



Macquarie University Incubator 2020 Report Card

Despite the challenges presented during this unprecedented year the MQ Incubator's end of year results for 2020 showcase the impressive growth and vibrancy of our ecosystem.

For some startups, COVID-19 has accelerated their growth resulting in team expansion and the service of many new clients.

For others, it has changed the way they do business and has offered a time for reflection. With 20 new startups onboarded during 2020 it is clear that the Incubator's

support is highly valued as startups continue to push forward with their business goals in an uncertain world.

Here we provide you with our report card on who we have supported, how we have done that and what has been achieved. Our activities are contributing to building a dynamic, connected, and supportive innovation ecosystem for our nation's future.

Note: Data for this report has been compiled from an opt-in survey sent to each startup who was resident in the Incubator during 2020. 28 startups completed the survey.



Resident Startups

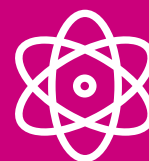
By the end of 2020 the MQ Incubator has supported **65** companies since its opening in 2017

The Incubator supported **33** companies in 2020

With two intakes in 2020 the MQ Incubator supported **20** new companies

51% of founders are alumni of Macquarie University

64% of our startups have between 2-4 founders



Research Collaboration

4 Incubator companies collaborated with Macquarie University Researchers in 2020



Revenue

\$3.3M in revenue was generated by MQ Incubator companies in 2020



Investment

Equity Capital: **\$175,000**

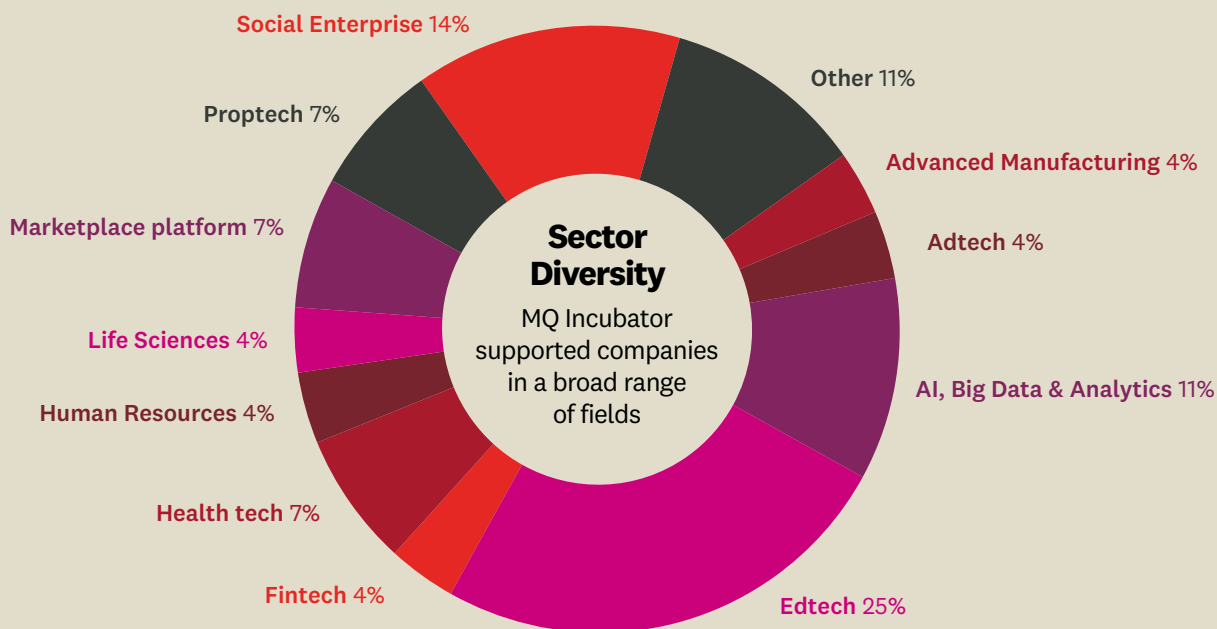
Debt Capital: **\$1.25M**

Grants: **\$787,000**



IP Applications

23 IP applications were granted to Incubator companies



Building Capability Through Education

Macquarie University Incubator delivers education programs to Entrepreneurs, Researchers and Students. These offerings are tailored and bespoke to meet participants needs.



Entrepreneurs

- 34** Educate Workshops
- 3** Pitch Master Classes
- 5** Pitch to Panel + Peer Sessions
- 1** Pitch Final Event
- 100+** hours of education



Students

- 6** Student Programs
- 38** Workshops
- 674** students applied to participate
- 77** MQU Students gained work experience with incubator startups.



Researchers

- Launch of Researchers IMPACT program.
- Collaboration with MQU Commercialisation and Innovation Office
- 2** Cohorts
- 6** modules over 9 weeks



Female Participation

Inclusion remains a fundamental challenge for the tech ecosystem globally. Macquarie University Incubator has delivered stronger results than both national and global metrics.

Founders

31% of MQ Incubator companies resident in 2020 have at least 1 female founder

22.3% National Average*

14.1% ** + 20% Globally ***

Teams

Females represented **47%** of startup teams (including founders)

Source:

* Startupmuster 2018 Annual Report

** Global Startup Ecosystem Report 2020, Startup Genome

*** Cruchbase EOY 2019 Diversity Report



Why we support startups and innovators

For our country to maintain prosperity, we need to be able to innovate and develop new, globally competitive products and services.*

Shifting our focus from a carbon economy to a digital economy.

50% of economic growth in OECD countries is from new business innovation. *

Innovation is also critical to a region's productivity, economic growth and living standards, and strategies to boost innovation are essential for long-term sustainable growth. **

At MQ Incubator we are curating a bridge between startups - who are experts at leveraging opportunities for new business creation - with our researchers - who's discoveries underpin deep tech innovation.

Source:

* Let's Collaborate: SMEs using research to drive innovation, NSW Innovation and Productivity Council 2020

** Clark, G., Moonen, T., & Nunley, J. (2018). "The Innovation Economy: Implications and Imperatives for States and Regions". NSW Innovation and Productivity Council, Sydney.



Employment

Incubator companies spent **\$1.6M** on wages in 2020 (excluding founder wages)

Incubator companies generated over **30** new jobs in 2020



An inclusive and connected ecosystem

We all know the adage “it takes a village to raise a child”, well to raise a world class startup it needs a supportive, well connected nation.

MQU 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.

We hosted **20** events

With **968** attendees

Have grown our mentor network with **19** new mentors locally here in Australia and Internationally

Delivered the **1st** of the NSW Govt Innovation District Challenges - alongside all the NSW universities and CSIRO