

University Spinout Companies



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Commercial Development of Research



High Risk

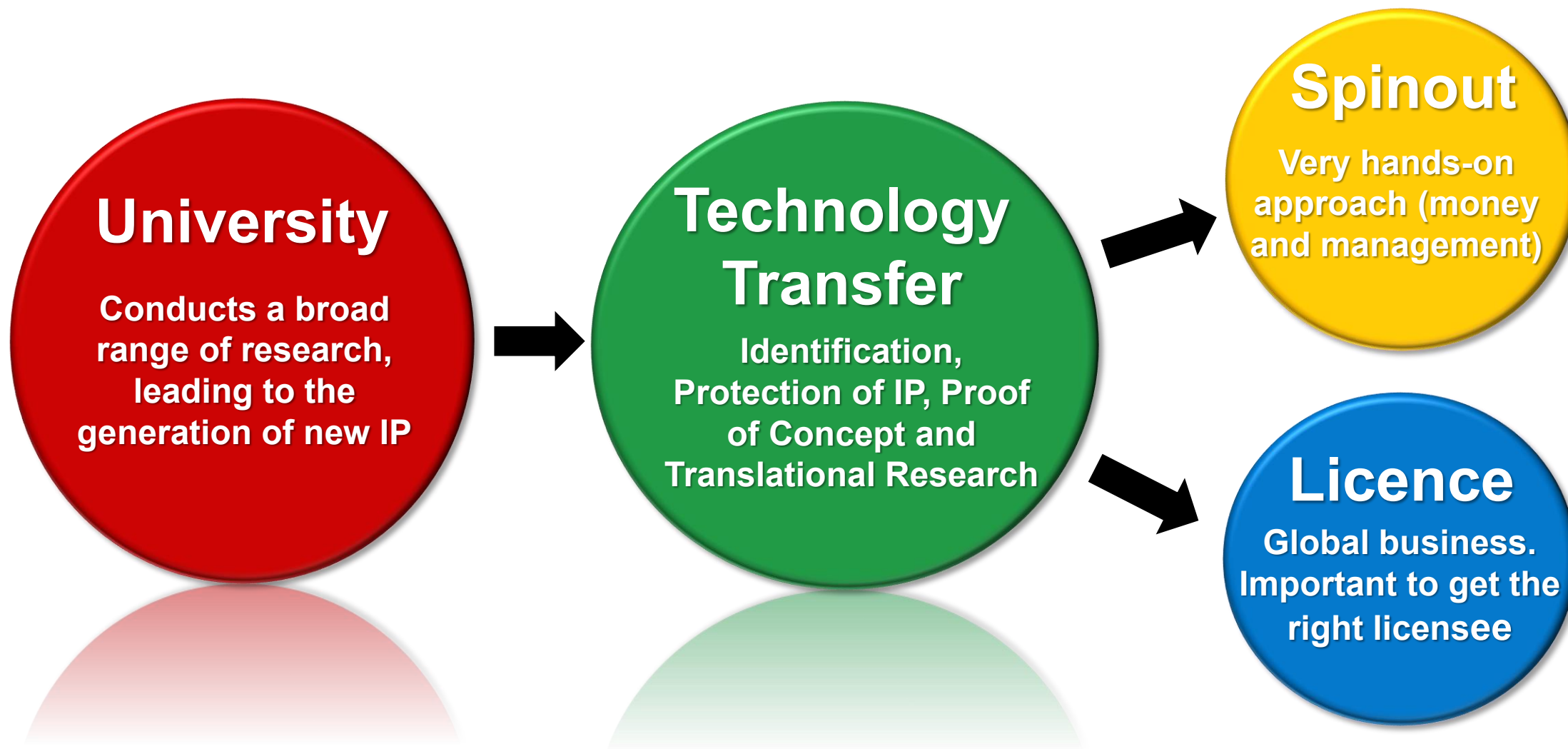


~ 9 years

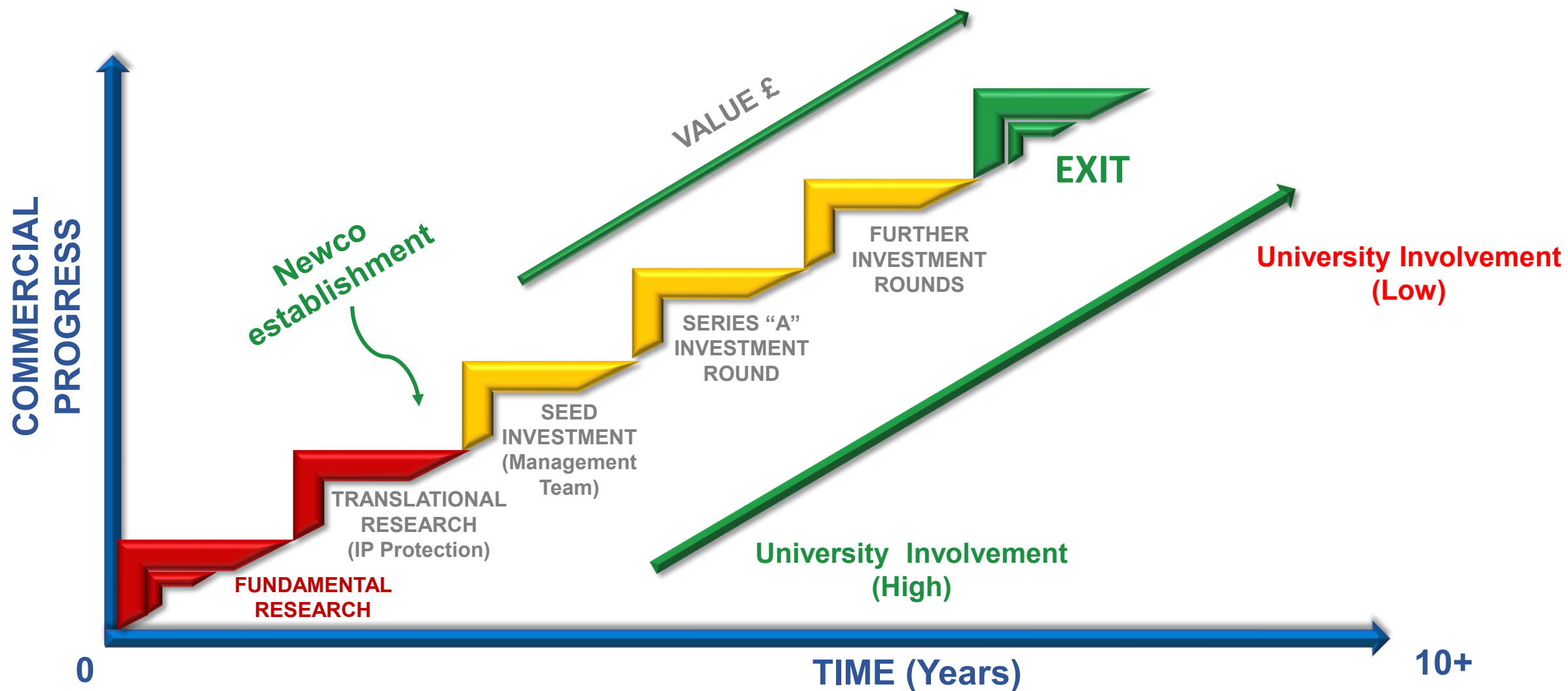


“The commercial development of research ideas and intellectual property into commercially viable products or processes that meet defined market needs”

The Commercial Exploitation Process

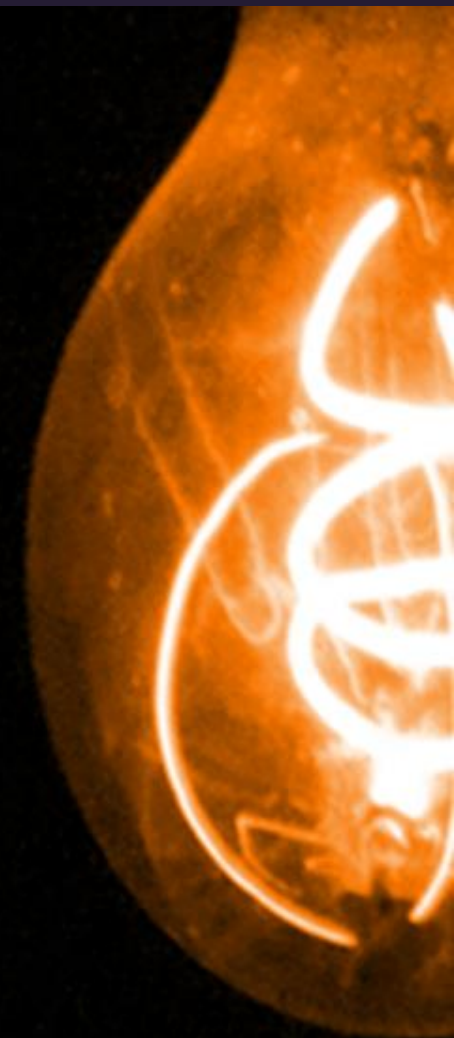


Spinout Company Development



Spinouts - Key Elements

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



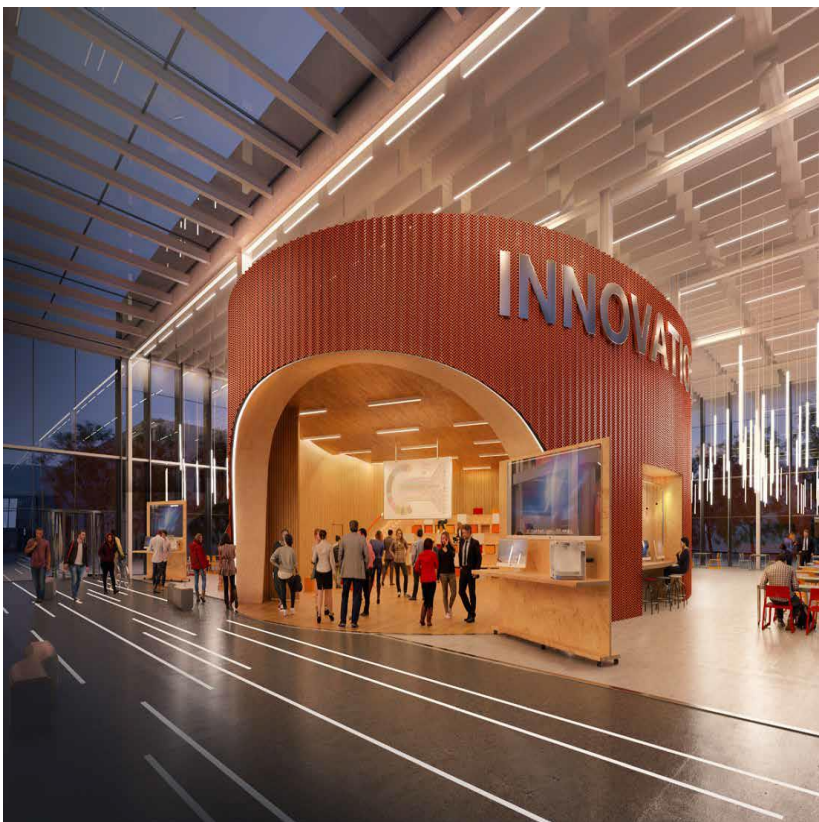
Fusion IP Plc - Background

- 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)

>£75 Million invested



Incubators - It's not just about the building



- Recognise that having a suitable building is only part of the offer
- Want to create a vibrant, supportive eco-system for innovators – not just a landlord
- Innovative tenants, professional advisors, investors, funders, business support organisations etc
- 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

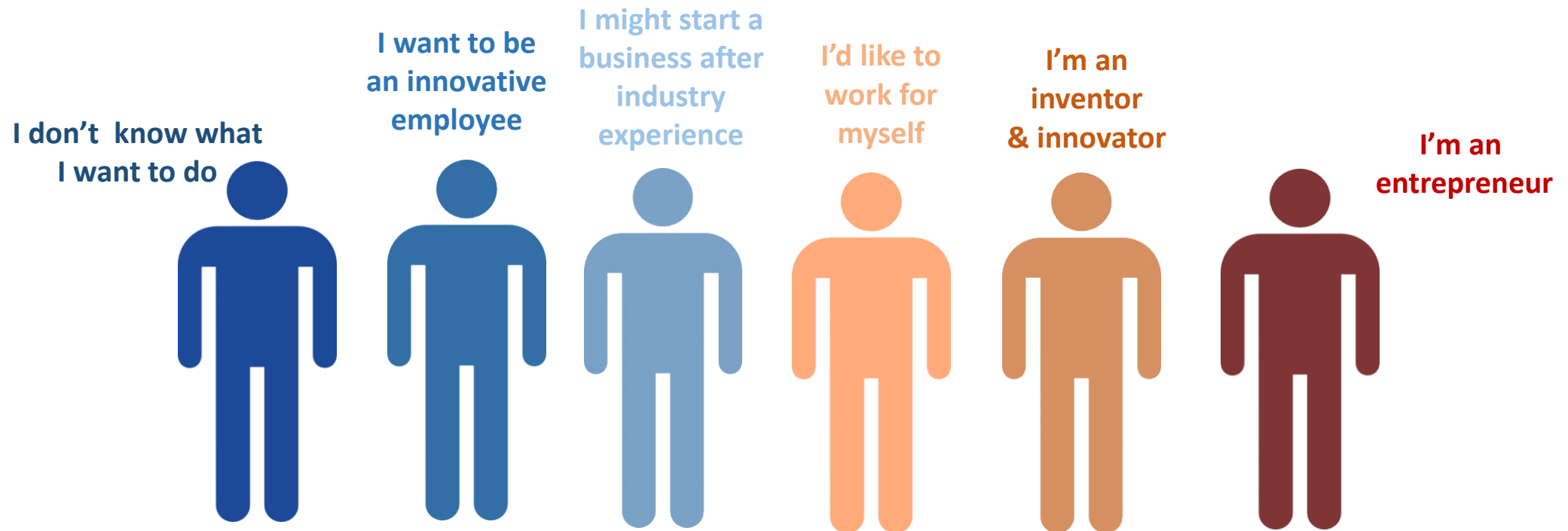


Helping you bring ideas to life"

#ideastolife

Enterprise & Start Up Support

Who's it for?



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

