University Spinout Companies

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Commercial Development of Research

“The commercial development of research ideas and intellectual property into commercially viable products or processes that meet defined market needs”
The Commercial Exploitation Process

University
Conducts a broad range of research, leading to the generation of new IP

Technology Transfer
Identification, Protection of IP, Proof of Concept and Translational Research

Spinout
Very hands-on approach (money and management)

Licence
Global business. Important to get the right licensee
Spinout Company Development

- Spinout Company Development
- Fundamental Research
- Translational Research (IP Protection)
- Seed Investment (Management Team)
- Series “A” Investment Round
- Further Investment Rounds
- Exit

University Involvement (High)
University Involvement (Low)

Commercial Progress

Value £

Time (Years)

Newco establishment
Spinouts - Key Elements

- Great science - (appreciated by the market)
- Excellent management - (company makers)
- Investors – (bring more than just £)
Fusion IP Plc - Background

- 10 year term (ended in Jan 2017)
- Access to ring fenced funds for Cardiff University spinouts
- Hands on management team (“rowers”)
- Dovetailed with existing activities/functions
- Access to co-investment - Finance Wales (26 investments/£4.9M)
- University received shares in Fusion – helps align goals
- Fusion IP was acquired by IP Group for £88M (2014)
- Strategic investment from large hedge funds (Lansdowne and Investech)
Recall that having a suitable building is only part of the offer.

We aim to create a vibrant, supportive eco-system for innovators — not just a landlord.

Innovative tenants, professional advisors, investors, funders, business support organisations etc.

A pro-active team — to assist tenant companies and early-stage University ventures.

Events, networking, social spaces and good practices — want to create a sense of community.

How do we best link with other incubation facilities in Wales and beyond.
Enterprise & Start Up Support

- Central service at University
- Accessible to all current students
- Based in Academic & Student Services Division
- Work with student across all three colleges

Helping you bring ideas to life”

#ideastolife
Enterprise & Start Up Support

Who’s it for?

- I don’t know what I want to do
- I want to be an innovative employee
- I might start a business after industry experience
- I’d like to work for myself
- I’m an inventor & innovator
- I’m an entrepreneur

What we do: Inform  Educate  Motivate  Enable  Guide  Support

Students gain: Knowledge  Skills  Experience  Behaviours  Competence  Effectiveness
Enterprise & Start Up Support

How we do it

- Skills & Start-up workshops
- Guest Speakers & Collaboration
- Hands-on Challenges
- Enactus (International non-profit organisation inspiring students to improve the world through entrepreneurial action).
- Test Trading Opportunities
- 1-2-1 Support
- SPARK Competition
- Office Space