



INNOVUS

making innovation matter



UNIVERSITEIT
iYUNIVESITHI
STELLENBOSCH
UNIVERSITY

100
1918 · 2018

forward together · saam vorentoe · masiye phambili



Characteristics of great universities

High quality &
relevant research



Strong programmes &
research teams



Number of employable
graduates



Successful
postgraduates



Impact on
society



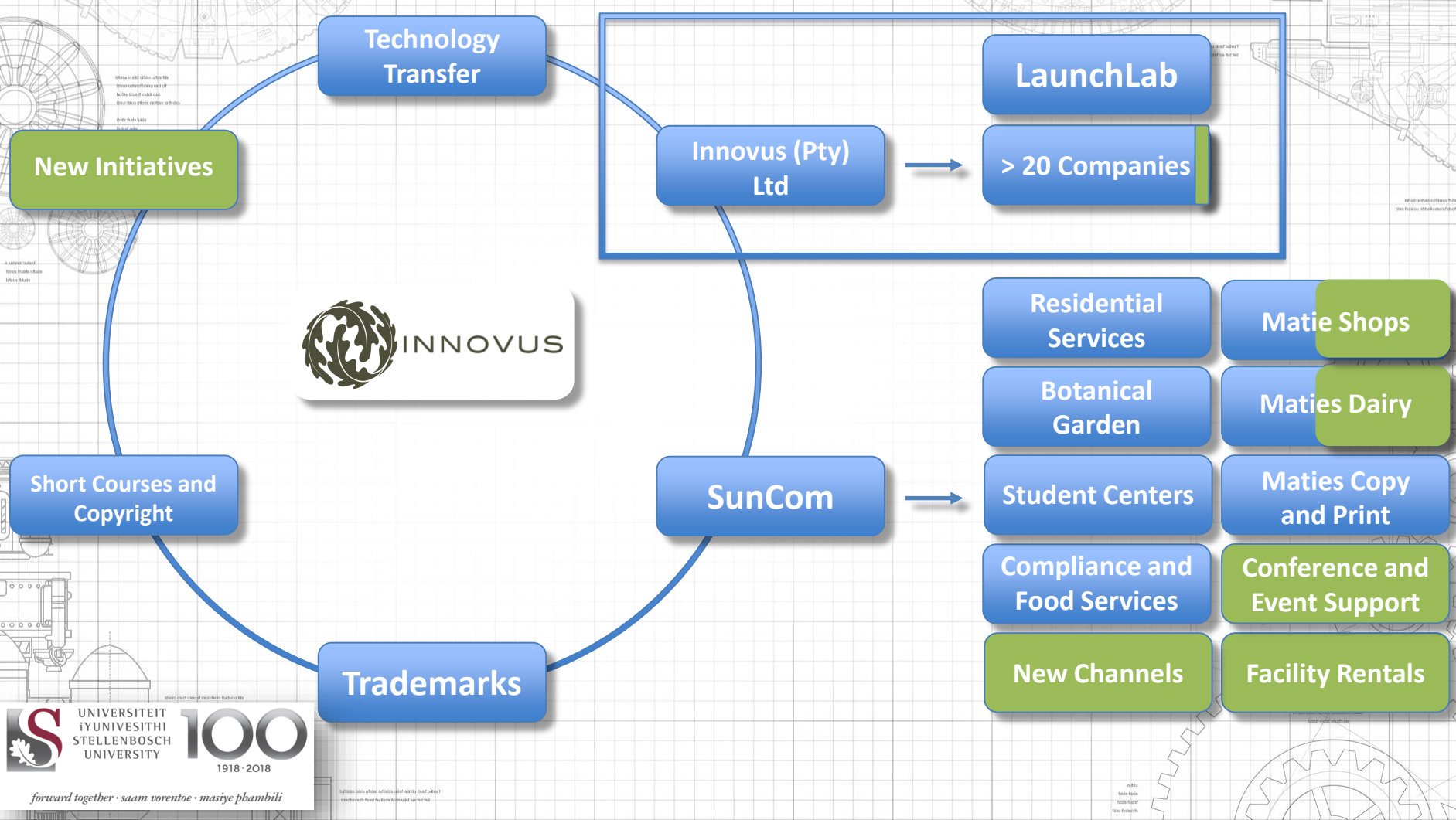
Stellenbosch University

- Ranked among the top 350 universities in the world*
- 30 000 students
- 33% are postgraduate
- >4300 international students from >100 countries
- Research intensive university
- 10 Faculties on 5 campuses
- >1000 academic staff

*Times Higher Education

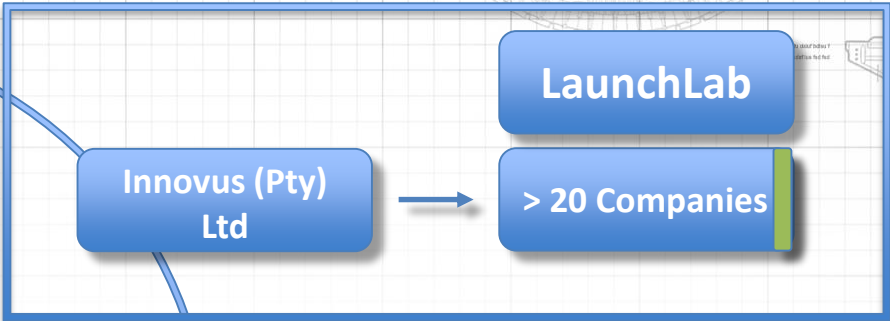


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Technology Transfer

New Initiatives



Innovus (Pty) Ltd

LaunchLab

> 20 Companies

Short Courses and Copyright

SunCom

Trademarks

Residential Services

Matie Shops

Botanical Garden

Maties Dairy

Student Centers

Maties Copy and Print

Compliance and Food Services

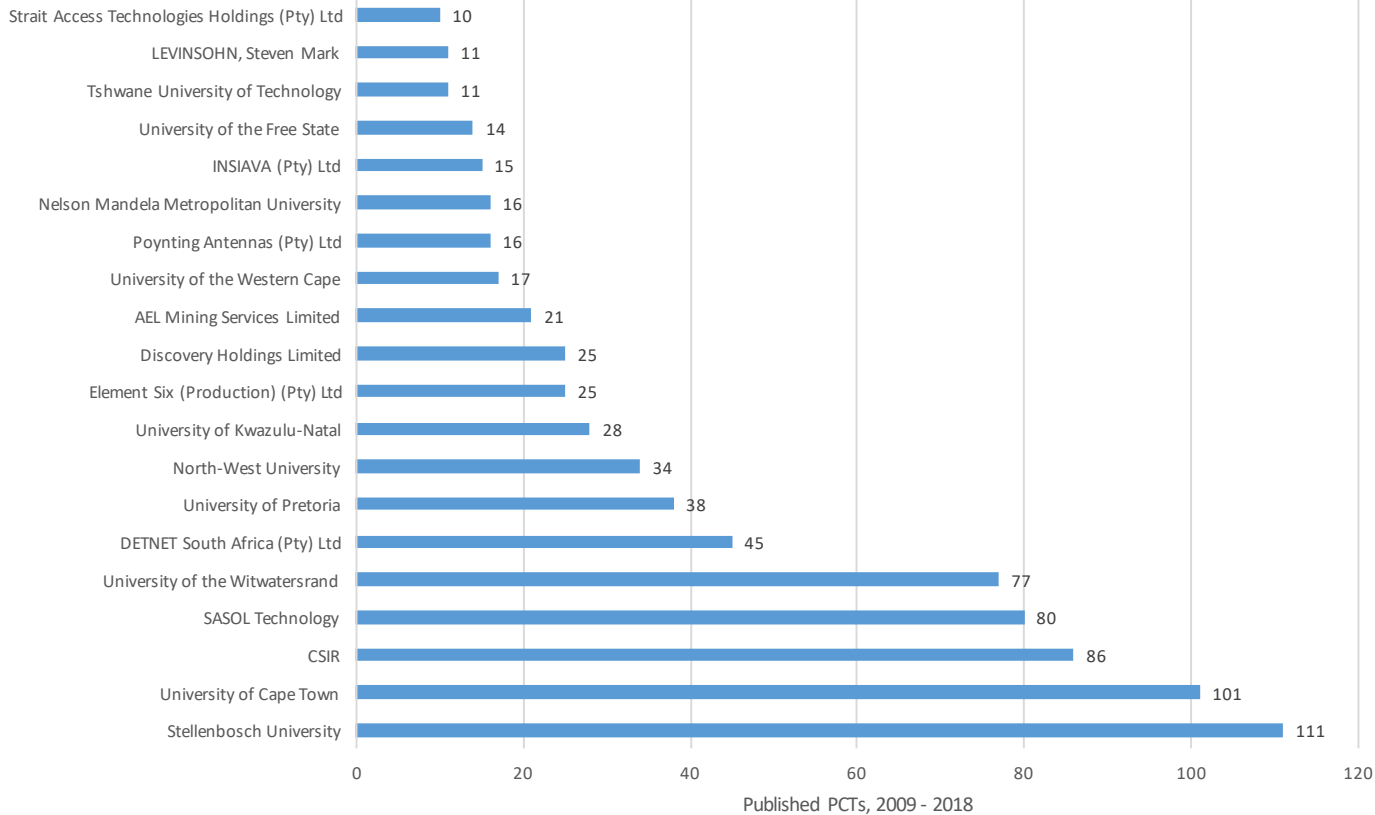
Conference and Event Support

New Channels

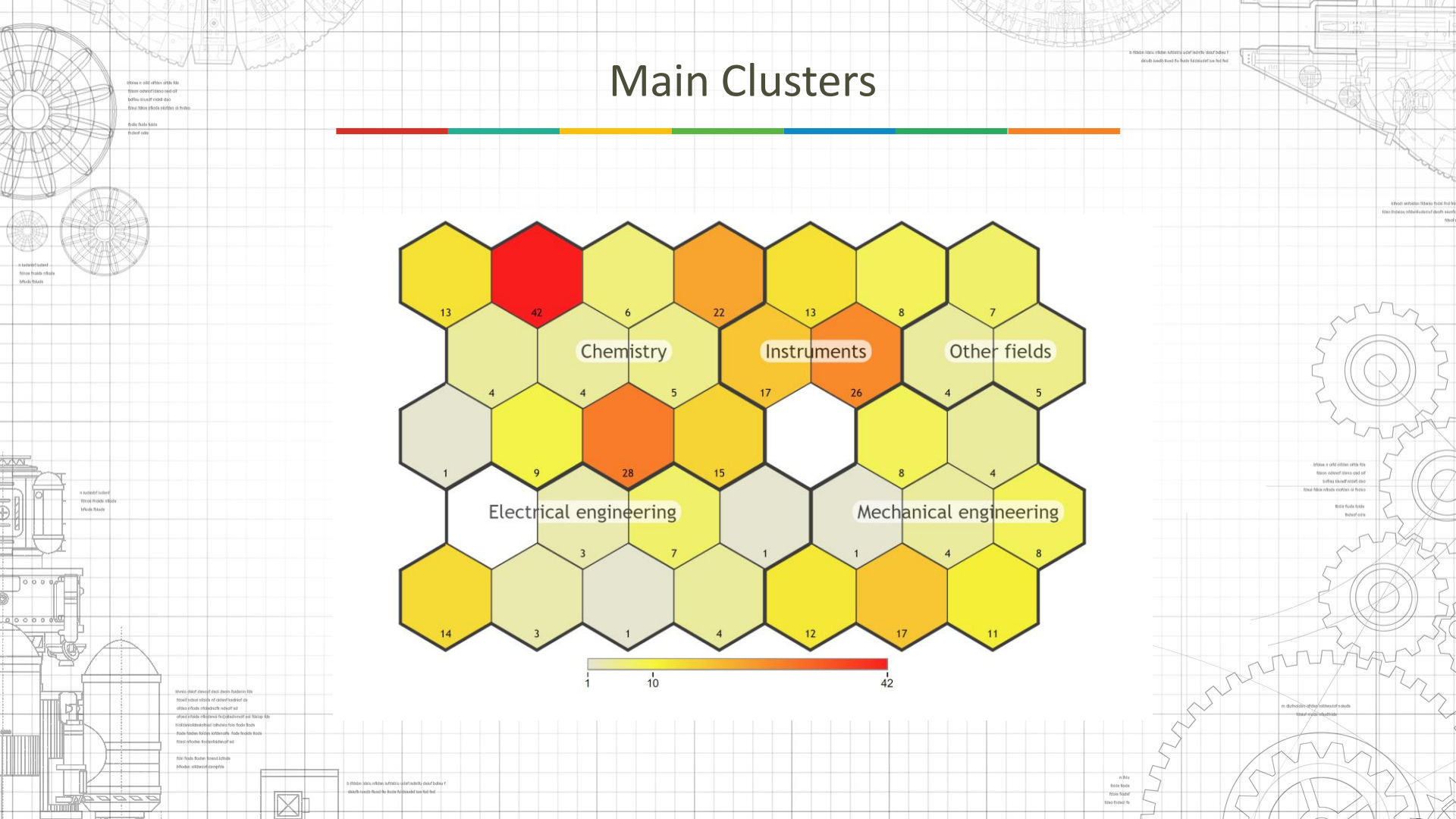
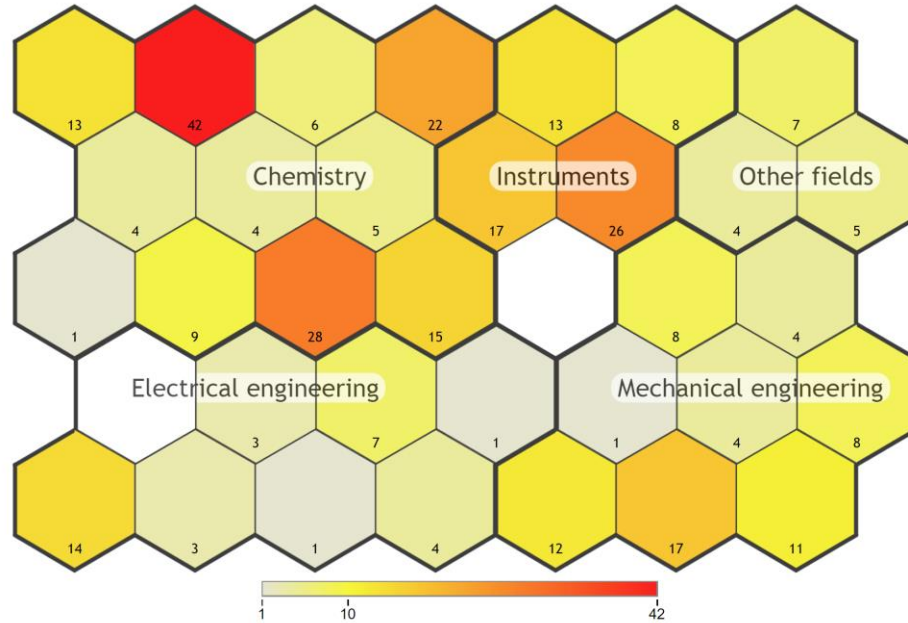
Facility Rentals



Responsible for **more innovations in SA** than anyone else

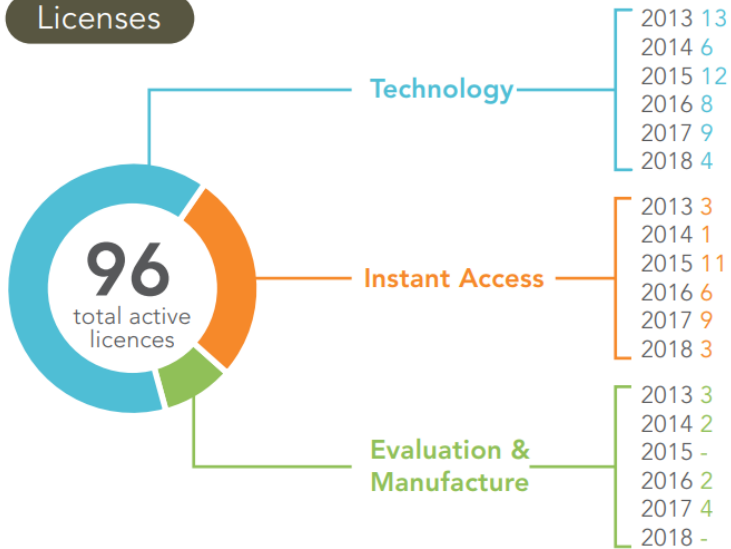


Main Clusters



Commercialisation

Licences



Revenue: IP Transactions

Domestic
International

R2 521 902

D: R1 354 797
I: R1 167 105

2014

R5 148 318

D: R2 036 099
I: R3 112 219

2016

R3 043 145

D: R2 415 602
I: R767 520

2018

R5 928 691

D: R1 665 851
I: R4 262 840

2015

R7 166 696

D: R2 539 309
I: R4 627 387

2017

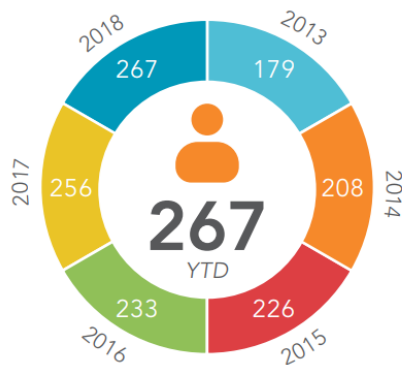
Spin-outs

SPIN-OUT COMPANIES AND EQUITY

Number of Spin-out Companies



Number of Employees



Number of employees in our group of companies 267 TYD

Turnover R'000

2013	R161 649
2014	R201 885
2015	R201 265
2016	R216 157
2017	R225 881
2018	R270 051

SU Group of Companies



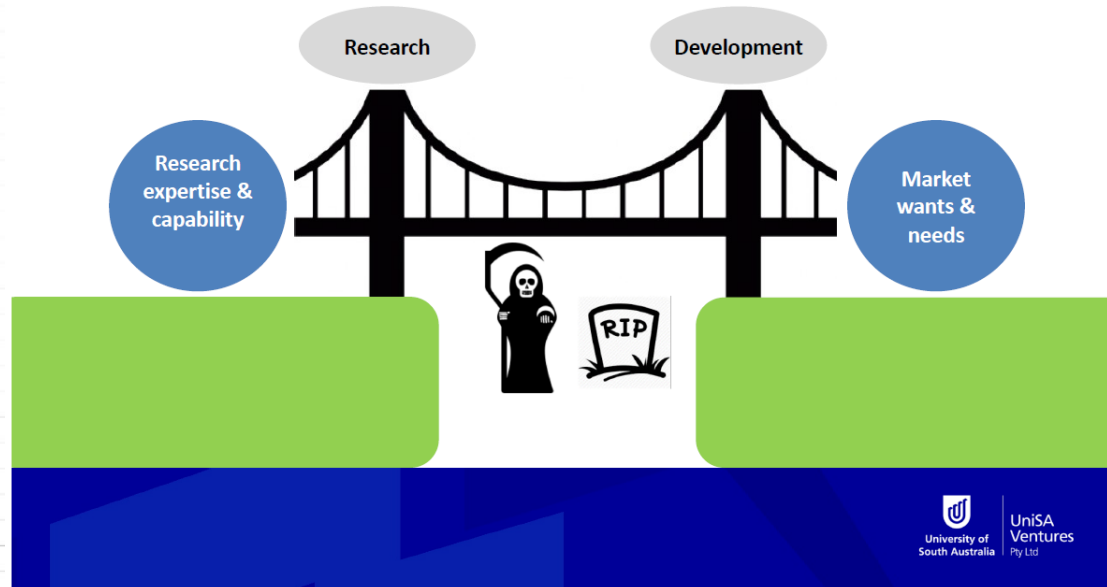
SUN Magnetics (Pty) Ltd



Factory **209** (Pty) Ltd Surfactant Medical Technologies (Pty) Ltd

How?

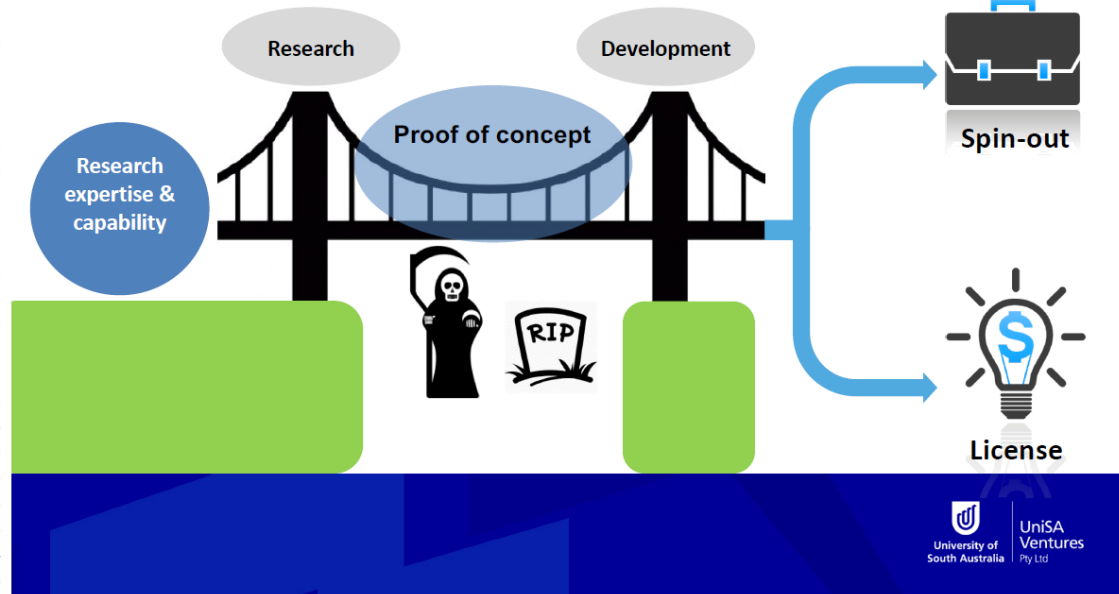
From 'R' to 'D'... funding the gap



Source: Presentation at KCA 2018 by Stephen Rodda (CEO – UniSA Ventures)

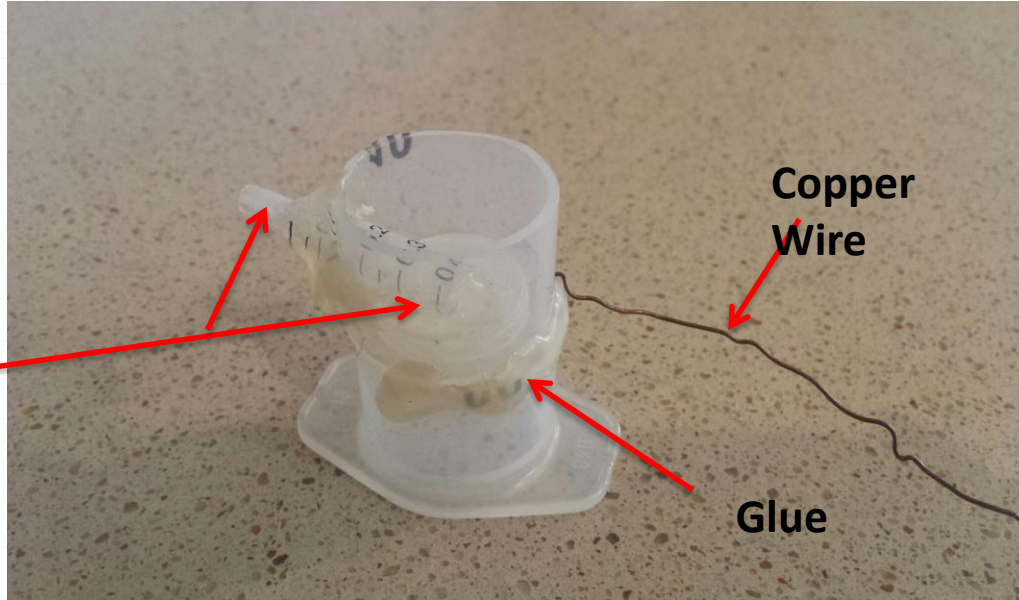
How?

Outcome and deal focused...



Source: Presentation at KCA 2018 by Stephen Rodda (CEO – UniSA Ventures)

Not an easy task



Syringes

Copper Wire

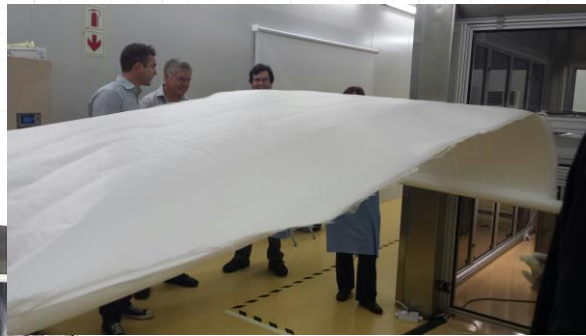
Glue

Academic proofs of concepts often satisfies the research question asked, but rarely presents themselves as tangible products or prototypes with a clear route to market

7 years later...

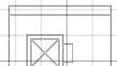


When a cell enters into the
flow control system of
the flow control system,
the flow control system
will be able to control the
flow of the system in the
flow control system.



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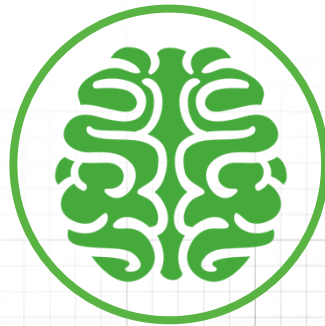
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Bridging the gap



- Early stage technology
 - Technological risks/uncertainties
 - Commercial risks/uncertainties
- Assumptions need to be tested
 - Actually, assumptions first need to be identified
- Limited funding – need to prioritise assumption testing – what are the showstopper?

Creating Knowledge Regions



Knowledge Regions



Attract entrepreneurs



Attract VCs and angel investors



Attract multinationals



Critical mass of spin-off companies

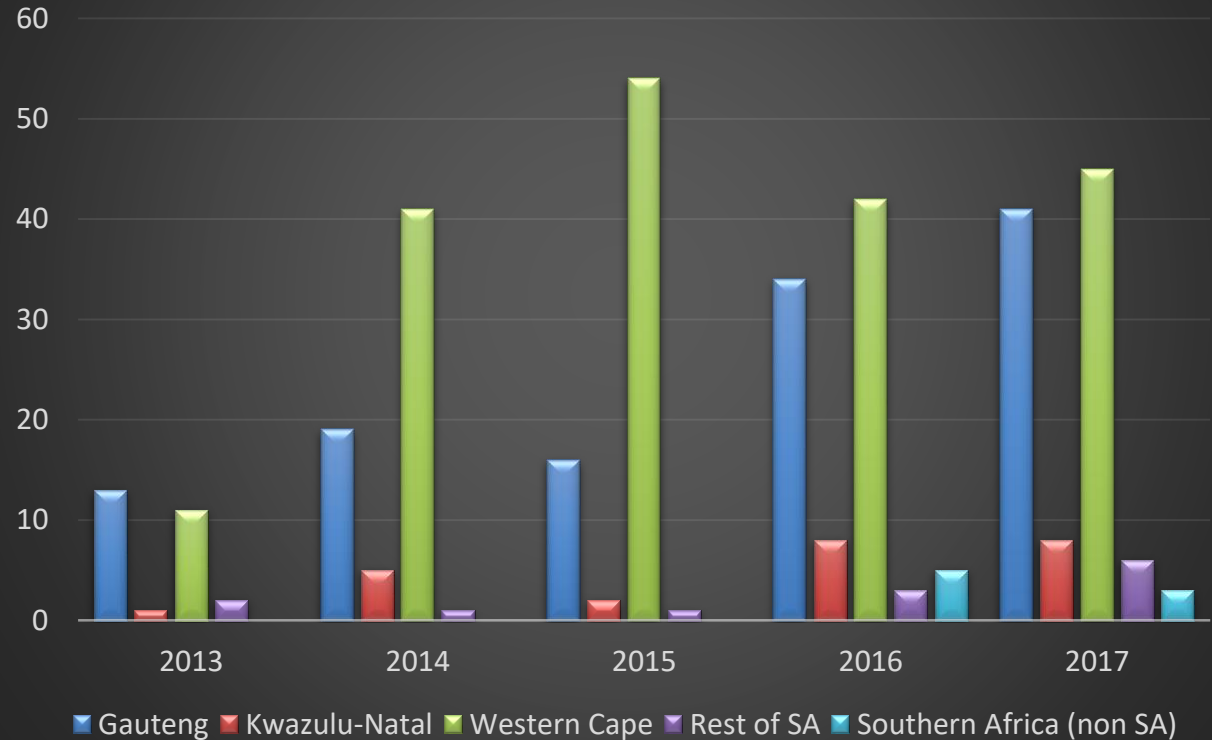


Knowledge Regions:

WHY STELLENBOSCH?



Location of private equity/venture capital investee company head office by number of deals concluded (SAVCA, 2018)





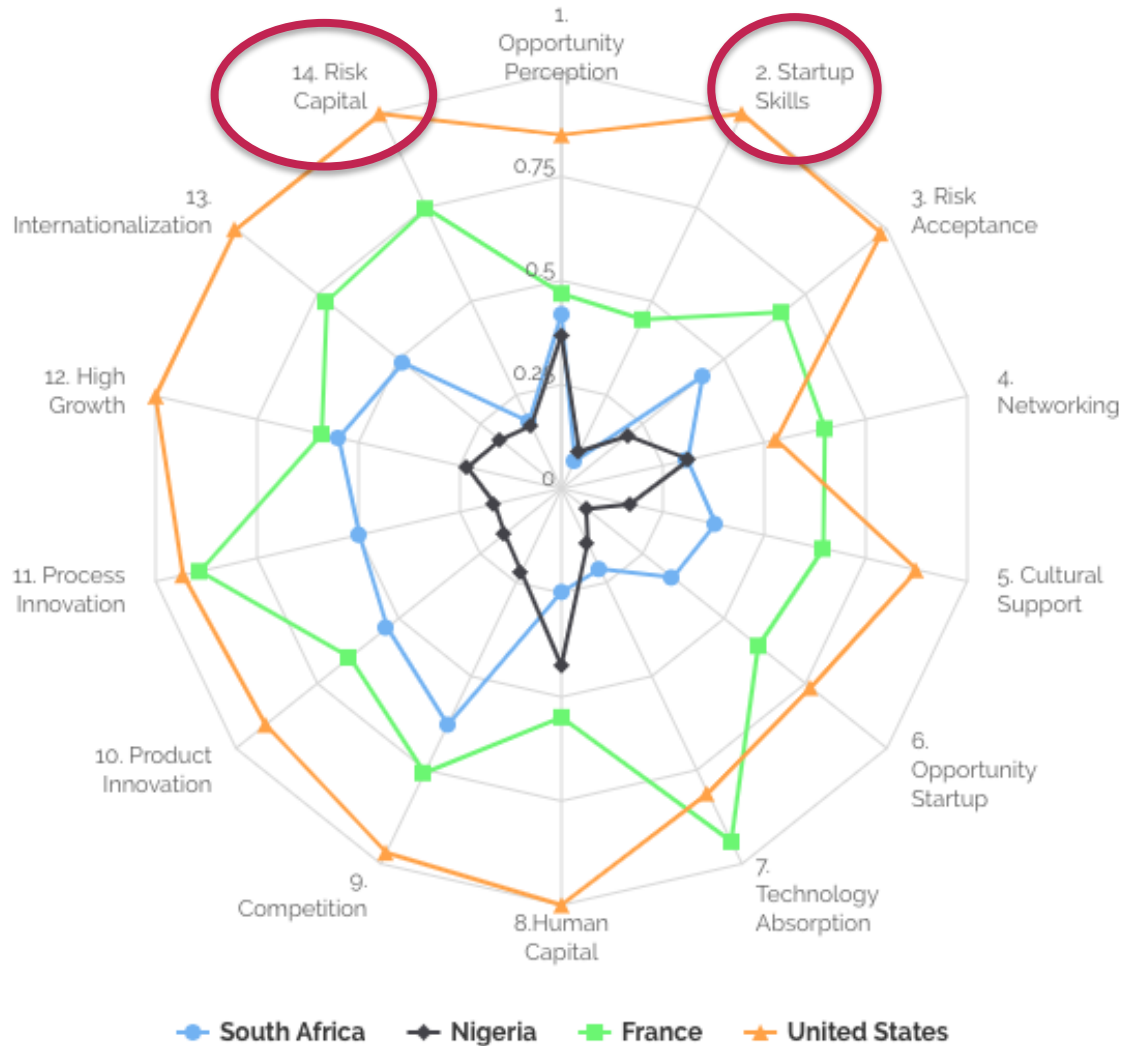
LAUNCHLAB

**Facilitating
Valuable
Connections**

Where we focus

GLOBAL ENTREPRENEURSHIP DEVELOPMENT INSTITUTE

www.thegedi.org/tool



What we do



Startup Skills

Coaching

**Value Proposition and
Business Model Design**

Risk Capital

Due Diligence Development

Funding and Support Network

Who is the LaunchLab Community?

Undergrads

25%

**Concepts to
Prototype**

50%

SU Spinouts

10%

**Prototype to
Post-revenue**

20%

Ecosystem

65%

Growth

30%



Contact



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