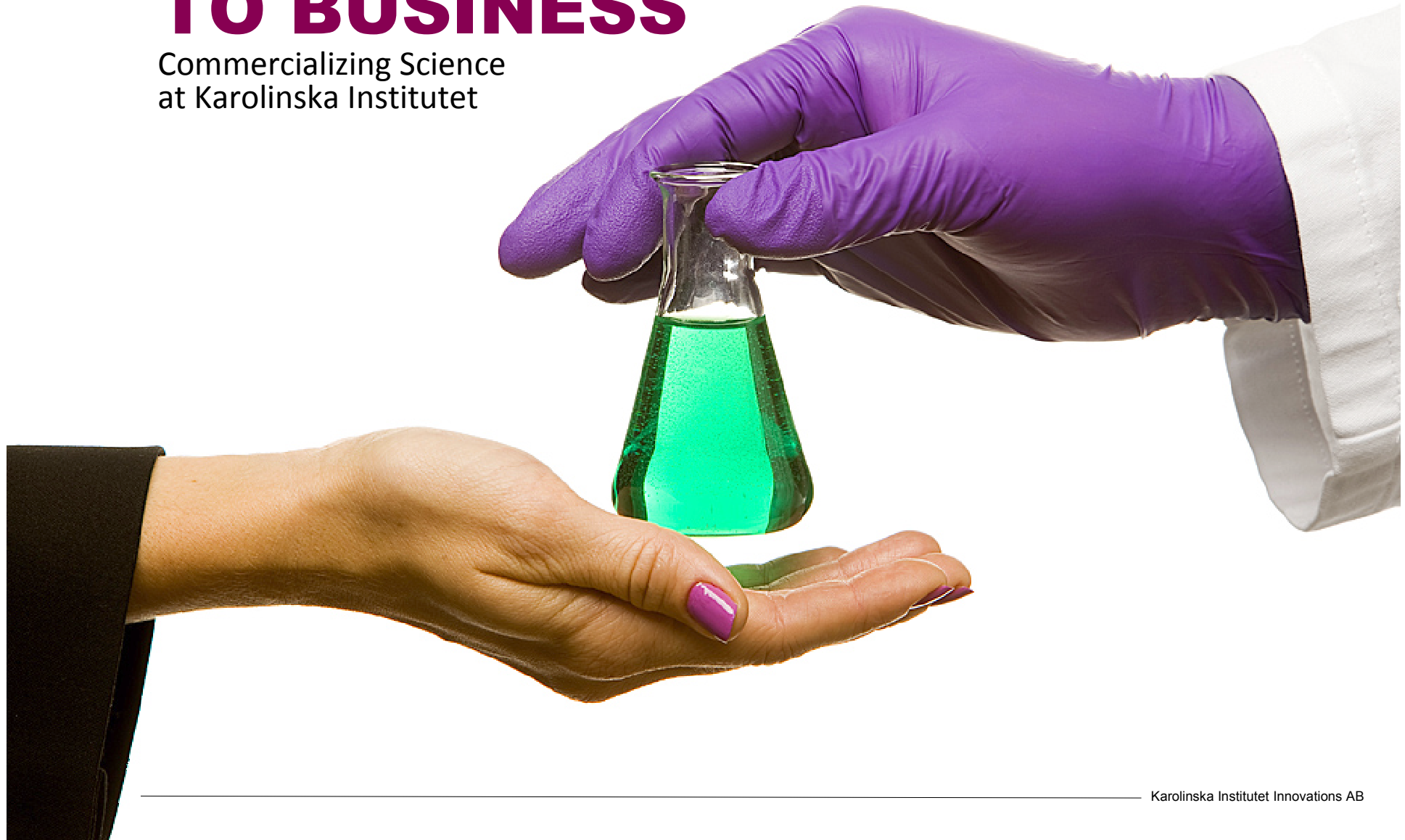




Karolinska Institutet
Innovations AB

FROM BRAINS TO BUSINESS

Commercializing Science
at Karolinska Institutet





Karolinska Institutet
Innovations AB

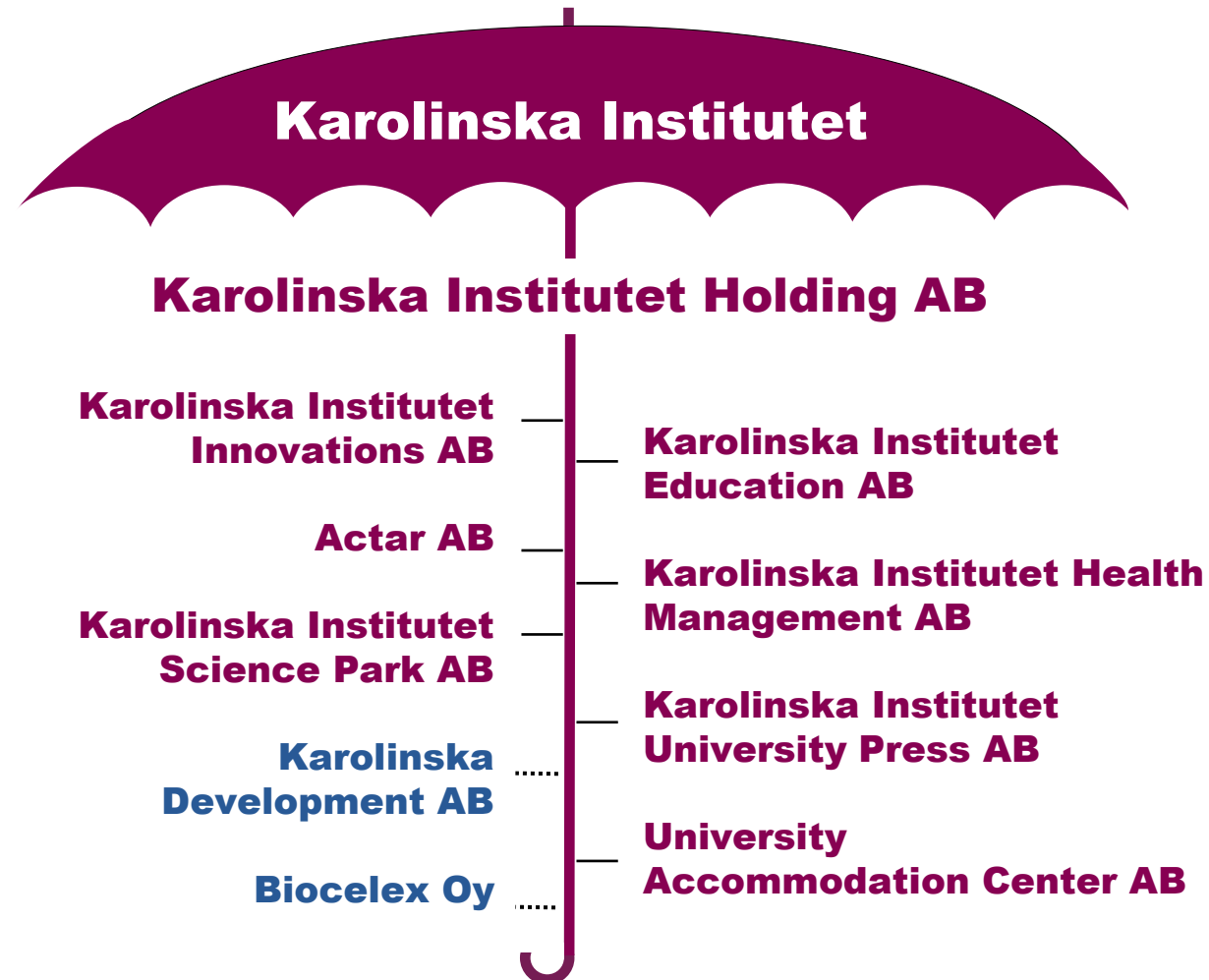
Folke Meijer
CEO of Karolinska Institutet
Holding AB



Karolinska Institutet
Innovations AB

Karolinska Institutet Holding AB

Bridge between academy and society on
market conditions so knowledge and
inventions will get into use.





Karolinska Institutet in brief

- The main center for medical research and education in Sweden (45% of research, 30 % of undergraduate training)
- Total annual turnover 450 M€
- 80 percent research, 20 percent undergraduate training
- 350 professors
- 600 research groups



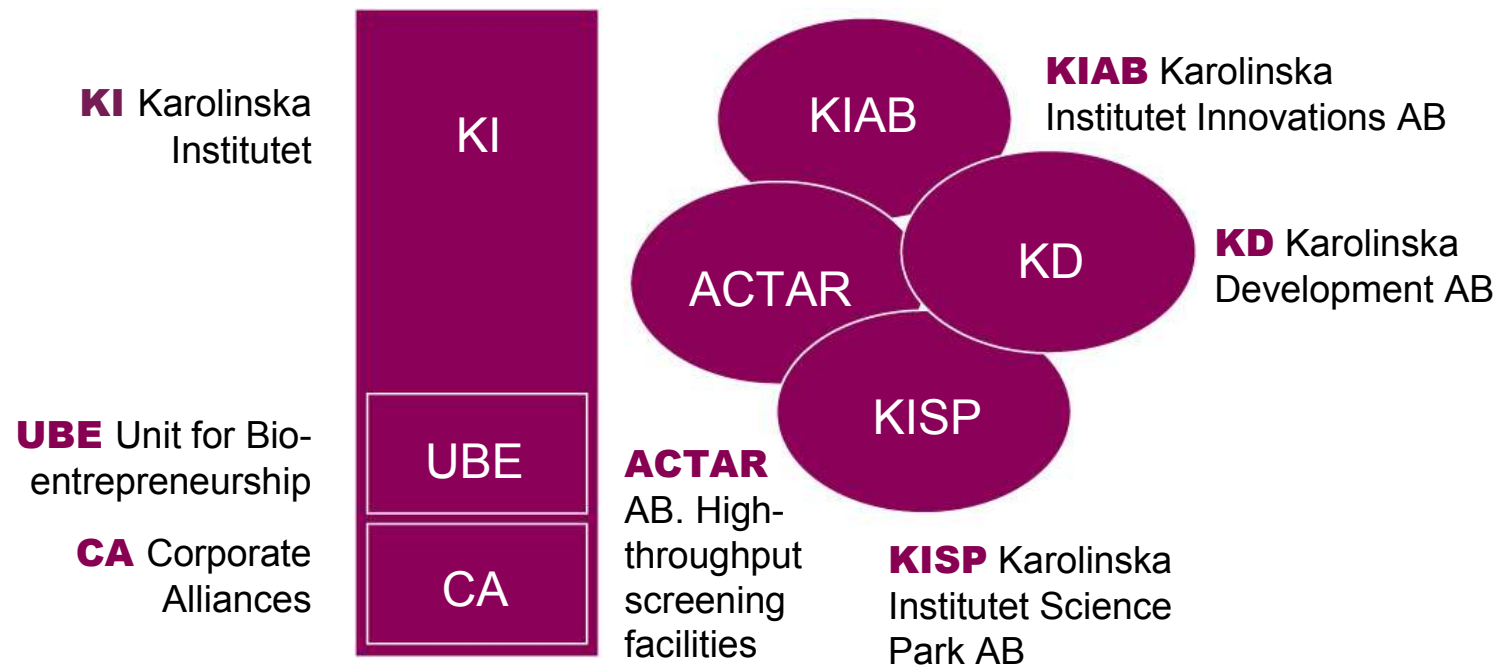
KAROLINSKA INSTITUTET **INNOVATIONS** AB, KIAB

- **FOUNDED** in 1996
- **OWNED** by Karolinska Institutet Holding AB
- **SELF-FINANCED**
- **INVESTS IN PROMISING INVENTIONS** from Karolinska Institutet and other medical universities
- KIAB is the entry for all projects into **KI INNOVATION SYSTEM**
- Prepares start-ups for seed investments from **KAROLINSKA DEVELOPMENT AB**



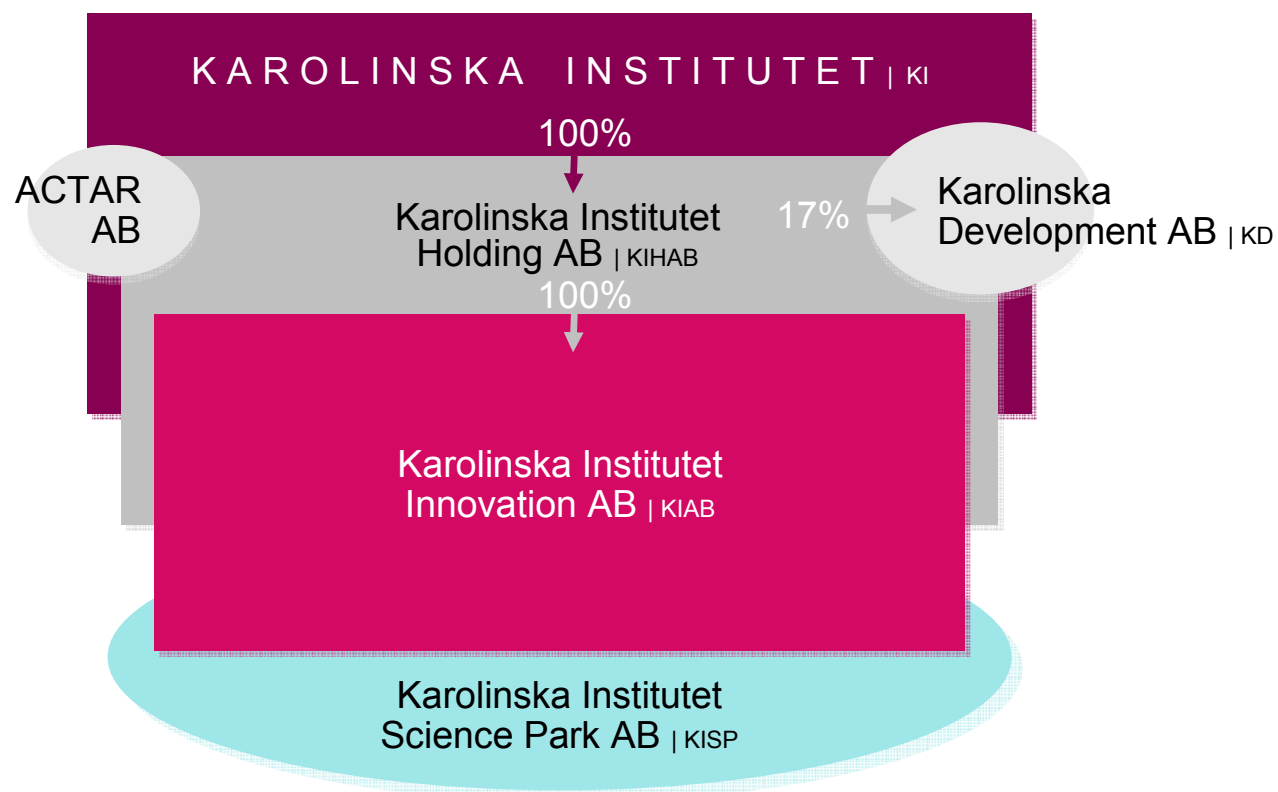


FORM KI INNOVATION SYSTEM TOGETHER WITH:





FORM KI INNOVATION SYSTEM TOGETHER WITH:



NECESSARY **COMPETENCE**

To manage early-stage projects



EXTENSIVE NETWORK of skilled specialists within Science,
Drug development, Marketing, Patenting and Law

TO DATE **WE HAVE**



- **REVIEWED** more than 1000 academic inventions
 - **CREATED** 40 start-up companies
 - **CLOSED** 30 license deals

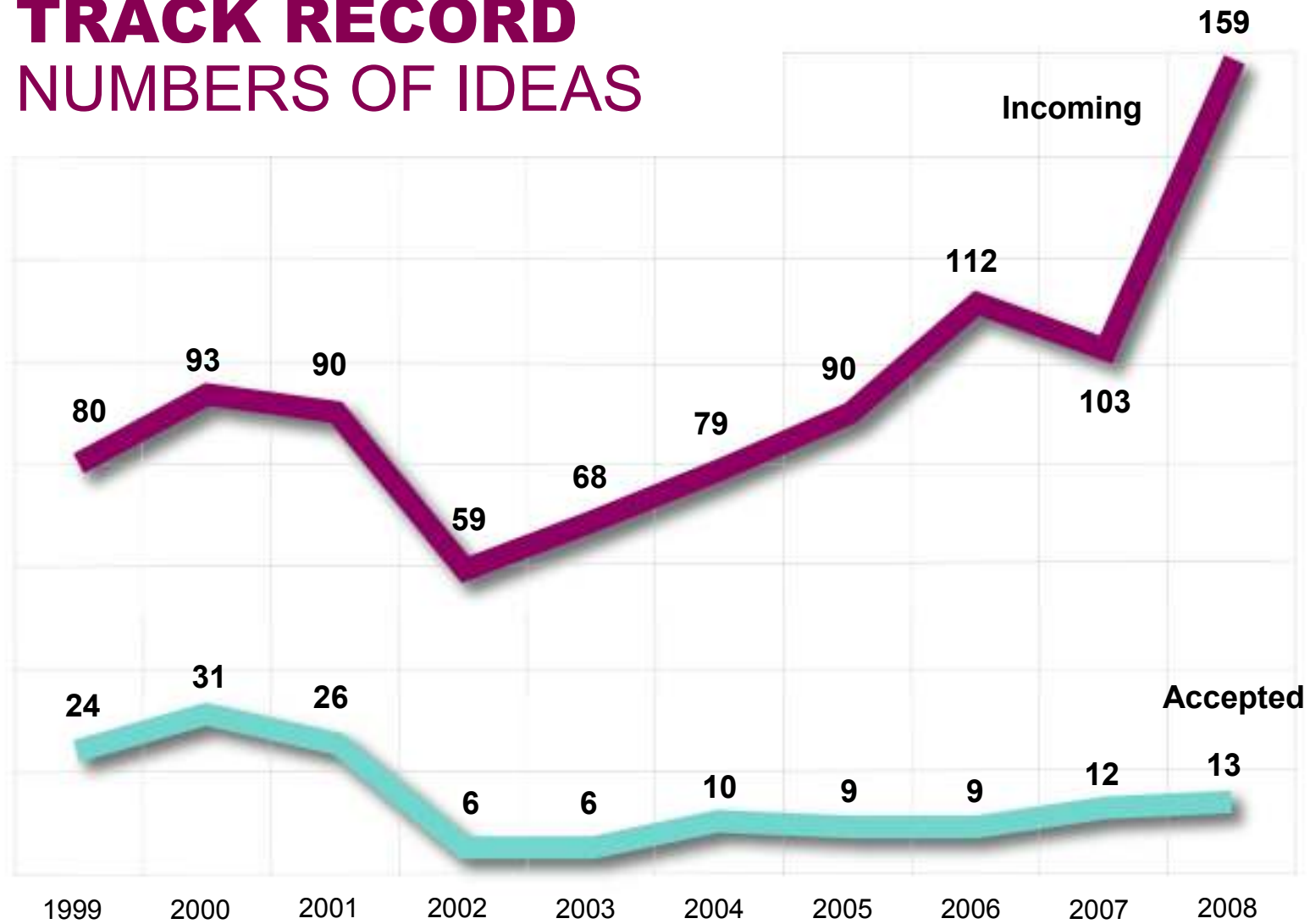
KI INNOVATIONS AB



- Manages the first steps of the **COMMERCIAL DEVELOPMENT** into licenses or start-up companies
- Has research, biotech, pharmaceutical industry and business development **COMPETENCE**

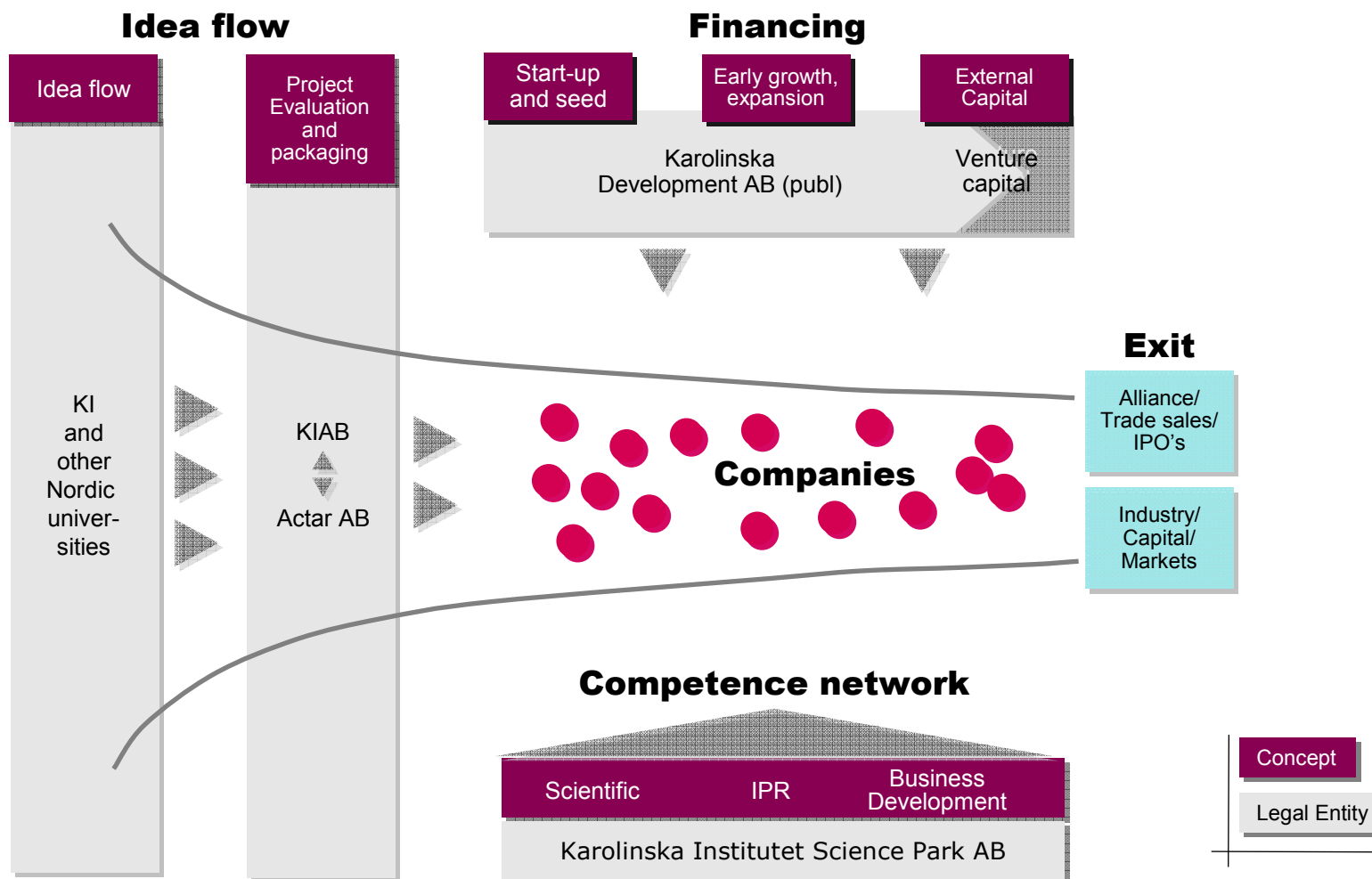
TRACK RECORD

NUMBERS OF IDEAS

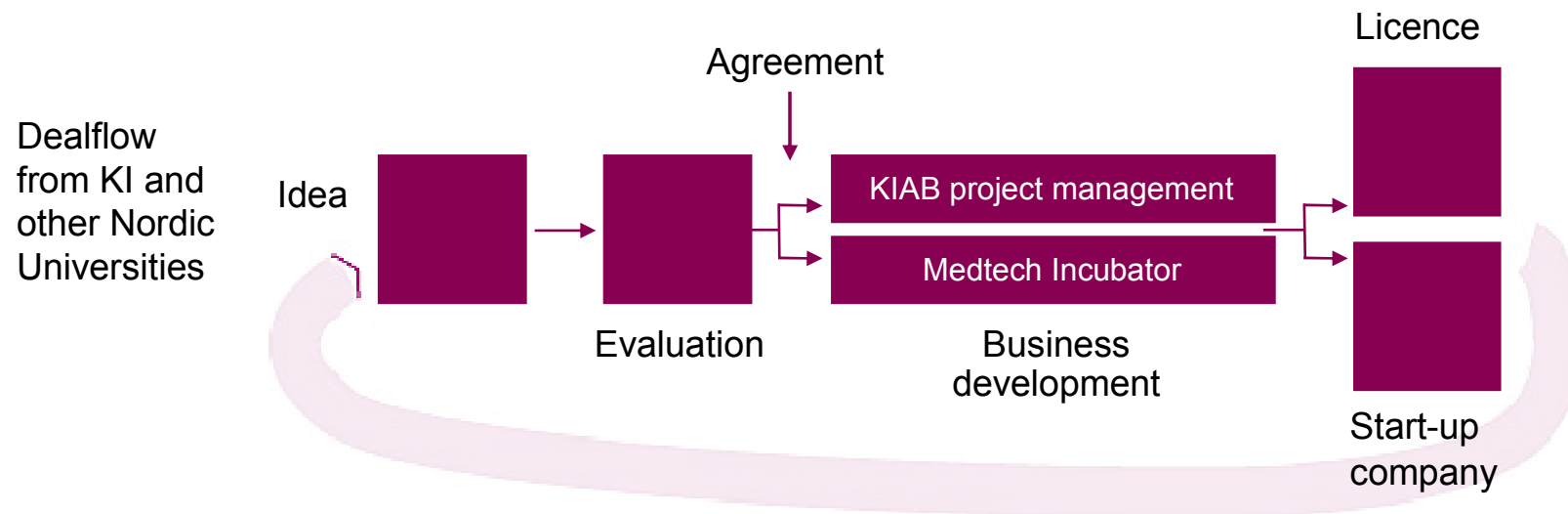




FROM **IDEA** TO **EXIT**



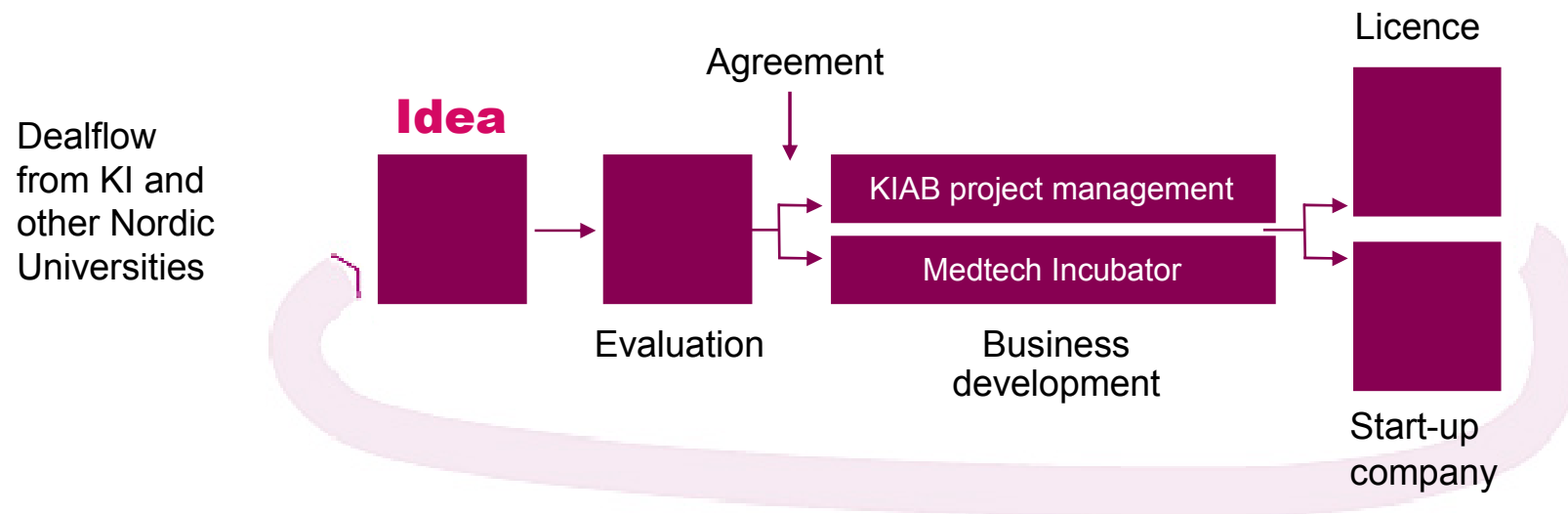
FROM RESEARCH TO BUSINESS [1]



KIAB OFFERS pre-seed financing for:

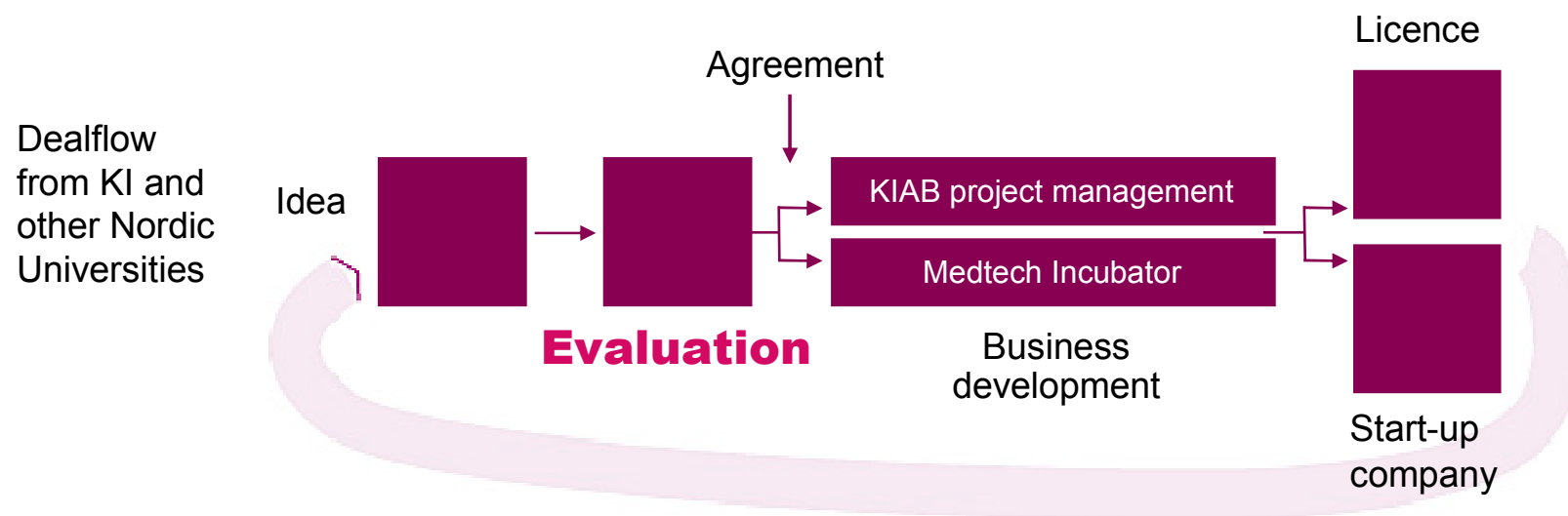
- Patent applications
- Development assistance prior to licensing and business plan creation
- Key scientific support to verify the concept

FROM RESEARCH TO BUSINESS [2]



- Invention Disclosure Form (IDF)
- Meetings, discussions
- Initial consulting

FROM RESEARCH TO BUSINESS [3]

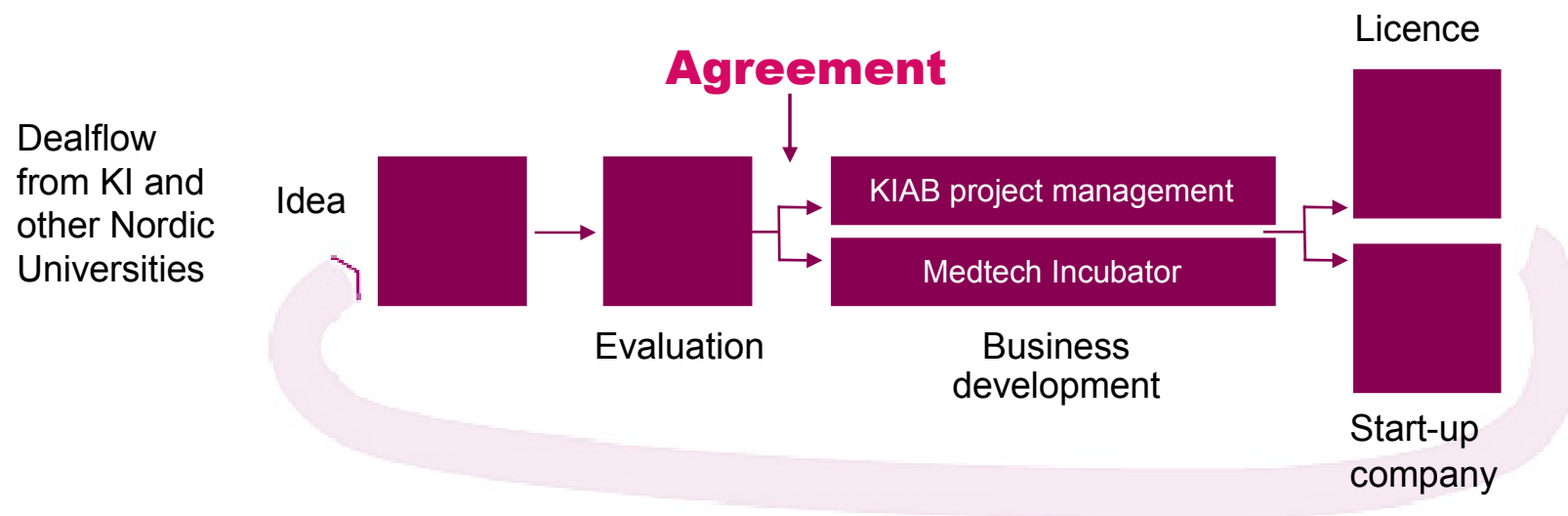


IDEA

- Invention Disclosure Form (IDF)
- Meetings, discussions
- Initial consulting

- Patentability
- Market analysis
- Feasibility
- Commercial potential

FROM RESEARCH TO BUSINESS [4]



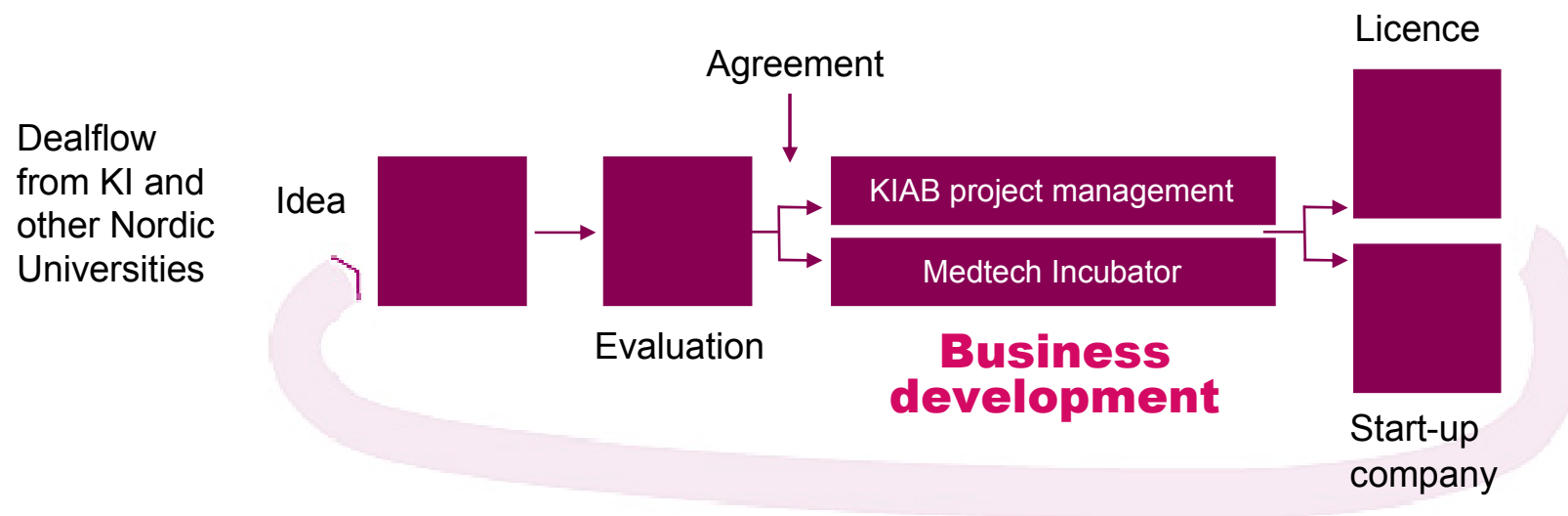
IDEA

- Invention Disclosure Form (IDF)
- Meetings, discussions
- Initial consulting

EVALUATION

- Patentability
- Market analysis
- Feasibility
- Commercial potential

FROM RESEARCH TO BUSINESS [5]



IDEA

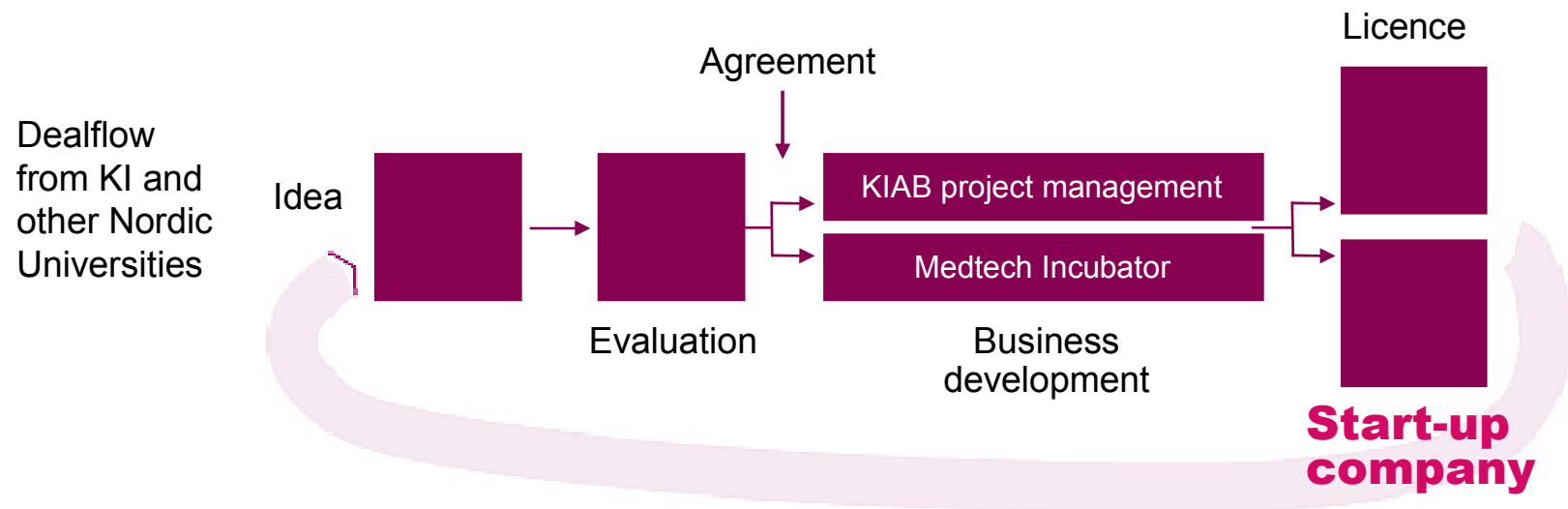
- Invention Disclosure Form (IDF)
- Meetings, discussions
- Initial consulting

EVALUATION

- Patentability
- Market analysis
- Feasibility
- Commercial potential

- Agreement
- Patent application
- Project plan
- Seed investment

FROM RESEARCH TO BUSINESS [6]



IDEA

- Invention Disclosure Form (IDF)
- Meetings, discussions
- Initial consulting

EVALUATION

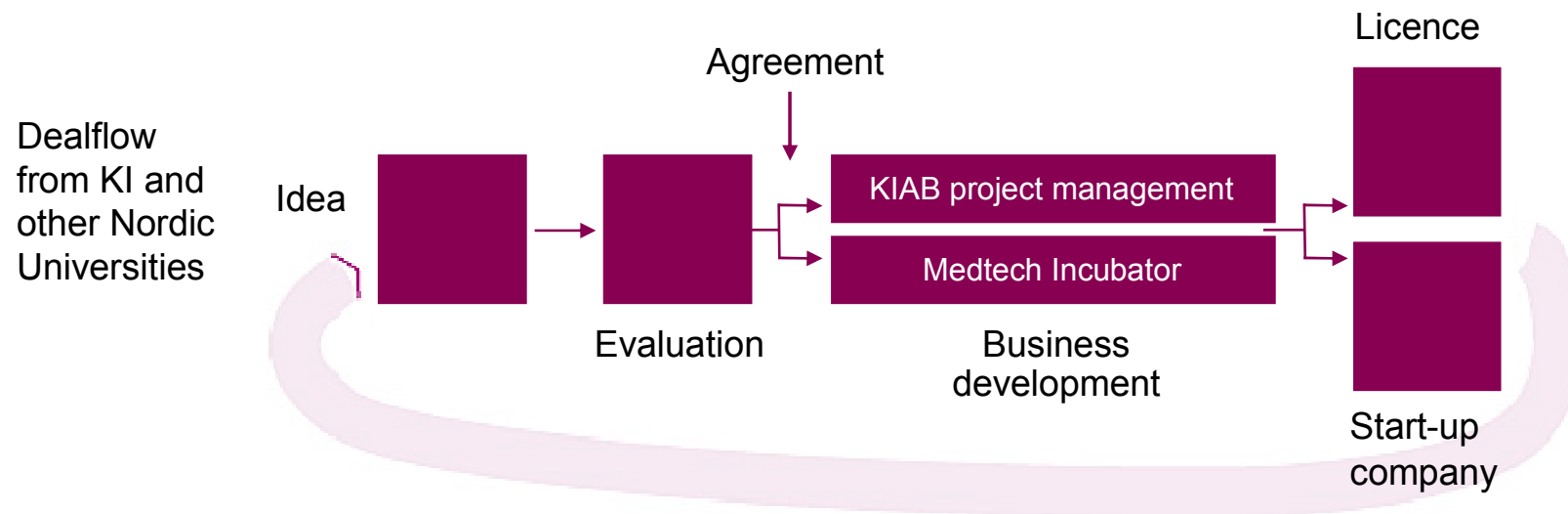
- Patentability
- Market analysis
- Feasibility
- Commercial potential

BUSINESS DEVELOPMENT

- Agreement
- Patent application
- Project plan
- Seed investment

- Company formation
- Business plan
- R&D-plan
- Board
- Management
- Seed investment

FROM RESEARCH TO BUSINESS [7]

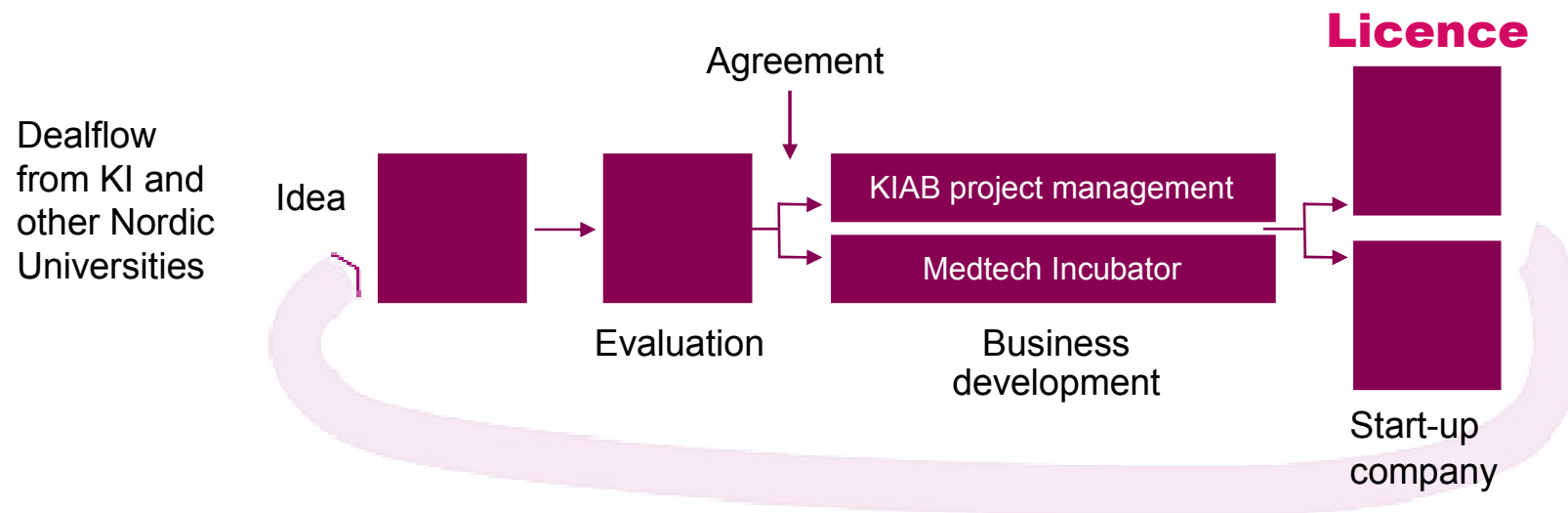


For projects run in Medtech Incubator **KIAB OFFERS:**

- Access to **KIABs NETWORK** of specialists
- **A BUSINESS COACH** involved in the project
- **OFFICE** in Flemingsberg

FROM RESEARCH TO BUSINESS [8]

- Licensing opportunity
- Marketing
- Negotiations



IDEA

- Invention Disclosure Form (IDF)
- Meetings, discussions
- Initial consulting

EVALUATION

- Patentability
- Market analysis
- Feasibility
- Commercial potential

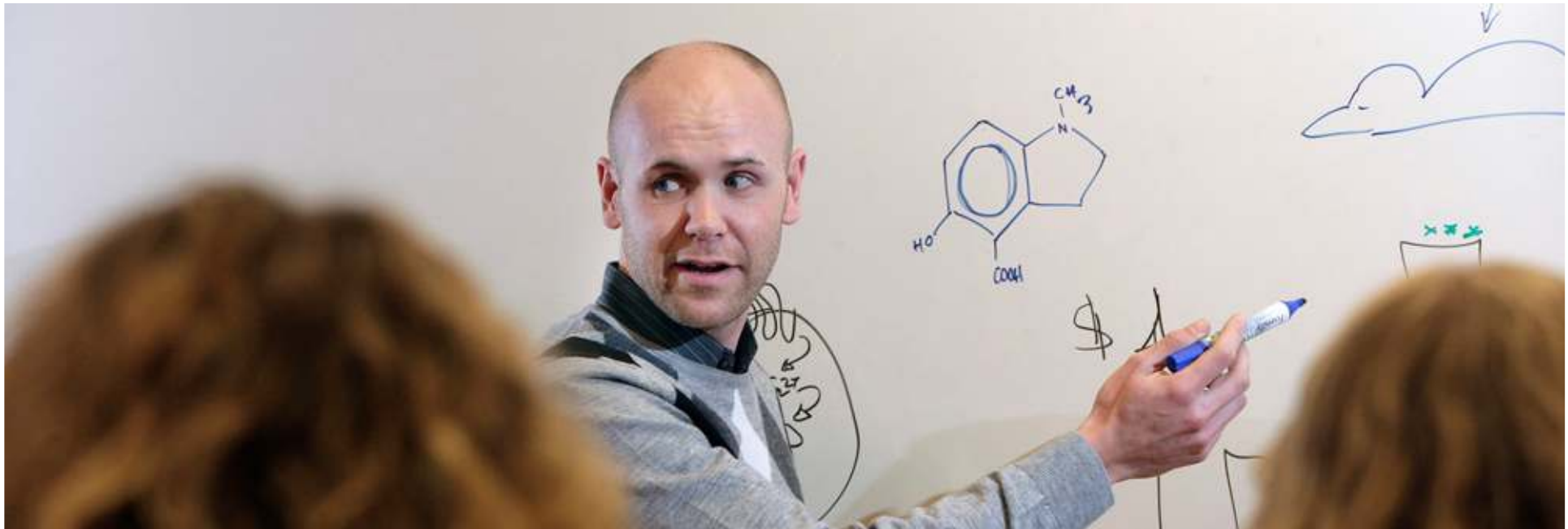
BUSINESS DEVELOPMENT

- Agreement
- Patent application
- Project plan
- Seed investment

START-UP COMPANY

- Company formation
- Business plan
- R&D-plan
- Board
- Management
- Seed investment

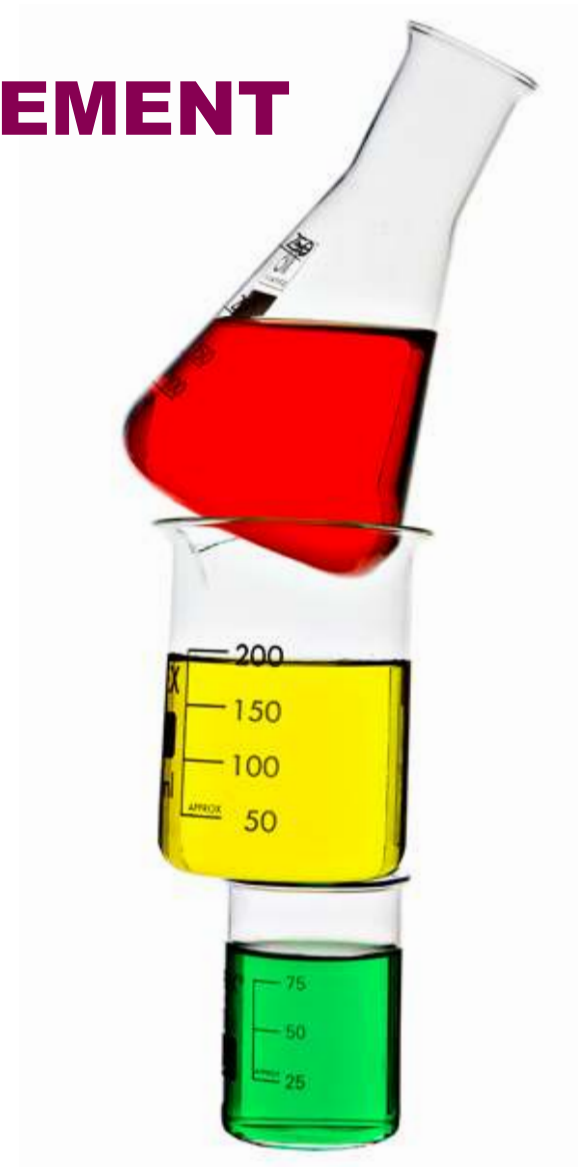
EVALUATION **CRITERIAS** – KIAB



- **UNIQUE TECHNOLOGY** based on out-standing research
- Possibility for a **STRONG IPR PROTECTION**
- Well-defined **MEDICAL NEEDS**
- Well-defined, measurable and controllable **MILESTONES**
- **FEASIBILITY**

THE KIAB OFFER – RESEARCHER AGREEMENT

- The researcher **CONTRIBUTES** with his/her invention
- Signs **IP RIGHTS** to KIAB
- KIAB takes **ALL COSTS** for commercialization activities
 - All costs related to the **PATENT**
 - Commercial **PROJECT MANAGEMENT** – marketing, licensing opportunities, business development etc
 - Costs relating to **LAWYERS, NEGOTIATIONS**
 - Key **SCIENTIFIC STUDIES** to verify a **PROOF OF CONCEPT**
- Any **FUTURE REVENUE** is shared 60%-40% (researcher 60%)





Karolinska Institutet
Innovations AB

DO YOU WANT TO DISCUSS YOUR RESEARCH RESULTS?



CONTACT

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| Ph.D

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070-678 60 82

patrik.blomquist@kab.ki.se

KAROLINSKA DEVELOPMENT AB

– INVESTMENT COMPANY



- **UNIQUE IDEA FLOW** agreement with Karolinska Institutet Innovations AB
- **USE LEADERS** with extensive networks and with key industry competence to manage the portfolio companies
- **OPTIMAL USE OF EXPERTS** – Near virtual companies – Lean organization
- **RISK REDUCTION** with a large portfolio
- **EVERGREEN STRUCTURE** enables management: from start up and seed, to venture capital and right through to market



SUPPORTS KAROLINSKA INSTITUTET INNOVATION SYSTEM BY

- OFFERING facilities
- PROVIDING infrastructure and services
- FACILITATING contacts and collaborations
- PROMOTING the Science Park





Competence needed

Experience of

- the trade
- different areas of the trade e.g. preclinical development, clinical development, medical devices
- regulatory matters
- how to make a license deal



- evaluation of the market
- how to make a developmental plan
- how to make a business plan
- where to find the best patentagent
- legal matters
- negotiations and how to set up a deal



You also need

- network of possible ceo's, coaches and boardmembers
- pre-seed and seed money
- network with investors
- to create an environment to grow in



- to recruit from your own and from others network
- to recruit the absolute best
- to identify in which areas you have competence and in which you are lack of competence
- hire consultantcies



**Karolinska Institutet
Innovations AB**

Thank you for your attention