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# Looking Back on Japan's Industry- Academia Collaboration and Support on Startups

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**Director, Economy Policy Department, Kanto Bureau of**  
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→ Today's presentation shows my opinions and suggestions based on these experiences as well as official comment from JPO's Director General.

## 1998: Act on the Promotion of Technology Transfer from Universities to Private Business Operators (TLO Act)

- Build TLOs to systematically support utilization of research results in universities
  - Make Academia be aware of technology transfer to Industry, for the first time in Japan's postwar history!



## 1999: Act on Special Measures concerning Industrial Revitalization (Established the Japanese version of the Bayh-Dole Act)

- Returns the profits earned from utilizing the outcome of research entrusted by Government to Universities
  - Increases the incentives to make Academia utilize the outcome of research



## 2003: Intellectual Property Basic Act

## 2004: Incorporation of National Universities

- The right to obtain patent for research results belongs to the university.
- IP headquarters were set up in universities. The university itself files a patent application.
  - Establish the principle of self-responsibility among universities, with providing incentives to them.



## 2006: Revision of the Basic Act on Education

- In addition to Education and Research, Social contribution by providing the outcome of research was clearly defined as third mission of universities.



There were various initiatives taken during this period...

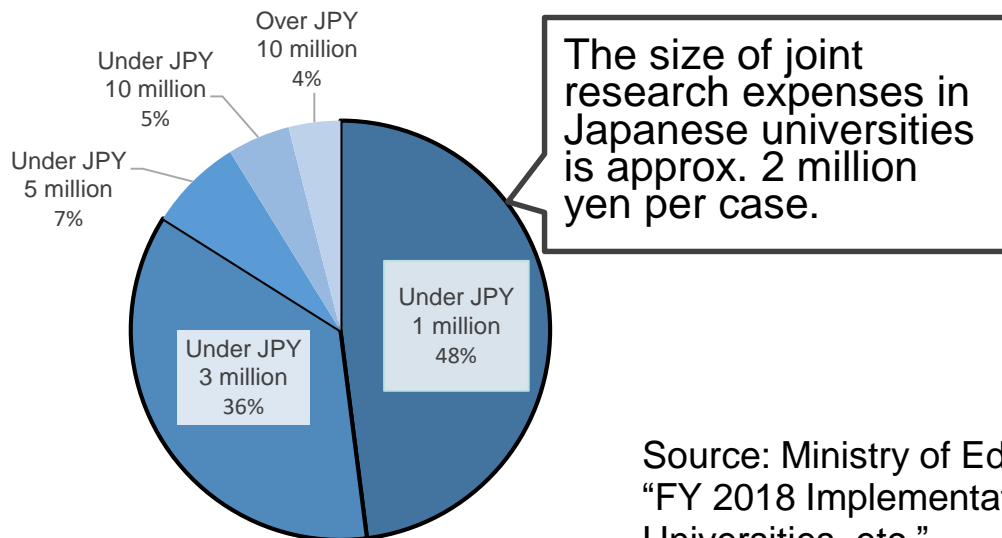
2018: The Investment for the Future Strategy 2018

## Current State

Large-scale research (research expense is more than JPY 10 million) with private companies accounts for only 4% of all research

→ Although the number of small-scale joint researches increased, their impact on society remains small.

Size of Joint Research Expenses between Universities/Research Corporations under the MEXT and Private Companies (Per case)



## Issues

Universities do not have personnel who has a skill to manage large-scale joint research with Industry

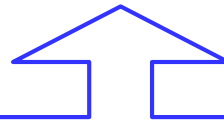
- There are no personnel that can plan large-scale researches and/or negotiate with companies.
- Since universities are basically vertically segmented organizations, it is difficult to gather excellent personnel across departments and to make a “dream team” in the university.

Source: Ministry of Education, Culture, Sports, Science and Technology “FY 2018 Implementation Status of Industry-Academia Collaboration in Universities, etc.”

- To set up a strategic special zone in universities

Introduce (1) a flexible & independent personnel/salary system, and (2) an IP management system customized to the counterpart company in universities

- To employ a group of experts (creative managers) that can respond to individual company's needs



(1) Experts that can plan/propose large-scale researches  
(2) Experts that are skilled in IP strategies  
(3) Experts that are skilled in financial management

- To utilize corporate funds through the matched funding scheme

## Past Initiatives and Current State

- In the first stage on support for startups in Japan (from 1970's to 2000), it was limited to financial support (budget, tax system, etc.)  
→ From the second stage (about 5-7 years ago), it has shifted to human support for entrepreneurship and building 'Ecosystem'.
- Recently, the number of startups increased to some extent, but we still do not have enough startups that will lead and/or represent Japan.

## Issues



## Why?

- There is no symbolic startup whom every Japanese people remembers as a role model;
- There aren't enough Japanese startups that go and start business abroad. So startups cannot gather large amount of risk money;
- Large companies in Japan have never been familiar with nor had a good relationship with startups; etc.



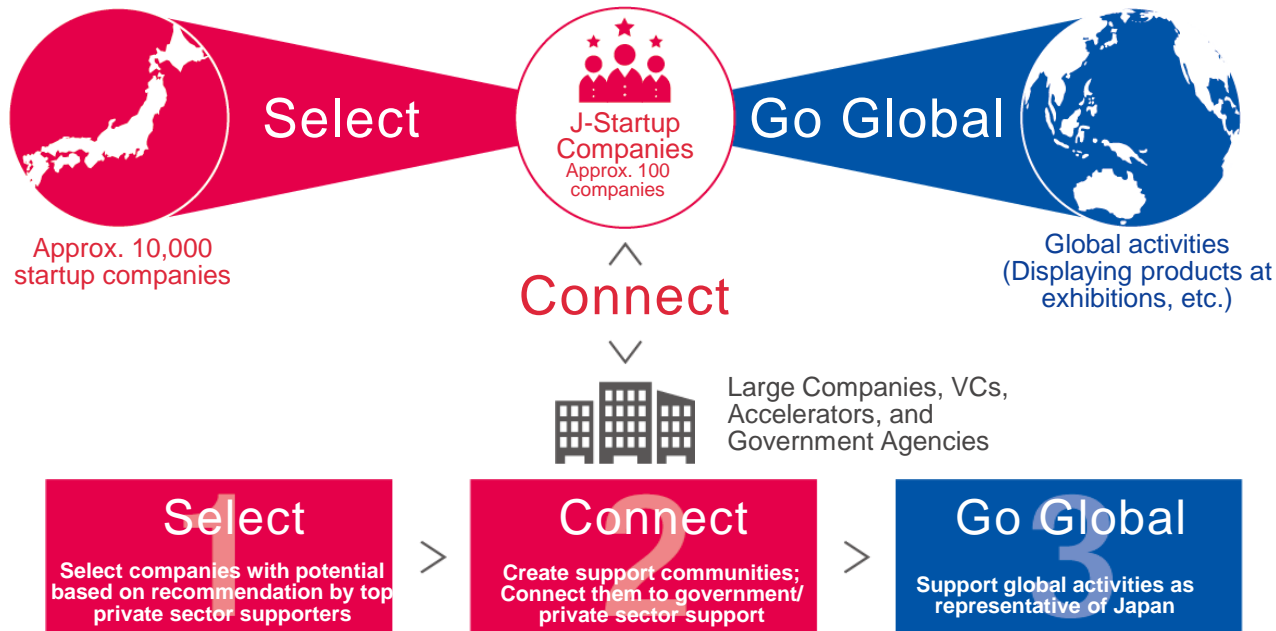
*“ It is necessary to generate a role model of startups in Japan, and to enhance public recognition of the importance of being a startup and fostering startups.”*



## J-Startup (Program to support development of startup companies)

After selecting top 92 Startups aiming at unicorn companies, the Government of Japan and the private sector work together to provide intensive support to them.

- Generate several role models of startup among top 92 companies
- Provide financial support by Certified VCs as well as comprehensive support by large companies.
- Support global activities (Ex. Displaying their products at events)



## IP Acceleration Program for Startups (IPAS)

- Sending an IP expert team to 10 companies selected.
- Support to build IP strategies customized to their business style and needs

### ○ 10 selected Companies (Below)



DeepFlow Co., Ltd

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Thank you!