

Macquarie University Incubator

2022 Report Card

Well look at us – we have made it through another year, and what a year it has been!

If 2022 has taught us anything is that change is inevitable, and we must always be prepared to face it. Like the rest of the world, it has been a year of adaptation and adjustment as we continue to understand what the new normality is (if such a thing even exists!). We are sure of one thing though; things have changed and there is no going back to the way things were.

And as always, our startups have navigated this period of change with incredible resilience and optimism, essential traits necessary to succeed in the innovation space.

Our vision is to have this diverse cohort working side by side as they bring their visions to life and take their researcher discoveries on their commercialisation journeys to deliver deep and lasting impact.

As always, Macquarie Incubator is proud to be a part of Australia's network of public universities and research institutions including CSIRO and ANSTO that help take our nations ideas and discoveries to the world.

Here is our report card for 2022, highlighting the achievements of our vibrant, connected, and supportive ecosystem.

Note: Data for this report has been compiled from an opt-in survey sent to MQ Incubator members during 2022

So what's been achieved this year:

- Awarded a further 2,000 sqm of mixed use space on Macquarie University campus that is fit for scaling and security first scaleups and labs for deep tech startups and scaleups.
- Adapted our education program to a blended format of delivery which has provide our founders with greater flexibility.
 - Now an expectation rather than a nice to have, particularly as we have seen a growth in virtual memberships.
- Delivered our first pilot collaboration with AICD with a bespoke program to our founders, with more engagement in 2023.
- Scaleups continue to be a growing dimension of our diverse cohort model – where we are not only industry, technology, and connection to the university agnostic but also stage agnostic.
- Ran our very first Demo Day and held our annual Pitch Final (No. 4) that wrapped up a year of seriously hard work and lots of inspiration.
- Continued to deliver our bespoke education programs to:
 - Entrepreneurs
 - Students
 - HDR's
 - Researchers
 - Industry

40+ Startups participated in the incubators programs and contributed to our community in 2022 - onboarded **34** new resident companies in.

By the end of 2022 the MQ Incubator has supported **109+** companies since opening its doors in 2017.

62% of our startups have between 2 – 4 founders.

Our industry, technology and stage agnostic and innovation-driven approach allowed us to build a diverse community of startups, and scaleups across various industry sectors:





Gender parity the goal

Women's representation in tech ecosystems globally continues to be an area of improvement. This year we continue to outstrip the average participation rate of women in our ecosystem.

35% of our startups have at least 1 female founder

Employment

Our startups employ **265** people.

Onboarding **35** new employees in the last 12 months

Paying out **\$3.66M** in wages

50% of our founders are paying themselves a wage



Revenue

Delivering over
\$6.6M in revenue



Investment

Our startups attracted
over **\$7.3M** in
external funding.



IP

18 IP Applications were submitted this year.

7 IP Applications were granted



New products and services

Have launched **31** new
products or services
in the last 12 months
with **45** others in
development.





160+ hours of innovation and entrepreneurship training with specialist facilitators as part of four MQi Educate program across 4 core streams.



Our bespoke programs are designed for abroad cohort of Startups, Researchers, UG Students, HDR Candidates and Industry.

Education and IMPACT



Over **149** students participated in incubator programs – a total of 118 hours of training delivered

16 Researchers, and HDR's participated in our Research IMPACT Program – with **3** joining the incubator program in 2022.



We continue to grow and award our Incubator accreditations. These digital badges and certificates recognise the hard work, time and learning that is achieved via our programs.

These have been awarded to our Researchers, Students, Startups, Industry, and Mentors.

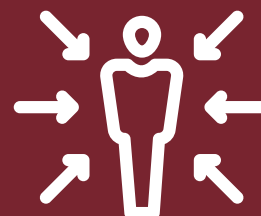




Research Collaboration

6 Startups collaborated with MQ researchers.

An Inclusive and Engaged Ecosystem



Mentors

50+ Strong Mentor Network of local and international experts – and growing

Currently planning to host **2** international mentors in-residence in 2023



Engaging with students

12 have worked with MQ Students

9 also worked with students from other universities in Australia and internationally



Community

5,200+ subscribers receive our innovation updates through our newsletter each month.

450+ attended our face-to-face events.

We've also continued to see our growing and engaged audience connecting to the incubator on social media.