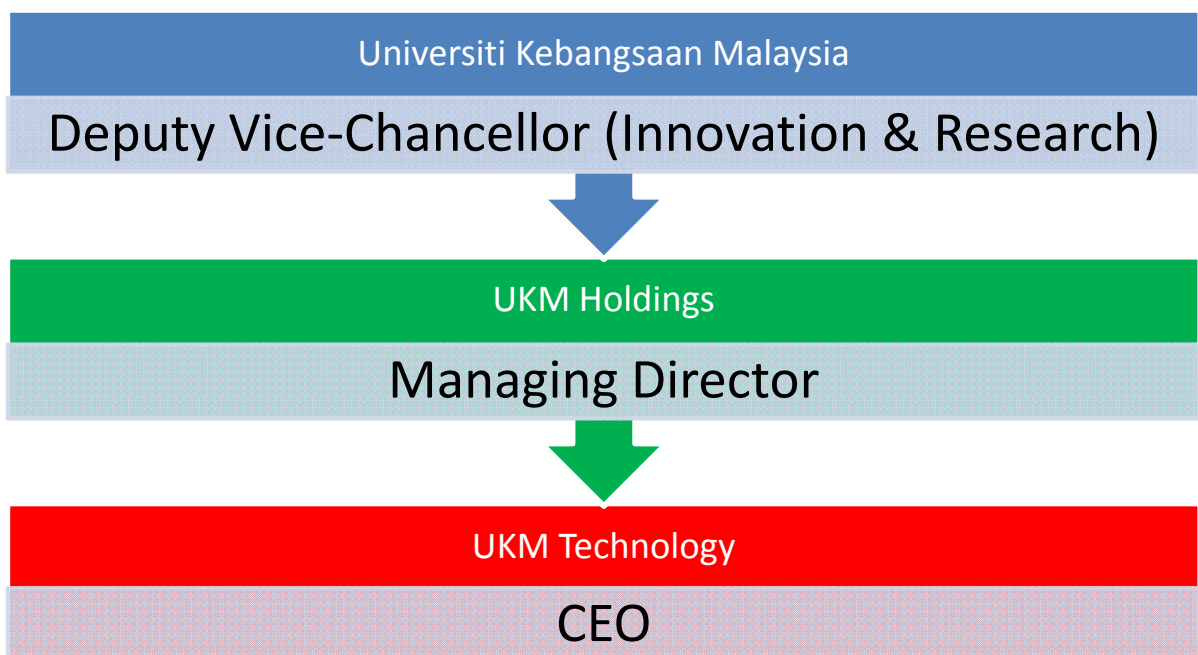


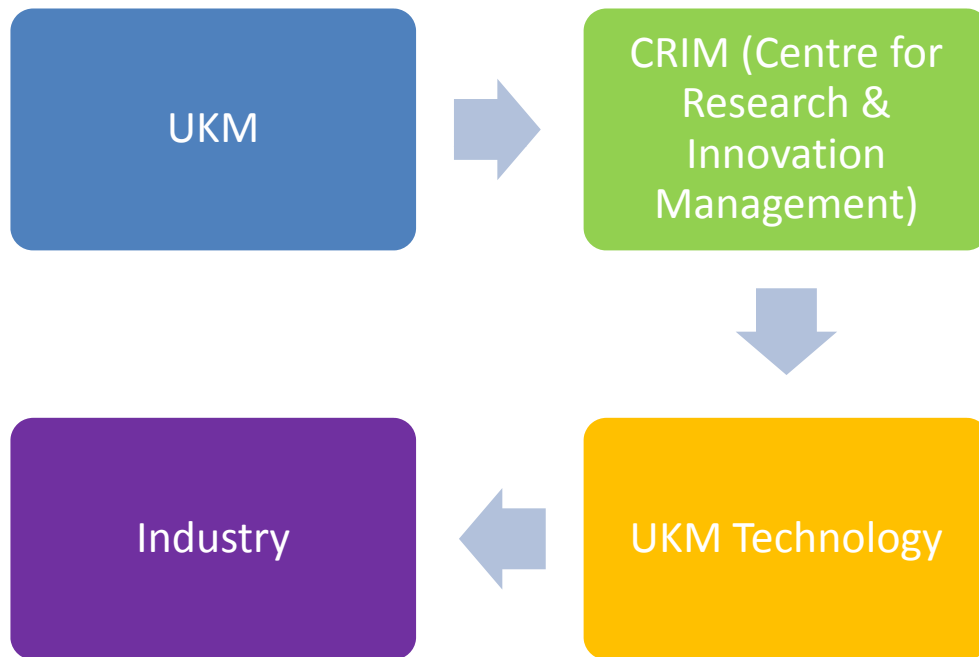
# UKM Technology

**Disclaimer – The following are my opinions only. Any connection with reality or facts are coincidental!**

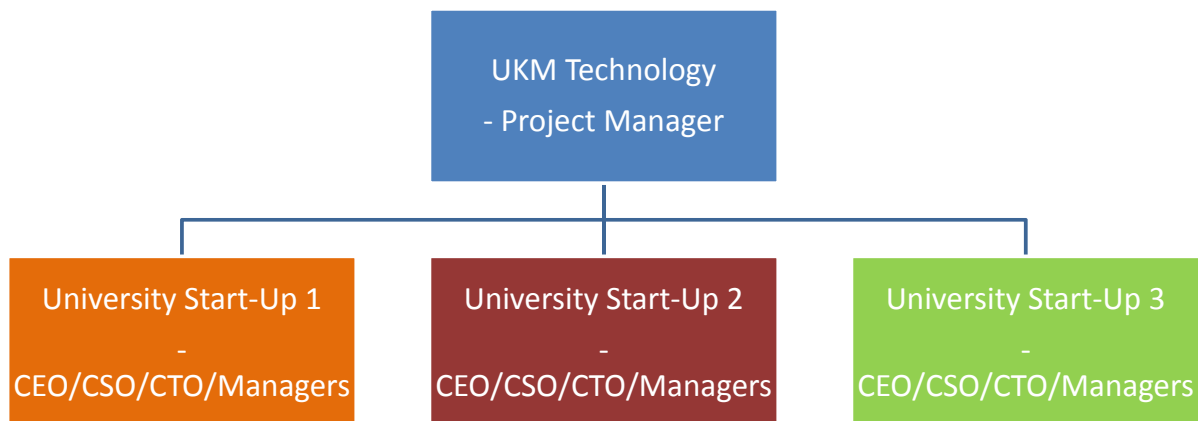
## Universiti Kebangsaan Malaysia



# UKM Technology – IP Flow



# UKM Technology - STUs



# UKM Technology – Track Record

- Established in June 2009
- Currently, 1 CEO and 2 Project Managers
- Licensing Deals Completed = 0
- Start-Ups = 3
- Successful Start-Ups = 0 .....For now.....
- Planned Start-Ups = 11

---

## Challenges!

- Licensing
  - CRIM is not proactive in searching for potential clients
  - UKM Tech is ONLY involved in negotiation & payment upkeep
  - UKM Tech has no control over any legal issues except licensing agreement
  - Distribution of royalties/fees/etc

# Challenges!

- Start-Ups
  - University VERY involved in management (via UKM Tech) – at the operational level!
  - Equity ownership – university/researchers/investors/etc
  - Divestment of STUs/STU breakaway or buyouts – EXIT STRATEGY
  - Unreasonable Researchers, Silly Board Members & University Representatives, Cheap Investors, and, of course, Inexperienced Project Managers!