

TECHNOLOGY TRANSFER AND VALORISATION OFFICE

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The CNIO's Technology Transfer and Valorisation Office at CNIO (TTVO) acts as a bridge that connects the research results generated by CNIO's scientists to the Centre's commercial partners, thereby helping to ensure that new products are developed for the public interest. Without this bridge the public, and in particular cancer patients, would not benefit from the full potential of the discoveries made by CNIO scientist. Close alignment of the technology transfer expertise with CNIO's innovation strategy priorities serves to optimise the transfer of the research materials and novel scientific discoveries to the health sector. The TTVO performs an all-round management and follow-up of all aspects, including relationships with stakeholders, in order to ensure the appropriate intellectual property protection and commercial viability of the research results generated by CNIO's scientist. Additionally, the Office proactively follows up on the progress of scientific activity at the CNIO in order to identify projects with high transfer potential; it plays a managerial and advisory role in the entire process in order to ensure the efficient use of the patent system, identify appropriate commercial partners for a timely development of technologies, negotiate licenses, monitor the activities of licensees regarding the achievement of milestones, and the payment of royalty fees.

In this context, the TTVO Office managed the execution of 182 agreements related to the CNIO's intellectual property in 2016. About 70% of these were of international nature, which is a reflection of the international relevance of the scientific research at the CNIO. Many pertain to the exchange of research materials and data with the external scientific community and health based companies. Other involved Research Collaboration Agreements (RCAs). RCAs are an important mechanism used by CNIO for successful cooperation with industry; they ensure that the risks and benefits related to research results and intellectual property are shared. In 2016, the industry investment secured via RCAs totalled 3.8 Mio euros, nearly 10% of CNIO's yearly budget.

Public-private partnerships are potent tools for the valorisation of research results whereby scientific knowledge gets converted into diagnostic and therapeutic products and services. Valorisation of CNIO's research results through alliances with industry is not just about 'money', but also about the impact that can be created for the public benefit and, in particular, for cancer patients. In 2016, a project based on the findings of CNIO scientists that boosting levels with nicotinamide riboside (NR) prevented and abolished aggressive tumour formation received nearly 1 Mio in funding from the MINECO *Retos-Colaboración* programme. The project was focussed on the development of a new NR-based therapy that could be used for Hepatocellular Carcinoma and other tumours.

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The inventions of CNIO scientists that have the potential to be transferred to the market are protected through patents. The CNIO's patent portfolio is composed of 26 families. Licensed patents are managed by our licensees and the rest is managed by the TTVO Office. Patents and unpatented research tools are licensed to increase their availability to the scientific community, as well as to create opportunities for our business partners and to provide a financial return on public investment. The royalty fees collected from licenses in 2016 exceeded 650,000 euros. This income reverts back to CNIO research activities as well as to the inventors themselves. A total of 44 inventors, about 10% of CNIO's researchers, have contributed and benefited from this achievement.

Fostering an innovation culture among our scientists is one of our priorities. With the support of *Fundación Banco Santander*, we uphold our agreement with the prestigious IE Business School, through which many of our investigators – 3 new in 2016 – have already obtained training in market-oriented innovation strategies. Finally, these achievements stand testament to the excellence and hard work of the CNIO scientists and to CNIO's unwavering encouragement of innovation and technology transfer activities.