

## Business Development Team (Biomedical):

The University of Hong Kong (HKU or the University) has invented a patented technology called "Flow-through hybridization", and licensed it to Guangdong HybriBio Biotech Co., Ltd. (HybriBio). A low density medical gene chip working platform, HybriMax, was developed based on the patented technology and further collaboration between HKU and HybriBio. Over the years, around 80% of HybriBio sales were generated from the products based on HybriMax. HybriBio developed an automatic nucleic acid molecular diagnostic platform and introduced various genetic diagnostic kits for human papillomavirus (HPV),  $\alpha,\beta$ -thalassemia, sexually transmitted diseases, and deafness gene. These kits have been approved by National Medical Products Administration (NMPA) and obtained European Conformity In Vitro Diagnostics licenses, and have been widely applied to clinical and research laboratories in European and Asian countries. In 2017, HybriBio was successfully listed on the Growth Enterprise Market (GEM) of Shenzhen Stock Exchange.

The University has a long-established intellectual rights policy to share benefit with our researchers from commercialization of their technology. Through the abovementioned licensing deal via Versitech, HKU inventor will receive more than multi-million dollars as royalties for the whole project.

## May 2020 e-Newsletter

The latest policy stipulates that the net receipts arising from the exploitation of an Invention are shared among the University, the relevant faculty/department and the inventor(s) in the ratio of 1/3 : 1/3 : 1/3. It aims to encourage the researchers at HKU not only to excel in academic performance but also to apply their technology for the benefits of mankind with an impressive reward.



## Business Development Team (Science and Engineering):

### HKU Spinoff won top prize at JUMPSTARTER 2020

Our congratulations go to **Fano Labs** for winning at 2020's **JUMPSTARTER Global Pitch Competition** that was held in February. Fano Labs was recognized as the **Top Deep Tech Startup** among 500+ competitors from all around the world! Organized by **Alibaba Entrepreneurs Fund**, JUMPSTARTER Global Pitch Competition provides a platform for all entrepreneurs and young people to, as the name suggests, jump start their businesses. It is a first-of-its-kind startup event which focuses exclusively on showcasing quality startups and providing high-impact networking opportunities. As one of the five top-prize winners, Fano Labs could receive up to US\$5M of capital investment and another US\$100K of cash prize.

# Technology Transfer Office

Co-founded by Prof. Victor Li, Chair of Information Engineering, and Dr. Miles Wen, a PhD graduate of our EEE Department supervised by Prof. Li, Fano Labs is an AI company specializing in Speech Recognition and Natural Language Processing technologies. The company focuses on a variety of languages and dialects, and helps enterprises with customer service, compliance and other lines of business. Fano Lab is a recipient of our TSSSU@HKU award.

For more information about our TSSSU@HKU technology startup support program, please visit our website at [www.tto.hku.hk/public/tsssu/index.html](http://www.tto.hku.hk/public/tsssu/index.html)

FANO Labs 有光科技



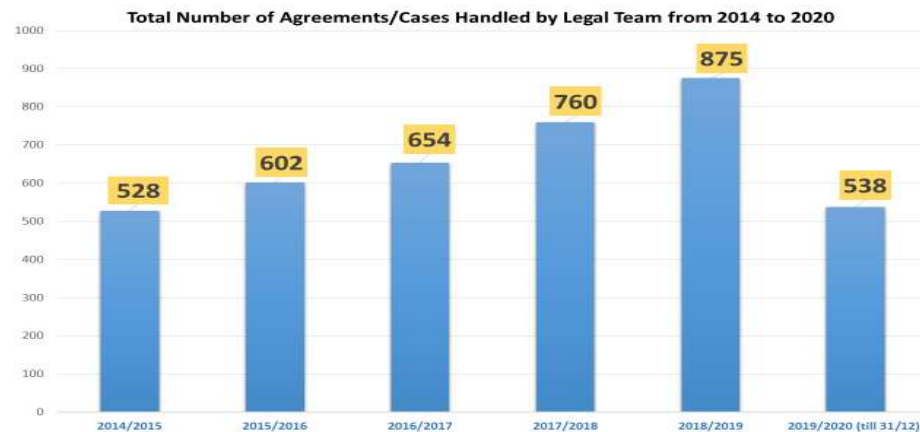
During the period, our BD colleagues has tackled 83 TT cases in total, of which 25% were engagements within the HKU community and the other 75% were with external parties. Out of these 83 cases, 67 of them were related to technology commercialization and industry engagement, 6 were related to entrepreneurship and incubation support and the remaining 10 were related to TT marketing and outreaching activities.

**Legal Team:**

The members of the Legal Team of Technology Transfer Office are committed to carrying out its function to support HKU’s mission: Technology transfer, research and knowledge exchange. Our duty is to protect HKU’s interest; mitigate potential risks or liabilities; identify legal issues; ensure compliance with laws, regulations and HKU policies; and escalate important issues to senior management of HKU.

Currently, our Legal Team consists of 1 Senior Legal Counsel, 2 Legal Counsels, 1 PRC Legal Consultant, 1 Legal Executive and 1 temporary staff member.

One of the important roles of our Legal Team is to prepare and review agreements for various stakeholders: Technology Transfer Office/ Versitech Limited, Research Services Registry, Knowledge Exchange Office, The University of Hong Kong Shenzhen Institute of Research and Innovation and The University of Hong Kong Zhejiang Institute of Research and Innovation. As illustrated in the chart below, the number of agreements/cases handled by our Legal Team in the last 5 ½ years had been drastically increasing. For year 2019/2020, there were 538 cases from the period of 1 July 2019 to 31 December 2019, which exceeded half of the total number of cases in year 2018/2019. We foresee that the number of agreements in the coming years will continue to rise.



In order to offer efficient legal assistance to various stakeholders, our Legal Team has a performance pledge regarding the turnaround time of document reviews: within 4 working days for straightforward and simple cases and 10 working days for complicated matters that require substantial review and amendments. Nevertheless, our Legal Team has achieved the turnaround time of 2 working days for a substantial amount of cases. Further, it is very often that urgent cases are given to our Legal Team, where review and revert intraday are required.

Our future newsletters, will further elaborate in detail the types of agreements/documents which our Legal Team is in the course of preparation and review, and the common/important legal issues that we would seek for senior management's approval. Should you have any enquiries and/or comments, please contact us at [legalteam@tto.hku.hk](mailto:legalteam@tto.hku.hk). We look forward to serving you!

### IPM Team

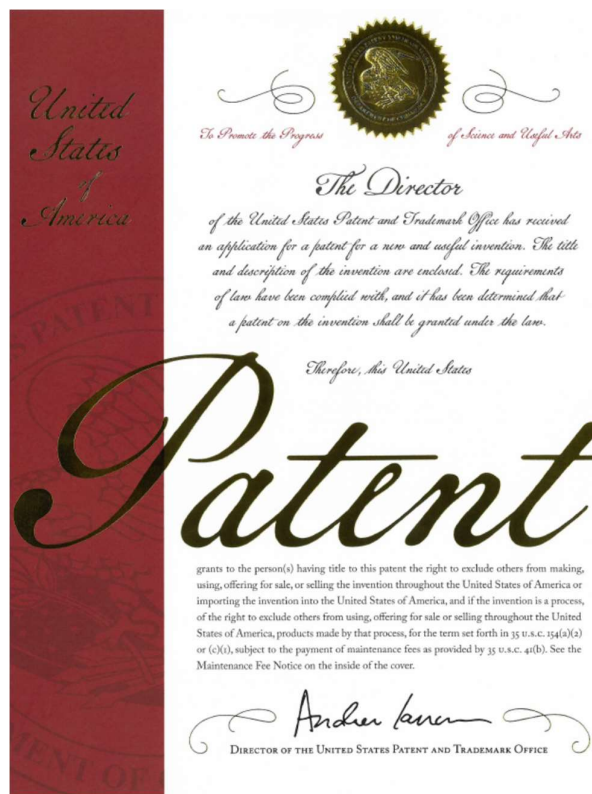
Patent is a right granted by the government to recognize and reward inventors in contributing to their inventions. Patentees enjoy financial benefits from enforcing their patents, and at the same time they are obliged to disclose their inventions to the public.

We, the Intellectual Property Management (IPM) team in the Technology Transfer Office (TTO), are responsible for handling and managing the entire intellectual property (IP) portfolio for HKU. When you wish to have a patent protection for your invention, you can fill in and submit an Invention Disclosure Form (IDF) to us, which is downloadable from our TTO webpage. Upon receipt of your complete and signed IDF, we will review your invention and prepare a report on patentability, and present the report to the Evaluation Committee for their decision on

whether to support filing a patent application for your invention.

As of mid-March, we filed a total number of 86 patent applications, which included 21 US provisional applications and 25 PCT international patent applications in the current fiscal year 2019/20.

Thus, if you wish to protect your invention, no matter it is a prototype or merely a conceptual idea in your mind, feel free to give us a call and we are more than happy to discuss a suitable patent strategy with you.



**Research projects generally follow the processes in below:**

Phase 1: Initial project negotiation

1. PI will negotiate with the collaborator and confirm the project proposal which includes the scope, budget and duration of the projects.
2. PI will negotiate with the collaborator and prepare the draft agreement (Agreement templates are available at the Research Services website:  
<http://www.rss.hku.hk/contracts/contract-research/templates>).

Phase 2: Endorsement from Department/Faculty

3. PI will submit the project proposal, draft agreement, and information form/grant application form to department/faculty to seek the approval (The information form for research/consultancy agreements is available at:  
<http://inraweb.hku.hk/local/rss/tto/research-or-consultancy-agreements-form.doc>).
4. After obtaining approval, PI will submit project proposal, draft agreement, and information form/grant application form to Research Service (RS).

Phase 3: Financial legal/IP review

5. RS will distribute the project proposal and draft agreement to Finance and Enterprises Office (FEO) for financial review and Technology Transfer Office (TTO) for legal review.
6. If there is any financial/legal issue, FEO/TTO will inform PI through RS. PI will negotiate with the collaborator on the financial/legal issue until it is settled.

Phase 4: Signature and document archiving

7. After consolidating the settled project proposal and agreement, RS will proceed to the signature process.
8. After duly performing signature process, RS will assign the RCGAS number(s) for opening the project account(s) and archiving all the documents.