



AusBiotech

AUSTRALIAN LIFE SCIENCES INCUBATOR & ACCELERATOR PROGRAMMES

The Australian biotechnology ecosystem is thriving, with the vast majority of companies developing therapeutics, diagnostics, devices, vaccines and other technologies in the very early stages of development. Industry companies tend to be small and medium-sized enterprises, pre-revenue, pre-market access and on a journey of commercialisation. One of the common challenges is access to capital and opportunities to accelerate strategic planning in the very early stages of a company's development. Participating in incubator or accelerator programmes is an opportunity for early-stage companies to gain access to expertise, funding and introductions to potential investors: programmes designed to drive their innovations towards real-world outcomes.

What are incubators and accelerators?

Incubator and accelerator programmes are opportunities for early-stage companies to nurture their commercialisation skills and gain access to networks of potential investors and partners. Both programme types utilise strategic business development models, offer guidance to young companies in refining their value proposition and honing their market access strategies, and build capability to attract investment. By participating in an appropriate incubator or accelerator programme, companies can benefit from an increased profile within the ecosystem, gain relevant commercial and strategic skills and exposure to the capital investment community and other funding support. While the terminology is often used interchangeably, there are differences between the two programme offerings.

Incubators offer intensive strategy support and often provide shared office and/or laboratory facilities for small and very early-stage companies (often referred to as 'startups'). Incubators can also be sponsored or run by venture capital (VC) firms, angel investors, government entities, or major corporations. Some incubators have an application process, but others work selectively with companies that they come in contact with through their own networks or via referrals from trusted partners.

In most cases, startups accepted into incubator programmes relocate to a specific geographic area to work with other companies in the incubator as a cohort for a specified period of time. Within the incubator, a company will refine its idea, build out its business plan, work on product-market fit, identify intellectual property issues, and network within the startup ecosystem. A typical incubator provides capability building via master-classes, workshops and mentoring, and connection to the local community, including potential competitors and/or collaborators. Some programmes provide funding support and/or in-kind support, as well as assistance in identifying future funding or investment opportunities.

Accelerators are an intensive development-focused programme designed to 'push' early-stage companies to generate significant momentum towards commercialization. A typical accelerator programme has a strong focus on building capability in business and commercial strategy, securing investment, IP protection and regulatory requirements, and support in clarifying the product's market entry strategy. This can often be in the format of a multi-month 'bootcamp' programme, in which each company is pushed to sharpen its business plan ultimately leading to a 'demo-day' or pitch session to a panel of industry experts and investors.

Early-stage companies are typically given a small seed investment (either non-dilutive funding or in grant form, or in exchange for equity), tailored capability-building training, and access to networks specific to the industry's ecosystem. Building the company's profile and establishing new connections within these networks – typically other startup executives, venture capitalists, industry experts, and other investors – is often the biggest value for prospective companies participating in an accelerator programme.

How do I choose which programme to participate in?

The following summary provides information regarding current incubator and accelerator programmes that are most relevant to Australian life sciences companies (the information presented below is current as at January 2023, please check each programme's own website for detailed information and updates). While there are common characteristics amongst all incubator and accelerator programmes, many have specialist offerings which have been captured in the summary below. Companies are encouraged to do their own research on which programme/s may be most appropriate and aligns with their individual business strategy and stage of development.

These programmes are designed and managed by life-science professionals, who have significant experience in the industry and offer a deep understanding of both technical and commercial requirements for companies to succeed. All programmes offer connection with investors and the opportunity to 'pitch', and capability-building activities commonly focused on strengthening commercialisation strategy, capital raising and bringing your innovative technology closer to market.

Please note: the summary below does not include programmes designed for academic, basic discovery or very early-stage technology transfer, or proof-of-concept experimental trials. Such programmes focus on supporting discovery-stage research projects (often before a company structure is formed) and may be appropriate for research teams before entering an incubator: examples of such programmes include BioCurate's Proof-Of-Concept fund, the Velocity programme of the Melbourne Accelerator Program (MAP), the Biomedical Translation Bridge (BTB) programme, and BioMedTech Horizons programme (BMTH). Most Australian universities also offer technology transfer or pre-incubator style programmes for very early-stage innovations: these have not been included in the below list, please see your relevant university commercialisation office for more detail if this is of interest.










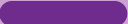













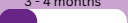
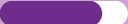


Disclaimer statements:

The incubator and accelerator programmes listed in the summary below were selected based on the following criteria:









- Directly relevant to Australian life science companies as per the programme's website (ie generic or non-sector specific programmes have been excluded)
- Available for registered Australian companies holding the relevant IP, and post discovery stage of development (ie proof of concept established)
- Program is currently active (ie programme website indicates the programme is open for participation in 2023)

The summary is intended as general guidance only, many important aspects differ between individual programmes and information supplied by each programme is likely to be updated frequently. Companies interested in applying are encouraged to seek specific advice from the programme directly via each programme's official website.

AUSTRALIAN LIFE SCIENCES INCUBATOR & ACCELERATOR PROGRAMMES






Programme (managing organisation)	Priority subsector	Programme duration	Options to participate (in person & digital)  	Funding provided	Co-working space	Intro to investors
<u>ANDHealth+ (ANDHealth)</u>	Digital biotech/ healthtech	STAGE I 3 - 4 months  STAGE II 8 - 10 months 	MELB  + 	Non dilutive ✓	✓	✓
<u>ACTIVATE (ANDHealth)</u>	Digital health/ medtech	6 months 	VIC  + 	X	✓	✓
<u>Australian Clinical Entrepreneur Program (AUSCEP)</u>	Digital biotech/health tech/medtech	12 months 	NSW, VIC & WA 	X	N/A	✓
<u>CUREator (Brandon Capital)</u>	Clinical, preclinical, health security	1 - 2 years 	National  + 	Grants & matched investment ✓	✓	✓
<u>Global Navigator Perth (MedTech Actuator)</u>	Medtech/ healthtech	6 months 	PERTH 	Fees apply ✓	N/A	✓
<u>Griffin Accelerator</u>	Medical Healthtech	3 - 6 months 	CANB 	Grants & matched investment ✓	N/A	✓
<u>Health 10x Accelerator - (UNSW Founders & The George Institute)</u>	Medical healthtech/ pharma/ biotech	STAGE I 5 weeks  STAGE II 10 weeks 	NSW 	Prizes & seed funding ✓	✓	✓
<u>Incubator (Cicada innovations)</u>	Biopharma/ medical device/ deep tech	VARIES	NSW  + 	Fees apply ✓	✓	✓
<u>Masterclass Accelerate (ANDHealth)</u>	Digital biotech/ healthtech	STAGE I 3 - 4 months  STAGE II 8 - 10 months 	MELB  + 	X	✓	✓

AUSTRALIAN LIFE SCIENCES INCUBATOR & ACCELERATOR PROGRAMMES

Programme (managing organisation)	Priority subsector	Programme duration	Options to participate (in person & digital)	Funding provided	Co-working space	Intro to investors
<u>MedTech Actuator Accelerator</u>	Medtech/ healthtech	12 months 	MELB & SYD 	Equity fee to participate ✓	✓	✓
<u>Proto Axiom</u>	Biotech	VARIES	National 	✓	N/A	✓
<u>The Melbourne Accelerator Program (MAP)</u>	Pharma/ biotech/ medical health	5 months 	MELB 	Non dilutive ✓	✓	✓
<u>Trajan Accelerator</u>	Medical health/ biotech	VARIES	MELB 	Equity ✓	✓	✓
<u>TTRA Targeted Translation research accelerator</u>	Diabetes/ cardiovascular disease	2 years 	National 	Non dilutive ✓	N/A	✓

Additionally, the below table lists several well-known incubator and accelerator programmes that offer a specific focus on global market-entry strategy. These programmes aim to connect Australian life sciences companies to collaborators and investors in specific priority markets. The following programmes provide workshops and training domestically in Australia, along with access to funding and connectivity with investors and international networks. In some cases, travel to the priority market of focus for the programme is undertaken as part of the programme.

Other programmes of a similar nature are available in other countries, that Australian life sciences companies may be eligible to apply for, however such programmes are outside the scope of this summary. Of particular interest to Australian companies may be [Austrade's Landing Pad programme](#), a specialised programme run by the Australian Trade and Investment Commission in offshore markets including Israel, Singapore, China, India, the UK and the US. The Landing Pad programme offers Australian technology-based companies support to prioritise and validate market entry plans, and scale into global markets.

Programme (managing organisation)	Priority subsector	Programme duration	Options to participate (in person & digital)	Funding provided	Co-working space	Intro to investors
<u>MENA Bridge (Hatch Quarter)</u>	Biotech/ healthtech	6 months 	ALL STATES 	Fees apply X	N/A	✓
<u>Illumina for Startups Australia</u>	Genomics	VARIES	OFF SHORE & MELB 	Grants ✓	✓	✓
<u>Ascend (MedTech Actuator)</u>	Medtech biotech/ healthtech	6 months 	SINGAPORE 	Equity fee to participate ✓	✓	✓

Information was collected during January 2023 via online searching of publicly-available content. While every care has been taken in producing this summary, no warranty is given or implied as to the accuracy. AusBiotech makes no endorsement (given or implied) and does not recommend one programme over another, and companies should make their own enquiries directly to each programme to assess suitability.