

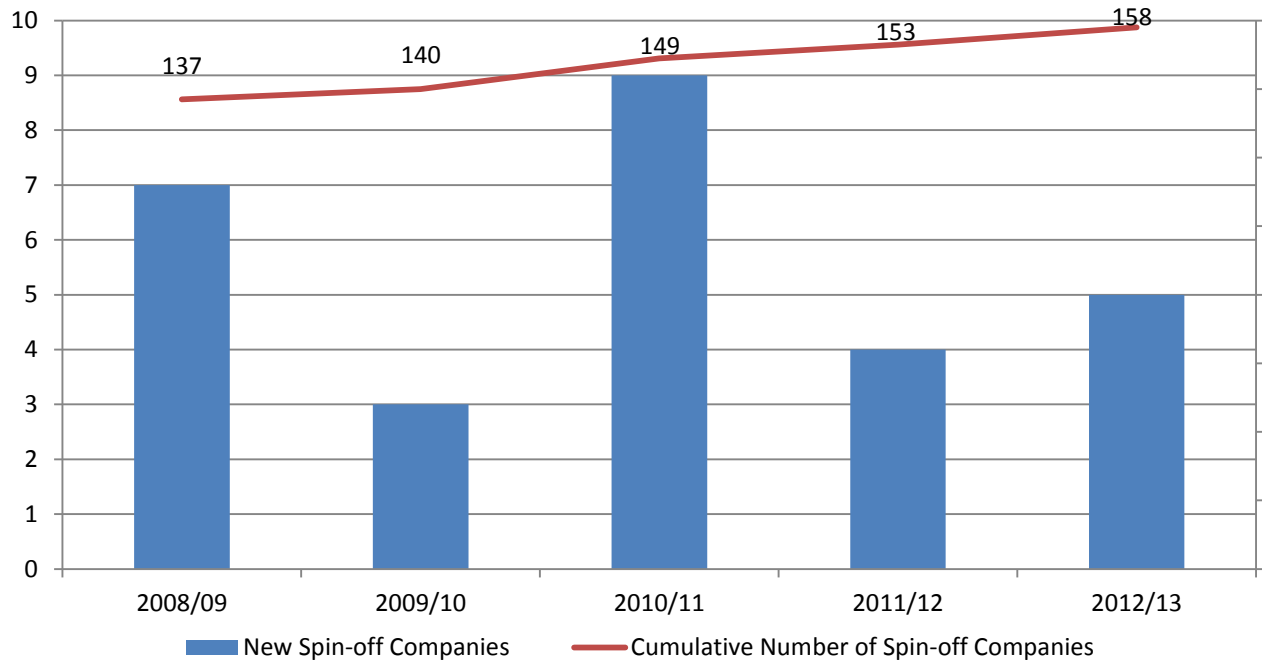


RESEARCH EXCELLENCE - New spin-offs / Cumulative total spin-offs

	UBC - Okanagan			UBC - Vancouver			UBC - V + O		
	10/11	11/12	12/13	10/11	11/12*	12/13	10/11	11/12*	12/13
New Spin-offs	0	0	0	9	4	5	9	4	5
Cumulative Total spin-offs	0	0	0	149	153	158	149	153	158

* Restated, as 1 extra new spin-off in 2011/2012 has been included. Data in this year's metric are all updated.

5-year Trend of UBC New Spin-offs & Cumulative # Spin-offs Combined



Benchmark

Benchmarking against North American universities can be done through statistics provided by the Association of University Technology Managers (AUTM). AUTM has published data up to fiscal year 2010/11 and made available some preliminary 2011/12 data. UBC performance vs. the rest of the Canadian G5 universities is provided below:

	2010/2011		2011/2012	
	#	Rank vs. G5	#	Rank vs. G5
UBC	9	2	4	2
Univ. of Toronto	23*	1	17*	1
Univ. of Alberta	4	3	1	T3
Univ. de Montreal	Not disclosed		1	T3
McGill	1	4	0	5

Note: the large number of spin-off companies reported to AUTM by U of T is very high and incongruous with the number of licenses and option agreements that they report (2012 - 29, 2011 - 24), suggesting that an exceptionally large percentage of their commercial agreements are to spin-off companies. It is possible that U of T are including affiliated companies (those companies formed without a license to University IP) in their count, which UBC does not do, or are otherwise reporting a different count than UBC.



Description

UBC counts as spin-offs companies that meet the following criteria:

- Companies must have been formed to either: (1) license UBC technology; (2) fund research at UBC in order to develop technology that will be licensed by the company; or (3) provide a service which was originally offered through an existing UBC department or unit.
- Companies are included only after legal incorporation. Proto-companies, sole-proprietorships and holding companies are not included.
- After a company has been created, it remains on the UBC spin-off company list regardless of its current legal status (i.e. early stage, active, inactive, closed, merged or acquired).
- Companies in existence prior to coming to UBC, but which reconstituted themselves around UBC technology, are included.
- Companies formed around technologies bundled from multiple sources, including UBC, are included on the list with acknowledgment of the other sites that contributed technology to the start-up.
- Subsidiaries of a company are not included on the list unless they meet the criteria as noted above.

Person with lead responsibility for this metric: Associate VP Research, VPRI

Data collection will be from: Director of Operations, UILO

Date: Collected for each fiscal year April 1-March 31. These numbers are normally available in April.

Explanation of Results

The creation of five new spin-off companies in 2012/13 increased the cumulative total of companies formed around a license to a UBC technology or research discovery to 158. The number of spin-off companies tends to fluctuate quite significantly from year to year around a longer term consistent average of approximately 4-5 new companies per year.

It is worth noting that the ability to successfully form and fund spin-off companies is heavily influenced by the availability of risk capital in the marketplace. Since the beginning of the global economic downturn in 2008 the financing climate has been difficult to say the least rendering the successful formation of new companies more challenging.