

INCUBATE

CELEBRATING



YEARS

IN PARTNERSHIP



students becoming entrepreneurs

In 2012 we launched an experiment, the first university-based student accelerator program in Australia.

That experiment was developed with the forward-thinking support of the University of Sydney Union (USU) and now, in partnership with the University of Sydney, it has grown to the multi-award winning program of today.

Five years ago few people believed students were interested in entrepreneurship or able to launch a startup. But what we continue to see is that students are actually enthusiastic entrepreneurs, so supporting dedicated students to become fully fledged startup founders is a critical component of any university ecosystem.

The University of Sydney is a very proud supporter of INCUBATE. The program has become an important component of the University's education and research strategies, enabling our students to accelerate the development of their bold and innovative ideas to create new businesses.

The success of INCUBATE is inspirational, with startups already making their mark not only in Australia but globally. I congratulate the founders, staff, mentors, sponsors and of course our entrepreneurial students on a highly successful first 5 years. We look forward to celebrating many more.

CHANCELLOR **BELINDA HUTCHINSON, AM**



Class 9, Demo Day April 2017

IN PARTNERSHIP





AMSL **AERO**

electric vertical take off and landing aircraft

AMSL Aero is building simple, safe and quiet electrical vertical take-off and landing aircraft for army to move cargo and casualties, and for people to fly over traffic.

The AMSL Aero team that designed and built an Australian 5 seat helicopter in 18 months, are now developing the Kookaburra electric vertical take off and landing aircraft with 300km/hr top speed, 100km range and a 150kg payload for the Army.

- Two small scale prototypes
- Two provisional patents
- Recipient of NSW Government MVP Grant

CONTACT

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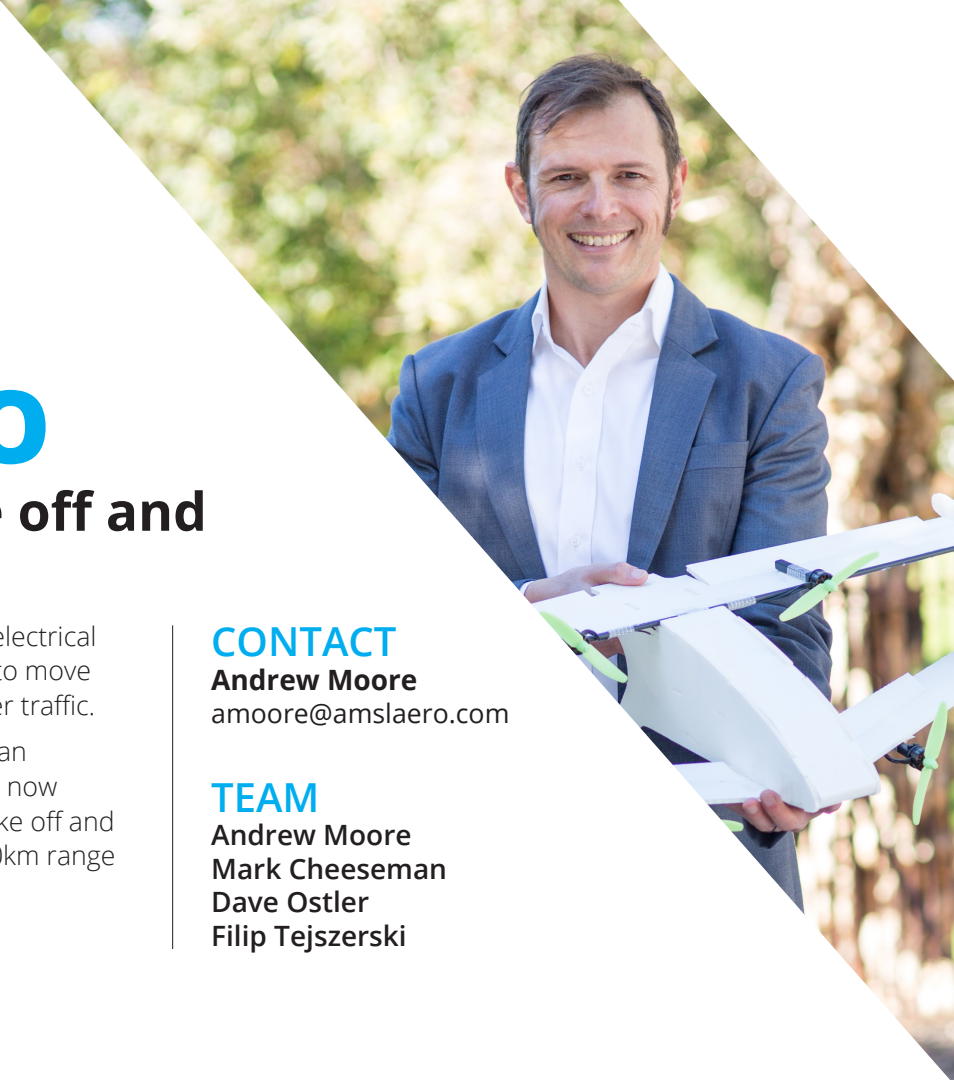
TEAM

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AUTOMATED PROCESS SYNTHESIS CO

data driven solutions

CONTACT

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TEAM

Dr. Ali Abbas

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Dr. Mobin Nomvar

Dr. Alireza Shafiee

APS is making the world's first intelligent chemical process design platform, APSYN, which uses artificial intelligence to design chemical processes autonomously in a fraction of the time it takes today.

Industrial chemical processes consist of chains of dozens of specialised equipment to produce desired compounds out of a range of input material. Design of such processes is expensive and tedious requiring teams of engineers. Current trial and error methods rely heavily on past experience and old-fashioned techniques.

Freed from the human limitations, limited speed and capacity, APSYN designs are innovative and potentially open up new market opportunities previously thought to be not viable or economical.

- MVP trials with five customers
- \$14k invoice to-date
- Contracts totalling to \$3m in negotiation



education_link

EDUCATION LINK

the first ecosystem for
international education

Education Link is a full-featured education sales platform and CRM software for international education agencies.

Education agents around the world are already using Education Link as their agency's core software platform. Empowering education agents to best guide their international students through the entire overseas education process.

- 15 Education agencies on paid monthly recurring plans
- Onboarded the largest Education Agency in Brazil
- Enterprise-level software release with robust commercial integrations with accounting, email, social media

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LEARNED HUB

where (maths) dreams are made

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TEAM

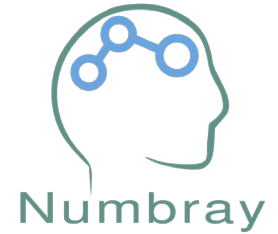
Mahya Mirzaei

Mitchell Knox

A smart platform that mimics the role of a personal tutor. Maths is taught via instructional videos and by asking questions throughout the lessons, gaps in the student's knowledge are identified which changes how or what the students are taught. A foundation is built so that more difficult maths skills can be taught and achieved, setting the student up for success.

- 30% weekly growth
- Second product launched
- \$8000 monthly recurring revenue





NUMBRAY

wearable neurostimulation

CONTACT

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TEAM

Peter Simpson-Young

Nathan Le

Dominik Fretz

We are developing a wearable non-invasive brain stimulation (NIBS) device for children with cerebral palsy.

NIBS uses tiny electrical currents to boost brain activity and is a promising treatment for a range of disorders, including cerebral palsy, depression, and chronic pain.

Existing devices can only be used by trained professionals, forcing patients to travel to the clinic every day to receive treatment.

Our product enables patients to self-administer NIBS from home, improving usability and accessibility of this important new treatment.

- Established partnership with Cerebral Palsy Alliance to begin clinical trials in 2018
- Three prototype iterations, with final prototype produced
- Expressions of interest from leading brain stimulation researchers



NUTRITECH

nutrition optimised

Almost 2.3m newborns die each year due to malnutrition. Our technology research has been funded by the Bill and Melinda Gates Foundation. In the developed world, current practice does not identify malnourished children.

Our solution provides a mechanism to detect and monitor body composition so that nutrition can be modified accordingly. Our portable and rugged solution uses light so that measurements can be taken at the point of care.

A dollar invested in first 1000 days nutrition yields \$48 in health and economic productivity.

- Validation in 720 subjects in Soweto, tested from birth through to two years old
- Minimum Viable Product produced
- Further validation testing in Soweto using a new method, very high correlation

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TEAM

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QuickScript

QUICKSCRIPT

your medications made simple

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TEAM

Omar Abu-mahmoud

QuickScript is a platform that upsells patients with evidence-based complementary medicine recommendations while maintaining the integrity of Pharmacists

- 70+ Interviews
- Potential partnerships with large Pharmacy franchises
- Previously built simple prototype



SKYREALM

connection in real time

SkyRealm is focused on vehicle communication to improve driving safety. The vehicles equipped with our device are able to communicate with each other directly in real time through DSRC.

It can also collect driving data to cloud and make intelligent decisions based on the received data.

- Five potential customers
- Three signed MOU
- Pre-order for five samples

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STUDENT FEEDS

STUDENT FEEDS

time-poor? hungry? student?

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TEAM

Cindy Burgess

Student Feeds improves the affordability of student living by providing \$5-\$6 healthy, affordable meals to students around universities. These are distributed through online ordering, permanent pick up locations accessible on campus and pop up stalls.

As a fully student-run startup we develop personal connections with our customers with a community of 'Student Foodies' as brand ambassadors at each campus. Our business model is sustainable through bulk buying, production efficiency and word-of-mouth promotion around campus.

Our mission is to redefine student living, not by its struggles, but by the opportunities it provides.

- 50% Customer retention rate
- Partnerships with Redbull, Chefin, Qpay
- Operating at the University of Sydney, UNSW, UTS and student accommodation
- 1000+ meals to date

Somnium LABS

SOMNIUM LABS

re-align your life

At Somnium Labs, we began helping patients heal through sleep, and eventually moved on to solve a bigger problem: how to design the perfect pillow for everyone.

MUTU features air chambers in an adaptable skeleton to solve three core problems of sleep: posture, comfort and customisation.

- Mutu keeps its shape and molds to your head, supporting a neutral posture
- Its air suspension system provides comfort superior to any filler-based pillow
- You can customise its height adjusting the amount of air

CONTACT

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TEAM

Suri Susilo

Tycho Hughes

A man with short brown hair, wearing a light-colored patterned short-sleeved shirt, is looking down at a smartphone held by another person. He is pointing at the screen with his right index finger. The background is a blue-lit room with some blurred shapes, possibly a workshop or office. The text is overlaid on the right side of the image.

“My most rewarding experience is seeing entrepreneurs understand and accept that ‘cannot’ means ‘won’t try’ and fear is their only limitation, and then seeing them launch forward to deliver even greater achievements. Their success is my motivation!”

CHRIS GABRIEL
mentor



**BE THE
RISK TAKER.**

**Olga Oleinikova,
Co-Founder & CEO at Persollo**

APPLY NOW TO LAUNCH YOUR STARTUP [INCUBATE.ORG.AU](https://incubate.org.au)



"INCUBATE was instrumental for our startup journey, it allowed us take our first real steps to commercialise our research technology into the Breathe Well medical product which is now being used in breast cancer radiation therapy."

**SEAN POLLOCK,
CO-FOUNDER AT OPUS MEDICAL**
classfouralumnus



thankyou

pick 'n' mix mentors take time to build up, but in the end you have a portfolio of people with different areas of expertise, plus an incredible network. With INCUBATE, one of its core pillars is this mentor system. It provides multiple opportunities for a range of mentors to help fledgling companies grow.

NATASHA RAWLINGS
resident entrepreneur

Thank you to our 100+ program mentors

Our program would not be possible without your time, energy and expertise

 [sydneyincubate](#)  [@sydneyincubate](#)  [bit.ly/incubateyoutube](#)  [campusstartup.incubate.org.au](#)

In Partnership



Venue Partner



Industry Supporters



INCUBATE

Founded by



UNIVERSITY OF
SYDNEY UNION