

Macquarie University Incubator 2021 Report Card

Who would have thought that 2021 would be the year that it was.

For the Macquarie University Incubator, it has been our biggest year with outstanding results on many of the economic impact measures that we track each year across our member startups.

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 nation's ideas and discoveries to the world.

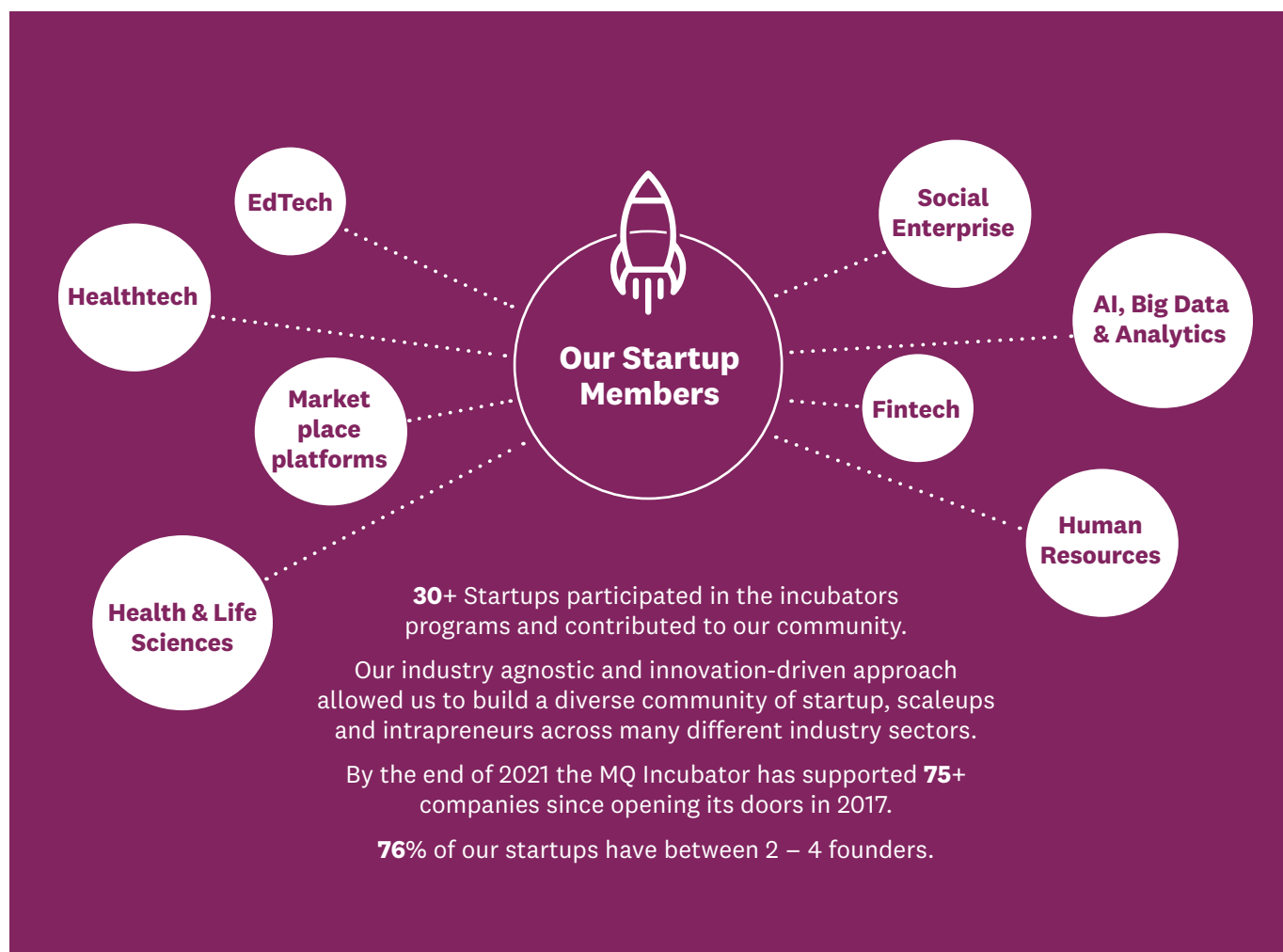
We believe that for our country to maintain prosperity, we need to embrace innovation, and develop new,

globally competitive products and services. Working towards shifting our focus from a carbon to a digital economy.

At the MQ Incubator, we are curating a bridge between entrepreneurs and intrapreneurs who are experts at leveraging opportunities to create new businesses, with our researchers - whose discoveries underpin our nation's deep tech innovations.

Here is our report card for 2021, 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 of the MQ Incubator during 2021.





Gender parity the goal

We keep this metric very close to our hearts – women need to be equally represented in the tech ecosystems globally. This year we have grown our participation rate of women in our ecosystem.

44% of our startups have at least 1 female founder.



Employment

Our startups employ **177** people.

Onboarding 50 new employees in the last 12 months.

Paying out **\$4.44M** in wages.

38% of our founders are paying themselves a wage.

150+ hours of innovation and entrepreneurship training with specialist facilitators as part of four MQi Educate programs including –

- **Design thinking, Customer discovery & Validation**
- **Market, Growth and Digital strategy**
- **Funding, Legal, IP and Commercialisation**
- **Pitching**

Education and IMPACT



Our bespoke programs are designed for Startups + Intrapreneurs, Researchers, UG Students and HDR Candidates.

Over **250** students participated in incubator programs – a total of 118 hours of training delivered.

16 Researchers, HDR and Researcher groups participated in our Research IMPACT Program.



Welcomed our 1st intrapreneur teams from Schneider Electric and the Centre for Emotional Health.



Implemented a new digital platform enabling our program to scale, and grow the incubator community. It has also allowed startups with distributed teams to upskill their staff.

We launched our Incubator accreditations. Rolling out digital badges to recognise the hard work, time and learning that is achieved via our programs. These have been awarded to our Researchers, Students, Startups and Mentors.





Revenue

Making over **\$6.7M** in revenue.



Investment

Our startups attracted over **\$44M** in external funding.



IP

10 IP Applications were submitted this year. **14** IP Applications were granted.



New products and services

Have launched **35** new products or services in the last 12 months.



Research Collaboration

6 Startups collaborated with MQ researchers.



Mentors

40+ Strong mentor network – and growing.



Engaging with students

48% worked with MQ Students.

41% also worked with students from other universities in Australia and internationally.

An Inclusive and Engaged Ecosystem



Community

4,000 people receive our innovation updates through our newsletter each month.

500+ people connected to our Leaders, Innovators and Disruptors series to discuss important and insightful topics in innovation.

We've also seen a growing and engaged audience connecting to the incubator on LinkedIn, Facebook and our YouTube Channel.



Startups in 2022

On average they expect their revenue to grow by **150%** YoY.

90% have **44** new products or services currently in development.