



The research commercialisation office of the University of Oxford, previously called **Isis Innovation**, has been renamed **Oxford University Innovation**

All documents and other materials will be updated accordingly.
In the meantime the remaining content of this Isis Innovation document is still valid.

URLs beginning www.isis-innovation.com/... are automatically redirected to our new domain, www.innovation.ox.ac.uk/...

Phone numbers and email addresses for individual members of staff are unchanged

Email : enquiries@innovation.ox.ac.uk



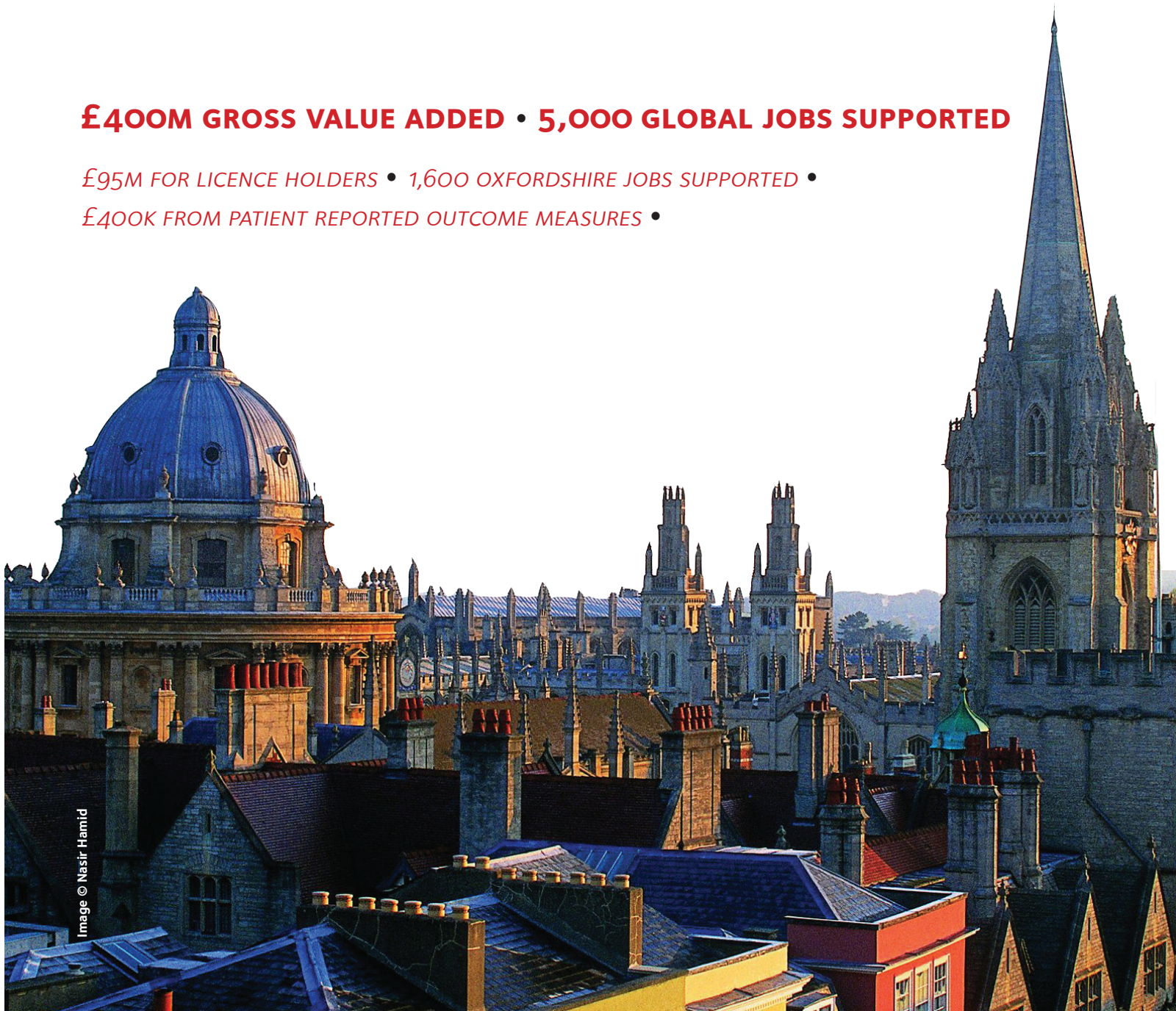
ECONOMIC IMPACT

ISIS INNOVATION'S COMMERCIALISATION OF RESEARCH & TECHNOLOGY FROM THE UNIVERSITY OF OXFORD

£400M GROSS VALUE ADDED • 5,000 GLOBAL JOBS SUPPORTED

£95M FOR LICENCE HOLDERS • 1,600 OXFORDSHIRE JOBS SUPPORTED •

£400K FROM PATIENT REPORTED OUTCOME MEASURES •



FUELLING GROWTH AND CREATING JOBS GLOBALLY, NATIONALLY AND REGIONALLY

Introduction

Isis Innovation Ltd is the University of Oxford's wholly owned technology transfer company, working with researchers at the University of Oxford to help identify, protect and market technologies and expertise through spin-out company formation, technology licensing and consulting agreements. Isis is a vital component in the dynamic innovation system built around the University of Oxford.

This publication introduces the findings of an analysis¹ undertaken by *BiGGAR* Economics assessing the overall economic impact made by Isis from commercialising research from Oxford.

BiGGAR, an independent economics consultancy based in Scotland, specialises in measuring the ripple effect of University technology transfer activities, having previously reviewed the likes of the University of Edinburgh, the University of Dublin, De Montford University and St Andrews.

BiGGAR has established that Isis' commercialisation activities – honed over 25 years and measured in 2012/2013 – are serving to hugely increase the worth of economies as well as to sustain and expand job markets.

**£400m Gross Value
Added² (GVA) to the
global
economy**



**5,000
global
jobs
created or
sustained**



**Expanding job
markets across the
worldwide technology
sector and their
supply chains**



**£264m Gross
Value Added
to the UK**

**Licence fee
holders
generated
£96m in
additional
revenues**



**3,400
UK jobs
supported**



¹ The full report from *BiGGAR Economics* can be accessed via the Isis Innovation website: www.isis-innovation.com

² GVA is a measure of the additional value an activity adds to the economy after intermediate consumption (i.e. expenditure on supplies) has been taken account of.

COMPANIES SPUN-OUT FROM OXFORD – FORMED BY ISIS – EMPLOYING 100s, SELLING FOR MILLIONS

Establishing world-leading companies

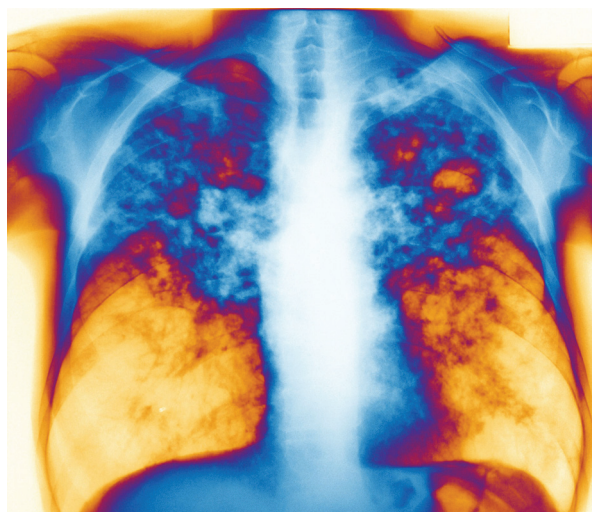
Of the 100+ companies built on Oxford research created over the last twenty-five years, here are two of the most exciting Oxford/Isis economic impact success stories of recent times:

Oxford Immunotec Global PLC

The 2002 Isis/Oxford spin-out raised £40m when its shares were first listed on the Nasdaq stock exchange in autumn 2013. The sale valued the commercial-stage diagnostics company, based in Abingdon (UK) and Marlborough (US) at £114m.

In providing a test for latent TB, an infection that is often missed by standard tests, the firm is pursuing a global market that JPMorgan Chase & Co estimates at more than £300 million a year. The company has projected revenues for 2014 to total in the region of £30m.

Oxford University Consulting provided academic expertise in the field of T-cell immunology and advice on strategic product development into the company through an academic consultancy.



Above: An X-ray of the lungs of an individual with manifested tuberculosis; latent TB is much harder to diagnose

Below: The CSR Racing video game that helped NaturalMotion make its name



NaturalMotion Ltd

US social games company Zynga finalised the acquisition of NaturalMotion Ltd for more than \$527m in 2014, representing one of the largest ever transactions involving an Oxford spin-out.

NaturalMotion emerged in 2001, revolving around the work of Oxford Zoology DPhil student Torsten Reil, the company's CEO since formation. Reil was a neural researcher, developing computer simulations of nervous systems based on genetic algorithms. His programs used natural selection to evolve their own means of locomotion, allowing more realistic animations of human and animal movement.

Reil quickly saw the commercial potential of the fundamental technology, dubbed Dynamic Motion Synthesis (DMS). With the help of Isis, he co-founded NaturalMotion for the development, use and sale of DMS. Isis helped Reil apply for a patent and introduced the new company, which would go on to employ over 250 staff, to investment from business angels.

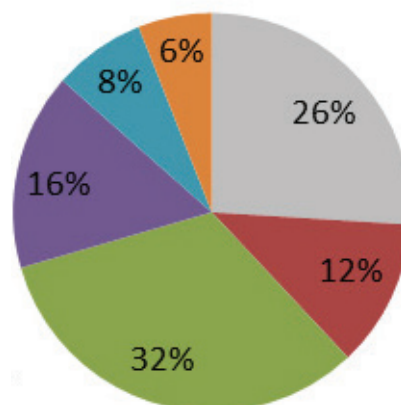
MAXIMISING ECONOMIC BENEFITS FROM TECHNOLOGY AND RESEARCH

Making academic discoveries accessible

Analysis of the instigators of technology transfer deals reveals that Isis plays a crucial role in promoting new technologies from Oxford and facilitating the transfer from academia to industry:

Dataset: 200 technology transfer deals negotiated by Isis, 2011-2013

- Academic's own network
- Direct approach to a company by Isis
- Enquiry to Isis from a company
- Licensed to a spin-out or start-up
- Licensed to an existing licensee
- Not known/combination of factors/other



About Isis Innovation

Isis Innovation is the research and technology commercialisation company of the University of Oxford. It provides access to technology from Oxford researchers through intellectual property licensing, spin-out company formation and material sales, and to academic expertise through Oxford University Consulting.

Isis is the highest university patent filer in the UK and is ranked first in the UK for university spin-outs, having created more than 100 new companies in 25 years.

In the 2012/2013 financial year, Isis completed 395 licenses and consulting agreements with clients in 21 countries. The Isis Enterprise innovation management consultancy works with university, government and industrial clients from offices around the world.



Isis Innovation Ltd
Ewert House, Ewert Place
Summertown
Oxford OX2 7SG
United Kingdom

+44(0)1865 280830

innovation@isis.ox.ac.uk



www.isis-innovation.com