

## Commercialisation At a glance



The Institute of Cancer Research, London, is committed to carrying out excellent research and exploiting it to its maximum potential for the benefit of people with cancer. We see partnering with industry as an essential part of our mission since in many cases it is the only way to take our discoveries to patients.

### Our innovation success

Our Business and Innovation Office works with commercial partners who can provide the resources and complementary expertise we need to take our research findings through development and make them available to patients.

The primary aim of our collaboration with industry is to ensure the products of our research can be developed for the benefit of cancer patients and their carers. However, we also aim to achieve a fair financial return from the product of our research.

In the 2019/20 academic year the ICR received more than £27 million in invention income.



**Invention income has shrunk by 23%**



Invention income accounted for 24 per cent of our total income in 2019/20.

The Institute of Cancer Research (ICR), was the most successful higher education institution in the United Kingdom in 2018/19 at earning invention income from its research per member of research staff.



The ICR ranked in the top 30 higher education institutions in the world in an independent 2018 evaluation funded by the European Commission, called U-Multirank.

We ranked first in the world for the percentage of publications that are cited in patents - a measure of how innovative our research is.



In 2019/20, the ICR received £11.5 million in industrial collaboration income.



We drive national and international innovation through forming partnerships of different types with a range of different types of company, from major strategic drug discovery partnerships with large companies like Merck, to leading multicentre trials of pharma-owned drugs, and forming partnerships to develop innovative new cancer drugs with smaller biotech companies like BTG and Sareum.

### Our discoveries

Since 2005, the ICR has discovered 20 drug candidates. We have successfully progressed 11 drugs into clinical trials – eight with our partner hospital The Royal Marsden NHS Foundation Trust.



Royalties from our prostate cancer drug, abiraterone, returned £24.6 million to the ICR in 2019/20.



Abiraterone, which was discovered at the ICR and developed in partnership with The Royal Marsden, has been licensed for use in Europe and the US, and approved by NICE for use on the NHS for patients with advanced prostate cancer.

Abiraterone, which is licensed to Janssen Pharmaceutical Company, is now benefiting hundreds of thousands of men worldwide. Janssen reported cumulative worldwide sales of abiraterone of £2.1 billion (US \$2.8 billion) for the year 2019.

