe and the US.
- Kanazawa University has been increasing royalty income more from overseas than within Japan.
- Kansai TLO has established a partnership with a company in California.
- Many universities have been increasing the number of licensing to overseas entities.

Human Resource Development and Networking through Inter-university Cooperation

UNITT 2010 Annual Conference in Japan.



* UNITT = University Network for Intellectual Property & Technology Transfer
(AUTM Japan)

7th UNITT Annual Conference was held at the University of Electro-Communications
on September 24th & 25th.

(Over 530 people attended to this conference)

Technology Transfer educational courses (Basic and Applied Courses) are
provided by UNITT.

Let us promote the concept of the right technology in the right place to achieve a technology-oriented nation in a brighter new era.

“Integrating knowledge and contributing to the society.”

Thank you!

