

# University Entrepreneurship and Innovation Ecosystem at the University of Tokyo

July 3, 2017

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# Number of University Start-Ups Founded

Ranking	University	As of March 31, 2016	As of March 31, 2008
<b>1</b>	<b>Tokyo</b>	<b>189</b>	<b>125</b>
2	Kyoto	86	64
3	Osaka	77	75
4	Tsukuba	73	76
5	Waseda	65	74
6	Kyushu	63	55
7	Tokyo Tech	53	57
8	Tohoku	50	57
9	Hokkaido	48	43
10	KIT	43	45
11	Digital Holliwood	42	19
12	Keio	40	51
13	Hiroshima	39	38
14	Nagoya	33	28
14	Ryukoku	33	27
16	Okayama	29	28
16	Ritsumeikan	29	35
18	Aizu	27	23
19	GPI	26	3
20	Kobe	24	33
21	Mie	21	18
21	Kagoshima	21	10
21	Tokyo University of Agriculture	21	25
21	Nagoya Tech	21	14
25	Shizuoka	20	22
25	Osaka Prefecture	20	18
27	Doshisha	19	16

Source: METI Survey (April 2016)

# “Incorporation” of Japan’s National Universities

(April 1, 2004)

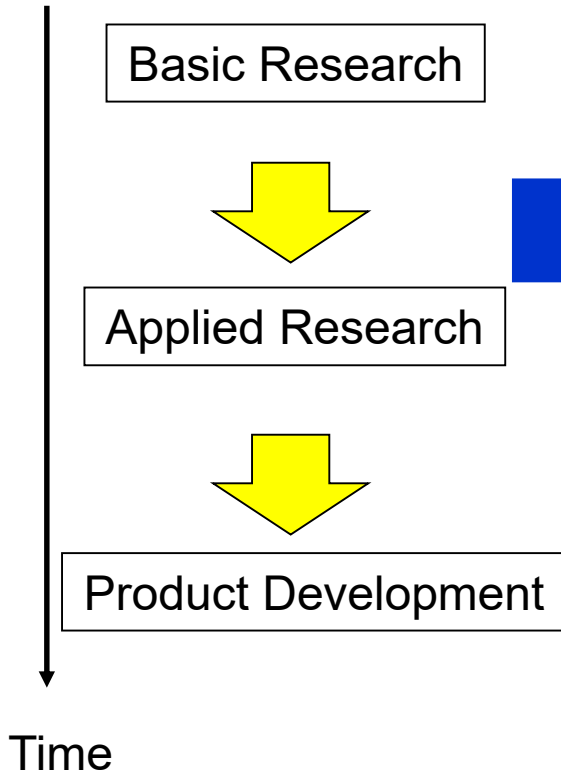
- ❑ A dramatic reform of university since the era of Meiji
- ❑ Incorporation respectively of each national university
- ❑ Deregulation of budget and personnel will lead to a competitive environment by ensuring university's autonomy
- ❑ “Autonomy” at the expense of continuous deduction of operational grants from the government (1% per annum)
  - Greater importance in gaining external funding
- ❑ Before April 1, 2004, a national university had no corporate status, thus it was not able to be a patent owner
  - Now, intellectual properties (patents, etc.) are a university’s asset
  - Greater importance in commercializing university technologies

# Distribution of Royalties from Licensing University Technologies

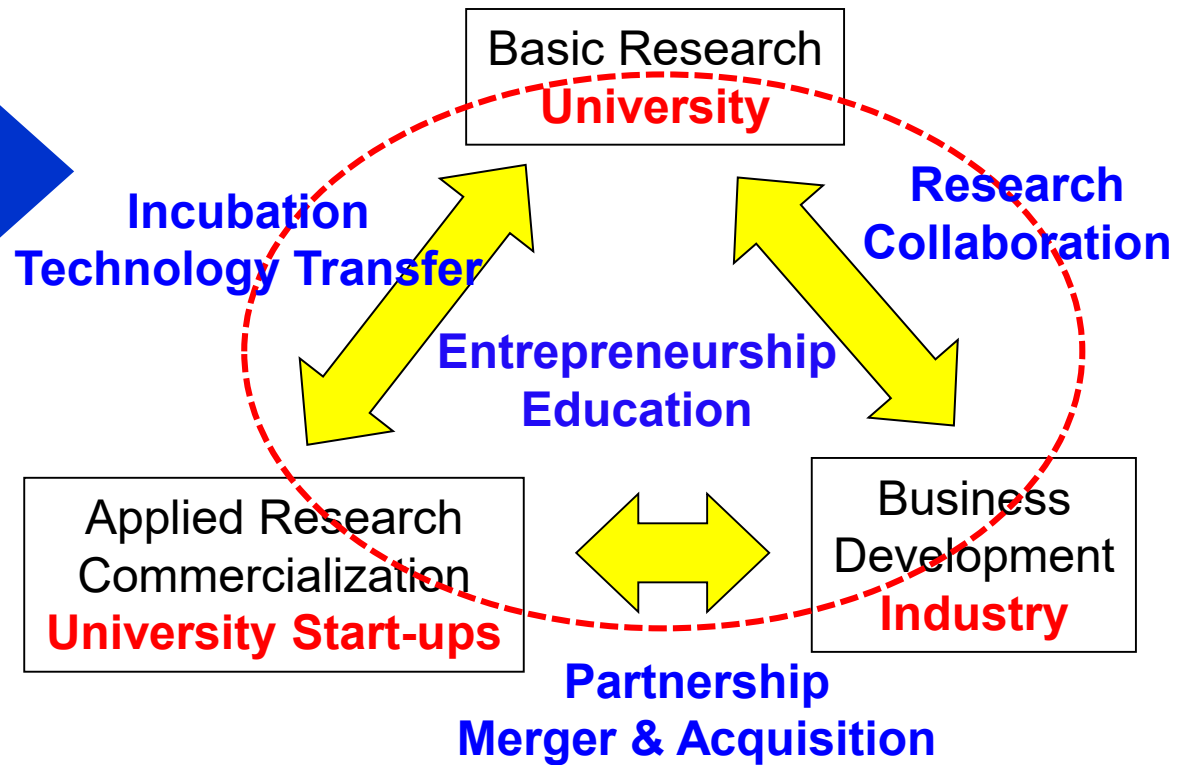
- ❑ Royalties are distributed to the inventor(s) in accordance with the University's internal rules.
  
- ❑ The rules call for a distribution, after deduction of administration fees and any patent expenses, of (in case of the University of Tokyo)
  - ❑ 30% to the University,
  - ❑ 30% to the Institute(s) or Laboratory(s) with which the inventor(s) is (are) affiliated, and
  - ❑ 40% to the inventor(s).

# Evolution of Innovation Ecosystem

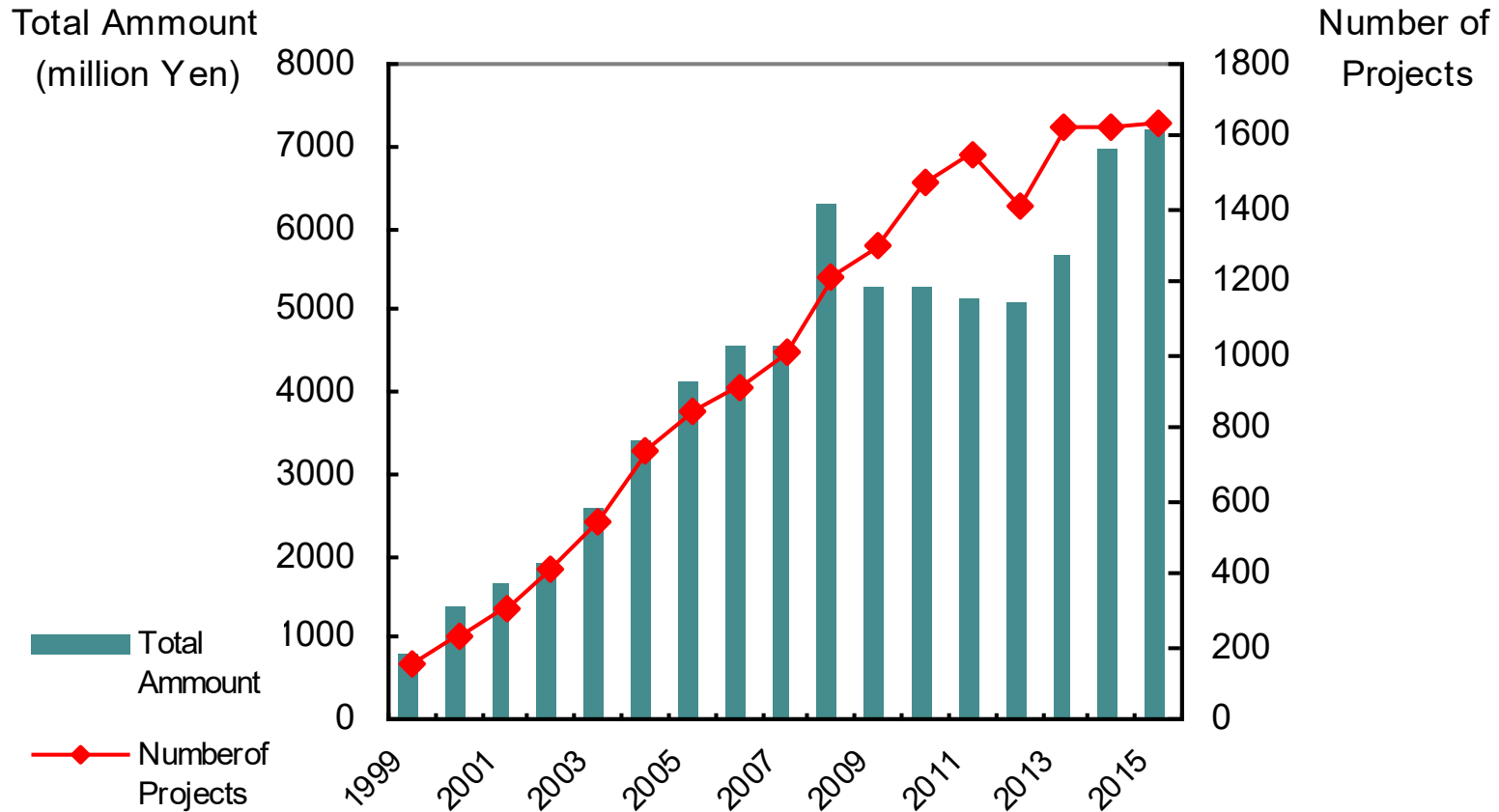
## Linear Model



## Open Innovation



# Collaborative Research Projects at the University of Tokyo (1999-2015)



Source: THE UNIVERSITY OF TOKYO 2016 (Data Book)

# Promotion of University Entrepreneurship

- ❑ Consultation
  - Offer one-stop advisory services to the university's researchers, students and spin-off entrepreneurs
- ❑ Mentoring
  - The University of Tokyo "Mentors (UT Mentors)"
  - External network of professionals (VCs, Attorneys, Accountants, Bankers, Analysts, ....)
  - UT Venture Squares
    - Network with the entrepreneurs who are UT graduates
- ❑ Venture Capital/Investment
  - Offer seed money to university startups.
    - The University of Tokyo Edge Capital (UTEC)
  - Offer hands-on assistance for university-spin-offs in developing businesses
    - Utokyo Innovation Platform Co., Ltd.
      - Fund of funds
- ❑ Incubation
  - Offer facilities and assistance to university start-ups
    - The UT Entrepreneur Plaza
- ❑ Education
  - *UT Entrepreneurship Dojo* for the entire schools
  - *Innovation and Entrepreneurship* at Graduate School of Engineering
  - *Entrepreneurship* at School for Engineering
  - *Business Creation* at the Institute of Medical Science
  - *EDGE Program*
  - *Hongo Tech Garage*

## UT Entrepreneur Dojo

- ❑ Started in 2005
- ❑ Recognized as one of the most important educational initiatives at the University
- ❑ 200-250 students are enrolled every year
- ❑ 6-month and three-phase entrepreneurship educational program
  - April-June: Lectures & Development of Business Ideas
  - July-August: Seminars & Writing of Business Plans
  - September-October: Mentoring
  - End of October: Business Plan Competition
- ❑ Sponsored by DUCR, UTEC (Venture Capital) and UT TLO (Technology Licensing Organization)
- ❑ Student exchange program with Peking University
- ❑ UTEC is ready to offer initial capital if the business plan developed by a student team is feasible enough

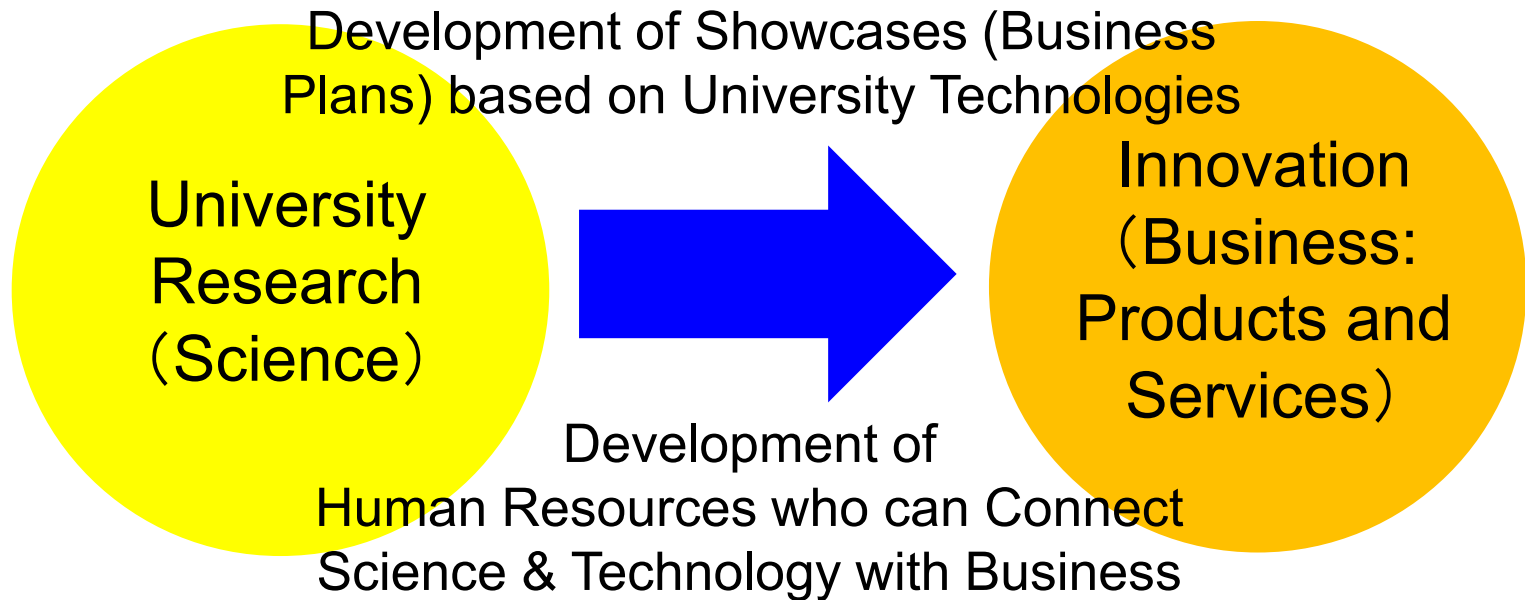


# UT Entrepreneurship Education Program & Business Plan Competition

## Profile of Enrolled Students: 2005~2016 Total

	Freshman & Sophomore	Junior & Senior	Graduate School	Total
Science & Engineering	72	473	1,183 (49.6%)	1,728 (72.5%)
Humanities & Social Science	82	355	220	657 (27.5%)
Total	154 (6.5%)	828 (34.7%)	1,403 (58.8%)	2,385 (100.0%)

# Enhancing Development of Global Entrepreneur Program (EDGE Program) by MEXT



- Entrepreneurship education for university researchers
  - Provide knowledge and skills for writing a business plan using the researchers' own intellectual properties
  - Provide mentoring to each team of researchers in writing their realistic business proposals

# Public-Private Innovation Fund Program

- ❑ MEXT and METI together have created a system which allows the four leading national universities in Japan to invest in companies (such as a venture capital arm dedicated to each university) supporting university-launched venture businesses.
- ❑ The total amount of money to be invested to the four universities for the system:
  - **The University of Tokyo**
    - **JPY 50 billion (JPY 8.3 billion as Special Operational Grant, JPY 41.7 billion for the source for investment)**
    - ***UTokyo Innovation Platform Co., Ltd.* was founded in January 2016.**
  - Kyoto University
    - JPY 35 billion
  - Osaka University
    - JPY 20 billion
  - Tohoku University
    - JPY 15 billion

Sources: MEXT and METI websites

# Thank you so much for your attention.



**Dr. Shigeo Kagami**  
**Professor**  
**The University of Tokyo**

Professor, General Manager – Office of Innovation and Entrepreneurship, Division of University Corporate Relations (DUCR), The University of Tokyo.

Dr. Kagami is a graduate of Hitotsubashi University (BA in Commerce, 1982), and gained his MBA from IMD (Lausanne Switzerland, 1989), and completed his doctoral work in corporate governance at Weatherhead School of Management, Case Western Reserve University (2000).

Before he joined The University of Tokyo, Dr. Kagami was a consultant at Boston Consulting Group (1982-1986), a founding partner of Corporate Directions Inc. (CDI, 1986-1997), and Partner of Heidrick & Struggles International (2000-2002). At the University of Tokyo, he became Associate Professor, Pharmaco-Business Innovation Course at Graduate School of Pharmaceutical Sciences, and he had been Professor and General Manager – Science Entrepreneurship and Enterprise Development (SEED), Division of University Corporate Relations (DUCR) from 2004 until the end of March 2013. Professor Kagami has become General Manager of the Office of Innovation and Entrepreneurship, a newly created organization as a merger of two offices at DUCR; Office of Development of Collaborative Research and Office of SEED.

Professor Kagami's responsibilities include 1) Development of large scale research collaboration projects with the industry for innovation, 2) Entrepreneurship education program and student business plan competition for the University, 3) Management of incubation facilities for university start-ups, 4) Relationship management with The University of Tokyo Edge Capital (UTEC) as a board member (~June 2013), and 5) Consulting and mentoring for the University researchers and students for their start-up initiatives.