

## Afternoon exercises – License or Spin-out

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## Exercise Instructions:

- Divide into two groups
- Discuss advantages and disadvantages of licensing vs. spin-out for each of the three examples and decide which is the best choice
  - List the business/market reasons why your decision on licence vs. spin-out is the best choice
  - List the likely impacts on the local economy and social impact of your choice
    - Some of the factors to consider:
      - Jobs creation – direct and indirect
      - Economic growth and building the corporate tax base
      - Balance of trade – wealth being retained locally or leaving the region or country
      - Building the innovation community with businesses, universities and government
      - Retaining benefits from local research for the local economy and population
      - Rate of failure of start-ups
      - Maximizing return on government investments in research
      - Maximizing return from government subsidised start-up companies

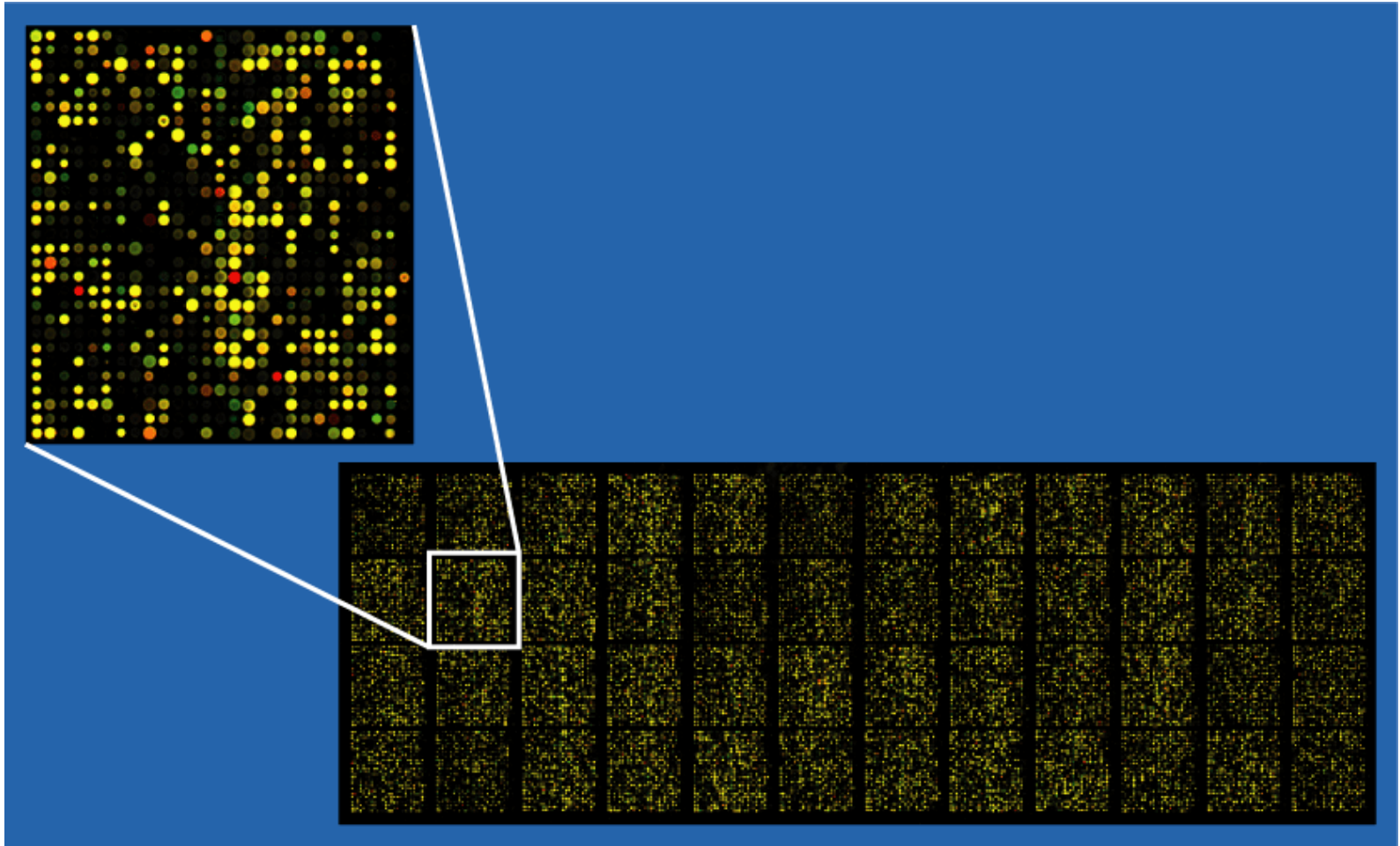
## Exercise A – licence or spin-out

- Platform technology for detection of any genetic trait or condition “Neo – TEST”
- A non-invasive pre-natal diagnosis test eg Down’s Syndrome
- Take sample of mother’s blood to perform test
- **웁**iversity has **齲**led patents covering the diagnostic method that isolates and screens foetal DNA/Cells from the blood of the mother
- University does no have its own diagnostic platform

## Exercise B – licence or spin-out

- DNA array analysis -
- Allows parallel analysis of many samples from many patients for variations in DNA Sequence
- Dominating patent filed by university
- Applications
  - Clinical Diagnosis
  - Genomics – drug targets
  - Population screening – clinical trials
- Limited know-how on how to make DNA microarrays

## Exercise B (cont.) DNA microarray





## Exercise B (Cont.) DNA micorarray or “Chip”



## Exercise C – licence or spin-out

- TB – Vaccine
- Most Clinically advanced vaccine candidate under development for TB
- TB kills 1.8m people per year; more than two billion people worldwide are infected
- Completed phase IIa studies in humans
- Developed by University with University funding
- Academics very keen to see the vaccine progress to the market and very supportive of the project
- Momentum with South Africa not for profit for clinical trials, Luke warm interest from Pharmaceutical companies



A Gambian infant is inoculated as part of a previous MRC study with the MVA85A vaccine.

## Exercise C – licence or spin-out

- The main players:
  - Isis Innovation (AS/EW/CS/LN/TH)
  - University of Oxford
    - Researchers: Helen McShane, Adrian Hill, Sarah Gilbert, Ansar Pathan
    - Research Services: Richard Liwicki, Grace Garland and Phil Clare
    - OU Finance: Phil Smith and Giles Kerr
  - Emergent BioSolutions Inc (at least a dozen individuals involved in negotiations, plus external counsel)
  - Aeras Global TB Vaccine Foundation
  - The Wellcome Trust