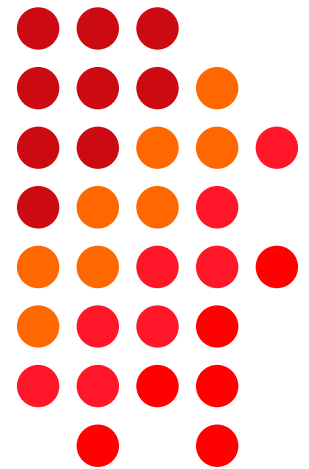


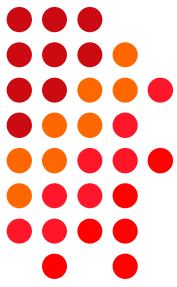


Fundación
Marcelino Botín

Biotechnology in Spain:

The Case of the
Marcelino Botín
Foundation





Experiences

The Marcelino Botín Foundation (FMB) supports long-term experiences in:

- Education
- Science
- Social development

The FMB works within a clearly defined environment and has developed pilot projects, which are continuously evaluated, with an strategic framework. Our aim is to offer transferable models to provide effective solutions to the key social needs that have been identified.

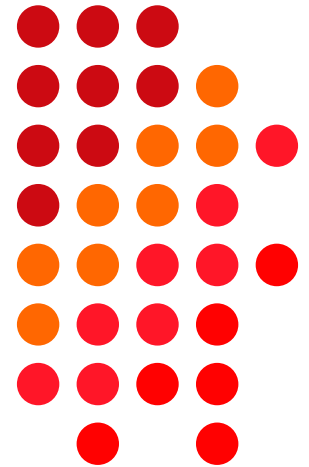


Fundación
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Desarrollo de Experiencias

Science

Technology Transfer Overview and the Biotechnology Sector



Technology Transfer in Spain



Spain ranks 4th for publications in biotechnology in EU and 40% of the scientific publications by Spanish biotech research groups are referenced by US companies and researchers applying for patents¹.

No. of Scientific Publications and No. of Patent Applications per million population (1999)

	Scientific Publications	Patent Applications
Italy	297,0	63,1
Spain	310,0	18,0
EU	462	125
USA	586	100,7
Japan	378	137,8

Source: 2003 OECD Survey

However, the good level of the Spanish scientific body does not translate into social improvements and economic growth².

1. Ernst&Young "Beyond Borders: Ernst & Young's Global Biotechnology Report 2006"
2. European Commission Communication "Innovation in the Knowledge Economy" COM(2006) 567 Final

Technology Transfer in Spain



The exploitation of the technology developed by researchers is not common practice, mainly because of the weak institutional structures supporting TT at universities and research institutes¹

2003 OECD Survey on
Patents and Licencing at Public Research Organisations

	PATENTS			LICENSES			Spin-offs
	Total Stock	Num. Issued	Num. Of Applications	Num. Issued	Net Income EUR(000)	Gross Income EUR(000)	Num. Created
Spain	781	64	133	22	136	961	11
Italy	-	64	190	36	84	-	36
Netherlands	991	167	212	368	93	11400	37
Switzerland	1184	112	175	475	77	5650	68

Data for 2000 (Spain and Italy) and for 1999 (Netherlands and Switzerland)

1. Association of European Science & Technology Transfer Professionals “The 2006 ASTP Survey” 2006



Spanish Biotechnology Sector

- In 2004, there were 60 biotechnology companies, almost three times more than in 2000¹. These firms accounted for €97 million in total revenues, and invested €228 million in R&D¹.
- Public R&D subsidies reached €257 million in 2004, while company R&D investments reached €286 million¹.
- Therapeutics and diagnostics in the health sector account for more than 50% of the sector².
- Knowledge acquisition and collaboration with other research centers and universities is the main strategic priority for these companies and was the objective of 42% of the strategic alliances².
- The companies expressed that the main obstacle to reaching alliances was the lack of resources to identify the adequate partner².

1. Ernst&Young "Beyond Borders: Ernst & Young's Global Biotechnology Report 2006"

2. Asociación Española de Biotecnología. "Informe ASEBIO 2005"

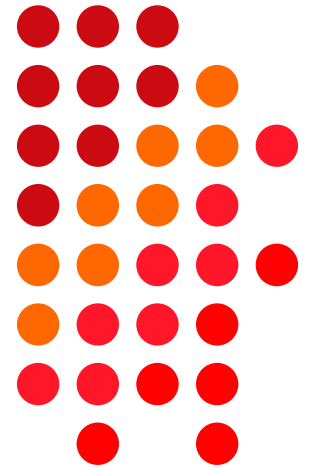


Fundación
Marcelino Botín

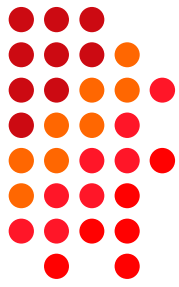
Desarrollo de Experiencias

Science Office of Technology Transfer

Philosophy and Methodology



Program for Technology Transfer

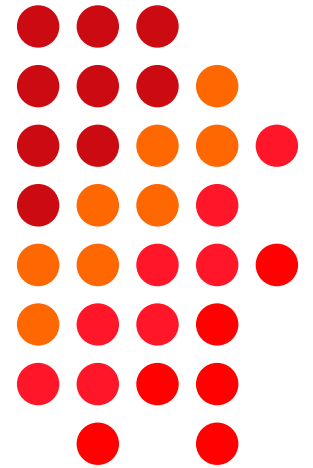


The main objective is to help academic researchers to obtain I.P. for their research results and to support them in developing and licensing their inventions to the private sector, with the objective to transfer the benefits to society.

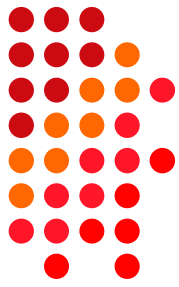
To do so, we have created our own technology transfer team, in order to facilitate the collaboration of university research groups and public research institutions with the private sector.

PHILOSOPHY

PHILOSOPHY



The Value of Knowledge
is in the



IDEAS
IDEAS



I D E A S

Innovation to achieve

Development with an

Entrepreneurial outlook to achieve

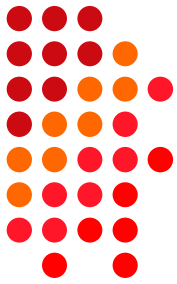
Advances in technology
for

Social improvements



The four Cs of our Methodology

C C C C



C

Criteria and

C

Cohesion to generate

C

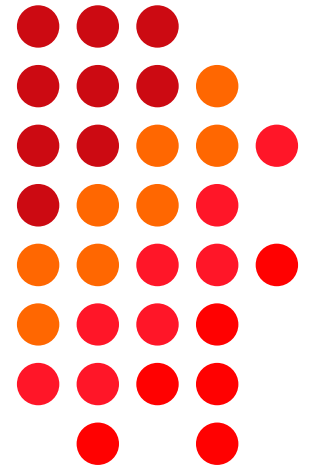
Confidence and achieve

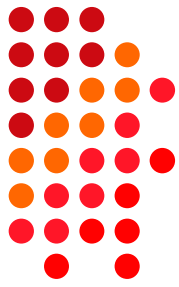
C

Credibility for the program

Key Challenges

Identified during our experience
managing Technology Transfer projects





C

Communication and

C

Coordination with other **I**nstitutions

C

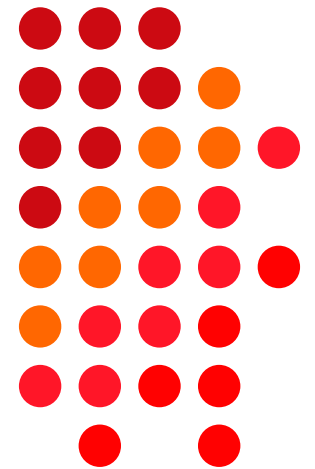
Cooperation and

C

Confidence on the part of the **R**esearcher

METHODOLOGY

METHODOLOGY





Methodology

Basic Research \longrightarrow “New Ideas”

- Identifying research projects
- Defining applied research lines.
- Supporting with resources the development of “new ideas”

From “New Ideas” \longrightarrow To Patents

- Analyzing the potential applications of the “new ideas”
- Evaluating if the “new ideas” could be patent
- Analyzing how viable it is the development of the invention into a product



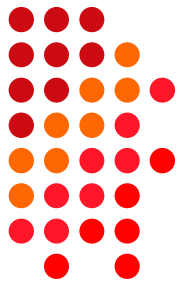
Methodology

From Patents To Licenses

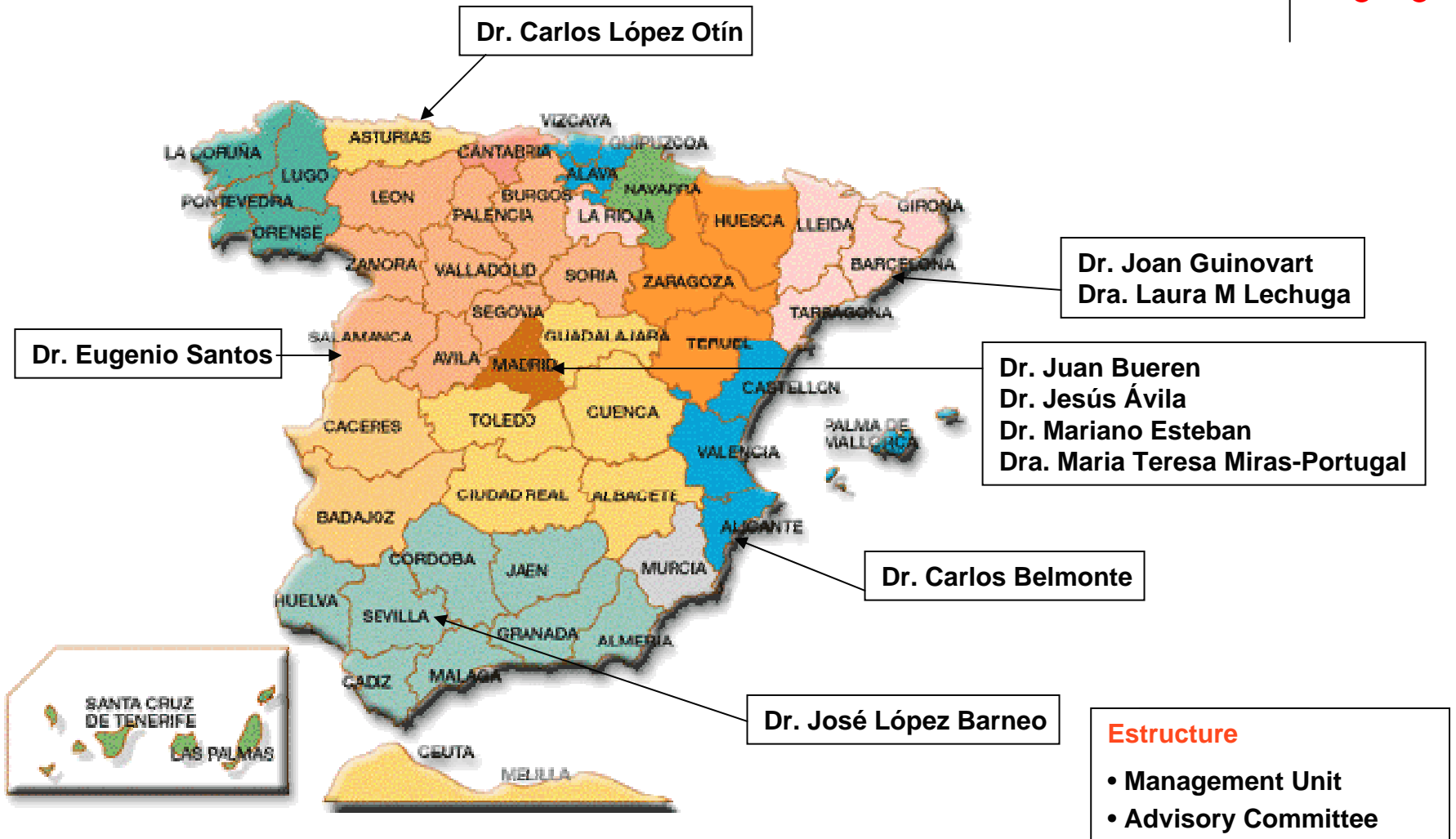
- Doing a preliminary analysis of the market: existing investments, risks, potential returns
- Defining the product and businesses in the sector
- Negotiating license options and other agreements

From Licenses To Products in the Market

- Supporting the investing in product **development**
 - ❖ Using our own investment funds or promoting external funds
- Negotiating and monitoring the development and commercialization license agreements



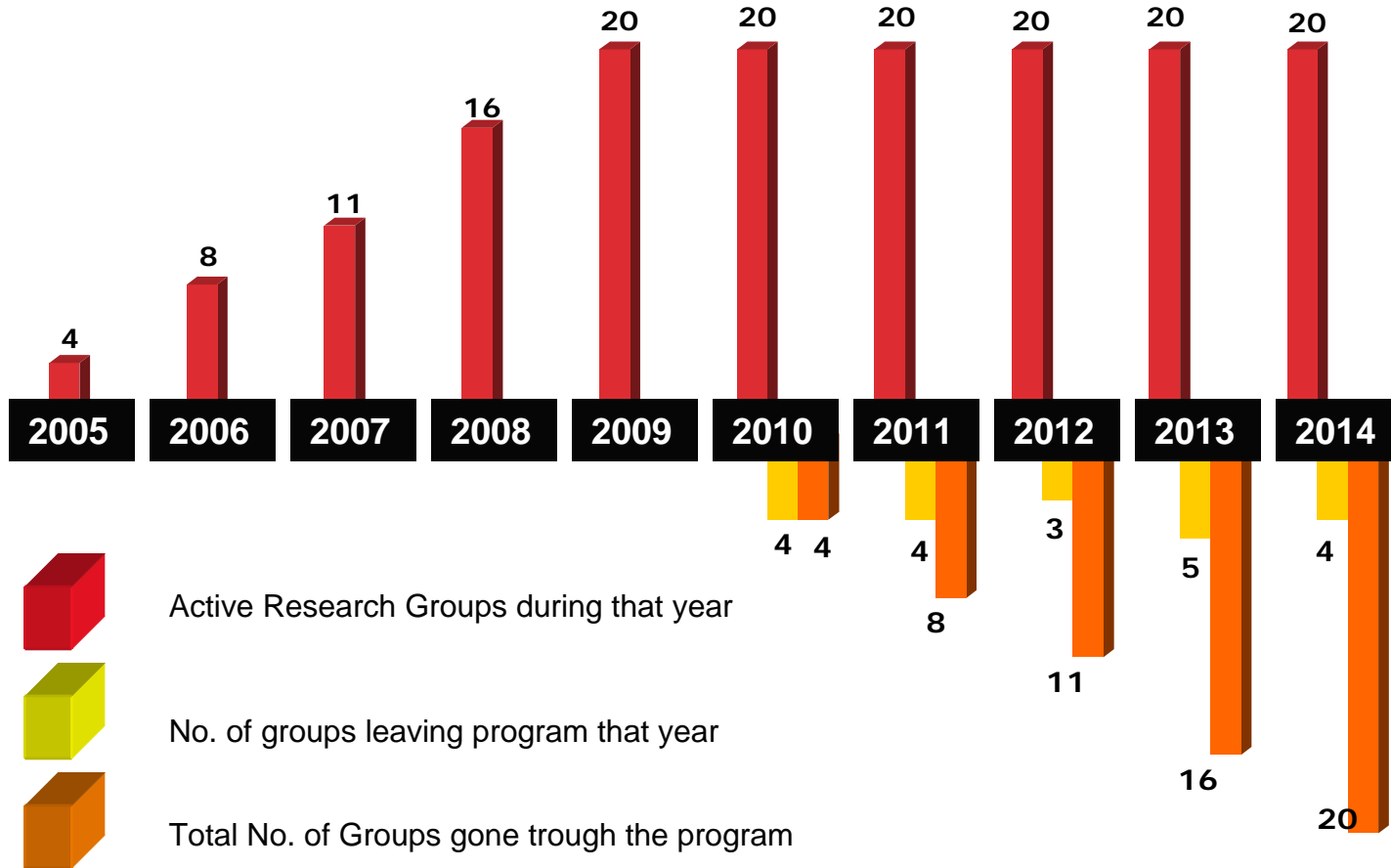
Researchers in 2007



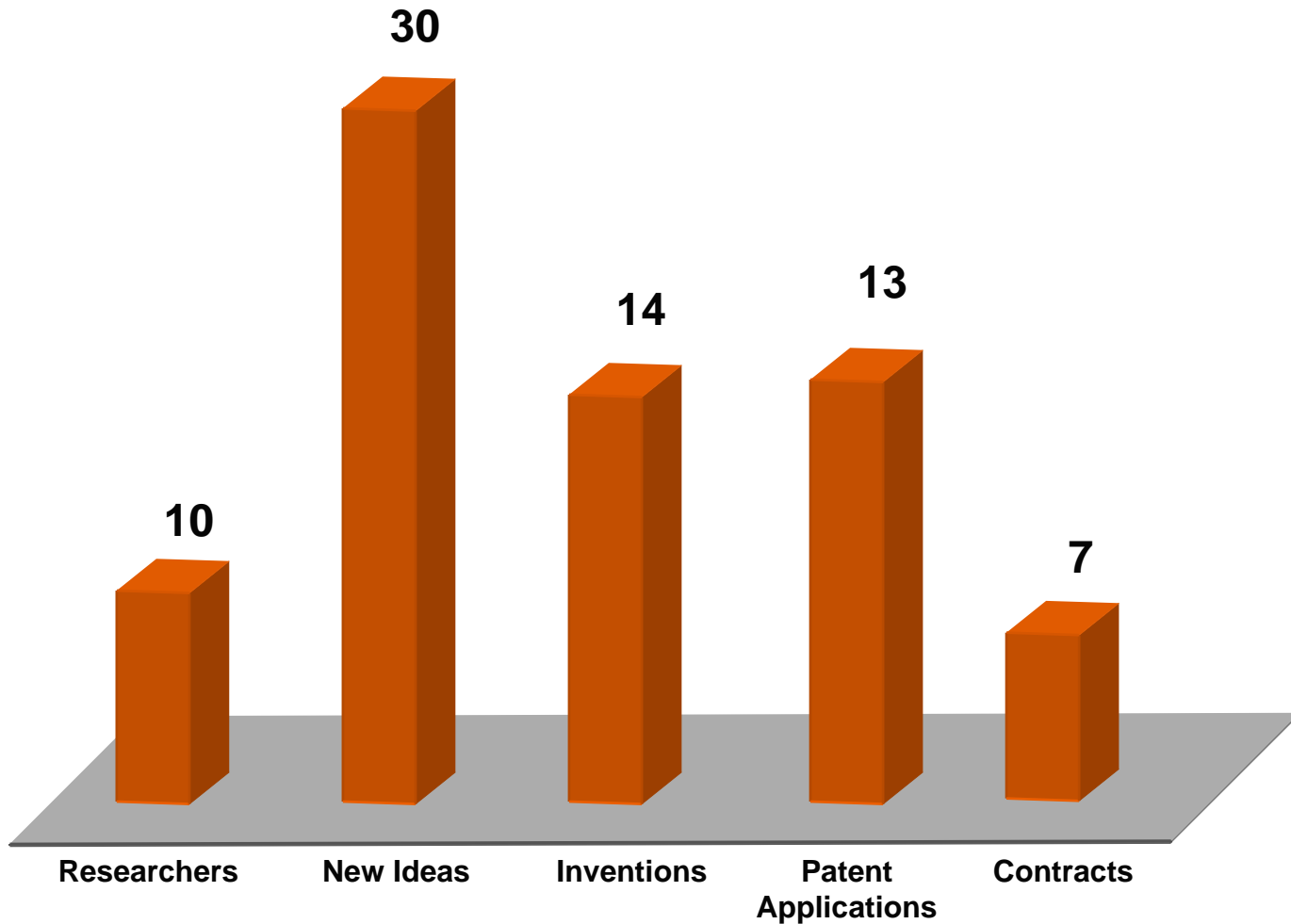
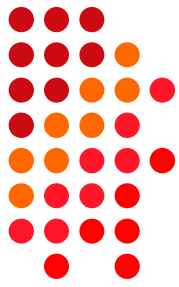
- Estructure**
- Management Unit
 - Advisory Committee

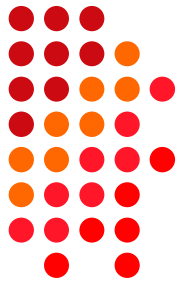


Researchers 2005-2014



Achievements of the TT Program as of today





Objectives for 2007

