

Benefits to Research Partners

Apart from return, there are a number of other important outcomes for Uniseed's research partners, including research income, impact and industry engagement.

Most immediately, Uniseed's investments generate a steady and substantial flow of research income as a result of the proof-of-concept and development work undertaken by start-up companies. In their early stages our investees typically spend at least half of their budget on research at our partner organisations, and in most cases this spending pattern will continue through second stage funding as well.

These budgets are significantly increased by government grants and external investment. Uniseed expects that over the lifetime of its investments, a sum equivalent to the amount invested in Uniseed will be generated in research income. We anticipate, therefore, that the research partners will effectively see a substantial proportion of their Uniseed investment commitment returned in the form of research income even before any return of investment is factored in.

In the longer term Uniseed also provides the potential for a return on investment. When Uniseed generates a return from its investments the originating research partner receives additional benefit, as its original intellectual property has resulted in equity in the investee company held by the research partner commercialisation company on behalf of the research partner. This is typically worth a comparable amount to Uniseed's original investment. Therefore the research partner often receives a significant additional cash payment at the time the company is sold. For example, UniQuest (UQ's commercialisation company) received significant capital at the time of the Spinifex sale to

Novartis, and the University of Melbourne received significant additional capital from the Fibrotech sale to Shire and Hatchtech sale to Dr Reddy's Laboratories. Apart from the financial benefits outlined above, Uniseed investee companies have provided the following to its research partners:

- **Over 1000 patents have been supported by Uniseed investee companies (over 200 patent families);**
- **Over 350 people have been employed through the support of Uniseed investee companies, with many of these employed at our research partners;**
- **Over 300 journal articles have been published on research projects funded by these companies;**
- **Over 4000 citations; Equivalent h-index 35;**
- **Over 900 media releases and news articles have been published on Uniseed investee companies; and**
- **Over 200 presentations have been made at conferences or industry seminars, or in industry magazines, based on research funded by Uniseed investee companies.**

More than 40 key inventors have been able to lead the formation of new companies, which under Uniseed's funding and development model can be done while remaining in their academic posts. At least an equal number of research staff has also participated in the research projects these companies undertake.

Uniseed has contributed to the effectiveness of the research partners commercialisation functions. Together we have succeeded in creating more new ventures than other comparable research organisations. Furthermore, through investment by Uniseed, the commercialisation staff have developed additional skills and commercial discipline. Uniseed investment and support helps the 'start-up' model to be a viable commercial alternative and hence augments the commercialisation process by allowing a balance between licensing and spin-out income, ultimately providing increased revenue to the research partner and their commercialisation companies.

Through Uniseed, the research partner have also been able to gain a far greater share of investment by private venture capital funds than other research organisations. By actively seeking co-investment partners, Uniseed are now encouraging other VCs to invest at an earlier stage than they have traditionally been willing to do.