

UW C4C
BY THE NUMBERS



**A SHAPSHOT OF 2010:
ENGAGEMENT METRICS,
START-UP ACTIVITY,
DISCOVERIES, AND
FINANCIAL RESULTS**

C4C

CENTER FOR COMMERCIALIZATION
UNIVERSITY of WASHINGTON

W

ENGAGEMENT METRICS

Start-ups

- ◎ 7 start-ups in FY2010
- ◎ 50 start-ups since FY2005
- ◎ 20 start-ups in process

Venture Capital raised to date by a selection of UW spin-outs (2005-2011)

| | |
|-----------------------------|-----------------|
| Bio Architecture Lab | \$ 8M |
| EnerG2 | \$ 15M |
| Fate Therapeutics | \$ 47M |
| MicroGREEN Polymers | \$ 13.1M |
| PhaseRX | \$ 19M |
| Nimbic | \$ 9.4M |
| SkyTap | \$ 23M |

C4C SBIR/STTR Grants

- ◎ \$3,457,883 awarded since the launch of C4C program, April 2009
- ◎ \$15,290,000 in grant applications in process

C4C Commercialization Grants (CGF)

- ◎ 18 grants in 2010 | 97 grants since 2005
- ◎ \$795,000 in 2010 | \$4.5 million awarded since 2005
- ◎ \$1.25M new annual budget

FY10 Technology Licensing

- ◎ 354 Innovations reported by UW researchers
- ◎ 115 Consultations requested and completed, 70 with researchers new to C4C

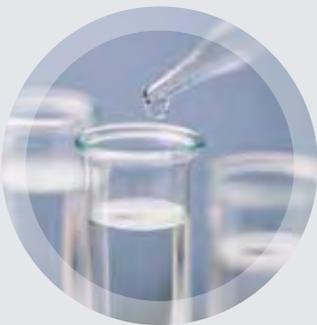
Entrepreneurs-in-Residence (EIR) Program – 2010 “class” of EIRs

- ◎ 155 Touchpoints (early meetings with investigators to evaluate a technology)
- ◎ 55 Engagements (team formed to move a commercialization project forward)
- ◎ 20 Likely Spin-outs



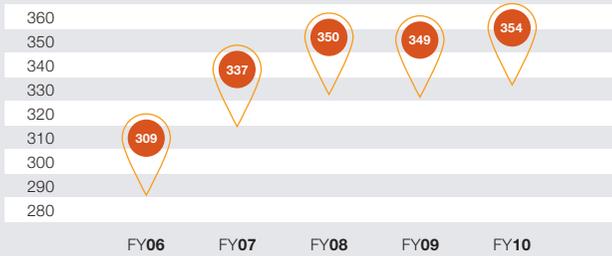
FY10 START-UPS

| Compliment | Horizon | Durand Tonearms | uSenso | Adeona | Kona Medical | neuro4kids.com |
|---|--|--|---|---|---|--|
| MEDICAL GENETICS | MEDICAL GENETICS | MUSIC | COMPUTER SCIENCE & ENGINEERING | COMPUTER SCIENCE & ENGINEERING | REHABILITATION MEDICINE; BIOENGINEERING; APPLIED PHYSICS LABORATORY | NEUROSCIENCE |
| Andre Lieber, Hongjie Wang | David Russell, Roli Hirata | Joel-Francois Durand | Shwetak Patel, James A. Fogarty, Jon Froehlich | Tadayoshi Kohno, Arvind Krishnamurthy, Gabriel Maganis, Thomas Ristenpart | Jessica Foley, James Little, Shahram Vaezy | Eric Chudler |
| Cancer therapy that enhances the action of monoclonal antibodies in killing non-Hodgkin lymphoma cells. | Research tools to support the development of personalized medicines. | Record player tonearms that deliver exceptional dynamic range and tonal realism. | Technology that uses advanced pattern recognition techniques to monitor device-specific energy usage. | Open Source system for tracking the location of a lost or stolen laptop that does not rely on a proprietary, central service. | A novel, non-invasive technology for the treatment of hypertension. | A website for students and teachers to purchase licensed materials seen on the Neuroscience for Kids website, a place to learn about the nervous system. |

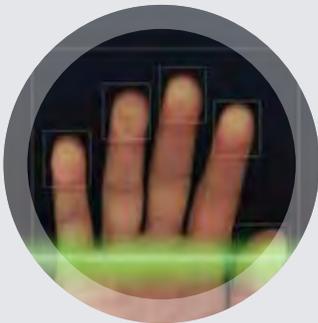
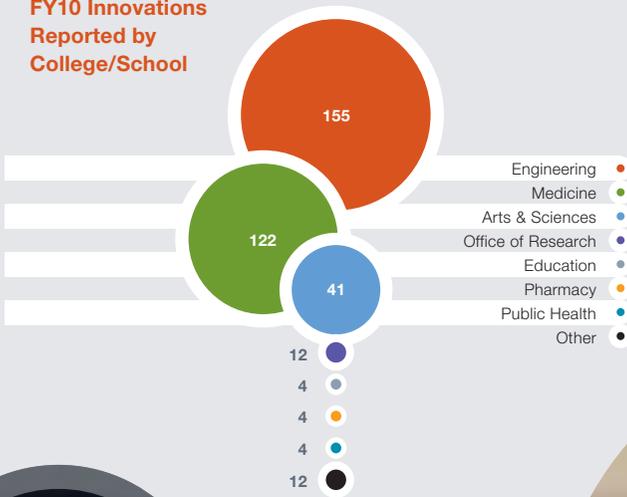


FY10 INNOVATIONS REPORTED

Innovations Reported FY06 – FY10



FY10 Innovations Reported by College/School

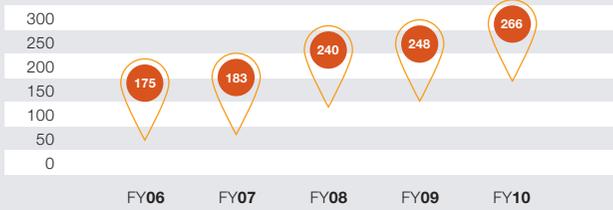


COMMERCIALIZATION AGREEMENTS

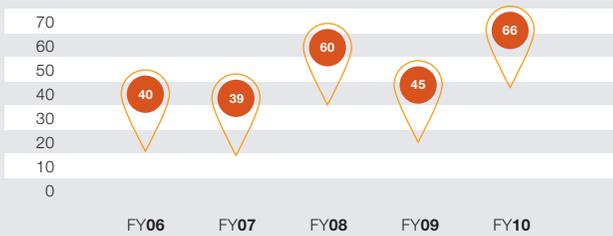
| | |
|--------------------------------------|------------|
| Licenses & Options | 68 |
| Software Use Agreements over \$1,000 | 113 |
| Other | 7 |
| TOTAL | 188 |

FY10 PATENTS

US Patent Applications Filed FY06 – FY10



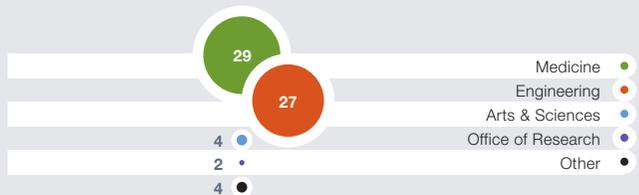
US Patents Awarded* FY06 – FY10



FY10 Applications Filed by School



FY10 Patents Awarded*



* There is a time lag, sometimes years, between patent applications and patent issuances. Hence, the patents awarded in FY10 are not necessarily the patents applied for in FY10.

FY10 REVENUES

By Managing Entity

| | |
|---------------------------------|---------------------|
| Washington Research Foundation | \$30,912,169 |
| UW Center for Commercialization | \$7,849,169 |
| Equity | \$158,185 |
| TOTAL | \$38,919,523 |

By Revenue Type

| | |
|----------------------------|---------------------|
| Royalties | \$33,457,645 |
| Upfront Fees | \$2,078,444 |
| Milestone/Maintenance Fees | \$1,367,602 |
| Software Use Licenses | \$1,443,181 |
| Minimum Royalties | \$409,521 |
| Equity | \$158,185 |
| Other | \$4,946 |
| TOTAL | \$38,919,523 |

FY10 DISTRIBUTIONS

| | |
|---|---------------------|
| UW Center for Commercialization Administration Fee | \$7,150,568 |
| Expenses* | \$153,975 |
| Inventors/Developers | \$10,961,351 |
| Departments | \$5,584,747 |
| Project Budgets | \$2,021,273 |
| Colleges/Schools | \$1,830,435 |
| UW Research Funds | \$17,911,049 |
| Other Institutions | \$146,126 |
| Waived by Inventor for Research | \$14,220 |
| TOTAL | \$45,773,745 |

* Expenses are legal expenses withheld from royalty distributions and costs from UW Treasury to manage equity. Waived by Inventor is a new category; this option for inventors became available in FY04.



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