

Macquarie University Incubator

2023 Report Card

Our annual report card serves as a window into the Macquarie University Incubator and our member entrepreneurs' achievements over the past year.

2023 proved to be a tumultuous year globally characterised by geopolitical tensions, shifting alliances, and the ongoing pursuit of stability. It was also a formidable year for businesses, marked by economic challenges that produced fluctuating fundraising markets both here in Australian and internationally.

Through this climate our resident companies demonstrated exceptional resilience and determination,

delivering a remarkable 47% YoY increase in funding secured and boosting their revenues by an impressive 49% YoY.

They also displayed unwavering resolve and optimism as they navigated the challenging landscape to launch new product and services, created new jobs, engaged with our researchers, and secured the highest number of IP registrations since we launched.

The Macquarie Incubator continues to deliver on its vision to be a highly collaborative and supportive environment, with a diverse cohort of innovators from all stages of the

commercialisation journey from idea to scale-up. We also delivered education programs for our founders, researchers, HDR candidates, MQ Students and Secondary School Students.

As always, Macquarie Incubator takes pride in its role within Australia's network of public universities and research institutions, including CSIRO and ANSTO. Together, we contribute to the global dissemination of Australia's innovative ideas and discoveries.

The team at the Macquarie Incubator hope that you find our 2023 report card of value as we spotlight the accomplishments of our ecosystem.

Source: The data in the Macquarie University Incubator Report Card is sourced from the opt-in Economic Impact Survey, 2023.



Our Community

48%

of our startups have between 2 – 4 founders

43

Startups participated in the incubator's programs and community in 2023 – onboarding **24** new companies

133

companies have been supported at the Macquarie Incubator since opening its doors in 2017







Our industry and stage agnostic approach to driving innovation allows us to build a diverse community of startups and scaleups across various industry sectors. This brings diversity of thinking, practices, networks and expertise that ensures founders have rich and deep reservoir of skills to draw upon.

- EdTech
- Ai, Big Data & Analytics
- Marketplace platform
- Lifesciences

- PropTech
- Advanced Manufacturing
- Fintech
- Human Resources

- Mining
- Circular Economy
- AdTech
- Defense




 <h2>Investment</h2> <p>Our startups attracted over \$15.4M in external funding</p>	 <h2>Revenue</h2> <p>Generating \$13.5M in revenue</p>	 <h2>IP</h2> <p>29 IP applications were granted</p>
 <h2>Employment</h2> <p>Our startups paid out over \$4M in wages</p> <p>Employing over 201 people and creating 36 new jobs this year</p>	 <h2>New products and services</h2> <p>Launched 36 new products and services to market</p>	<h2>Gender parity challenge</h2> <p>Female participation in innovation ecosystems across the globe continues to be a key area for growth. The MQ Incubator continues to outperform the average participation rates with 31% of our companies have a least one female founder. National average @ 27%*</p>  <p>Source: * Startup Muster 2023 Report</p>

A red line-art icon of a person standing next to a presentation board, pointing at it with their right hand. The board has several horizontal lines representing text.

Education Programs

- Delivered over **224** hours of entrepreneurial and creative thinking training
- Our bespoke education programs have been designed for:
 - Researchers, ECR and HDR Candidates
 - Founders and Intrapreneurs – from idea stage to scaling companies
 - Students – both MQ and Secondary students
- Completed our 6th Researchers IMPACT Program – with **22** Researchers participating including an external research institute
- Engaged with over **1,150** MQ and secondary students
- **6** Researchers joining the Incubator in 2024

 <h2>At our heart an inclusive and engaged community</h2>	<ul style="list-style-type: none"> Recognised as one of the top five* most recommended accelerators / incubators in the country. <p>Source: * Startup Muster Report 2023</p> <ul style="list-style-type: none"> 66% of our companies worked with 148 Macquarie students – helping them gaining valuable experience 	<ul style="list-style-type: none"> Welcomed 23 new and vetted mentors to our network <ul style="list-style-type: none"> 11 of our companies collaborated with Macquarie University Researchers <ul style="list-style-type: none"> Over 5,000 subscribers to our mailing list 41 newsletters delivered 3,890 followers on our social media accounts Hosted 20 Events with over 790 attendees
--	---	--