

Prepared by



ICUK TECHNOLOGY PARTNERING PROGRAMME EVALUATION

Innovation China UK Programme Office
Queen Mary University of London
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0. Executive Summary

Funded by the BEIS Global Partnership Fund (GPF) and supported by the UK Science and Innovation Network (SIN), the Technology Partnering Programme has been implemented by the Innovation China UK Programme Office (ICUK) based at Queen Mary University of London since 2010. The programme received £206,000 funding to hold a series of UK-China technology partnering events between 2010-2014 across a range of sectors including bio-pharmaceuticals, agriculture technologies, low carbon building, the internet of things, medical device, water technologies, sustainable manufacturing, advanced materials and terahertz technologies. A total of 103 UK participants (43% from UK HEIs and 52% from UK companies) joined the 10 partnering events in China along with over 1,000 local participants.

This evaluation aims at tracking the progress of the partnerships developed through these events and recording the impact generated by the ICUK Technology Partnering programme. ICUK contacted 50 participants who reported positive outcomes after the events, 46 of them have responded with further details of their progress with their collaboration and of these 29 reported income-generation. A summary of findings is listed in the table below (Table 1).

The programme has so far secured £8.87 million in R&D funding and investment and a further £1.56 million in commercial income such as sales revenue. It is estimated that a potential income of £43.3 million for R&D investment and commercial income may be achieved over the next five years.

Year	Event Theme	Number of UK Participants	Number of Established Partnerships	R&D Funding /Investment Secured (M£)	Reported Commercial Income (M£)	Potential Income*(M£)
2010	Bio-pharma	8	3	1.8	0.75	30.7
2010	Agricultural Technology	11	4	1.27	0.011	
2011	Low Carbon Building	9	1	1.02		
2011	Internet of Things	13	5	0.272	0.05	7.06
2012	Medical Device	6	3	1.524		0.5
2012	Water Technology	8	1	0.036		
2013	Sustainable Manufacturing	19	3	1	0.477	1.55
2013	Advanced Materials	10	3	0.05		
2014	Agricultural Technology	10	1	1.26		
2014	Terahertz Technology	9	5	0.64	0.28	3.5
	Total	103	29	8.872	1.568	43.31

* Note: Potential income includes estimated R&D funding/investment and commercial income between 2015 and 2019

Table 1. The outcome of 10 UK-China Technology Partnering programme (2010-2014)

The evaluation shows the following three types of partnerships are usually adopted by UK participants: a) Joint R&D collaborations, including joint academic research centres b) business joint ventures and c) commercial agreements. Joint R&D projects were the most common type of partnership attracting much needed short-term funding and investment. Business joint ventures built upon registered intellectual property rights involve complicated legal negotiations but are likely to generate significant future income. Technology commercial agreements such as product distribution and technology licensing often generate small upfront income but potentially attract a more substantial royalty payment in the long-term.

Interviewees were asked to comment on the success factors and the main challenges for building a sustainable partnership in China. Building trust at the outset of the collaboration is considered to be key for establishing a sustainable business relationship with Chinese partners. The UK HEI participants indicated that complementary expertise and capacity are crucial for successful R&D collaborations, whereas the UK business participants considered progressive market entry, good intellectual property strategy and a government presence as the other key success factors. Additionally, a good understanding of Chinese culture, its education system and business practice along with the UK organisations' long-term commitment in China are critical to the success of the partnerships.

As to the main challenges, language and cultural differences are listed as the two biggest barriers that can prevent even established partnerships from moving forward. HEI participants have also commented on the challenges in *'acquiring visas for Chinese visitors'* and *'lack of follow-on funding'* whereas some of the UK business participants have found it difficult to grasp Chinese business practice in IP transactions.

All interviewees agreed that joining partnering events in China is an excellent way of identifying collaborators, raising the organisation's visibility and understanding the local market. They believe the face-to-face meetings are vital to the successes achieved so far in collaborating with China. Initial careful selection of participants from both UK and China is considered to be the key in delivering a successful event. In addition, individual briefings, one-to-one breakout sessions as well as multiple city visits all contributed to the success of the partnering. However, the "speed-dating" format may prove to be difficult for in-depth academic discussions. Some participants felt a diverse group of UK participants made partnering less focused whilst others suggested the proportion of business and academic attendants from China should be more balanced.

It is therefore recommended to help make the partnering more productive, the funder could consider providing training seminars on market information, intellectual property and business etiquette prior to the event. Extended funding for facilitating face-to-face follow-up meetings or building a demonstration model of the technology in China with complementary Chinese resources could also be an effective way to support those projects with demonstrable results and to track the long-term impact of the GPF investment.

1. Background

The Innovate China UK (ICUK) programme, launched in 2007 and based in Queen Mary University of London, is the first UK-China collaboration promoting joint innovation and knowledge transfer. ICUK received £4.9 million from the Higher Education Funding Council for England (HEFCE); the programme was also supported by the Department for Business, Energy and Industrial Strategy (BEIS) and the Chinese Ministry of Science and Technology (MoST).

Since 2010, ICUK has received £206,000 funding from the UK Science & Innovation Network (SIN) funded by the Global Partnership Fund (GPF) to lead on a technology partnering programme with China. The programme aims to facilitate research and innovation exchange among research institutes and companies in the UK and China. Between 2010 and 2014, ICUK has held 10 partnering events across a range of technology sectors of interest to both the UK and China. Each event consisted of workshops and visits to at least two Chinese regional cities, which were selected on the basis of local research strengths and industrial clusters. The UK participants were recruited through networking organisations like AURIL and KTN, ICUK also worked closely with the local Science & Technology (S&T) authorities and their technology transfer agencies to deliver these events. At least three interested local companies were identified for each UK project prior to the event taking place. During the partnering events the UK participants presented their technology to their Chinese audience which was followed by one-to-one discussions with interested Chinese attendees. Follow-up communication was conducted mainly between interested UK and Chinese parties with some help from ICUK and Chinese event implementers.

2. Objectives and Methodology of Evaluation

The aim of this evaluation is to understand the longer-term impact of the ICUK Technology Partnering Programme that has been run for the past five years. ICUK previously carried out a follow-up survey for each partnering event six months after the event and an overall evaluation report was presented in 2012 which provided impact results for the first six events held between 2010-2012. However, many partnerships have since matured and generated further outcomes which have not been disclosed. The main objectives of this evaluation can be described as follows:

- To provide the number and types of collaboration generated
- To provide details of funding/investment secured for collaborative projects as well as actual and potential commercial income generated
- To illustrate five to ten successful partnerships as case studies
- To identify the experience gained and lessons learned in organising partnering events.

The evaluation will track the types of collaboration and the value of impact generated. This will in turn help us to identify how best to target future events. Recommendations based on experience gained and lessons learned will help to improve future events to achieve a better return on GPF. For the purposes of this evaluation, ICUK contacted 50 participants who had reported positive outcomes in their previous evaluations. 46 of them responded and reported about the progress of their collaborations. Primary in-depth telephone interviews were conducted with the majority of the respondents in order to collect information for our impact analysis and for the case studies. This provided quantitative and qualitative information for interpretation and analysis. Less than 10% of the participants responded by filling in a questionnaire due to time constraints.

3. Evaluation Findings

3.1 Statistics of ICUK Technology Partnering Programme

Between 2010 and 2015, ICUK successfully led 10 partnering events in China with a total of 103 participants, of which 43% from the UK HEIs and 52% from the UK companies (See Table 2 below). The participants from UK HEIs were mainly interested in international joint research collaboration as well as technology transfer, whereas participants from companies, mainly SMEs, were keen in identifying business partners for product development, manufacturing, distribution and joint ventures. Over 1,000 Chinese participants attended the 10 partnering events 60% of them from companies, 40% from HEIs and the public sector.

UK public sector representatives also supported and joined five out of ten partnering events in China, including:

- The UK Knowledge Transfer Network (KTN) attended the 2011 Internet of Things and the 2014 Agriculture Technology events
- The Innovate UK jointly organised the 2013 Sustainable Manufacturing event
- The British Water Association joined the Water Technologies event in 2012
- The Science & Technology Facilities Council (STFC) attended the Terahertz Technology Event in 2014

Year	Event Theme	Number of UK Companies	Number of UK HEIs	Number of KTN/Public sector	Number of Participants Contacted
2010	Bio-pharma	6	2	0	3
2010	Agriculture Technology	4	7	0	5
2011	Low Carbon Building	5	4	0	5
2011	Internet of things	8	4	1	7
2012	Medical Device	4	2	0	6
2012	Water Technology	4	3	1	3
2013	Sustainable Manufacturing	12	6	1	7
2013	Advanced Materials	3	7	0	4
2014	Agriculture Technology	7	2	1	3
2014	Terahertz Technology	1	7	1	7
Total	10 events	54	44	5	50

Table 2. A summary of UK participants in the past 10 events

3.2 Type of Partnerships Established and Income Generated

Based on the interview findings, 29 out of 46 respondents reported that they had developed successful partnerships that are generating financial returns. Table 2 summarises the three types of partnerships adopted by these participants – they are a) joint R&D project b) business joint venture c) commercial agreement. Joint

R&D projects were the most common type of partnership (21) attracting much needed short-term R&D funding and investment, two of which lead to the establishment of the joint research centres. Business joint ventures (4) are likely to generate significant future income. Technology commercial agreements (4) such as those for product distribution and technology licensing generates only small upfront income but could potentially increase significantly.

Financial incomes can also be categorised into four main types:

- (a) R&D funding/investment secured from the UK
- (b) R&D funding/investment secured from China
- (c) Reported commercial income achieved
- (d) Estimated R&D funding and commercial income for the next five years

As shown in Table 3, in terms of secured investment, the joint R&D projects attracted a total of £3.5 million from China, more than twice of that of the £1.5 million from the UK. There has also been £3.7 million R&D investment into established Joint ventures, half of which comes from the Innovate UK. However the reported commercial income of £1.5 million may not represent the actual income as several participants decided not to disclose their commercial income due to business confidentiality.

The 29 successful partnerships also estimated a potential R&D and commercial incomes of £43 million over the next five years. Business Joint Ventures are predicted to be the biggest winner generating income of around £32 million over the next five years.

Type of Partnerships	No. of partner-ships	Type of Income Secured or Estimated (<i>in million of GBP</i>)			
		a) R&D funding/investment secured from UK	b) R&D funding/investment secured from China	c) Reported commercial income achieved	d) Estimated R&D and commercial incomes for next 5 years
1. Joint R&D Projects	21	1.568	3.516	0.54125	4.26
2. Established Business Joint Ventures	4	3.7	0.105	0.8	31.95
3. Signed Commercial Agreements	4		0.25	0.227	7.1
Total	29	5.226	3.646	1.568250	43.31

Table 3. Type of partnerships established and income secured or estimated

3.3 Further Analysis on R&D Funding and Investment

A total of approximately £5.2 million R&D funding and investment has been received from the UK, including £3 million from the public sector and £2.1 million from the private sector. Figure 1 below shows that a considerable amount of inward R&D funding and investment, around £3.6 million has been secured from China. Notably, the Chinese private sector has contributed more than the public sector, financing £2 million in total; whereas Chinese government grants adding up to £1.5 million have been allocated primarily for R&D collaborations.

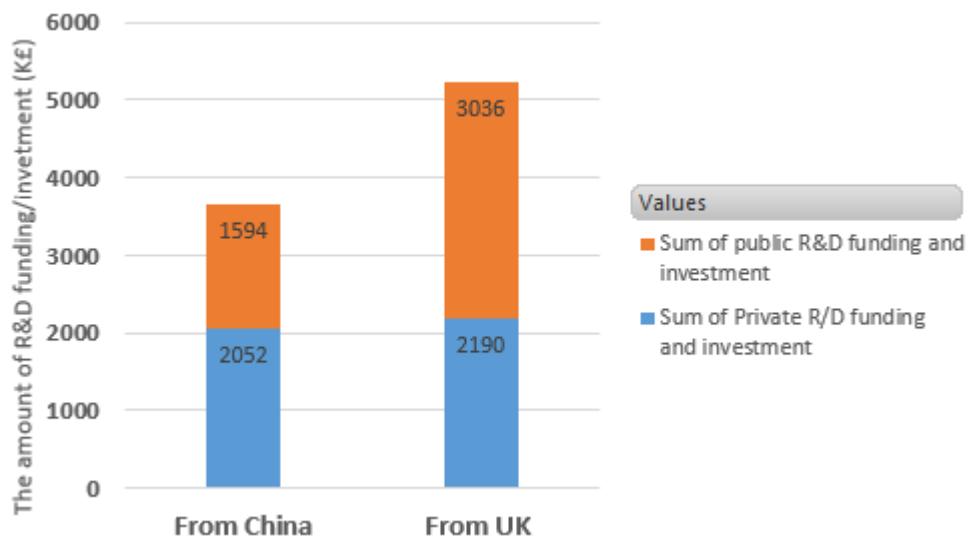


Figure 1. The financial contribution for R&D funding and investment from the private and public sector in China and the UK

4. Building Sustainable Partnership with China—Success Factors and Key Challenges

4.1 Success Factors

In China, *guanxi*, the mandarin word for “personal connections”, has been widely regarded as one of the most important factors in business. This is also found to be the case in this study for building technology partnerships. Interestingly, most interviewees suggest *guanxi* contributes more in developing an existing partnership than in establishing a new one. **Building trust** at the outset is the key for establishing a sustainable relationship with Chinese partners. It is suggested that face-to-face communication at the events plays a crucial role in building such trust. Follow-up visits also provide a great opportunity for both parties to further understand each group's expertise and capacity. Moreover, keeping up with frequent email correspondence after the visit contributes to progressing the new partnerships. Some UK academic participants also chose to establish PhD exchanges between China and UK as a catalyst to develop long-term research links.

The UK HEI participants have indicated that **complementary expertise and capacity** is another key factor for successful research collaboration. There is great enthusiasm from the Chinese academic community to collaborate with the UK on key technologies that are new to China whilst the UK HEIs could leverage funding support from China and the opportunity to access local resources such as patient databases. Such complementary skills and resources are the key drivers in developing a sustainable research partnership.

The UK business participants indicated **progressive market entry, good intellectual property strategy** and **government presence** are the key success factors for building business partnerships in China. Some UK business participants have found that collaborative R&D is a better way to break into the local market (for example hospitals) before establishing a commercial vehicle such as a joint venture. SME participants indicated their meetings with counterparts with the presence of UK governmental representatives such as the Embassy and Innovate UK have increased the profile of their companies and reinforced mutual trust when signing up any commercial deals in a generally top-down society. Feedback received from participants who successfully

built joint ventures has emphasised the importance of having a good Intellectual Property (IP) strategy in China. Most business participants also felt mature technology with proven market-readiness and benefits such as cost-saving are more of interest to China. Success in other market territories such as the US and Europe is also essential before the technology will be accepted in China.

Furthermore, an **understanding of Chinese culture, the education system and business practice** is found to be important. In this study, many successful partnerships were implemented by Chinese-speaking staff or students and have come to flourish over a period of 3-4 years after the initial meeting, suggesting a long-term focus is needed in building a successful partnership with China.

4.2 Key Challenges

UK participants have indicated **language** and **cultural differences** are the two main barriers that can prevent established relationships from moving forward. Most interviewees had found many Chinese academics and businessmen could speak fair English during their face-to-face meetings. However it was difficult to maintain the communication after the initial meeting, particularly between the companies. In some cases, key messages were misinterpreted in the follow-up emails and one interviewee commented *“There was lots of misunderstanding and wasted time”*.

HEI participants have cited one of the biggest challenges as the **lack of funding**. Some keen collaborators managed to secure small funds to support a few weeks’ short academic visits; others failed to keep their commitments. Another challenge suggested by academic participants is the **difficulty in getting UK visas for their Chinese visitors**. One interviewee mentioned his Chinese partner managed to secure funding from China to support his visit to UK for one year and applied for a UK visa twice but both applications were rejected.

Company participants have cited **Chinese business practice** in IP transactions as a key challenge. China’s Tier-one cities are populated with international companies and their business practices are generally well-established. However, UK companies found in emerging Tier- 2 and 3 cities, business culture is still Chinese style. One interviewee commented *“It is very difficult to work with local government or companies. People are not clear what they need, and prefer last minute quick actions, causing unnecessary misunderstanding”*. Any contractual process involving the government can take some time, which clearly indicates a lack of experience of working on projects involving foreign partners.

A few participants have found in certain technology areas, the **lack of a complete technology eco-system** can be a barrier to further collaboration even if both partners were keen initially. For example, an UK company has developed a technology of making light-weight blocks using waste paper/cardboard diverted from landfill. However the collaboration did not proceed because the recycling system in China is not developed enough to supply raw recycled materials needed for production at a stable level.

5. Event Organisation—Experience Gained, Lessons Learned and Future Recommendations

5.1 Experience Gained and Lessons Learned

All interviewees reported the partnering event in China is an excellent way to identify partners, to gain visibility and to understand the market. The UK participants believe the partnering events were vital to the success achieved so far in collaborating with China. The factors that made these events successful are:

- The initial careful selection of committed participants from both the UK and China ensures participants share mutual interests
- Multiple city visits increased the chance of success and made the trip worthwhile
- A scheduled briefing from each participant at the start of each event provided an awareness of each other's capabilities and interests
- Follow up group meetings and one-to-one breakout sessions to discuss technical details and collaboration proposals, together with site visits after the initial meeting, worked to further strengthen the relationships
- Support received from both the UK and Chinese organisers, not only financial resources but also event management, a translation service and advice on contract negotiation

The factors that made these events less successful are:

- "Speed-dating" type of one-to-one partnering could make initial communication too hasty and in some cases didn't work well for academic discussion
- The diverse group of UK participants made the partnering less focused
- Some of the UK technologies presented to China were still not ready to enter the market
- The proportion of business and academic attendees from China were not balanced

5.2 Recommendations

Company participants felt it would be useful to understand more about China's market before the trip. Some recommended that pre-event trainings on intellectual property and business etiquette in China would be beneficial. It is also suggested that the UK government could consider offering extended project support to avoid partnerships with demonstrable potential stalled due to lack of funding. Such follow-up funding could be used to facilitate further face-to-face meetings or to build a demonstration model of the technology in China with complementary Chinese resource. Organisations like Innovate UK might be in a better position to lead on such activities, which could also help tracking the progress of the successful partnerships.

6. Partnership Case Studies

6.1 Microtest Matrices

Microtest Matrices (MtM) is a spinout company of Imperial College London. The company developed a novel medical device for diagnosing human allergies. MtM was an applicant for the Bio-pharma event in June 2010. Due to visa problems, the CEO of MtM wasn't able to attend the event. ICUK staff presented the project at the event on behalf of MtM, and their technology had drawn much interest from Chinese companies. In particular, Shanghai Upper Bio-tech (SUB), a point-of-care medical device company which produces diagnostic devices, expressed a strong interest in working with MtM.

After an initial discussion in London, the CEO of MtM was also keen to collaborate with SUB and commissioned ICUK to carry out a comprehensive market research study to understand more about Chinese medical device purchasing policies, legislation barriers as well as identifying a further 10 potential licensing and distribution

partners. Based on the research finding, MtM received a strategic investment from SUB in the UK and have firmed up a manufacturing and distribution deal for China - strong sales revenue were predicted following CFDA registration. MtM has also established a new joint venture with SUB in Singapore July 2013, generating commercial income of £700K so far.

6.2 CABI

CABI is one of the leading agricultural agencies in the world undertaking many programmes in Good Agricultural Practice, pest management advice and studies on methods to reduce reliance on chemical pesticides and fertilisers. At the Agriculture Technology event in 2010, CABI signed a MoU with Beijing Plant Protection Station (BPPS) to implement collaborative activity on Plantwise clinics, a global agricultural aid programme managed by CABI. Two years later, funding was secured by CABI from both the UK and China (£46K and £22K respectively) to implement Plantwise activity in China. BPPS also obtained RMB 160K (£17K) matched funding from China to support the initial Plantwise implementation programme. Two training courses were provided by CABI experts in 2012 to BPPS to 17 local plant protection professionals, who can then provide diagnostic services in crop pest problems to farmers.

So far, CABI has established a total of 35 plant health clinics in China, working in collaboration with the Ministry of Agriculture, the Institute of Plant Protection and Chinese Academy of Agricultural Sciences. As a result, an additional RMB 2 million (£209K) has been secured from BPPS with the aim of establishing 100 more clinics as part of the national infrastructure. CABI and BPPS will continue to work closely and provide more training and technical backstopping to improve the performance of the clinics in 2015 and beyond.

6.3 East Malling Research

East Malling Research (EMR) is a leading horticultural and agricultural research institute in the UK with expertise in fruit production technologies. In March 2012, EMR signed an agreement with the Beijing Academy of Agricultural Science (BAAS) to establish a joint research centre on strawberry breeding and genetics for three years. This agreement was further extended for another three years in 2015. The main objective of this joint research centre is to evaluate EMR cultivars for commercial production in China and to breed strawberry cultivars specifically for China combining desirable traits from both Chinese and European genetic resources. More recently, EMR has been exploiting the possibility of extending this collaborative effort to other key strawberry production areas, such as the south-western region of China.

In this collaboration, EMR is responsible for training researchers from BAAS and providing consultancy services for BAAS to develop a modern strawberry breeding programme, namely a 'high-health nursery propagation certification scheme'. In 2013, BAAS secured about £200K funding from the Beijing government to build infrastructure for the breeding programme. The programme has already introduced 10-12 EMR cultivars and generated 4-5 crosses between Chinese and European materials for evaluation in China. EMR believes the new cultivars will be able to improve production efficiency and provide health benefit to consumers, and in addition generate profit for growers and income for BAAS and EMR in the future.

6.4 Imperial College London

Imperial College London attended the 2012 Water Technology partnering event. They submitted a technology on an integrated polygeneration system for watershed communities in rural areas. At the event, Imperial College had detailed discussions with Beijing Water Authority and Tsinghua University regarding the

implementing polygeneration system locally in China. Imperial College London has since taken a series of meetings and joint discussions to explore a collaborative project on implementing an eco-village design solution for rural communities in Beijing, which could reduce water consumption and carbon emission in Beijing area. A joint R&D project was successfully established and Imperial College London has been awarded a grant of £24k from the UK Royal Academy of Engineering to work with Tsinghua University and the Beijing Water Authority on developing the eco-village design concept. Moreover, the academic participant from Imperial College London now serves as an International Advisor of Institute for Gas Turbine in China, working on energy and gas turbine technology policy and technology developments with local authority.

6.5 Ionotec Limited

Ionotec Ltd is a specialist in sodium battery technology development and manufacturing. The company met Shanghai Electric Sodium-sulfur Battery Energy Storage Technology Co. Ltd (SESSE) at the 2013 Sustainable Manufacturing Partnering event and started negotiation on joint product development. Ionotec was invited back to China for a site visit at SESSE and finalised a £60K commercial agreement. The joint partnership is forecast to generate £50K commercial income in the next three years. The CEO of Ionotec said *“The mission led us to a new commercial opportunity in China”*. The company now employs a Chinese-speaking employee in the UK, and successfully made another partnership with a Chengdu based company in China—Dongfang Electric Corporation, one of the largest enterprises in China engaged in the manufacture of power generators.

6.6 Arcola Energy Limited

Arcola Energy is an engineering services business with particular expertise in hydrogen and fuel cell technologies and their integration with renewable generation and energy storage technologies. Following the Advance Manufacturing partnering meeting in 2013, Arcola signed a joint venture agreement with Shanghai-based Horizon Fuel Cell to create Horizon Fuel Cell UK. With the support from Innovate UK, Arcola has also successfully secured a £1 million grant to manufacture fuel cells in the UK. In April 2014, Horizon Fuel Cell Shanghai completed its IP transfer to Arcola, meanwhile manufacturing systems arrived in the UK to produce the first stacks of fuel cell in the UK. The China-related commercial activities from Arcola and Horizon Fuel Cell UK generated £300K revenue in the UK in 2014 with an estimated sales revenue of £1.5 million over the next five years. *“We've had sales from day one because of working with Horizon, and we've set up a very diverse cash-source business model,”* said the CEO of Arcola.

6.7 Queen Mary University of London

A THz imaging technology from Queen Mary University of London (QMUL) was presented at the Terahertz partnering event in 2014, which had drawn great interest from seven Chinese leading universities as well as the China Electronics Technology Group Corporation (CETC), a large government-owned company in the electronics industry. CETC was very keen to establish a long-term cooperative relationship with QMUL and invited QMUL participant to visit the 38th Institute of CETC (CSTC38) and to discuss the collaborative project details in January 2015. As a result, QMUL has signed a £160K contract research agreement with CST38 to develop the THz scanner for airport security. Furthermore, with the support from the SIN Beijing team, QMUL is currently in the process of applying for HEFCE Research Partnership Investment Fund for establishing a 'UK-China THz Joint Innovation Centre' with a potential Chinese investment of £20million in the UK.

6.8 Manchester Metropolitan University

Manchester Metropolitan University (MMU) participated in the Agriculture Technology event in 2014. Following the event, MMU together with an UK company, Henan University of Technology and Danchen Caixin Sugar Industry LTD jointly apply for the UK-China Sustainable Manufacturing Competition supported by Innovate UK and Chinese Ministry of Science and Technology (MoST). Unfortunately, the application wasn't successful. However, Henan University of Technology and MMU were invited to apply for the 2015 MoST International Collaboration Fund with Chinese industrial partners. The joint proposal "Production model of producing bioactive arabinoxylan from wheat gluten and starch by product" was shortlisted and finally awarded £1.2 million for the next three years (£400K from the MoST and £800K from Chinese companies). MMU, as an UK academic partner, is awarded collaboration funding of £185K.

Annex: UK Participants for Partnering Events 2010-2015

2010 Bio-pharma Partnering Event

UK Participant	Organisation
Richard Paxman	Paxman Coolers
Yin Yinfei	Precos
Roger New	Proxima
Wang Jingtao	Processing of nanostructured titanium for use in medical implants
Wang Shuxin	Metamorphic robotic hand
Dominique Kleyn	London Genetics
Hong Qian	Pharmacogenetics novel technology
Mourad Tayebi	Priocam
William Addison*	Microtest Matrices

*William Addison did not attend the event due to a visa issue, but the company's technology was presented at the events by ICUK staff

2011 Agricultural Technology Partnering Event

UK Participant	Organisation
Roy Betts	Campden BRI
Ian Lumley	LGC
Chen Situ	Queen's University Belfast
James Ronald Hudson	Aberystwyth University
Margaret Patterson	Agri-Food & Biosciences Institute
Richard Nugent	Rothampstead
Mark Coxeter	Meosis Ltd.
Phil Abrahams	CABI
Neil Higgs	East Malling Research
Prof Xiangming Xu	East Malling Research
Professor Julie Fitzpatrick	Moredun Research
Dr David Smith	Moredun Research
Clive Rahn	University of Warwick/Plantwise

2011 Low Carbon Building Partnering Event

UK Participant	Organisation
Marga Pelli	Econovate Ltd
Mark Nichols	Encos Limited
Bruce McVicar	Stramit Technology Group
Wayne Langford	Langford Direct
Kevin Arthur	Oxford Photovoltaics Ltd
Dr. George Zheng Chen	University of Nottingham
Prof. Tong Sun	City University London
Dr. Behzad Sodagar	Lincoln University
Dr. Yunting Ge	Brunel University

2011 Internet of Things Partnering Event

UK Participant	Organisation
Sam Bose	AquaMW
Prof. Shuang-Hua YANG	Loughborough University
Michael Castle	Position Systems Ltd
Prof. Fun Hu	University of Bradford
Godfried Williams	Intellas UK
Dr Alex C. Y. Wong	RedBite Solutions Ltd
Dr. William Harrold	Globosense
Stewart Mckee	Green Motion
Keith Geary	G2way Limited
Dr Eliane Lucia Bodanese	Queen Mary University of London
Nicola Herbertson	Hao2.eu
Xiaodong Chen	Queen Mary University of London
Nigel Rix	KTN

2012 Medical Devices Partnering Event

UK Participant	Organisation
Dr. Dan Daly	Lein Applied Diagnostics Ltd.
Dr George Palikaras	Medical Wireless Sensing Ltd
Dr. Lifong Zou	Barts, QMUL

Dr. Mingxing Hu	IXICO and UCL Centre for Medical Image Computing
Dr Ronald R Cutler	Queen Mary University of London
Roger John Rosedale	Microsens Medtech Ltd

2012 Water Technology Partnering Event

UK Participant	Organisation
Ian Barrard	British Water
Gary Hayes	HGEN LTD
Iwan Jones	Queen Mary, University of London
Nicki Randles	Modern Water plc
Patrick Franklin	Aqua Metrology Systems Limited
Peter Childs	Imperial College London
Stephen Gundry	University of Bristol
Clive Evans	Hydro International plc

2013 Sustainable Manufacturing Partnering Event

UK Participant	Organisation
Ben Todd	Arcola Energy Limited
Perry Freeman	C-Tech Innovation Ltd
Neil Burns	Croft Filters Ltd
Paul Brown	E2V Technologies Ltd
Reuben Carr	Ingenza Ltd.
Wynn Jones	Ionotec Ltd.
Jon Franklin Horbaly	Oxford nanoSystems Ltd.
David Lovett	Perceptive Engineering Ltd
Guosheng Shao	Plasma Quest Ltd.
Edward Lester	Promethean Particles
Khalid Shukri	Scionix Limited
Hailin Sun	Teer Coatings Ltd.
Peter Tune	Center for Process, Innovation-High Value Manufacturing Catapult
Guy Barker	University of Warwick

Bernard Hon	School of Engineering, University of Liverpool
Ian Bamford	University of Cambridge
Mark Jolly	Cranfield University
Svetlana Ignatova	Advanced Bioprocessing Centre, Brunel University
Simon Rushworth	Innovate UK

2013 Advanced Materials Partnering Event

UK Participant	Organisation
Lars Alphonsus Antonius Beex	Cardiff University
Gordon Roland Bishop	NetComposites Ltd / Composites Evolution Ltd
Jiye Chen	University of Portsmouth
Prof Robert Graham Hill	Queen Mary University of London (QMUL)
Animesh JHA	Leeds University
Yufei Liu	Swansea University
Graham Thomas Waters	GTW Developments Group Ltd
John Tudor	Smart Fabric Inks
Haixue Yan	Queen Mary University of London (QMUL)
Qi Zhang	Cranfield University

2014 Agriculture Technology Partnering Event

UK Participant	Organisation
William Thomson	Innovent Technology
Jonathan Chaplin	Core Equipment Ltd
Hugo Simeon Fearnley	NATURES LABORATORY LTD
David Barney	Geofresh Ltd
John Bostock	Elentec Ltd
Olivia Festy	Innubiotics
Michael Theodorou	Harper Adams University (HAU)
Malcolm Bateman	Well Cow Ltd.
Simon Ronald Baty	Knowledge Transfer Network
Weli Li	Manchester Metropolitan University

2015 Terahertz Technology Partnering Event

UK Participant	Organisation
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Richard Wylde	THz Ltd, UK
Byron Alderman	Rutherford Appleton Laboratory
Xiaodong Chen	QMUL
Huang Yi	University of Liverpool
Alan Phelps	University of Strathclyde
Claudio Paoloni	University of Lancaster
Savini, Giorgio	UCL
Ghassan Yassin	University of Oxford
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