

## Office of Collaborative Research Development

Major activities of the Office of Collaborative Research Development include Proprius21, a feasibility study program aimed at creating collaborative research that leads to mutual value through repeated discussions between industry and academia starting from the stage of inspiration; the Global Proprius21 Program, a feasibility study program which strives to realize international cooperation with overseas industry in the global environment; delivery of UCR Proposals (UCR: University Corporate Relations) made to industry by University researchers wishing to have an industry-academia partnership; various plaza activities which use the University Corporate Relations Network as the platform to open the way for industry-academia collaboration; and expansion of the foundation of industry-academia partnerships and support for regional revitalization through the operation of education programs for local government personnel.



**Koichi Terasawa**

Project Professor and  
General Manager of the Office of  
Collaborative Research Development

### 1. Support for creating collaborative research with private companies

The aim of the Office of Collaborative Research Development is to enhance the processes for creating collaborative research through industry-academia partnerships such that research results are reflected in basic research in addition to being applied concretely in industry and society. While there are many forms of industry-academia partnership, the Office endeavors not to limit its work to matching new technology seeds with business needs by also creating collaborative research based on anticipated future needs of corporations as well as collaborative research based on the ideas of University researchers regarding actual application and needs for partnerships with industry.

#### ① Exploring issues for collaborative research with Japanese enterprises based on the Proprius21 scheme

Through repeated discussions with enterprises that have expressed interest in partnerships with the University, the Proprius21 scheme was formulated in FY2004 in order to create collaborative research based on business needs. This feasibility study program aims to create collaborative research which leads to win-win situations for both sides by holding repeated discussions between the researchers of the respective companies and those of the University starting from the stage of inspiration. The number of enterprises considering collaborative research and exploring such issues under this scheme has been increasing every year. In FY2010, over 30 companies from a variety of industries made use of this scheme.

#### ② Global Proprius21 feasibility study program with overseas companies

As in FY2009, in FY2010 the Office continued to make personal visits to the research and development offices of major companies in both the US and Europe. In addition to deepening the relationship with the Japanese branches of such companies and proactively promoting University research as well as research outlines, the Office proposed and implemented the Global Proprius21 feasibility study program to explore various research themes.

As a result, the Office contributed to the creation of new collaborative research efforts with companies, including an aircraft manufacturer and an information equipment manufacturer in the US, a manufacturer as well as a materials and chemical engineering company in Germany, an information and telecommunication company in France, and an electronics company in Korea. The Office has maintained the feasibility study program with these companies in an

effort to expand contacts among researchers and to further promote collaborative research. In addition, while exploring collaborative research possibilities, the Office has proposed the feasibility program and partnerships to major companies primarily in the US and Europe, such as an oil company in France, a consumables and industrial manufacturer in Germany, a semiconductor manufacturer in the US, and a controller manufacturer in Switzerland.

### ③ Themes Raised by the University Corporate Relations (UCR) Proposal

There are approximately 4,000 researchers in various fields at the University of Tokyo. DUCR operates a website called the “University Corporate Relations Proposal (UCR Proposal).” Using this, it collects and organizes collaborative research and other proposals for industry-academia partnerships from University researchers. This system allows people outside the University, including industry, to freely access the website. If visitors wish, DUCR can arrange interviews or make other arrangements with researchers who have made the proposals. In releasing proposals to the public, program officers with extensive experience in industry hold interviews with researchers individually and put together collaborative research and other proposals. This feature distinguishes the Web system from mere collections of seeds of new technology and websites introducing research laboratories.

## 2. Ambient Social Infrastructure Study Group

In January 2010, the 18th Science and Technology Exchange Forum, entitled “Ambient Electronics Brings about the Transformation of Information Society,” took place. The forum was based on the following premise: although upgrades in accordance with the Moore’s Law to electronic devices have increased their information processing capabilities and storage capacities, thereby greatly contributing to the advancement of various equipment and systems since the invention of integrated circuits, a new system capable of directly processing a large amount of real-world information is necessary to solve the issues facing society such as those concerning the environment, energy, the aging of the population, and medical as well as nursing care.

Ambient devices are made by building up a diverse and large number of input/output element functions on the ordinary equipment that one normally finds around oneself. “Ambient Social Infrastructure” is defined as an interdisciplinary technological system for solving various issues in the world and society through information communication technology (ICT) using ambient devices. In other words, it is social infrastructure for realizing a human-centric information society which contributes to future industries such as information equipment, home electronics, communication systems, distribution, and medical care. In light of issues such as those concerning the environment and energy, a research framework was developed through collaboration among researchers working under the cross-departmental research system at the University of Tokyo and the ICT and other relevant industries in order to realize such new social infrastructure.



Scene from the September 24, 2010 general meeting of the Ambient Social Infrastructure Study Group

### 3. Science and Technology Exchange Forums

In FY2010, two Science and Technology Exchange Forums were held as shown in the table below. The number of Forums that had been held since 2005 reached 20. These forums aimed to allow researchers at the University of Tokyo and from industry to cooperate in a cross-sectional way to cope with future social issues and communicate with each other to find specific solutions to those issues.

<b>19th Forum</b>	<b>June 11, 2010</b>	Technology for Supporting Leading-Edge Medical Care— Aiming to Create New Collaboration between Medicine and Engineering
<b>20th Forum</b>	<b>January 13, 2011</b>	An Information Revolution among Cyber-Physical Systems— Next Generation IT Infrastructure which Links the Explosion of Information from Holistic Sensors to the Creation of Value



Prof. Takehiko Kitamori, Dean of the School of Engineering  
Scene from the 19th Forum held on June 11, 2010



Dr. Harry R. Kolar of IBM Corporation  
Scene from the 20th Forum held on January 13, 2011



Prof. Masaru Kitsuregawa of the Institute of Industrial Science  
Scene from the 20th Forum held on January 13, 2011

### 4. Technology Liaison Fellow (TLF) Educational Program (Personnel Training)

DUCR operates a personnel training program, the Technology Liaison Fellow (TLF) Educational Program, in which it receives personnel dispatched from local governments as full-time interns for a one-year period. The main objectives of the program are to educate the interns on industry-academia partnerships in the manner of OJT so that they will be able to share what they have learned upon returning to the regions from which they were dispatched. Such learning is to be effectively used to promote industrial and regional revitalization as well as industry-academia-government partnerships that take advantage of local characteristics.



Trainees who completed the training courses in FY2010

## Office of Intellectual Property



**Tetsuo Ogama**

Professor and General Manager  
of the Office of Intellectual  
Property

With the aim of returning to society and making use of the results of the University of Tokyo's research, the Office of Intellectual Property works closely with TODAI TLO, Ltd. (CASTI) and the Foundation for the Promotion of Industrial Science to engage in such operations as taking over intellectual property and protecting it as a right, utilizing it mainly through their licensing to industry and returning licensing revenue to the University, and establishing related rules to achieve these goals. Furthermore, from the viewpoint of promoting collaborative research as well as protecting and utilizing intellectual property, the Office ties up with law offices and other legal organizations in Japan and abroad to extend legal support such as reviewing and concluding contracts and providing consulting on the handling of intellectual property.

### Judgment on succession of invention reports (TLO)

Consideration of patentability, contribution to society, profitability, costs, and other factors within ten business days. [636/573 invention reports]

\* Individuals and organizations in parentheses indicate those with which the Office works with.

\* Figures in square brackets show results for FY 2009 and 2010 in the stated order.

### Management of patent application, registration and maintenance (TLO)

Decisions on, and the application of, the policy for patent application, registration and maintenance, and the management of intellectual property [423/481 applications filed in Japan]

### Technology transfer (TLO)

Promoting utilization of rights, posting patents on DUCR's Web site, and compensating inventors for their inventions [230/303 patents permitted for implementation; 95 million yen/142 million yen earned in patent revenue]

### Response to legal affairs such as agreements and conflicts (Legal advisors)

Concluding agreements to promote collaborative research, registration of intellectual property, and protecting it as a right  
Other legal support and response related to intellectual property [1,302/1,473 collaborative research projects with the private sector, etc.]

### Establishment of intellectual property-related rules

Establishment of the University's in-house rules, guidelines, contract templates, etc. (Copyright, trademarks, know-how, tangible deliverables, etc.)

### Financial management

Management from a financial viewpoint and strategy for patent applications

### Consulting on the handling of intellectual property, education, etc. (TLO)

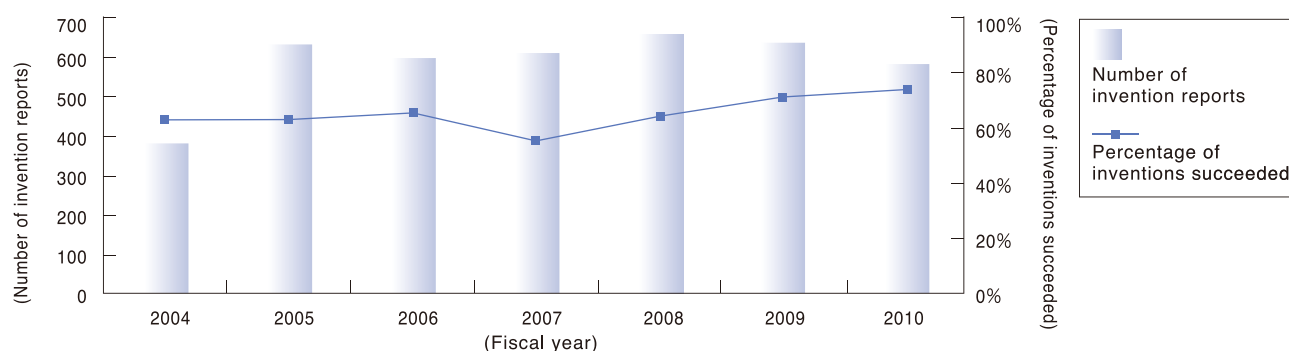
Determination of inventors, policy for job-related inventions, meetings to give explanations to offices for handling confidential information, etc.

## Management and Utilization of Intellectual Property

### 1. Handling of Invention Reports and Utilization of Rights

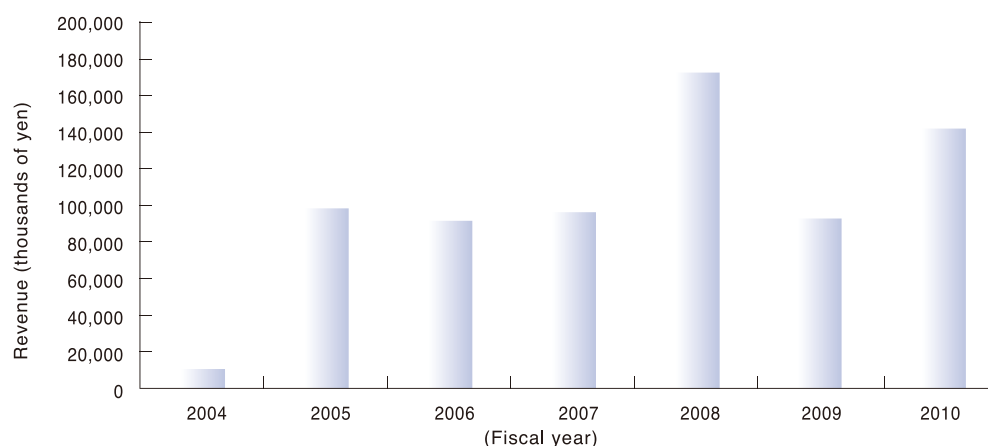
The number of inventions reported in FY2010 was 573, slightly lower than in FY2009. In FY2010, independent inventions accounted for about one-third of the total. The number of independent inventions showed a decrease of about 10% from FY2009, along with the number of joint inventions with external organizations. While the percentage of inventions that were succeeded to the University of Tokyo in FY2009 was more than 60% for independent inventions, more than 70% for joint inventions, and about 70% in total, both the percentage of independent inventions and of joint inventions succeeded to the University in FY2010 showed an increase from FY2009, at about 70%, slightly lower than 80%, respectively, and more than 70% in total.





Changes in the Number of Invention Reports and the Number of Inventions Succeeded

As shown in the chart below (the chart on revenue from patents), owing to TODAI TLO's energetic efforts for technology transfer, revenue from patents permitted for implementation and other uses of patents in FY2010 was approximately 142 million yen, significantly higher than the approximately 95 million yen in FY2009, resulting in the second largest amount of revenue so far. In the future, revenue from patents is expected to grow further when income from running royalties is obtained.



Changes in Revenue from Patents

## 2. Contract-related Services to Collaborative Research Agreements and Others

During FY2010, the University of Tokyo accepted 1,473 collaborative research projects, about 170 more than in FY2009, when it approved 1,302. The Office of Intellectual Property assisted in concluding collaborative research agreements, as well as in entering into agreements on the joint filing of applications and signing non-disclosure agreements and agreements on tangible deliverables. In FY2010, the number of cases involved in contract reviews reached 1,622 in total, even higher than in FY2009, when it registered a record high of 1,440. In addition, the Office worked with the University Corporate Relations Group to conduct contract reviews efficiently, and such cases constituted about 30% of the total for collaborative research agreements. In order to ensure that collaborative research and entrusted research agreements were entered into swiftly and properly, the Office continued taking conventional actions of holding direct meetings with, and exchanging information with, partner companies and research organizations, developing and utilizing different model agreements according to partner companies and research organizations, and obtaining the understanding of individuals and organizations in the University about its operations and achieving greater operational efficiency, in addition to holding meetings to explain to administrative officers in the offices of the University about the handling of collaborative research agreements, entrusted research agreements, non-disclosure agreements, and tangible deliverables.

One representative activity implemented last year was a research study entrusted by the Ministry of Education, Culture, Sports, Science and Technology on styles of collaborative research with private companies.

In the present study, interview surveys were conducted at 10 universities in Japan which implement typical industry-academia partnership programs. Through these interview surveys, basic information was collected, and based on the survey results, opinions were exchanged on information sharing and the ideal style of university collaboration. Such proposals were compiled, and later, through an exchange of opinions with industry, a symposium on “Businesses and Universities: Styles of Collaborative Research—Proposals on New Japanese-style Collaborative Research” was held on March 7, 2011.



Scene from the Symposium, “Businesses and Universities: Styles of Collaborative Research”(March 7, 2011)

### 3. Promotion of International Industry-Academia Partnership

As an international technology transfer activity, TODAI TLO made presentations at BIO2010, which was held in May 2010 in Chicago, to introduce dozens of biotechnology-related technologies. Also, TODAI TLO contractors continued their marketing and technology transfer efforts in the United States. Furthermore, marketing activities in Europe were performed through Aalto University in Finland, which has a business alliance with TODAI TLO.

As measures for strengthening the function of handling international legal affairs and preventing international conflicts, and in light of actual cases regarding contracts with overseas companies as well as research on dealing with lawsuits overseas, a seminar based on actual cases regarding contracts and international legal affairs involving the University called “Plan for Diversification of Contracts with Overseas Businesses and Our Responses from the Viewpoint of Legal Affairs” was held on February 22, 2011 for people both within and outside the University. Participants included some lawyers.

Furthermore, the Office continues to make efforts toward building networks with universities and other institutions overseas, as well as collecting information on industry-academia partnership and intellectual property. In FY2010, visits were paid to universities and research institutions in the US, Europe, and Korea to exchange information on industry-academia partnership and other matters. The results obtained were presented to the University’s participants at a debriefing session.

SEED is responsible for supporting entrepreneurship and university start-ups, aiming to commercialize and utilize the results of the University's research and educational programs. As for promoting the use of inventions, etc. that are owned by the University, the University of Tokyo Intellectual Property Policy, the basic policy for institutional management and utilization of patents as well as other intellectual property rights, states that "The University of Tokyo will cooperate with the joint applicant, external TLO, and others, making efforts so that the inventions, etc. owned by the University are widely used in society. ... Also, as a means for returning the results of the intellectual creation to society without delay, the University will actively seek to commercialize inventions through entrepreneurship. In order to support such entrepreneurship, the University will collaborate with a technology-transfer-related agency" (Note: UTEC is the agency referred to here.) As such, support of entrepreneurship and university start-ups is one of the major businesses of DUCR.



**Shigeo Kagami**

Professor and General  
Manager of the Office of  
Science Entrepreneurship  
and Enterprise Development

## 1. Incubation of University Start-ups

The University of Tokyo Entrepreneur Plaza opened in June 2007 and is a seven-storied building with a building area of about 530 m<sup>2</sup>, a total floor area of about 3,650 m<sup>2</sup>, and a total of 30 rooms, with each room having an area of about 58 m<sup>2</sup>. It maintained a high utilization rate throughout FY2010. Now in its fourth year since establishment, it has become an indispensable facility for the incubation of entrepreneurial ventures that are expected to achieve rapid growth. In light of the reduction in prices in the office space leasing market, the Plaza lowered its leasing fees at the end of FY2010. Also, it made further usability improvements for the businesses moving into the incubation rooms, for example, by enlarging the common meeting areas for the use of such businesses. In FY2010, some businesses that had moved into the Plaza outgrew and left the Plaza as a step toward further growth. We expect that these businesses will continue to be successful.

The incubation rooms at the UCR Plaza and the Komaba Campus Collaborative Research (CCR) Building have remained full for some time, providing an important space to incubate just-established entrepreneurial ventures.

## 2. The University of Tokyo Entrepreneur DOJO, an Educational Program for Student Entrepreneurship

### Now in its Sixth Year, the Program Continues to Promote Internationalization of Entrepreneurship Education through Student Exchange with Peking University (Seminars on Entrepreneurship and University Start-ups)

Since FY2005, the Division of University Corporate Relations has been organizing the University of Tokyo Entrepreneur DOJO jointly with University of Tokyo Edge Capital (UTEC) and TODAI TLO. More than 1,000 students have registered with the program over the past six years, including FY2010.

The DOJO, which targets the undergraduate and graduate students of the University as well as its postdoctoral researchers, is an approximately six-month program, which provides opportunities of education and training through lectures and seminars to students and researchers who wish to develop their original ideas into a business or start a new business based on intellectual property rights obtained from research results. The program starts in April and is divided into three stages: an elementary course, intermediate course, and advanced course. In FY2010, eight teams were selected to proceed to the advanced course. Members of "TODAI Mentors," a network

of professionals outside the University, acted as mentors for each team. A training camp was held in September, and at the final round presentation event in October, the highest award was given to one team, and awards for excellence were given to two teams.

The student exchange between Peking University and the University of Tokyo entered its third year. The exchange of student teams who win in the business plan competition in the respective universities is expected to contribute to bringing global perspectives to the participating students. In November, 10 students from the University of Tokyo visited Peking University in Beijing, China, and in January 2011, six students and four teachers from Peking University visited the University of Tokyo.

In FY2011, DUCR will launch the Action Learning Program for Educating Social Entrepreneurs in collaboration with Bunkyo City and run this program in parallel with the conventional Entrepreneur DOJO Program at the University of Tokyo. At the end of January, a press release was issued to announce this event.

In January, DUCR organized a seminar on entrepreneurship and university start-ups entitled “Looking Back on the Students Entrepreneurship Education at the University of Tokyo and Challenges for the Future” at Fukutake Hall. To prepare for this seminar, a survey was conducted beforehand on the career options taken by DOJO’s graduates (first through fifth terms). Based on the survey population of approximately 120 graduates who proceeded to the advanced course, the survey results indicated that as many as 20 graduates were involved with entrepreneurship in some way.



A group of students from Peking University who visited the University of Tokyo, members from the University of Tokyo's Division of University Corporate Relations, and students who participated in the sixth-term course of the University of Tokyo Entrepreneur DOJO posed for a group picture in January 2011.

	College of Arts and Sciences Junior Division	Undergraduate major course	Graduate and postdoctoral	Total
Sciences	34	193	511 (49.6%)	738 (71.6%)
Humanities	42	148	103	293 (28.4%)
Total	76 (7.4%)	341 (33.1%)	614 (59.6%)	1,031 (100.0%)

\* The number of students for “sciences” and “humanities” is obtained by dividing the undergraduate faculties and graduate schools into two major categories (sciences and humanities) and counting the number of students in each category (though it is understood that some undergraduate faculties and graduate schools cannot necessarily be classified as indicated above because they include both sciences and humanities courses).

Profiles of Students Who Participated in the University of Tokyo Entrepreneur DOJO  
(Total for the First to Sixth Terms; Classified into Students in the Science or Humanities Courses)



### 3. Promotion of University Entrepreneurship and Entrepreneurial Culture

#### The Symposium “Entrepreneurship: The Key for Japan’s Revival” co-hosted by the University of Tokyo’s DUCR, the Japan Academic Society for Ventures and Entrepreneurs (JASVE), and Stanford University

A symposium with the theme of “Entrepreneurship: The Key for Japan’s Revival” was held on November 1, 2010 at the Hitotsubashi Memorial Hall in Chiyoda City. The symposium was organized by the Division of University Corporate Relations (DUCR) of the University of Tokyo, Japan Academic Society for Ventures and Entrepreneurs (JASVE), and Stanford University’s Stanford Program on Japanese Entrepreneurship (STAJE). Nikkei Inc. co-hosted the event. Strong efforts were made to promote this event to outside parties by issuing notices in advance and reporting the results through the media channel of Nihon Keizai Shimbun, Japan’s leading economic newspaper.

In his keynote speech entitled “Innovation Through Entrepreneurship: The Key to Growth,” Mr. John Roos, the US ambassador to Japan, emphasized that entrepreneurship is critical to maintain a healthy economy and that entrepreneurs should be celebrated.

Following the keynote speech, a panel discussion was held on two themes, “Risk Money and Roles of Venture Capitals, and EXIT Strategies” and “Entrepreneurship Education.” Active discussion developed among the moderators and panelists, who were: Prof. Kunio Ito of Hitotsubashi University and Chairman of JASVE; Prof. Kazuyori Kanai of Osaka University and Vice Chairman of JASVE; Mr. Haruyasu Asakura, COO of the Innovation Network Corporation of Japan; Mr. Tetsutaro Muraki, President and CEO of TOKYO AIM, Inc.; Prof. Emeritus William Miller of Stanford University; Mr. Robert Eberhart, a fellow at Stanford University and Project Leader of STAJE; Ms. Ann Miura-Ko, a co-founding partner of the Floodgate Fund, LP; Mr. Tomotaka Goji, Managing Partner of UTEC; Mr. Masazumi Ishii, Managing Director of AZCA, Inc.; and Prof. Shigeo Kagami, General Manager of SEED.

Approximately 580 people, greatly exceeding the limited seating, attended the symposium. A large number of people had to stand during the symposium, which was filled with excitement to the last and ended in success.



International Symposium Co-hosted with Stanford University on November 1, 2010  
Prof. Kanai, Ms. Miura-Ko, Prof. Miller, Prof. Ito, and Prof. Kagami participated in the panel discussion “Entrepreneurship: The Key for Japan’s Revival”

## List of Events Related to University Corporate Relations in FY2010

Date	Major activities and events outside the University	Major activities and events inside the University
<b>2010</b>		
Apr. 20 (Tue.)		Sixth-term course of the University of Tokyo Entrepreneur DOJO
May 3 (Mon.) to 6 (Thu.)		Exhibition by TODAI TLO at BIO2010
May 11 (Tue.), 13 (Thu.)		Explanatory meeting for research contract administrative officers
May 12 (Wed.)	The University of Tokyo Consortium project, Todai Green ICT Kickoff meeting (Presentation of results from the Green University of Tokyo Project by the Faculty of Engineering)	
Jun. 5 (Sat.)	Exhibition at the 2010 Industry-Academia-Government Partnership Promotion Conference	
Jun. 11 (Fri.)	University Corporate Relations Network: 19th Science and Technology Exchange Forum, "Technology for Supporting Leading-Edge Medical Care— Aiming to Create New Collaboration between Medicine and Engineering"	
Jul. 13 (Tue.)		Intellectual property training session for FY2010
Aug. 30 (Mon.)	University Corporate Relations Network: 1st Advisory Board Meeting in FY2010	
Sep. 4 (Sat.)		Sixth-term camp training course of the University of Tokyo Entrepreneur DOJO
Sep. 8 (Wed.)	2nd Meeting of the Eight-University Council of Directors of Divisions Related to Industry-Academia-Government Partnerships (Kyoto University)	
Sep. 24 (Fri.)	Establishment of the Ambient Social Infrastructure Study Group	
Oct. 15 (Sat.)		Final presentations for the student business plan competition of the University of Tokyo Entrepreneur DOJO's sixth-term course
Oct. 21 (Thu.)		Event co-hosted by DUCR and Teiyu-kai (affiliated with the Faculty of Engineering of the University of Tokyo) entitled "Research Results Open the Way to Entrepreneurship"
Nov. 1 (Mon.)	DUCR/JASVE (Japan Academic Society for Ventures and Entrepreneurs) /Stanford University joint symposium on "Entrepreneurship: The Key for Japan's Revival"	
Nov. 4 (Thu.) to 6 (Sat.)	Sixth-term course of the University of Tokyo Entrepreneur DOJO Entrepreneurship education program student exchange with Peking University (10 students from the University of Tokyo visit Beijing)	
Nov. 5 (Fri.)	Exhibition at the 11th Business Fair from Tama	
Dec. 6 (Mon.)	FY2010 general meeting of the University of Tokyo Industry Activation Initiative	
Dec. 17 (Fri.)		DUCR awarded the President's Award for operational improvement in FY2010
<b>2011</b>		
Jan. 13 (Thu.)	University Corporate Relations Network: 20th Science and Technology Exchange Forum, "An Information Revolution among Cyber-Physical Systems— Next Generation IT Infrastructure which Links the Explosion of Information from Holistic Sensors to the Creation of Value"	
Jan. 24 (Mon.)	FY2010 Seminar on Entrepreneurship and University Startups, "Looking Back on the Education of Entrepreneurs at the University of Tokyo and Challenges for the Future"	
Jan. 27 (Thu.) to 29 (Sat.)		Sixth-term course of the University of Tokyo Entrepreneur DOJO Entrepreneurship education program student exchange with Peking University (six students and four teachers from Peking University visit the University of Tokyo)
Jan. 27 (Thu.)		Award ceremony for the Invention Contest for Students of the University of Tokyo
Jan. 31 (Mon.)	University of Tokyo/Bunkyo City collaborative research project, "Development of an Action Learning Program for Educating Social Entrepreneurs and Local Revitalization Efforts," to launch in FY2011 (press release)	
Feb. 22 (Tue.)	Seminar on a "Plan for Diversification of Contracts with Overseas Businesses and Our Responses from the Viewpoint of Legal Affairs"	
Feb. 25 (Tue.)	3rd Meeting of the Eight-University Council of Directors of Divisions Related to Industry-Academia-Government Partnerships (Kyushu University)	
Mar. 3 (Thu.)	1st Global University Corporate Relations Forum on "Green Technology Innovation"	
Mar. 7 (Mon.)	Symposium on "Businesses and Universities: Styles of Collaborative Research— Ideas on New Japanese-style Collaborative Research"	

## 1. Action Policy

TODAI TLO operates to turn the knowledge created at the University of Tokyo into the intellectual property rights and transfer such knowledge to industry, thereby spreading useful knowledge to society as a whole. The company believes that knowledge will enable Japan to enhance its competitiveness despite being a country that lacks natural resources and whose society is aging. Universities play an increasingly important role in realizing a knowledge-based society.

The role of TODAI TLO is to put the right “intellectual property” with high value added thereto in the right place as an agent that focuses on researchers.



**Takafumi Yamamoto**

President & CEO of  
TODAI TLO, Ltd.

## 2. Developments and Results of Sales

In FY2010, the number of licensing agreements for patents belonging to the University and to which the University has exclusive rights reached a record high of 79. Further, TODAI TLO won four large licensing agreements worth more than 10 million yen each in technology transfer revenue. Three of these agreements were in the engineering field. Overall, however, the present situation wherein both revenue and the number of licensing agreements in the life sciences field account for over half of the total remained the same.

Specific sales results at TODAI TLO are as shown in the table below.

Results for FY2010

		Number of patents permitted for implementation	Number of patents that generated revenue	Revenue (¥ 1,000)
Patents belonging to the University of Tokyo	Patents based on inventions created before the University of Tokyo became a national university corporation	0	0	0
	Patents based on inventions created after the University of Tokyo became a national university corporation	290	112	139,756
	Subtotal	290	112	139,756
Patents belonging to individuals	Individual patents handled by TODAI TLO	1	1	13,592
Total		291	113	153,348

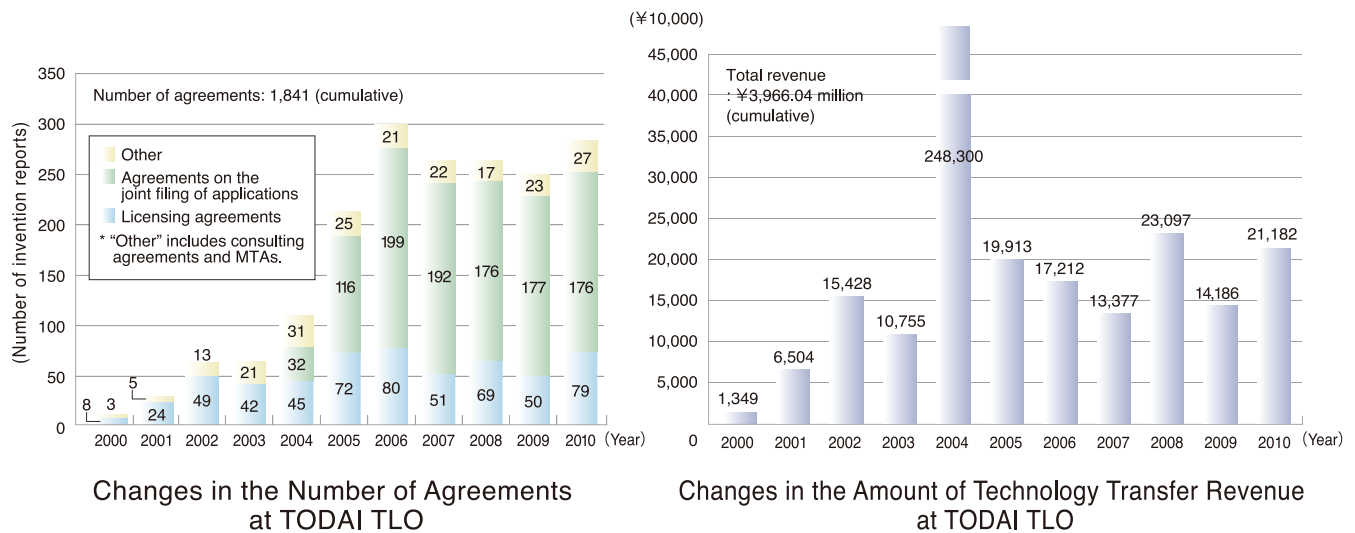
\* The figures shown above do not include consulting on the licensing of copyrights, material transfer agreements (MTAs), and so forth.

### ① Technology transfer (patent marketing, licensing, consulting on technology transfer, etc.)

\* TODAI TLO settles accounts in December each year. The figures listed below show results for the period from January to December 2010.

In 2010, a large number of technology transfer agreements, including 79 licensing agreements, 176 joint patent-filing application agreements, and 27 consulting and other agreements, were concluded, and revenue from these agreements amounted to 211.82 million yen. Although the economy remains sluggish, sales results in 2010 exceeded that of 2009. As illustrated by the conclusion of four large licensing agreements, TODAI TLO feels that business needs for University technologies are high in spite of the severe business environment.

TODAI TLO will continue to work with DUCR at the University of Tokyo to actively transfer the University's intellectual property to organizations in Japan and abroad.



## ② Support for creation of University-originated businesses

The “research and development projects to create and commercialize university-originated businesses” (called “Matching Fund Businesses” and continued from FY2007) by the New Energy and Industrial Technology Development Organization (NEDO), an independent administrative institution, were completed in March 2010.

## 3. Issues to be Addressed by TODAI TLO

Major issues to be addressed by TODAI TLO in FY2010 and thereafter are as described below.

### ① Promoting economical application expenses

With the reduction in the budget for filing applications, TODAI TLO will review the expenses involved at each stage of making an application up to the granting of rights, in addition to focusing on applications that emphasize marketability.

### ② Expanding overseas licensing

As in FY2010, TODAI TLO will continue to actively promote licensing to overseas companies. Under this policy, the company will step up its efforts to communicate technical information on its website, participate in overseas exhibitions, and establish close cooperation with overseas institutions.



Mascot character, “Hatsume-kun”





**Tomotaka Goji**

Managing Partner of the University of Tokyo Edge Capital Co., Ltd. (UTEC)



## 1. Management Policy

Since its establishment, the University of Tokyo Edge Capital Co., Ltd. (UTEC) has been engaged in the virtuous cycle of new investment, management support, additional investment, and the liquidation of investments. Currently, the three major pillars of the company's management policy are as follows:

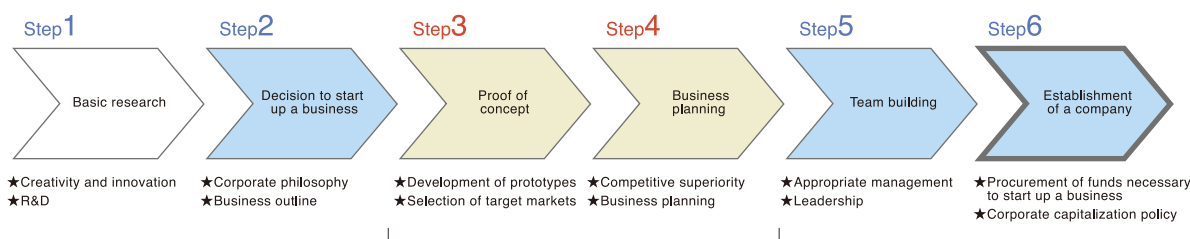
The first pillar of the management policy is to make additional investments in growing companies in which UTEC has invested, and in whose management it has participated, through the "UTEC Limited Partnership 1," its first venture capital fund, in order to further enhance the value of the companies; provide them with diverse forms of management support such as sending outside directors; and step up its efforts to liquidate its investments steadily.

Second, through operation of the "UTEC Limited Partnership 2," in order to ensure a sound, continuous investment cycle in the future, UTEC strives to identify new, promising investment targets to which UTEC can add unique value and over which it can be expected that it will display healthy governance.

Third, in order to build and develop, in close cooperation with the University of Tokyo, an "ecological" system that enables UTEC to continuously get excellent deals that bring future, promising investment targets, UTEC aims to identify and develop investment projects from the stage at which their seeds and ideas are newly generated in the University of Tokyo. In order to achieve this goal, it continues to carry out the activities described below.

### ① UTEC EIR

UTEC is implementing a comprehensive entrepreneurship support program called "UTEC Entrepreneurs in Residence (UTEC EIR)." This program offers offices at the University of Tokyo Entrepreneur Plaza and other facilities free of charge to budding entrepreneurs, researchers working to start a business, and so forth. It also examines intellectual property to ensure its effective utilization, verifies the concepts of technology to prove its feasibility, pays expenses required for market research and other undertakings to a certain extent, and helps draw up business plans with the support of UTEC's investment professionals. UTEC EIR collects ideas for entrepreneurship throughout the year. UTEC also works with researchers to apply for grants necessary to incorporate and carries out incubation activities to support drafting business plans.



Comprehensive support (including expenses and facilities) through the "UTEC EIR Program"

UTEC Entrepreneurs in Residence (UTEC EIR) Program

### ② UTEC Search

UTEC is also carrying out "UTEC Search," a program in which as UTEC's summer intern, students, mainly graduate students at the University of Tokyo, work with UTEC's investment professionals to develop business plans based on seeds of business inside and outside of the University. This program, too, continues to follow up on UTEC's projects and conducts additional research for them together with UTEC's investment professionals, providing UTEC with a source of excellent business deals.

### ③ Examination of inventions reported

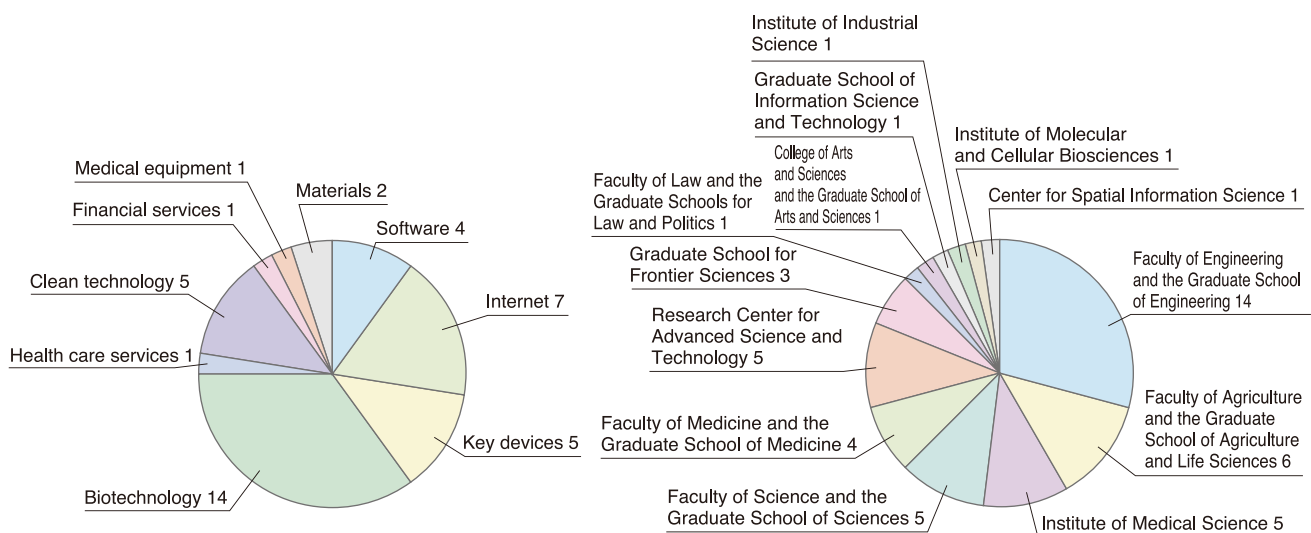
A system has been put in place in which UTEC's investment professionals work with University researchers, who have just reported their inventions to the University, to explore possibilities of industrialization prior to the filing of applications for patents.

These initiatives lay the foundation for UTEC to continue excellent investment activities in the future, and UTEC is active in advancing these initiatives mainly through close cooperation with the University of Tokyo.

## 2. Investment Results

By March 31, 2011, the "UTEC Limited Partnership 1" had invested in a total of 34 companies, and the "UTEC Limited Partnership 2" had invested in a total of 6 companies. In FY2010 (Jan. 1, 2010 to Dec. 31, 2010), the Limited Partnerships gave priority to investments in areas that were expected to grow in the future and would enable them to liquidate the investments they made, and fund No. 1 invested in 12 projects (12 additional investments) and fund No. 2 invested in six projects (four new investments and two additional investments). By industry sector, fund No. 1 invested in three rounds for two IT-related companies, six rounds for two clean technology-related companies, two rounds for two biotechnology-related companies, and one round for one materials-related company. Fund No. 2 invested in two rounds for two clean technology-related companies, two rounds for one IT-related company, one round for one medical-equipment company, and one round for one software company.

As part of its efforts to liquidate the investments it had made, UTEC sold shares in Tella, Inc., which went public in March 2009, and strove to closely examine the performance of companies in which it had invested and liquidate the investments it had made in these companies, promoting the distribution of profits to all its investors.



Breakdown by Sector of 40 Companies in which UTEC Invested and Related

Faculties/Graduate Schools as well as Research Institutes and Centers at the University of Tokyo (as of the end of March 2011)

[Note]

\* Since more than one faculty/graduate school/research institute may be involved in a single company, the number of companies and the number of relevant faculties/graduate schools/research institutes is not necessarily the same.

## 3. Future Action Policy

UTEC will further step up its efforts to provide managerial support to existing, promising investment portfolios, liquidate the investments it has made, and discover new investment targets. While doing this, it will make the most of the University of Tokyo's industry-academia partnership framework and expand close cooperation with the two funds' investors. The company will work with the University of Tokyo to help develop industry-academia partnership in Japan by developing projects incubated through the UTEC EIR and UTEC Search programs into excellent investment portfolios and pursue the maximum return on investment as a VC fund, in addition to helping recover and rebuild the Japanese economy, which has been affected by the earthquake.