



Today's Science. Tomorrow's Business.



IMBcom Pty Ltd

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IMBcom Pty Ltd is the University of Queensland's private company dedicated to the commercialisation of discoveries arising from the research of one of the leading biotechnology research organisations in Australia, the Institute for Molecular Bioscience (the IMB). IMBcom protects, and work with researchers to develop the IMB's intellectual property portfolio, and creates pathways to bring those discoveries to commercial success.



ABOUT IMBcom

Established in 2000, IMBcom has a skilled, independent Board of Directors and operates as a separate commercial entity, but with a charter of service to the University's commercialisation objectives. The company has eighteen employees including nine professionals who provide the necessary skills and support to the researchers in the IMB in commercialising the results of their discoveries.

The IMB takes a multi-disciplinary approach to develop diverse programs combining research focused on bioinformatics, genomics, developmental biology, structural biology and drug design leading to outcomes of value to science, industry and the community. The IMB and IMBcom are the focus of Australia's growth biotech centres at the University of Queensland in Brisbane.

IMBcom uses a model of very early co-operative integration with the research labs, where IMBcom staff are involved from early discovery with the planning and delivery of ways to add value to the emergent innovations. The company manages the IMB's Intellectual Property as custodians, developers, and drivers, resulting in licenses, contracts and the formation of start-up companies to take the ideas to products and services into markets.



OUR PEOPLE

IMBcom has an experienced professional team whose mission is to commercialise the IMB's research outcomes in co-operation with scientific inventors. Working closely with scientists, IMBcom uses a strategic approach to commercialisation, combining the protection and management of intellectual property with professional analysis of business development pathways, technology development and investment.

OUR CAPABILITIES

IMBcom staff work closely with the research scientists to develop an intimate knowledge of their research directions and commercial potential. The close collaboration between business and science enables scientific and commercial goals to be achieved collectively and coordinately. IMBcom is dedicated to developing and managing a portfolio of collaborations with industry, government, and other research organisations. We also provide IMB staff and students with education and training in the management of intellectual property and its commercialisation.

IMBcom provides expertise in the following areas:

- Intellectual property development
- Commercial development
- Corporate Alliances
- Government liaison
- Preparation of business plans and commercially focused grants
- Capital raising and negotiation for venture capital
- Market analysis
- Technology licensing



COLLABORATIVE AND CONTRACT RESEARCH

IMBcom develops and manages a portfolio of collaborations with industry, government, and other research organisations. IMBcom brings appropriate partners together for generating outcomes of value to the biotechnology and pharmaceutical industry including lead therapeutics and new technologies.

Opportunities exist for collaborative and contract research in a number of research areas across the Institute.

EDUCATION

The IMB has a commitment to the training of high quality graduate students in the molecular biosciences and provides a more holistic training with the inclusion of commercial and ethical dimensions. IMBcom provides this training through workshops. These "bootcamps" or BioBusiness Retreats incorporate elements of career preparation, understanding and working in a commercial environment, and working in teams. The training engages high level professionals from the pharmaceutical, biotechnology, investment and research industries.

The training has provided one of the building blocks of the commercial culture emergent in the IMB. These programs have provided commercial, project and team management skills to many individuals. Some of these have gone on to adopt careers in industry, being placed in Queensland biotechnology companies and IMBcom. The IMBcom model has been adopted by other organisations who recognise that the preservation of value in intellectual property is the key to building assets upon which industry develops.

IMBcom provides assistance to Queensland and Australian governments and agencies with respect to biotechnology industry development, and is well regarded as an effective advocate for Queensland's consistent promotion of the Smart Queensland agenda. IMBcom showcases not only the IMB and the University to industry and investment, but Queensland as an industry destination.



INDUSTRY GRANTS

IMBcom coordinates and manages commercial funding applications including the identification of funding opportunities, and assistance and project management of commercial grant applications.

Staff interact closely with IMB researchers and industry partners sourced from the biotechnology and pharmaceutical sectors in order to identify research synergies and appropriate funding opportunities.

Since 2001, IMBcom has contracted more than \$11 million into IMB labs.

STARTUPS AND SPINOUTS

IMBcom has a strategic focus on developing new companies. During the last five years, IMBcom has seen the establishment of ten new biotechnology companies, two in conjunction with UniQuest Pty Ltd. These companies have collectively raised more than \$42 million through private sector investment, \$16 million federal and state government commercial grants and currently employ or contract over 60 individuals in R&D and commercialisation. These spinouts have gone on to develop strategic relationships in their own right with many other Australian and international biotechnology and pharmaceutical companies, and have encouraged the growth and establishment of service providers, adding to the fabric and critical mass of the industry in Queensland.

In the early stages of enterprise-building, IMBcom provides management and governance skills to the start-ups, generates business plans and investment strategies, and identifies and attracts employees and strategic alliances to the companies. The companies continue to mature under their own management once substantial first round investment is raised. One of the companies developed in partnership with UniQuest has now become completely independent of the University, and the funds generated for IMBcom are being used to provide the "proof-of-concept" funds for future IP and product development.

OUR SUCCESS

IMBcom's success is due to the entrepreneurial environment created within the Institute, where researchers are actively encouraged to develop and commercialise intellectual property. Researchers work with IMBcom staff to assist in the achievement of commercial milestones.