

Introduction to UoMIF and Commercialisation

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MANCHESTER
1824

The University of Manchester



University of
Manchester
**Innovation
Factory**

What is the Innovation Factory?

The **University of Manchester Innovation Factory Ltd** is the **University** subsidiary responsible for **identifying and leading the commercialisation of its innovations and intellectual property (IP)**.

The Innovation Factory works with academics, support staff and student inventors to **identify innovative IP-rich opportunities that have the potential to create impact**.

It then translates these innovations into a form where they can be **used by industry and benefit wider-society**.

Access to University innovations may be via **licensing University IP** or through the **formation of spinout companies**.

The Innovation Factory aims to provide a **world-class service** by **enabling successful engagement with national and international industrial partners; entrepreneurs; licensees, and VC investors**.



Mission

**‘Commercialising The
University of Manchester’s
innovations and IP to create
positive social, economic
and environmental impact’**



Culture, Values and Diversity



These core values are at the heart of everything we do



UoM Innovation Ecosystem



Processes and Systems



We've Invented Something. What Next?

- Get in touch with UoMIF Invention Discovery team.
Please come to us early – the sooner we can assess your invention / innovation the sooner we can develop a good strategy for IP protection and commercialisation.
- Initial discussion of invention to understand background of project.
- Submit an invention disclosure.
- Search and evaluate opportunity.



Please get in touch:

Andrew.Dennison@uominnovationfactory.com
or a member of the Innovation Discovery team.

Outreach to Inventors

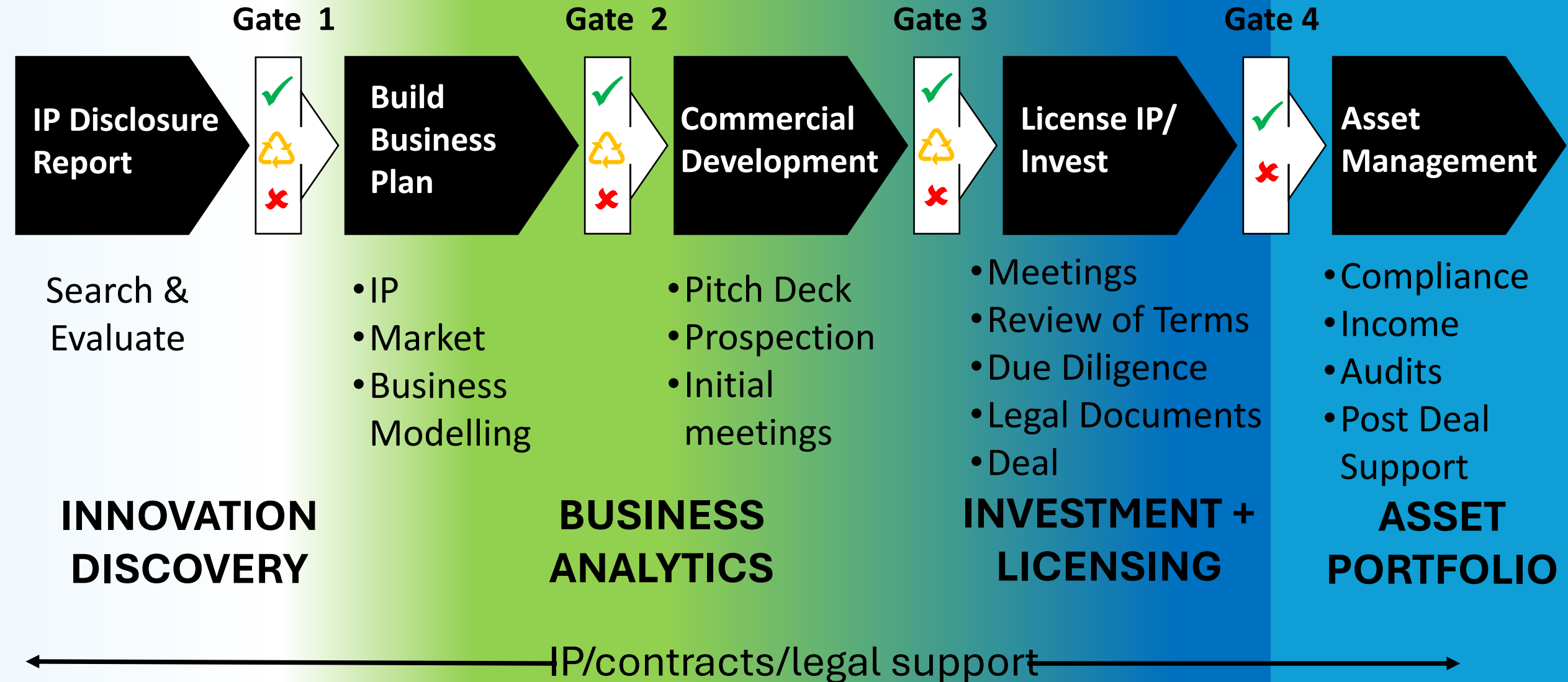
- Many outreach activities to reach inventors – not all academics recognise the commercial importance of their work.
- Drop-in sessions, seminars, courses and subject specific special events.

Drive invention submissions through visibility and having early conversations.

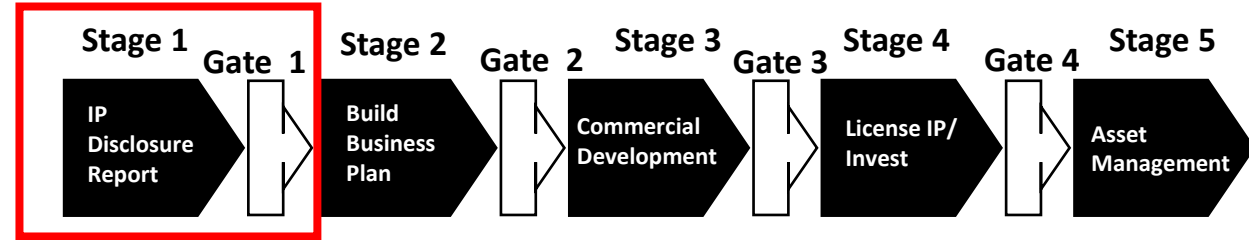


Commercialisation Process

NB: We can't do anything without you



Stage 1: Search and Evaluate



Actions

• IP ownership

- Type of IP
- How was it funded?
- Other partners involved?
- How is the IP split?

} Review of contracts
Get agreements/assignments in place



• Prior art (Patent)

- Novel?
- Inventive step?

} Use Patent-search software
Use literature-search software
“IP Clinic” with 1 of 3 Patent Attorney Firms

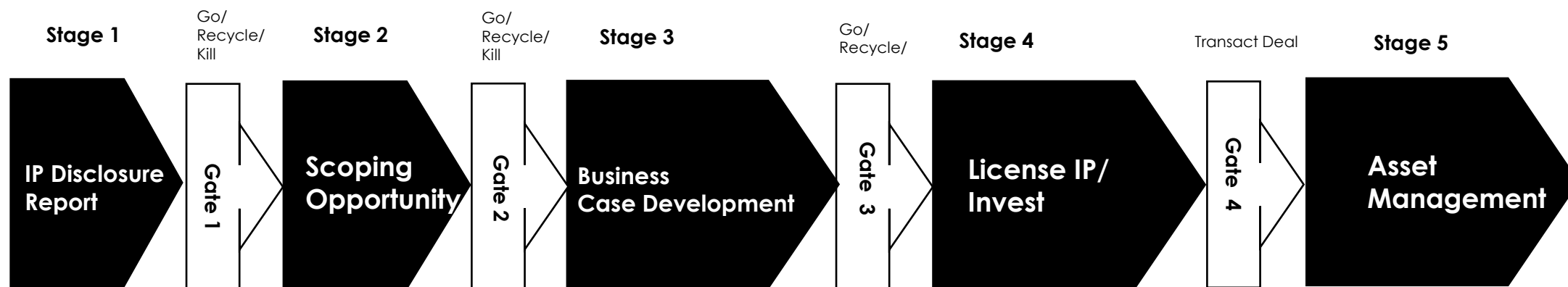


• Initial market research

- Desk-based (databases)
- Market validation

} Database research (Frost and Sullivan, Globaldata)
Network: Internal / LinkedIn / Google

Commercialisation Process & Organisation



- Search
- Evaluate
- Describe Value

- Market (accessible size, customers, drivers, growth, location, needs, channels, key players)
- Description and critical analysis of the science and the supporting data
- Gap analysis (where are the holes in our knowledge, what data is missing, what are the critical assumptions that need to be tested/validated, people capabilities)
- Competition (direct/indirect competitors, future threats)
- Development Partners
- Define IP
- Due diligence (Inc. funding and 3rd party revenue and other sharing rights + other obligations)
- Identifying expert contacts
- Early-stage project profiles/decks/InPart

- Commercial Opportunity & Delivery Strategy
- Competitive advantage
- Financials (Sales, Margins OpEx, Development Costs etc)
- Commercial
- Regulatory Environment
- Barriers to entry
- Cost benefit models
- Future value of opportunity
- Produce business plan
- Produce final commercial decks + other Coms
- Define IP to be transacted and complete DD and agree revenue share
- IP valuation for VAT
- Briefing for academics
- Target licensees, investors, development partners
- Engagement with NG
- POP Funding

- Investor Meetings
- Review of Terms
- Licensee Meetings
- Prep. Legal Documents
- Negotiate Deal
- Present to UoMIF IC
- Determine Board representation

- Compliance with License Agreement
- Income Forecasting
- Audits
- Collect/Distribute Income
- Observing Boards
- Ethics
- Post Deal Support

Innovation Discovery

Business Development, Investment & Licensing

Intellectual Property

Creator/inventor



Anyone who makes an **“inventive or original contribution”**

Not necessarily person who carries out work

Probably not identical to authors of a paper

Must get it right according to patent law

Intellectual Property Who owns it?

The University of Manchester



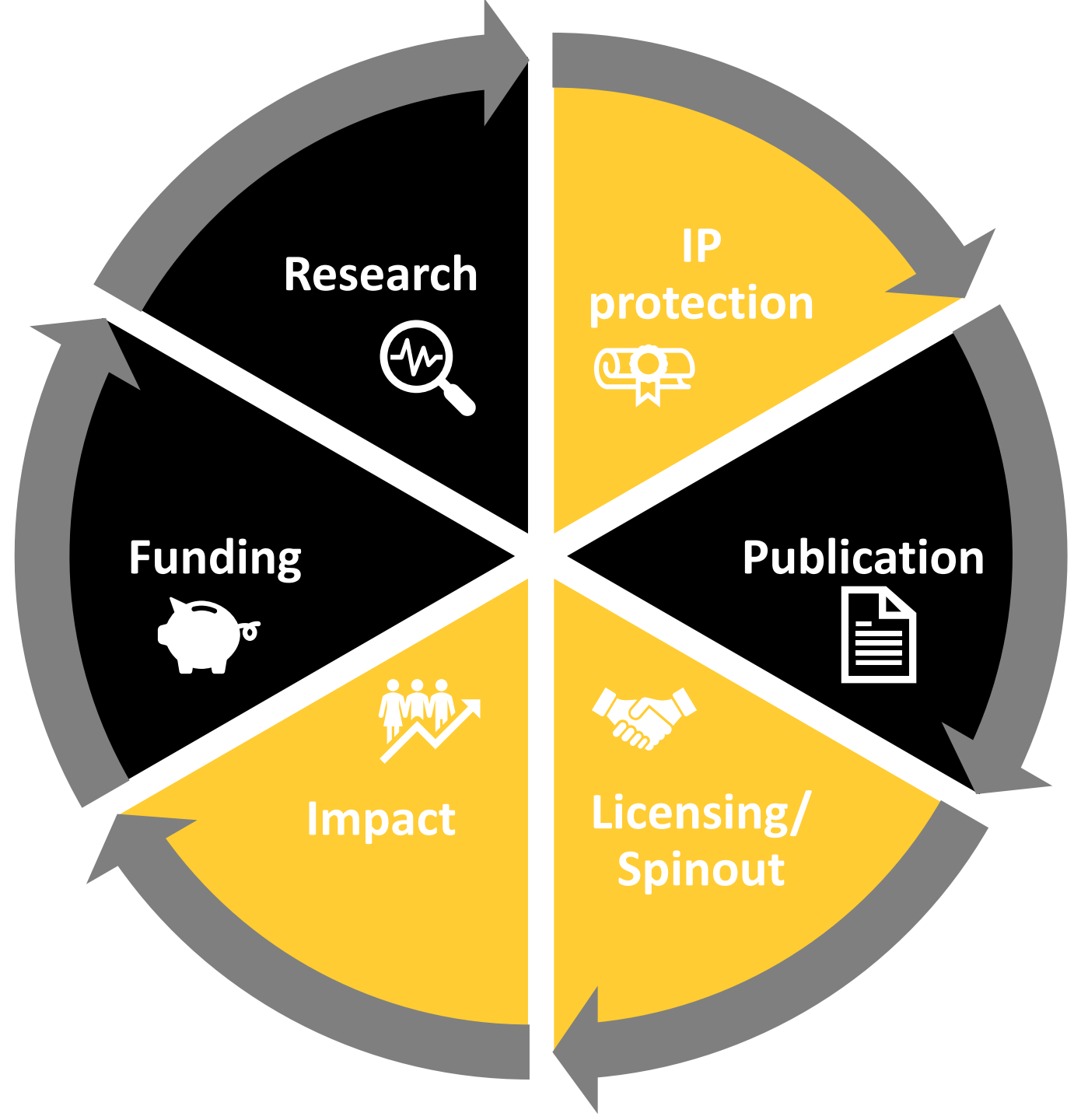
Any invention made during employment is normally property of the employer

Student inventors – see the University IP policy

Research Funders or Sponsors (e.g. charities, companies) may have rights

Important to determine ownership promptly

Why IP protection is a booster not a blocker



IP Protection: Not only for direct commercialisation - Important for collaborations and licencing

A booster to engagements between external agencies and The University of Manchester



Background University IP

Background Company IP

**Projects & collaborations
or
IP licensing**

**Commercial use
& impact**

- Clarity on background IP rights
- We protect IP if it supports the wider aims of an engagement
- Dedicated team for licensing agreements

What if your IP is not ready for commercialisation?

- * It is never too early to engage with us
- * We can always offer advice and support
- * Keeping us informed of your activities allows early identification and capture of opportunities and also mitigate some frequent pitfalls
- * If there is a strong business case, the Innovation Factory may assist in applying for funding from various sources to help de-risk and prepare your IP for commercialisation

Contact us to talk to us about:

- Your research work & plans
- Ideas for impact & what you want to happen
- IP strategy

What else does the Innovation Factory offer?

- Grant application support – IP and commercialisation sections of your grant applications
- TTO Letters of support for funding applications
- Entrepreneurship training
- Support for accelerator programmes
- Outgoing MTAs (not involving human tissue)
- Network of investors & industry contacts
- When we have Invention disclosures:
 - Patent attorney sessions to help define IP
 - Health economics sessions
 - Translational funding; Internal funding - £5,000 - £100,000 (T&Cs)
 - Business advice and support
- **Innovation Factory are considered “Internal” to the University. All conversations with us are confidential**

Commercialisation success examples

Spin-Out or License?

No hard and fast rules for which invention goes down each route.

Each project is evaluated on its own individual merits/weaknesses.

Spin-outs

- New company formed to exploit the IP.
- Inventors join the new venture.
- External funding obtained

Examples



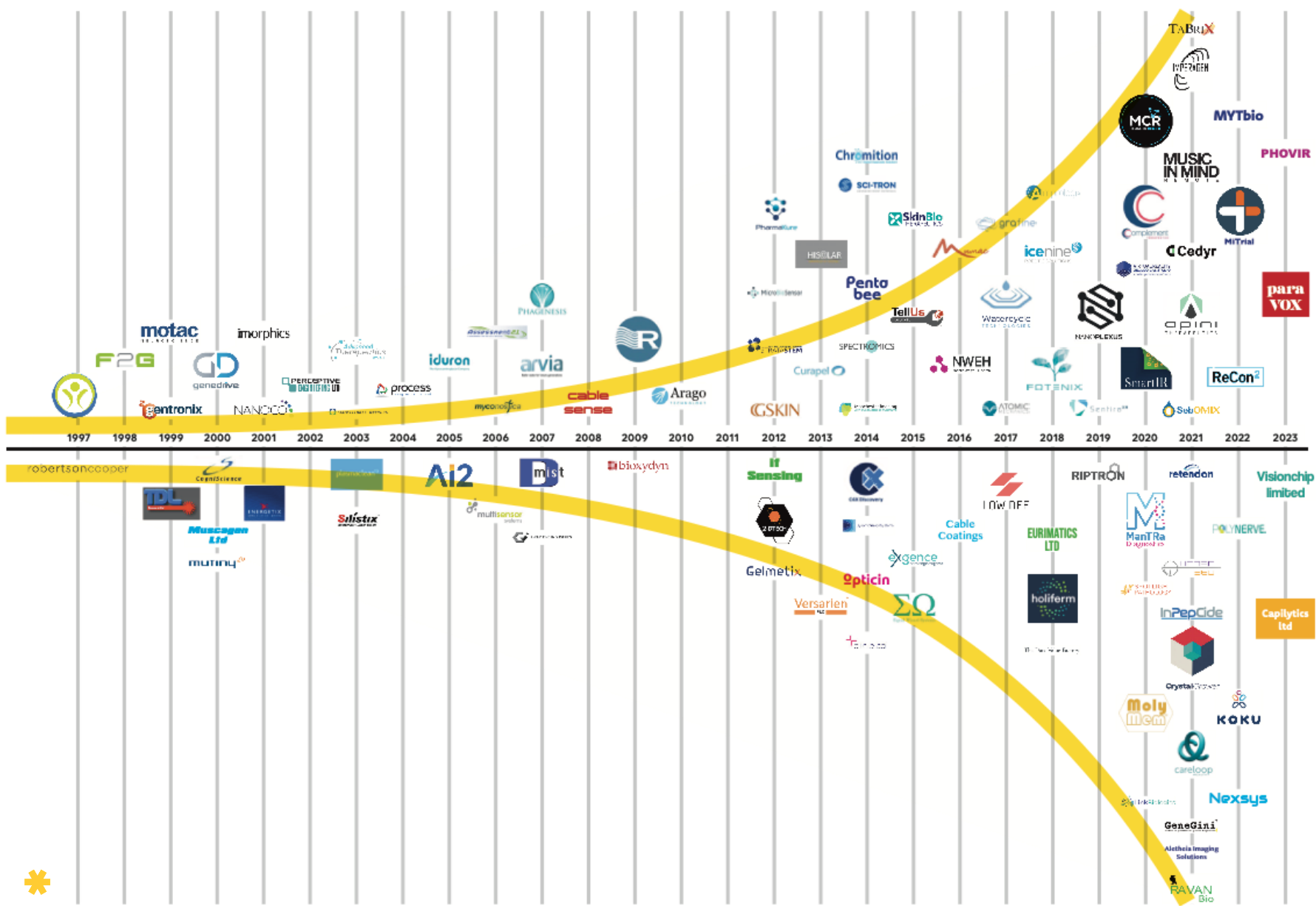
Licensed IP

- Existing organisation buys rights to use the technology.
- Inventors typically don't join (but may consult).

Examples

- Neuromorphic supercomputer & processor chips
- Crash-safe electrical casings for roadside infrastructure
- Graphene-rubber composites for use in advanced running, hiking and fitness footwear

Manchester is seeing high spinout growth





Performance Year 24/25

Invention Disclosures: **151**

Patent applications: **16 UK, 7 PCT**

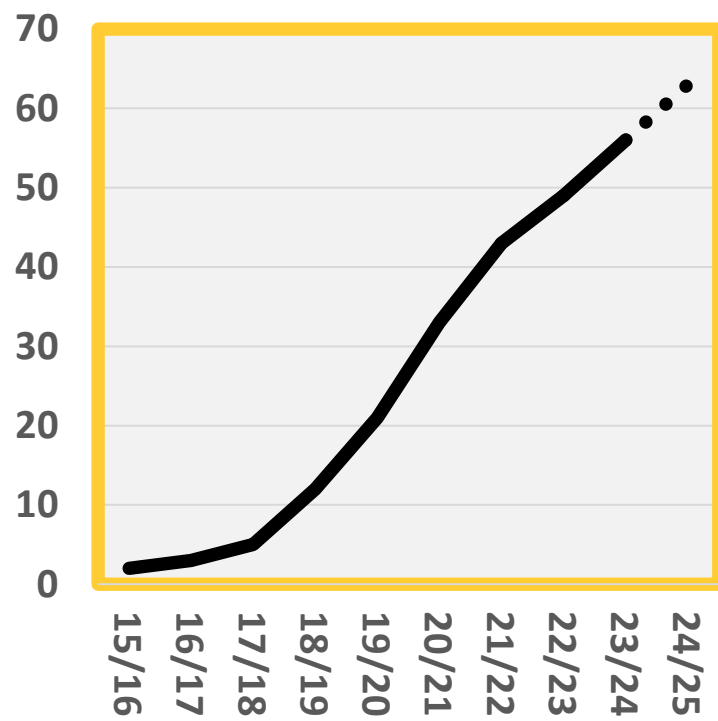
Licensing Income: **£2.3M**

Spinout Companies Launched: **5**

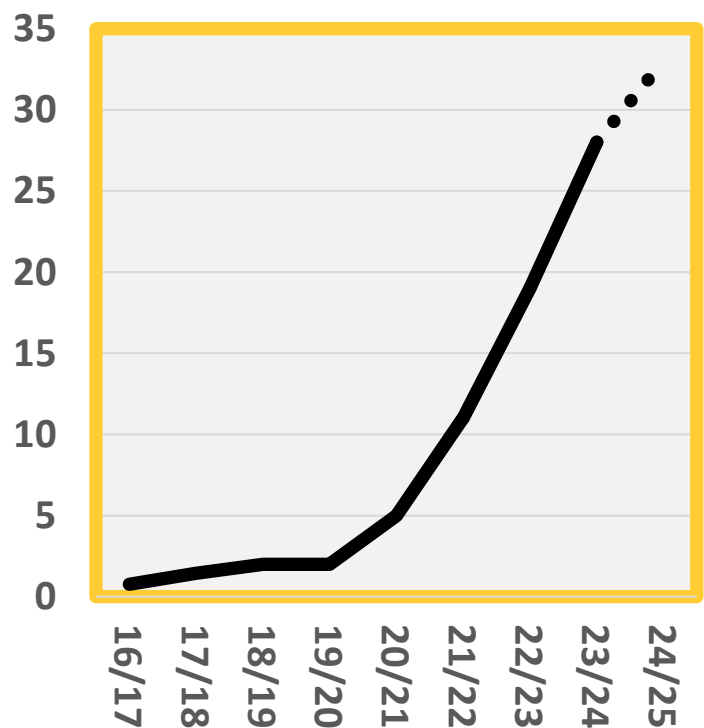
Investment in New University
Spinouts: **£27.5M**

Cumulative Performance: Spinouts, Investment & Licensing

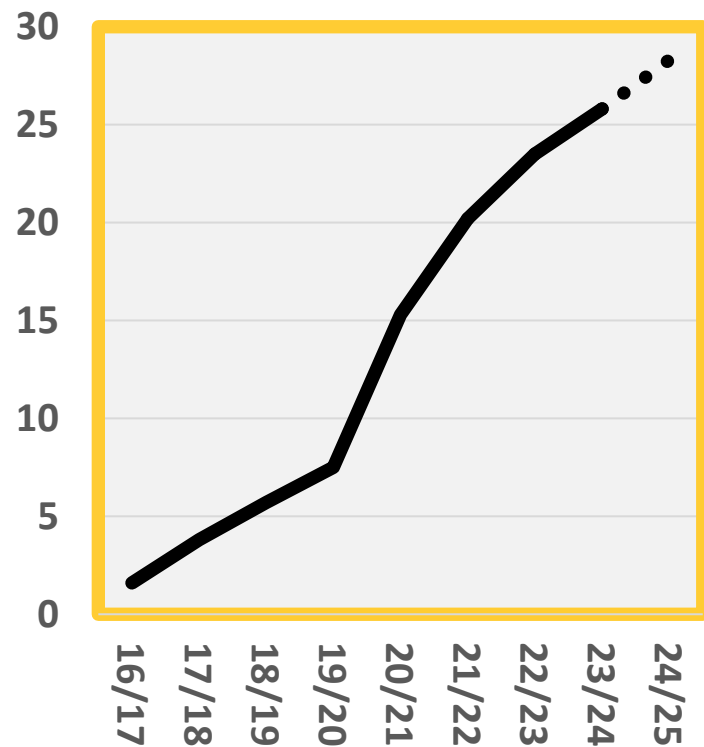
Spinouts



First Investment in New Spinouts £M



Licensing Income £M



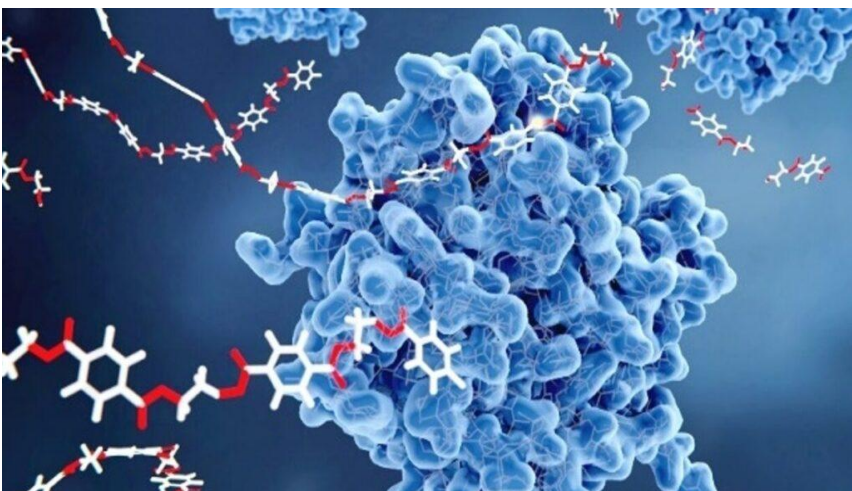
SCI-TRON
ADVANCED RESIST MATERIALS





Speeds up process of developing optimised enzymes for pharmaceutical companies, enabling them to rapidly establish more efficient and environmentally friendly manufacturing.

£3.5 million Seed Round 2022

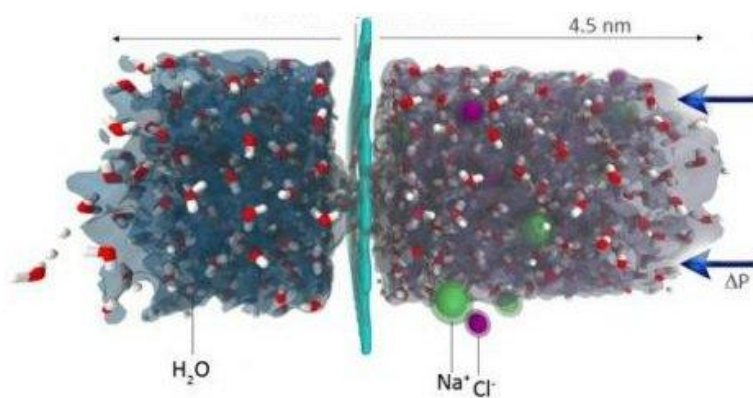


Watercycle
TECHNOLOGIES

Scalable polymer composite membrane using graphene oxide for membrane distillation and bioreactor systems.

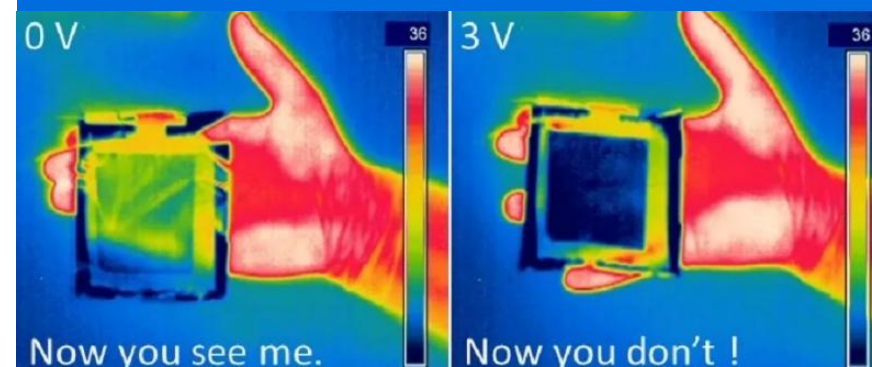
Obtained \$5.6M Series A funding 2025.

Sebastian Leaper
PhD Student in Department of Chem. Eng.
→ Now, CEO and Co-founder



A patented graphene technology for adaptive emissivity and absorption of infrared (IR) and visible light. Primary market opportunity in thermal management for NanoSat and MircoSat deployments.

£1.2M Seed Round 2025





Spin-out focused on developing a portfolio of products targeting complement driven diseases.

Lead program, CTx001, is an AAV gene therapy for Geographic Atrophy (GA).

Obtained €72M Series A funding.



Miniaturised MEMS based NIR sensor that can be integrated into handheld devices. Applicable to healthcare, agriculture, food safety, environmental, and material detection.

£4M Seed Round 2025



Integrates mental health treatment pathways, providing patients with digital support while enabling clinicians to remotely monitor and track patients' symptoms, along with personalised algorithmic escalation prediction to prevent episodes.

£1.8M Seed Round 2025



2025 Saw the Biggest Ever UK Spin-out Exit: OrganOx (Uni. Oxford): £1.5B



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**Challenge: to create Manchester's
first spin-out unicorn**

Equity & Revenue Sharing

The share of revenue from inventions given to the inventors is determined by the University IP Policy (a new one was just released on 01/04/2025)

Spinouts	Software Spin-Out	All Other Spin-Outs
Creators Equity Share	90%	80%
University Equity Share	10%	20%

Will also usually reserve a $\approx 15\%$ share for an options pool from the Creator's share.

IP Licence

Net income (licensing royalties)

University: 60 %

Inventors: 40 %

May have consultancy terms alongside licence

Same terms whether supported by Innovation Factory or not

Where does the University's share go?:

- 50 % goes to the Department the IP came from
- 50 % goes to central University funds



Thank you!

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