

# **AIC Commercialisation Forum**

**5<sup>th</sup> September 2006**

*UniQuest*



**Overview of the UniQuest Commercialisation Process**

**David Henderson  
Managing Director**



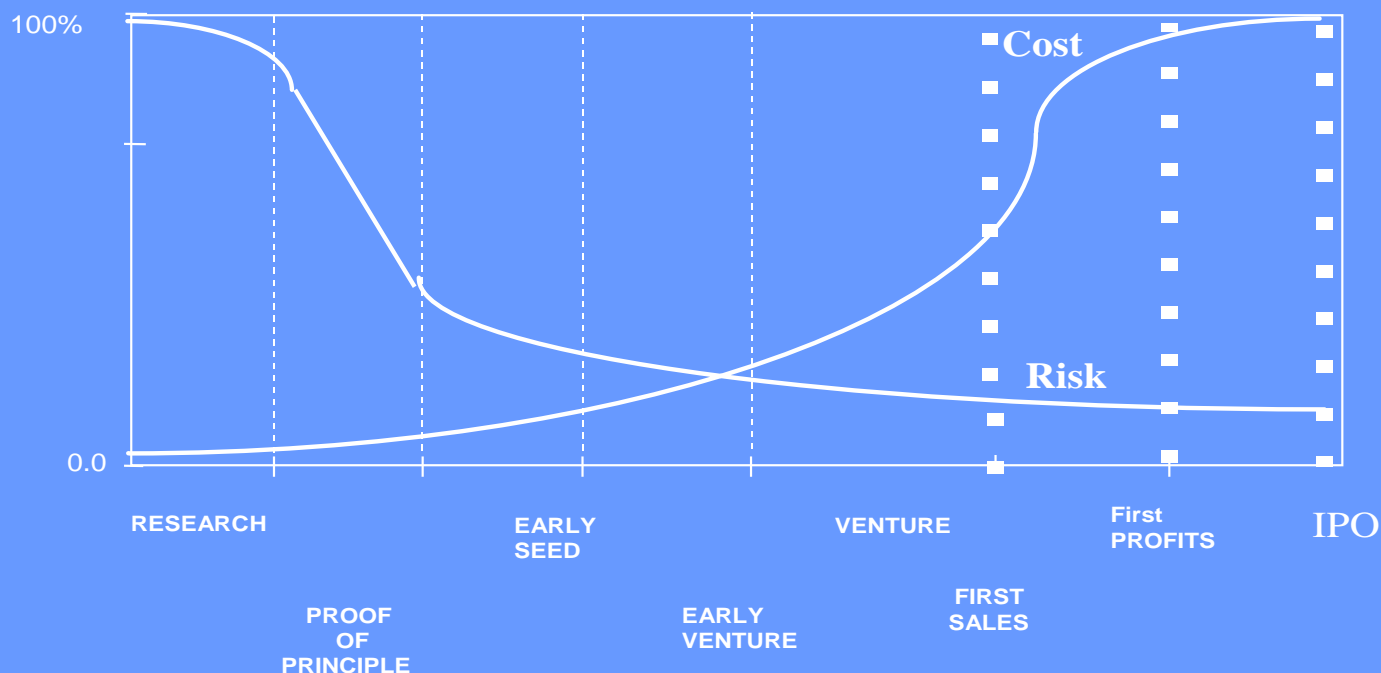
## ***UniQuest Pty Limited: The main technology transfer company for The University of Queensland***

- 1,400 patents and patent applications
- \$30 - 50 million revenues annually
- 60 - 70 staff
- Over 50 technology spinoffs and startups
- Licensee product sales over \$1.5 billion
- 1000 consulting projects completed with Australian industry and Government
- 200 international aid projects completed in 40 countries



# The commercialisation challenge ... and benefits

## The Technology Transfer “Valley of Death”





## *The Australian 'Valley of Death' is wider and deeper....*



**Markets**

Large

Large

Very small

**Industry**

Large, wide span, proactive

Large, wide span

Small, passive, narrow span

**Commercialisation  
Funding & Investment**

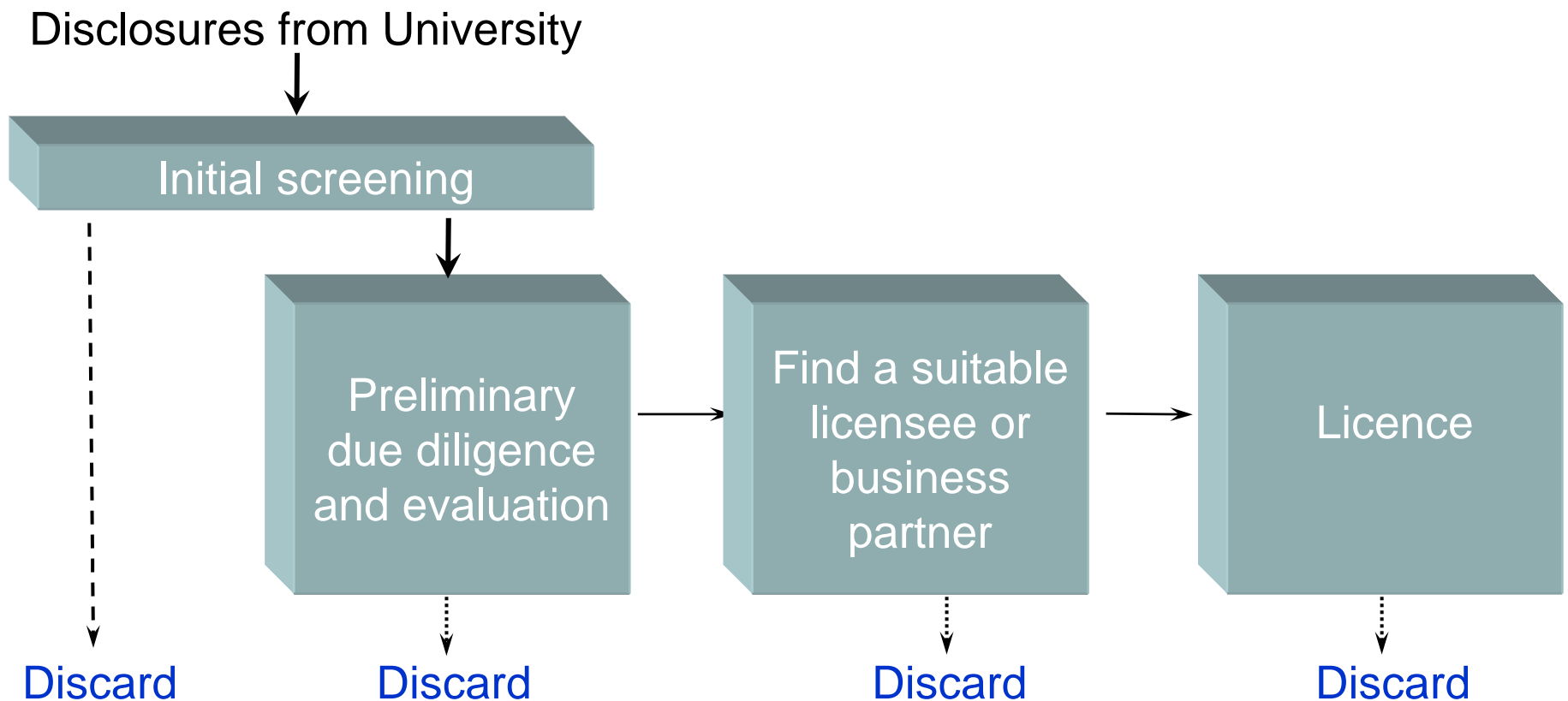
Proactive Investors, Donations

Government (£180m),  
Proactive Investors

No government funding,  
Few Investors



## *Technology commercialisation at UQ in 1995 – the conventional university technology licensing office process*





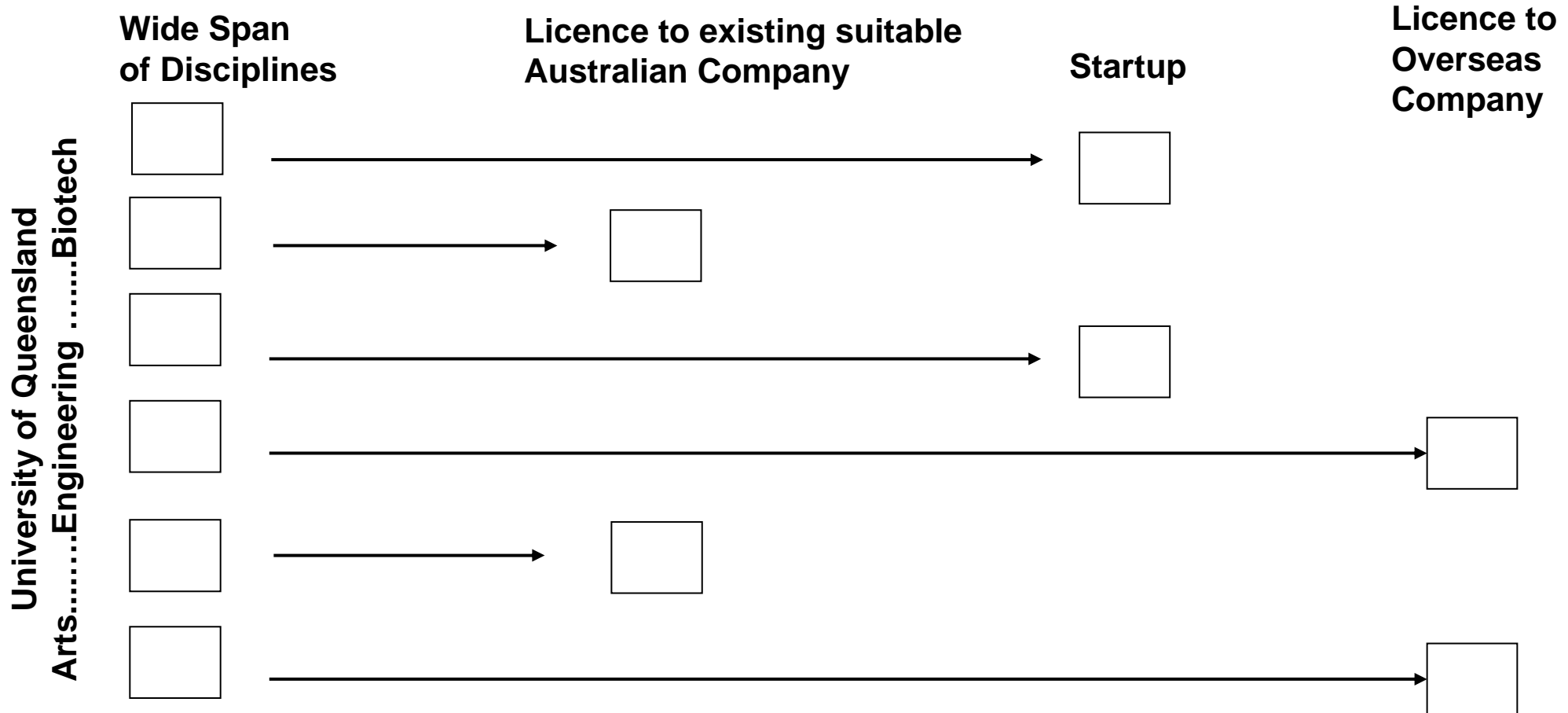
***The 1995 MIT study demonstrated that significant local economic benefits accrue when technologies are licensed to start-up companies***

## **1995 MIT STUDY**

### **Pre-production stage (before sales)**

- **35% of licences to startups**
- **77% induced investment in startups**
- **70% jobs in startups**
- **Majority of startups were local**

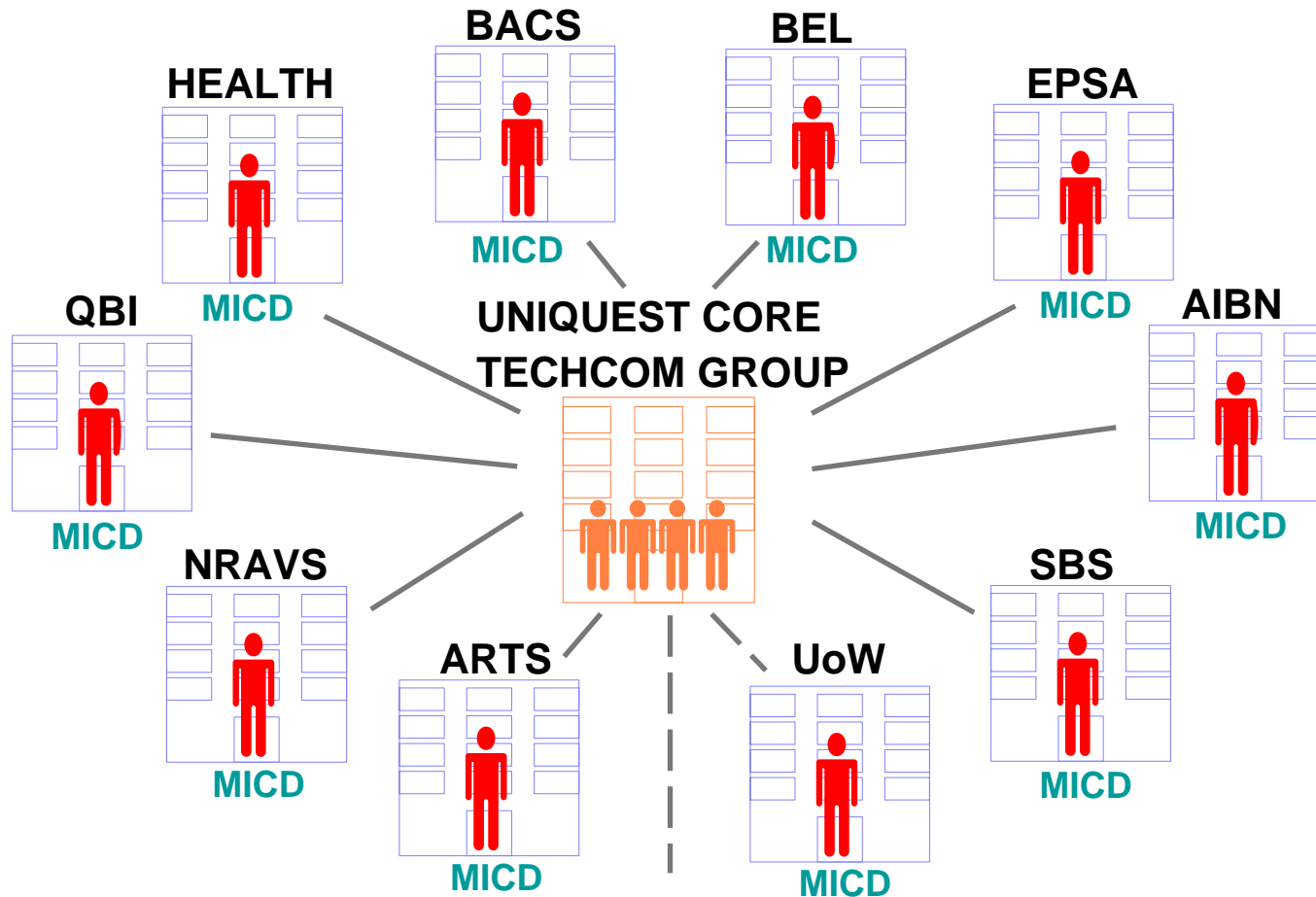
In 1996, UQ invested \$5 million in UniQuest to create a "world class" technology transfer operation and build the capability to deliver all types of commercialisation



The “Hub and Spoke” organisation was developed to service researchers appropriately, and have the focused resource to deliver commercialisation deals



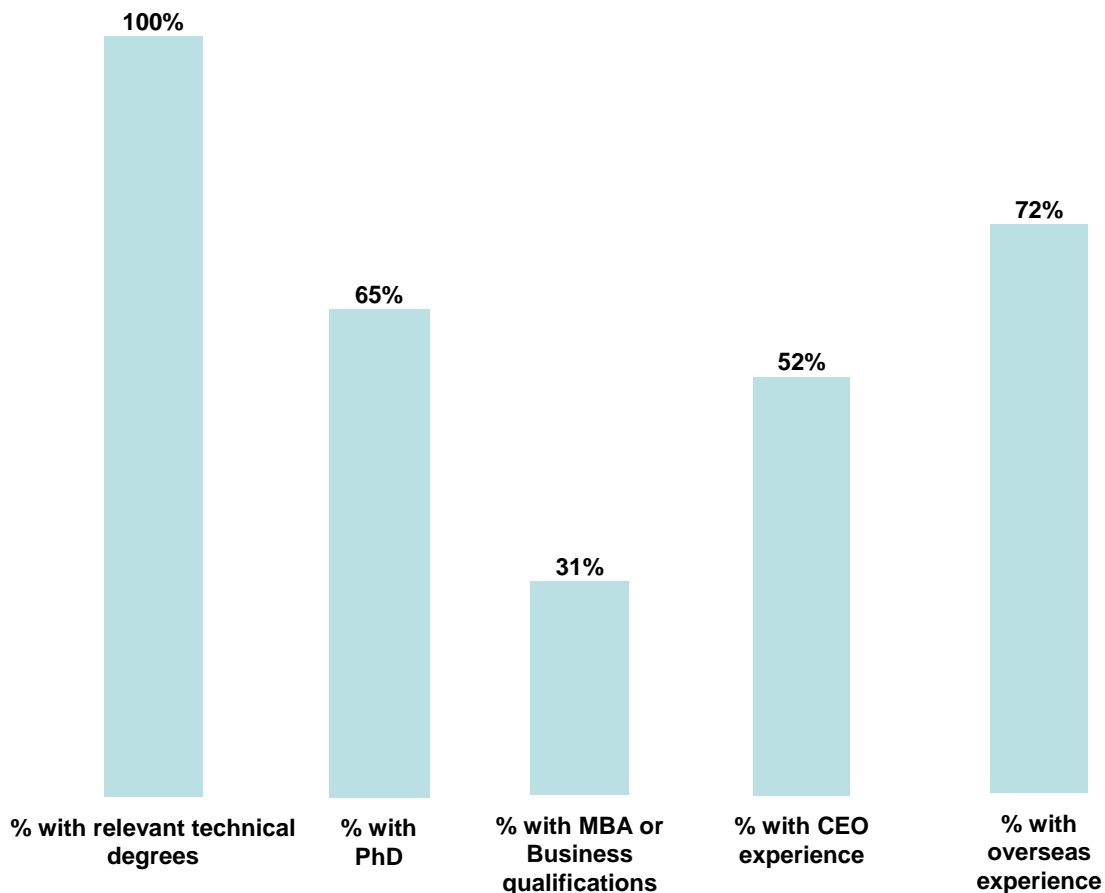
## UniQuest Techcom “Hub & Spoke” Organisation Structure



MICD – Manager of Innovation & Commercial Development



# 30 skilled and experienced staff



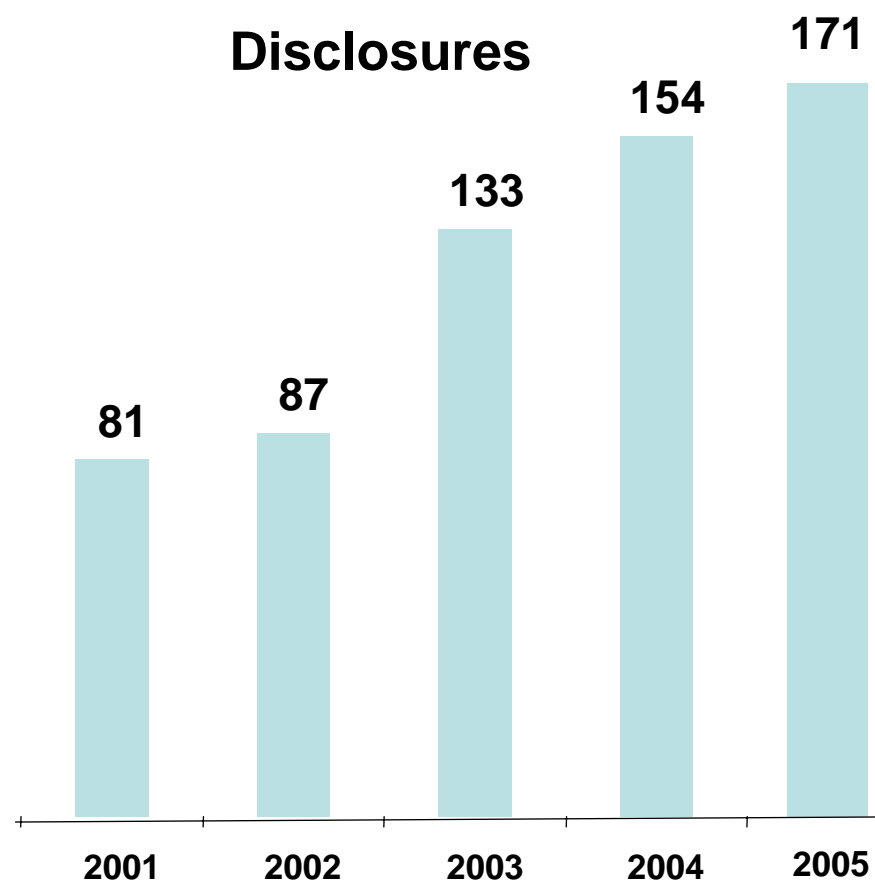
- |                               |                                |
|-------------------------------|--------------------------------|
| 3Com                          | Harvard University             |
| AGEN Biomedical               | Herron Pharmaceuticals         |
| Amrad                         | IBM                            |
| Bain International            | Imperial College Innovation    |
| Binax                         | KPMG                           |
| Booz Allen & Hamilton         | Massachusetts General Hospital |
| Cambridge Antibody Technology | McKinsey & Co                  |
| Control Data                  | Motorola                       |
| Crystalaid                    | Onyx Pharmaceuticals           |
| Defiance Mills                | Pfizer Inc                     |
| Ernst & Young                 | Pricewaterhouse Coopers        |
| Fisher Adams Kelly            | Smithkline Beecham             |
| Genentech                     | Telstra                        |
| James Hardie & Co             | TILLOT Pharmacies              |
|                               | United Drug                    |
|                               | Ventracor                      |

## Pedigree





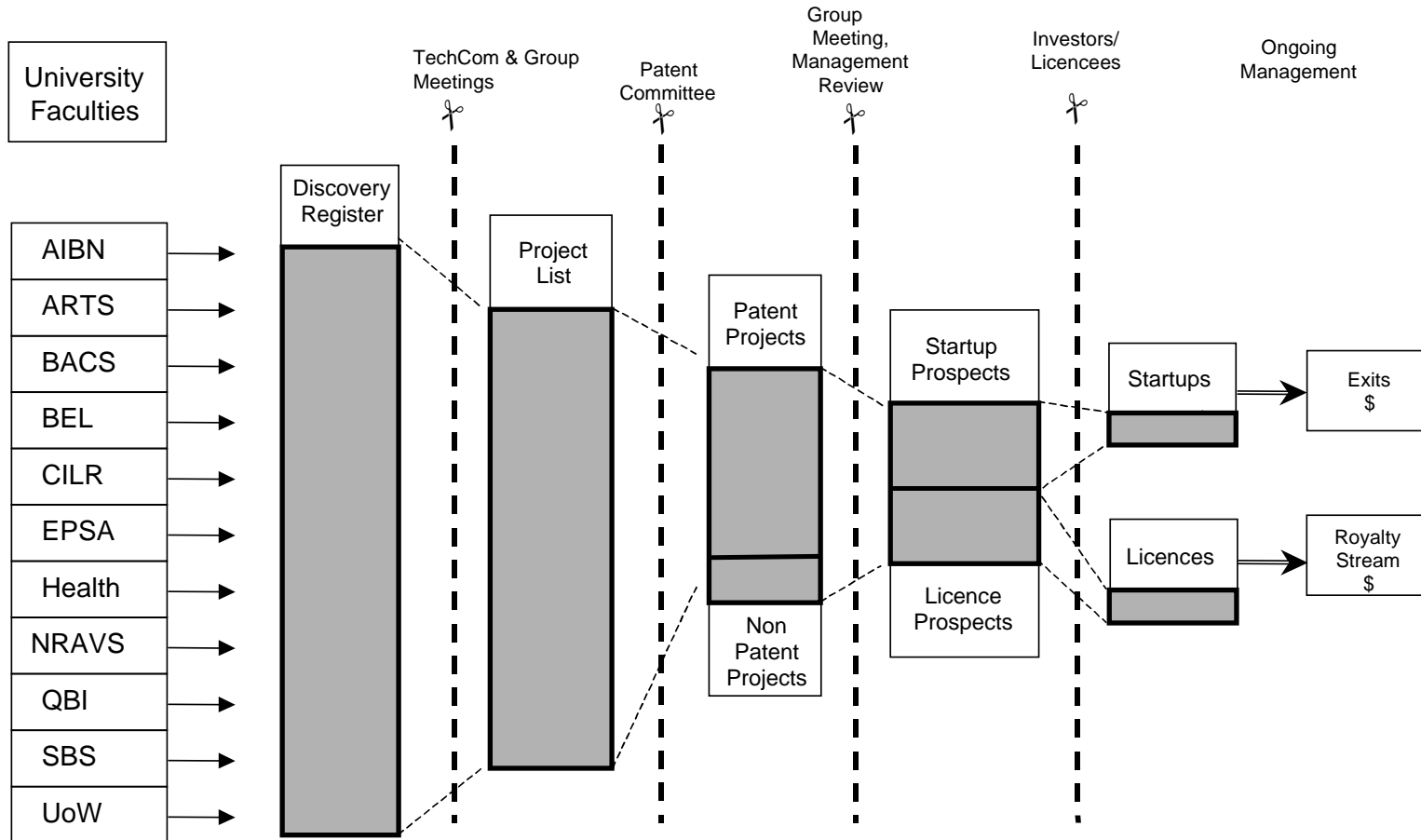
## *Intellectual Property Generation*



The commercialisation process has multiple decision points to identify IP with most commercial potential, and progressively increase the resources applied



## UniQuest Pipe Line Process





## Companies UniQuest Has Licenced

Akers International AB	DataCraft Australia Pty Ltd	Mine Remediation Services Pty Ltd
Ampal Inc	Enya Systems Ltd	Nanochem Ltd
Amrad Operations Pty Ltd	Ersis Australia	NMR Holdings No. 2 Pty Ltd
Analytica Ltd	Flux Industries Pty Ltd	OPCOM Pty Ltd
Australian Biopesticide Company Pty Ltd	Fungi-Gulp Pty Ltd	Organotin Chemie
Australian National Airlines Commission	Fujitsu Australia Ltd	Paravax Inc
AWA Microelectronics	Glaxo Smith Kline Beecham	Promics Pty Ltd
Bruker Analytische Messtechnik	General Electric Company	Qcom Pty Ltd
Buckland House Securities Pty Ltd	Golden Circle	Research Corporation Technologies Inc
Bundaberg Sugar Company Ltd	Hewer Electronics Pty Ltd	Resolve Engineering Pty Ltd
Bureau of Sugar Experiment Stations	Ice T Multimedia Pty Ltd	Siemens AG
Cognitech Pty Ltd	Impedimed Pty Ltd	Sigma Pharmaceuticals Pty Ltd
Colgate Palmolive	Inderlec Australia Pty Ltd	Stockyard Industries Pty Ltd
CSL Ltd	Jacaranda Wiley Ltd	The Director-General Department of Transport
Currumbin Sand and Gravel Pty Ltd	Laser Dynamics Ltd	The Wellcome Foundation Ltd
	Leucseeds Pty Ltd	Xenome Ltd
	Logical Business Machines	
	Lynx Project	
	Medica Holdings Ltd	

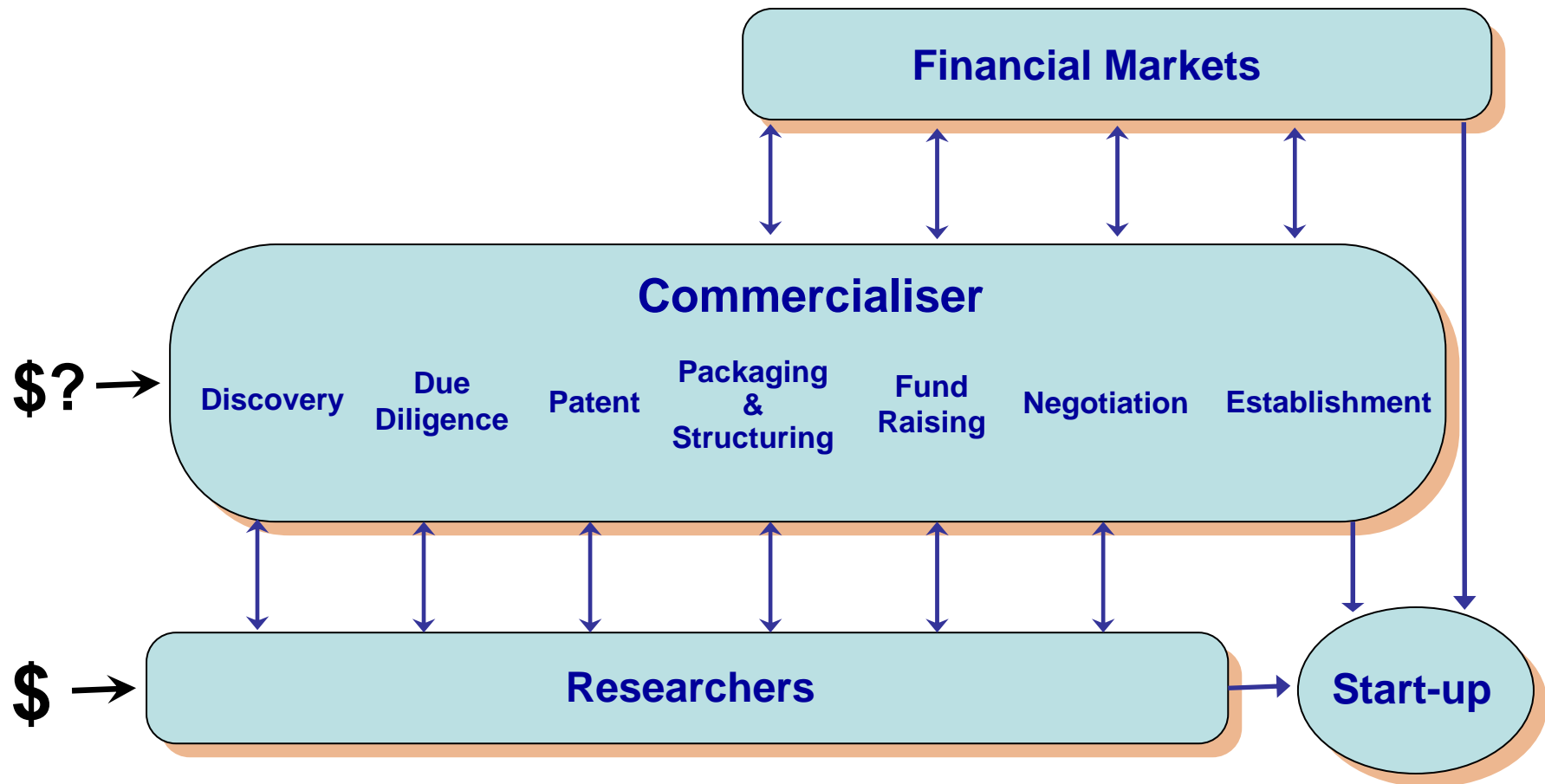


## ***UniQuest commercialisation of the Frazer cancer vaccine – an Australian blockbuster drug that will generate commercial returns***

- Patented by UniQuest in the early 90s
- Licenced by UniQuest to CSL in 1995
- UniQuest incorporated in the patent interference settlement negotiation with GSK, Merck and CSL in 2005
- BLA in 2005, approved mid 2006, \$1-4 billion sales expected

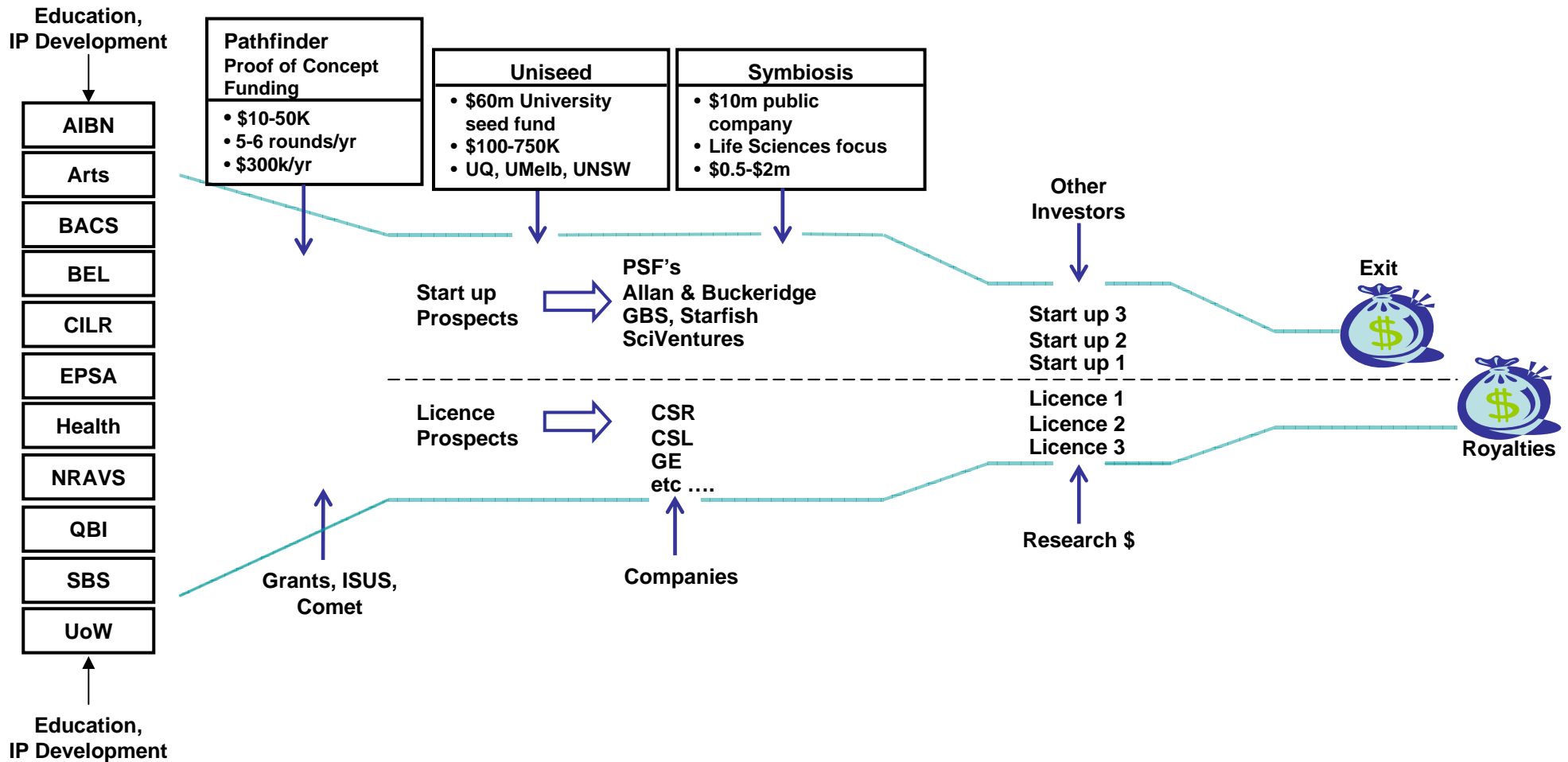


**Spin-offs and start-ups require high levels of resource and expertise**





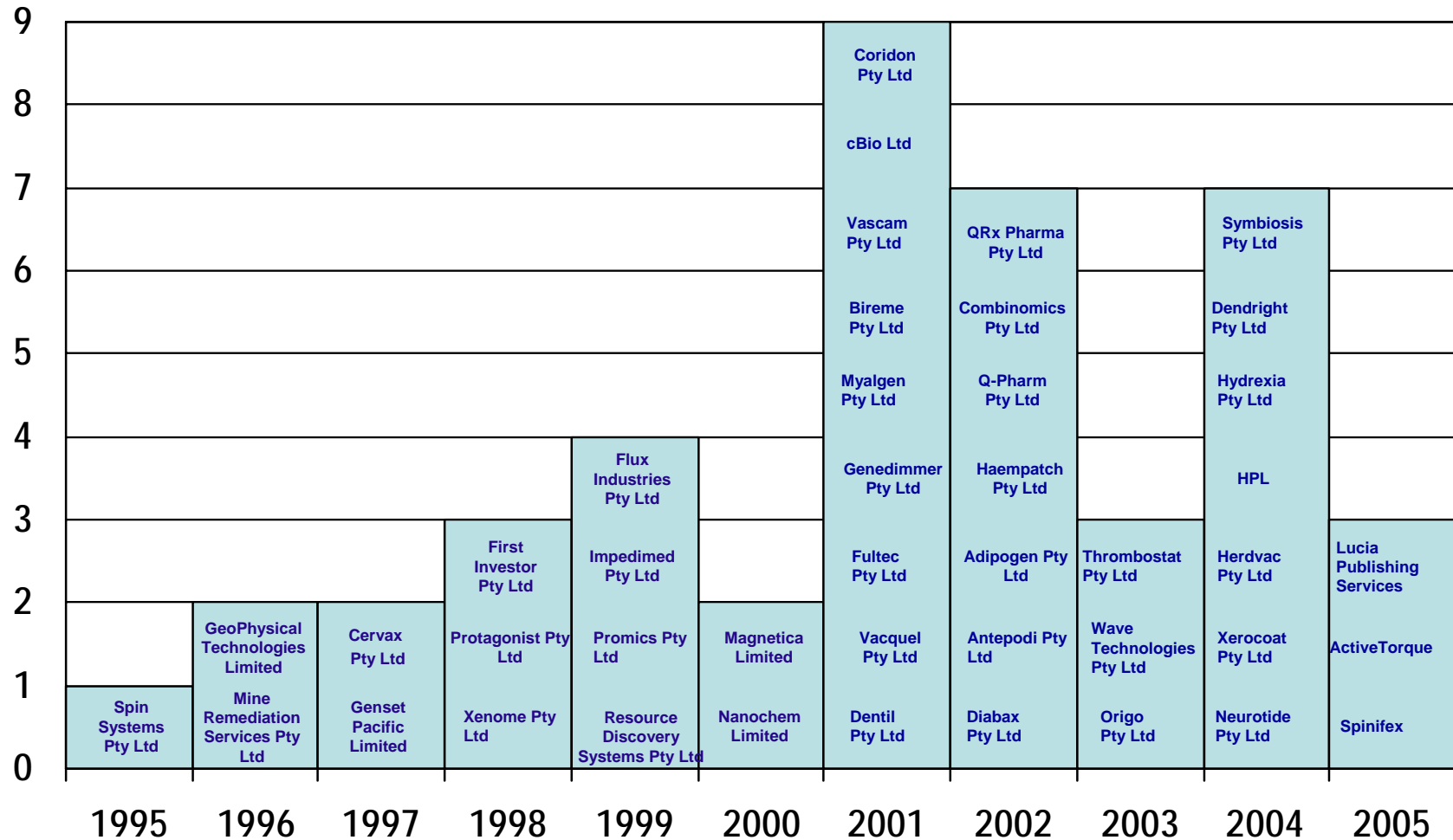
# Techcom Funding Pipeline



Over 40 companies have been established in the last 10 years

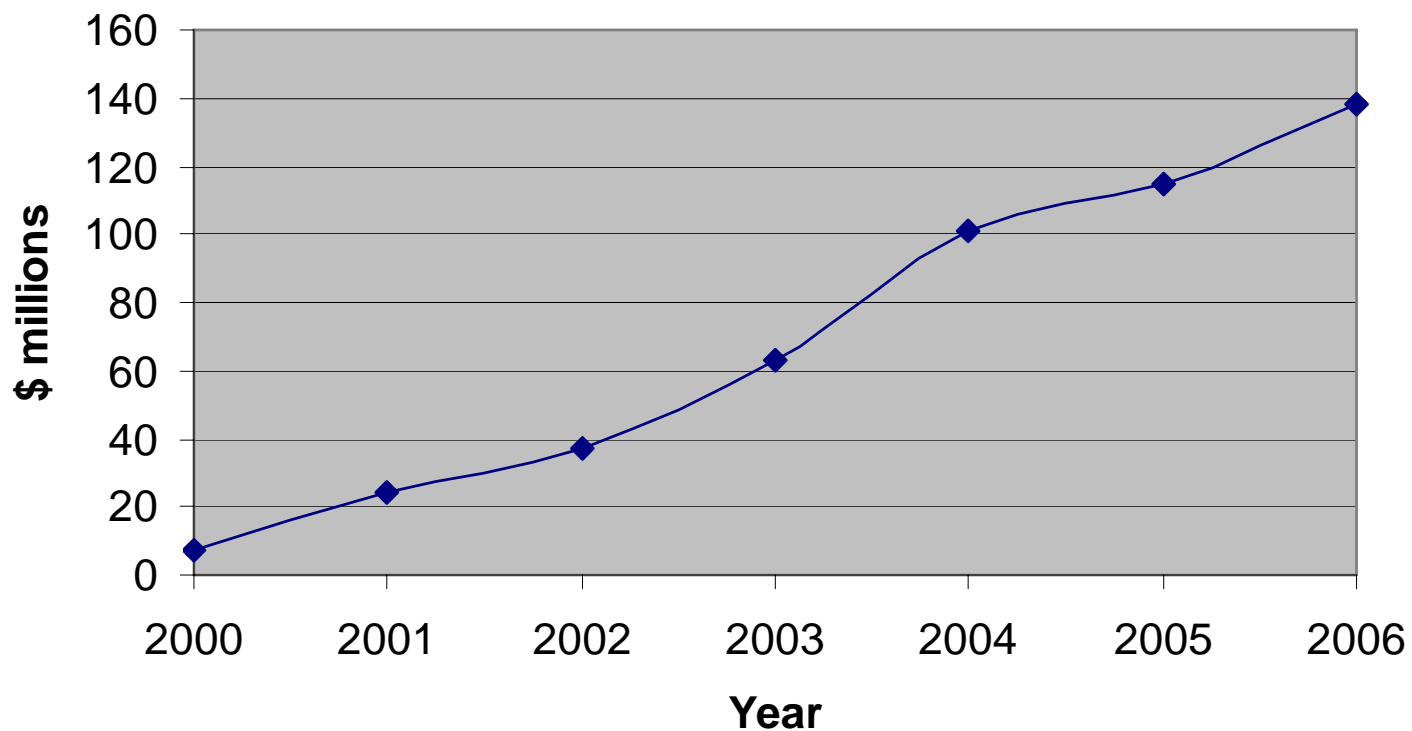


### UniQuest Start-up Companies





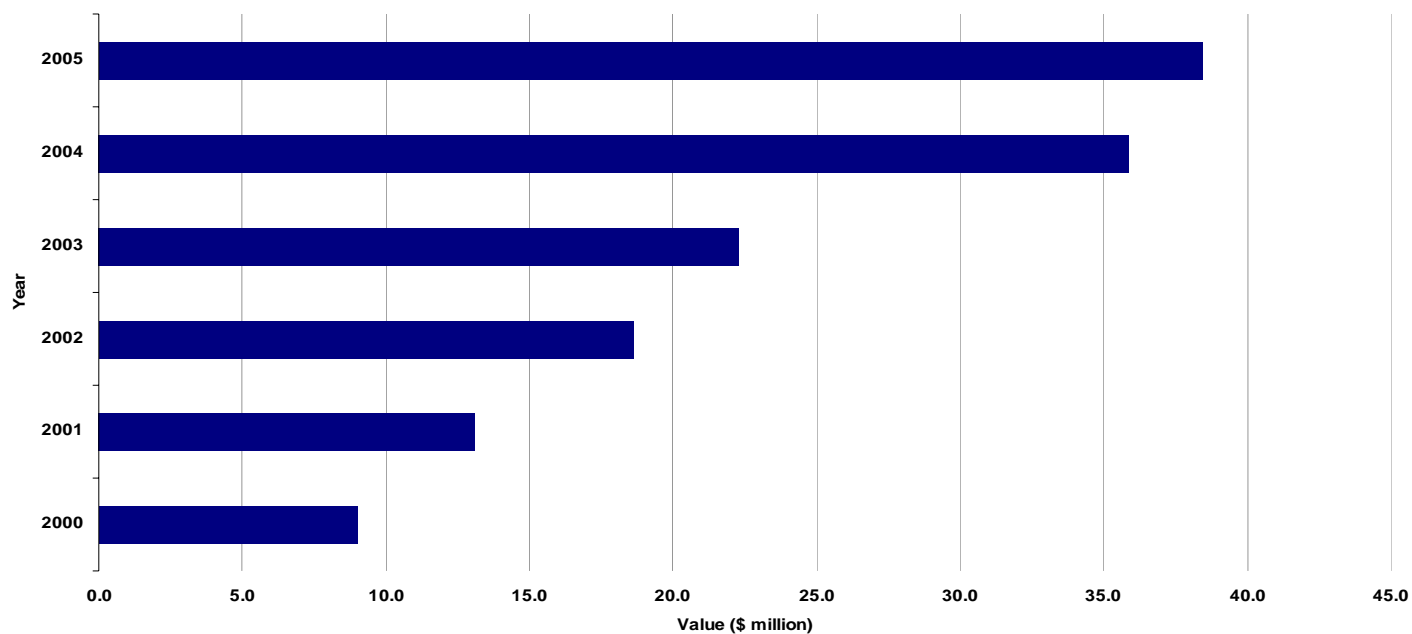
## INVESTMENT AND GRANTS ATTRACTED BY UNIQUEST STARTUPS





## *UniQuest has a growing share portfolio*

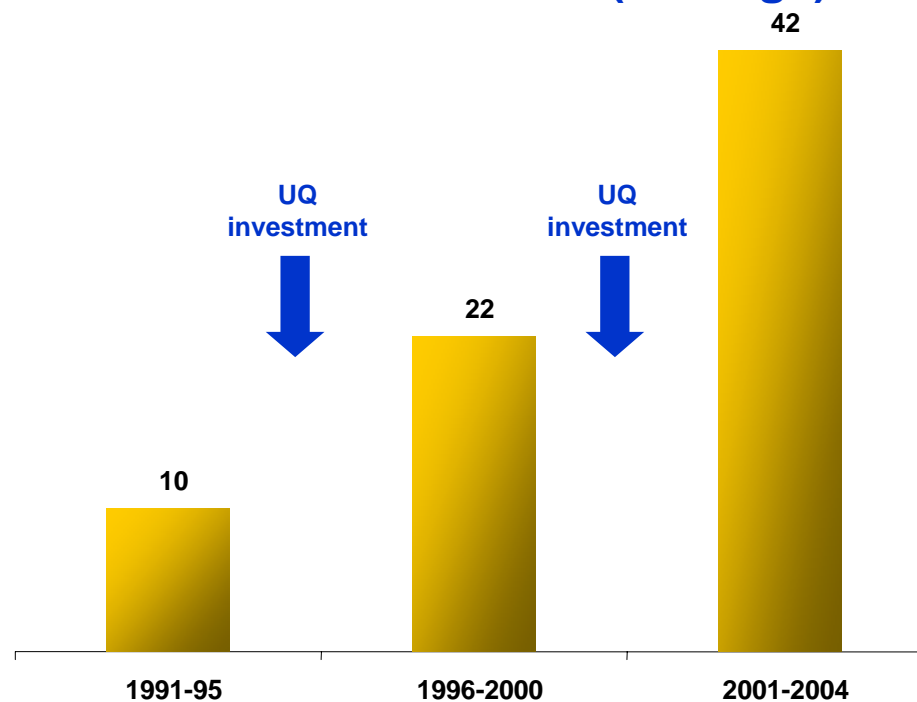
*Value of UniQuest's Share Portfolio*





## *UniQuest has grown significantly*

UniQuest Revenues (Average)





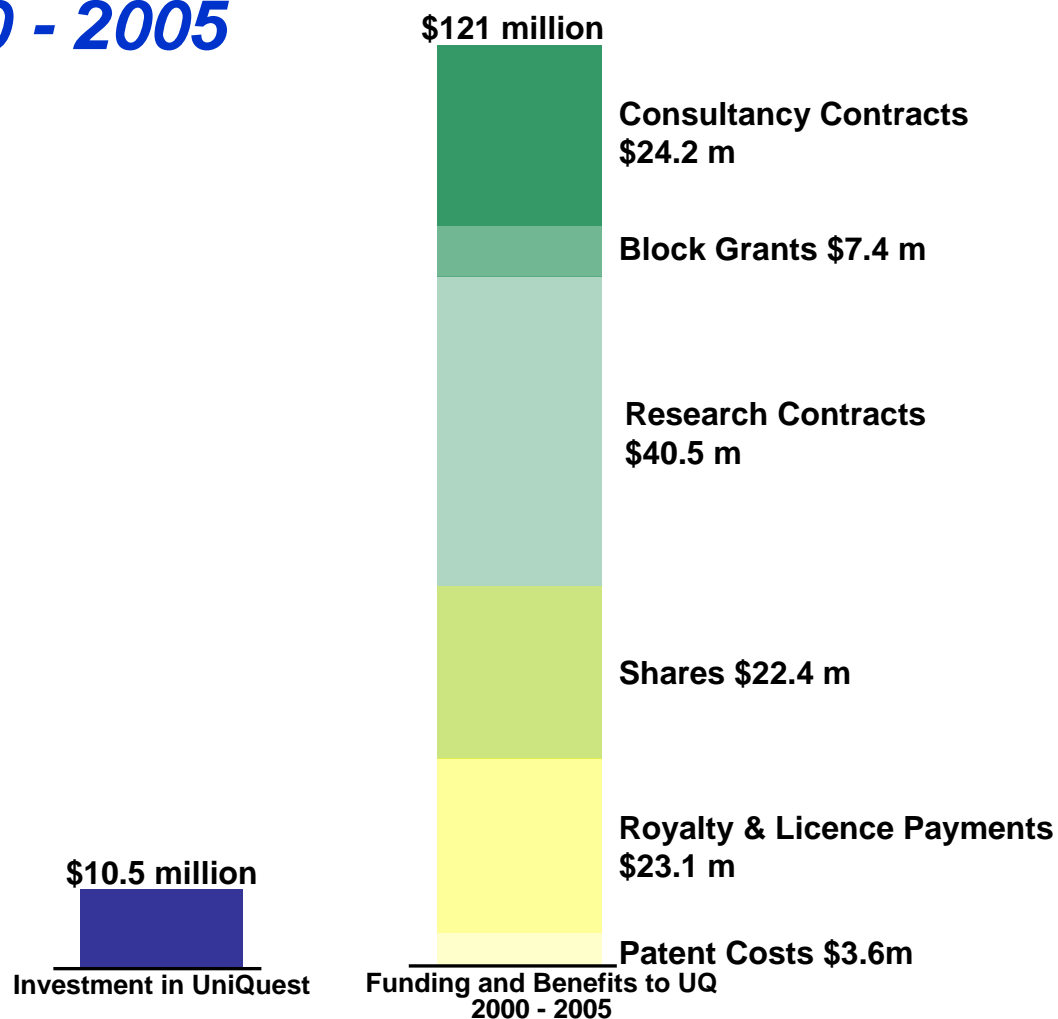
# ***UniQuest has benchmarked UQ in the top tier***

## **UQ Ranking**

<b>Licence Income/Research Income 2002</b>	
<b>Rank</b>	<b>University</b>
<b>1</b>	<b>Columbia</b>
<b>2</b>	<b>Queensland</b>
<b>3</b>	<b>Wake Forest</b>
<b>4</b>	<b>Brigham Young</b>
<b>5</b>	<b>Tulane</b>
<b>6</b>	<b>Stanford</b>
<b>7</b>	<b>Florida</b>
<b>8</b>	<b>Cincinnati</b>
<b>9</b>	<b>Minnesota</b>
<b>10</b>	<b>Wisconsin</b>



## Financial returns to UQ from the investments in UniQuest 2000 - 2005





*UniQuest*



**Questions**