

5<sup>th</sup> Income Stream @ SU  
PURCO Conference  
October 2023

Anita Nel



Stellenbosch  
UNIVERSITY  
IYUNIVESITHI  
UNIVERSITEIT



Photo by Stefan Els



## Income Streams

1<sup>st</sup> – Government Subsidies

2<sup>nd</sup> – Student Fees

3<sup>rd</sup> – Research

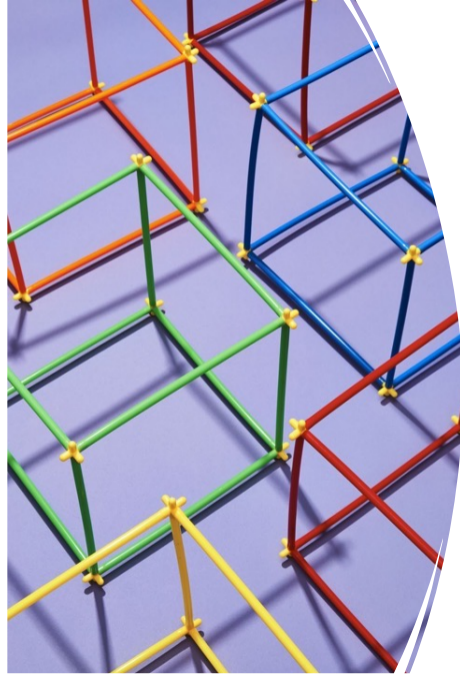
4<sup>th</sup> – Philanthropy

5<sup>th</sup> – Commercial

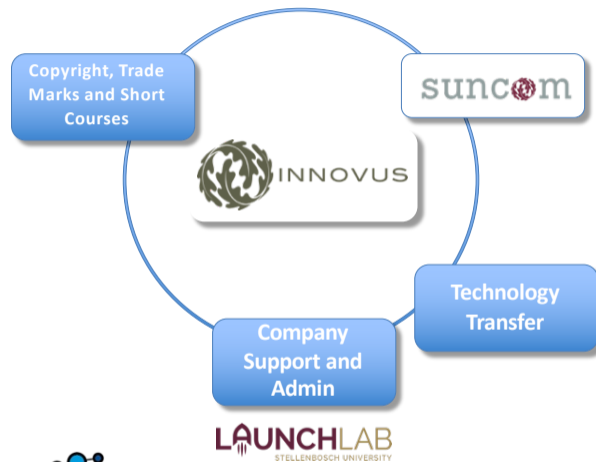


The Entrepreneurial University

*An entrepreneurial university has the ability to innovate, recognise and create opportunities, take risks and respond to challenges. It sells its services in the knowledge industry and is a natural incubator that supports its academics, technicians and students to create new ventures (Kirby, 2020)*



# **Innovation and Commercialisation Structure**



- Residential Services
- Compliance and Food Services
- Student Centers
- Transport
- Botanical Garden
- Copy and Print Services

**30 Companies**

USEnterprises  
STELLENBOSCH UNIVERSITY

FACTORY209 (PTY) LTD

MATIES GYMNASIUM

University Shops (bricks & mortar and online)  
Short-term rental  
Film shoots  
Conferencing Events Central Office (CECO)

Gradlinc

## SunCom

All business is done at FULL COST RECOVERY - ZERO funding from budget (except 5 staff members in botanical garden that is funded from budget as part of the academic footprint of the SUBG)



## SunCom and Factory 209(Pty) Ltd

- Division vs wholly-owned entity
- F209 have proper and transparent governance and processes but agility to enable successful commercial services
- F209 creates new services not only for SU but for the industry (2024)







**Enablers**

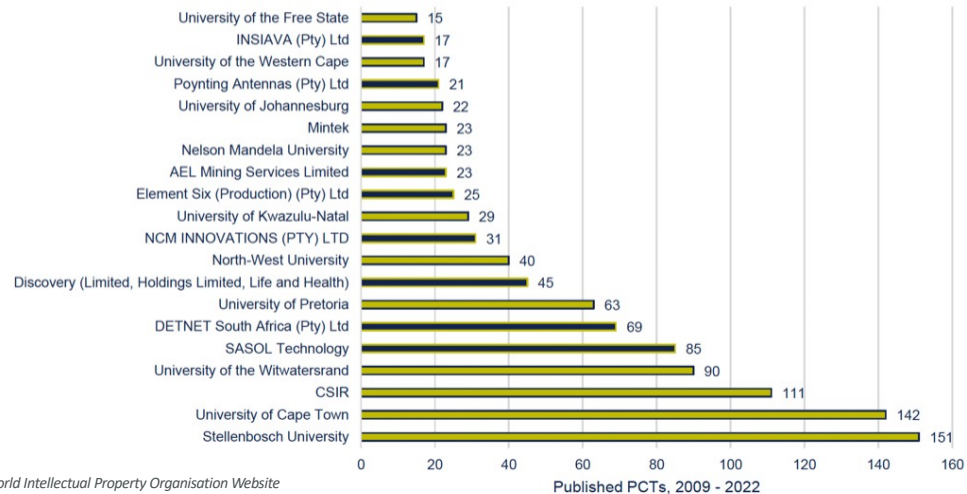
# Stellenbosch University



- Ranked among the top 300 universities in the world\*
- Top 3 on African continent
- >32 000 students
  - 33% are postgraduate
  - >4300 international students from >100 countries
- Research intensive university
- 10 Faculties on 5 campuses
- >4300 staff (>1000 academic)

# Indicators of Success: SU is the most innovative institution in Africa

Top 20 Entities: Total Published PCT Applications for 2009-2022



Data Source: World Intellectual Property Organisation Website

# Entrepreneurship at Stellenbosch University

## THE FOUR STRUCTURES THAT SUPPORT ENTREPRENEURSHIP AT STELLENBOSCH UNIVERSITY (SU)



**Technology Transfer Office of Stellenbosch University**

- Technology transfer services
- Commercialise inventions via spin-out start-up companies



**University of Stellenbosch Enterprises (Pty) Ltd (USE)**

A wholly owned university company that holds the university's shares in its group of companies.



**The Stellenbosch University LaunchLab (LL)**

Building the next generation of sustainable high-impact companies.

**SUNCOM**

A division of Stellenbosch University focusing on the commercialisation of non-academic projects.

### COLLABORATIVE INITIATIVES BY THESE STRUCTURES

#### Tools that support entrepreneurship at Stellenbosch University



**The Spin-out Information Guide**  
An e-book with information and guidance on the Technology Transfer process via Innovus at SU.



**The Instant Start-up toolkit**  
An online platform with tools, forms, documents, videos and support services for SU's spinout companies.



**The Translational Fellow Programme**  
A fellowship for Master's and Doctoral graduates in translating their innovation into a business or product.



**The Stellenbosch Network**  
A membership-network including innovators, entrepreneurs, investors, knowledge institutions and government.

#### Entrepreneurship initiatives at Stellenbosch University



**Entrepreneurship Bootcamp**  
Annual collaboration to increase the entrepreneurial culture across the Stellenbosch University campus

- to increase number of quality ideas entering business development and support programmes by providing entrepreneurship support and creating an innovation culture among students in all faculties.
- focuses on the business model canvas to identify value proposition of a company, target market, marketing strategy and pricing.



**Last Friday pitching session**  
An idea-pitching session on the last Friday of every month

- to advise entrepreneurs on the areas of the idea and potential business that can be developed.



**Stellenbosch University Hackathon**  
A collaboration between Innovus, LaunchLab and Industry.

- focuses on getting talented student programmers, designers, builders, scientists and engineers to come together to learn, build and share creative ideas, while solving industry-relevant problems innovatively.
- to foster an entrepreneurial spirit on campus and to create entrepreneurial awareness among staff and students.

#### FUNDS FOR ENTREPRENEURS

Innovus can help with funding applications to entities like the UTF and TIA and will work with the LaunchLab staff to teach you how to pitch your business effectively to gain interest from investors.

#### The University Technology Fund (UTF)

The first private investment fund on the African continent that is solely dedicated to investing in university technologies from various universities.

#### TIA Seed Fund for entrepreneurs

Funding for commercialisation of technologies emerging from South African universities

#### NIPMO support funding

The TTO applies to NIPMO for support funds to assist with derisking of technology through techno-economic feasibility studies.

#### The SU Investment Committee

invests via USE on a case-by-case basis in some of the spinout companies emanating from SU research. It usually takes the form of a co-investment.

# SU LaunchLab

 Stellenbosch  
UNIVERSITY  
IYUNIVESITHI  
UNIVERSITEIT

**BOO**

- FACEBOOK - GESA Awards Semi-finalist
- XUVATE - 25 attendees, 4 continents for national period for entire Karbon Boostcamp
- CLOUDLINE awarded Fast Camp. MIT 2020
- 2.8M Raised - BioCode - Immobazyme
- SLIDELUVRE - Awarded RIGOK through a DTI program

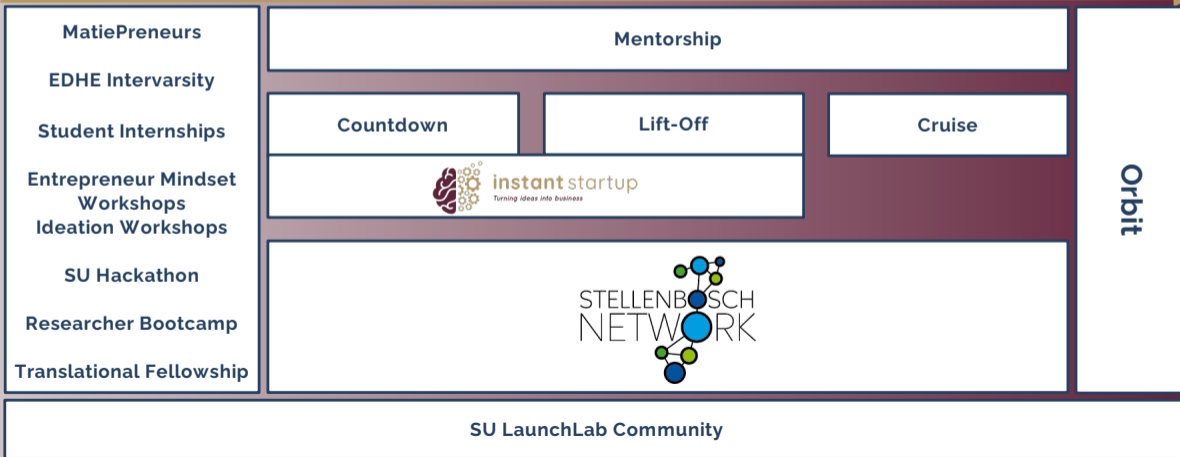
# SU LaunchLab Offerings

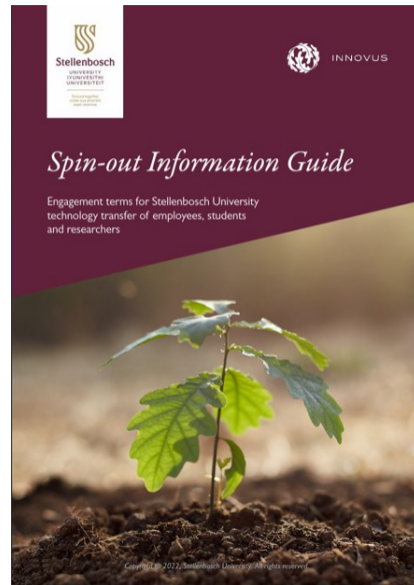
Inspiration & Ideation

Validation

Creation

Acceleration





# Introducing Instant Startup

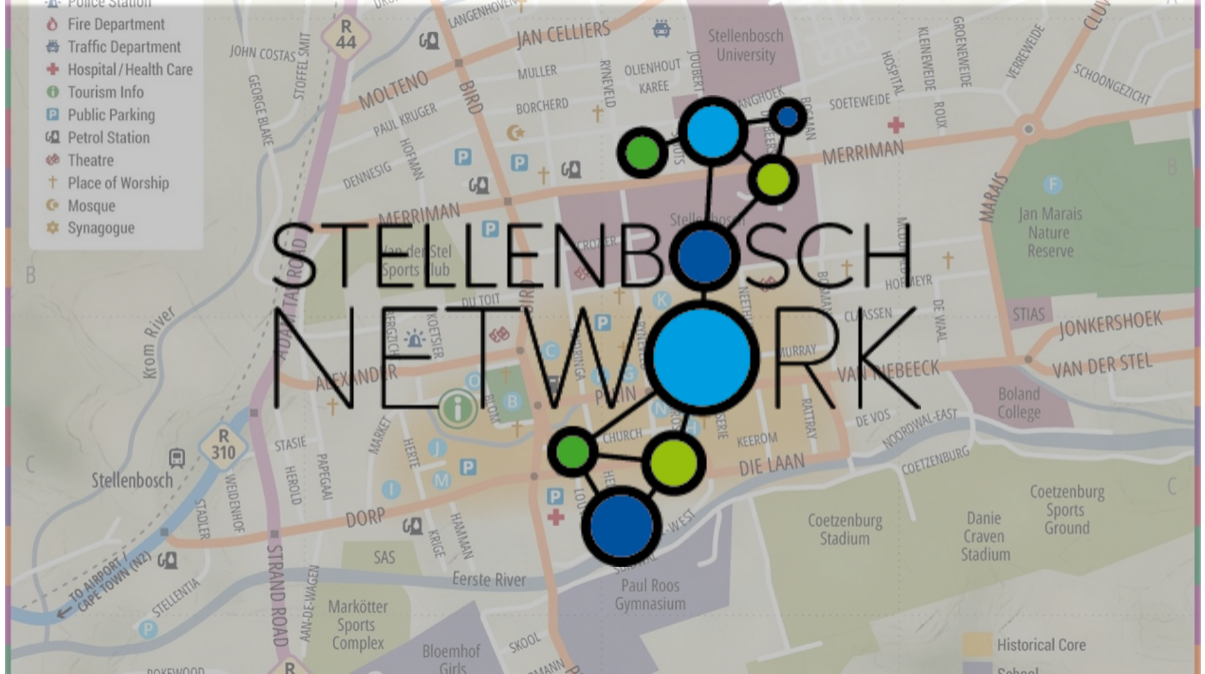


**instant startup**  
*Turning ideas into business*



- 🚒 Fire Department
- 🚓 Traffic Department
- 🏥 Hospital / Health Care
- 📍 Tourism Info
- 🅅 Public Parking
- 🛢️ Petrol Station
- 🎭 Theatre
- ✝️ Place of Worship
- 🕌 Mosque
- 🕍 Synagogue

# STELLENBOSCH NETWORK



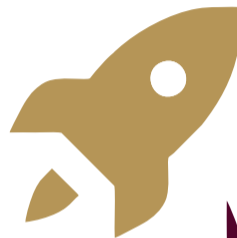
Historical Core

School

# Innovus Bootcamp



**INNOVUS**  
Innovation and Commercialisation  
Ukusungulwa kwezinto ezintshanokurhweba  
Innovasie en Kommerensialisering



Innovus is hosting an Entrepreneurship Bootcamp for students of Stellenbosch University. If you are interested in entrepreneurship and/or business development this event is for you.

## ENTREPRENEURSHIP BOOTCAMP

**12 & 13**

**September 2023**

**8am till 4:30pm**



Adam Small Theater  
15 Victoria Street,  
Stellenbosch Central

**Closing Date:**  
**1 September 2023**

For more information, contact  
Nolene Singh - [nsingh@sun.ac.za](mailto:nsingh@sun.ac.za)



Register here!

**Cost: R500 pp**

Faculty sponsorships are available for students on approval by the Faculty management.

# SU Hackathon



INNOVUS  
Innovation and Commercialisation  
Innovasie en Kommersialisering

# HACKATHON

22 - 24 September 2023

Reitz Hall, Bosman Street, Stellenbosch

Challenge One

Challenge Two

Fin Tech

Data Science



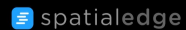
CLICK HERE TO  
REGISTER



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PRIZE MONEY  
UP TO

R30,000



## SU Investment Fund

SU Investment  
Committee invests via  
US Enterprises (Pty)  
Ltd on a case-by-case  
basis in SU spinout  
companies.



# SunCom Development Fund





~R35m from own funds to invest in new initiatives



F209 incubate these projects in a commercial environment and creates services and products that are available not only for SU, but the industry



SU's Group of Spinout Companies

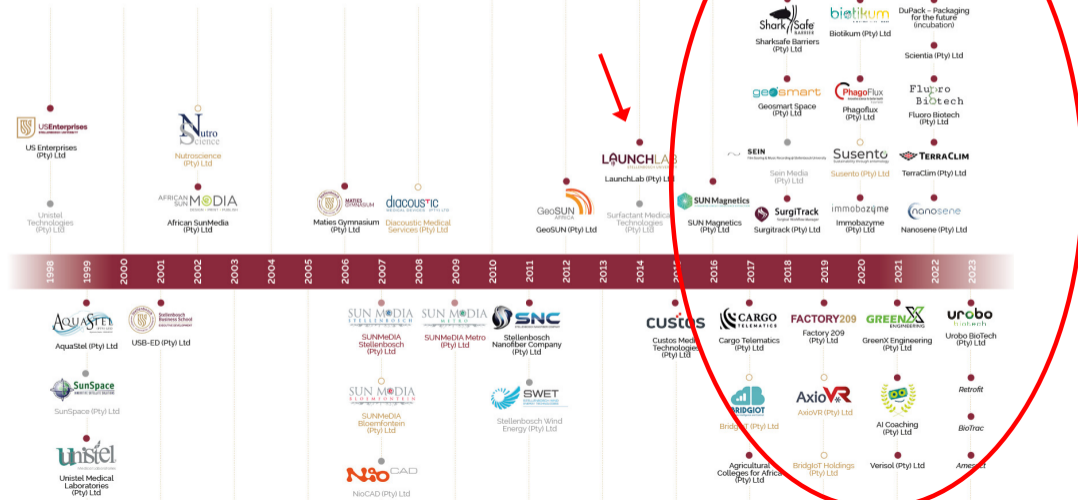
# SU Group of Companies



**USEnterprises**  
STELLENBOSCH UNIVERSITY

Timeline 1998 – 2023

- Active
- Exited
- Merger
- Deregistration







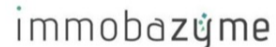
US ENTERPRISES (PTY) LTD  
Making Stellenbosch University Innovation Matter



Amesect



Stellenbosch Business School  
EXECUTIVE DEVELOPMENT



FACTORY209



# Success Story - CubeSpace

**CUBESPACE** PRODUCTS ABOUT RESOURCES NEWS CONTACT [BUY NOW](#)

## YOUR GLOBAL ADCS PARTNER

<b>2014</b> FIRST FLIGHT OF SYSTEMS	<b>140+</b> CLIENTS AROUND THE WORLD	<b>240+</b> SATELLITES SUPPLIED	<b>2200+</b> COMPONENTS DELIVERED
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Meet us at one of our upcoming conferences, [CubeSat Developers Workshop](#) (24-27 April) in California, and [NewSpace Africa](#) (25-28 April) in Abidjan!

# Success Story – USB-ED

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# Success Story - SNC

In 2020 Time Magazine named a product developed with SU technology as one of the Best 100 Inventions globally in 2019

TIME | BEST INVENTIONS 2019



## Face Wash of the Future

Artis Phantom Cleansing Silks



# Group of Companies

## Portfolio Successes

- Current portfolio of 30 Companies
- R360m in collective revenue in 2022
- Total portfolio value of R448m
- R200m+ investment raised by group
- 375 people employed in group companies

Industry	Number of Companies
Health	10
Agrifood	5
Energy	4
Environment	5
Digital Transformation	2
Aerospace	1
Education	2
Other	1



# Spinouts

## Health Portfolio

Company	Description
Phagoflux	Manufacturing devices that measure autophagy.
Fluorobiotech	High value protein production using novel technology.
BioCode	Inflammation biomarker rapid tests for microclot and cancer detection.
Stellenbosch Nanofibre Company	Nanofiber manufacturer for health and wellness industries.

## Agrifood Portfolio

Company	Description
TerraClim	High resolution geographic and climate data for precision agriculture.
Biotikum	Probiotics for livestock health.
Immobazyme	Immobilizing enzyme technology that improves agriprocessing.

## Aerospace Portfolio

Company	Description
CubeSpace	Small-sat company specialising in control systems.

# Spinouts

## Energy and Environment Portfolio

Company	Description
GreenX Engineering	Energy efficiency for public and commercial buildings.
Geo Energy Holdings	A variety of services and products relating to the solar and wind energy industry.
SUN Magnetics	3D parameter extraction software for superconductor integrated circuit and quantum electronics layouts.
Sharksafe Barriers	Micro-sonar shark repellent devices that do not harm animals or destroy the environment or aesthetics of nature.
Geosmart Space	Future-oriented high resolution topographic mapping for various uses.

## Digital Portfolio

Company	Description
AI Coaching	AI Coaching chatbot for increased focus, motivation, and productivity.
Custos Media Technologies	Digital media intellectual property rights protection.
Cybarete	Software platform for system integrators to improve the scalability and robustness of their solutions.

Case Study

The background features a grid of light blue lines on a white surface. A single orange sticky note is placed in the center of the grid, partially overlapping the lines. The text 'Case Study' is positioned to the left of the sticky note.





## Case Study: Factory 209

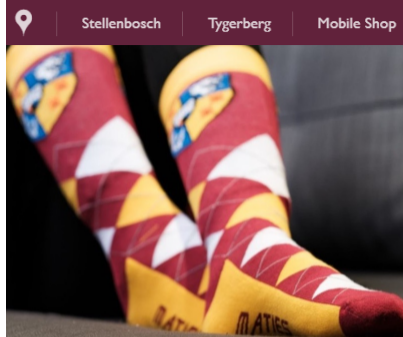
Factory 209 (Pty) Ltd (F209) is a special purpose vehicle, wholly-owned by Stellenbosch University, that was incorporated to provide selected commercial services in an agile and effective manner to the University and University Entities and to support SUNCOM with the commercialisation of the University's assets.

## Factory 209

- Matie Shops
- CECO Events and Conferences
- Neelsie Cinema
- Gradlinc
- 3@1
- Other



**MATIE**  **SHOP**  
THE OFFICIAL UNIVERSITY STORE



# CECO

Central Events &  
Conferencing Office

I want to  
[View all Venues](#)

I want to  
[Book a Venue](#)

I want to  
[View Film Locations](#)

- **The Central Events and Conferencing Office is a new unit created by Stellenbosch University.**
- **Your one-stop shop for all your event and conference needs on campus. Excellent execution all the time.**



*Neelsie Cinema*

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WELCOME TO GRADLINC

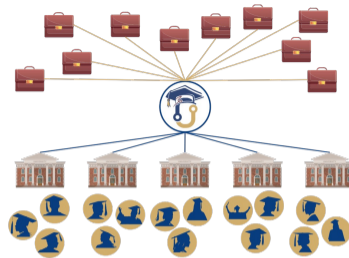
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Join our Graduate Marketplace to connect with credible and verified graduates across South Africa

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# The link between

Industry  
Universities  
& Graduates



Gradlinc Annual Report 2023



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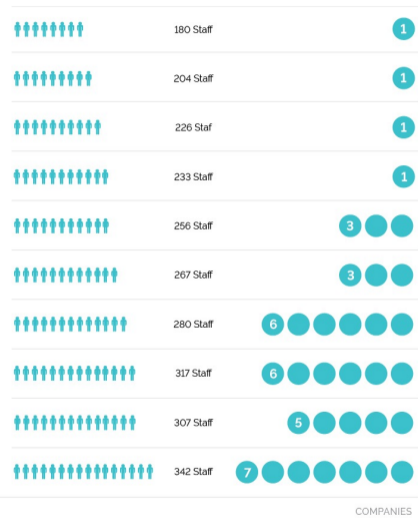






Have we been  
Successful?

### Staff and number of companies paying dividends



### Dividend income



# SunCom and Factory 209

## SUNCOM

### DEPARTMENTAL RESULTS

	Turnover	Budget
	<b>2022</b>	<b>2023</b>
Catering and Compliance	147 705 718	146 136 802
Botanical Garden	4 814 294	3 587 482
Campus Copy & Print services	2 808 003	3 980 284
Matie Letting Office	51 014 052	50 156 881
Transport Services	29 724 337	32 102 284
<b>Profit/Loss business units</b>	<b>236 066 403</b>	<b>235 963 733</b>
Student Housing	429 515 838	459 467 674
	<b>665 582 241</b>	<b>695 431 407</b>

Approximately 9% Nett Profit in total - Aim is to create profit from external business and maintain all internal business at a nominal (sustainable) nett margin

All internal business - approx 2,5% nett margin for long-term sustainability

All external business - approx 25% nett margin to generate 5th stream on the back of our internal business

## F209

### DEPARTMENTAL RESULTS

	Turnover	Budget
	<b>2022</b>	<b>2023</b>
CECO	23 189 478	28 330 610
Matie Shop	18 032 599	20 255 603
Gradlinc	-	1 287 570
3@1	-	1 240 150
	<b>41 222 077</b>	<b>51 113 933</b>

All business is done at FULL COST RECOVERY - ZERO funding from budget (except 5 staff members in garden that is funded from budget as part of the academic footprint of the SUBG)

*Note: F209 not yet net profit positive, as a result of ongoing investment in growth*

# SUNCOM

SUNCOM, a division of Innovus, is responsible for the 5th revenue stream of the University. Its focus is on commercial income, excluding technology and intellectual property-related income. While SUNCOM income feeds back into the consolidated statements of the University, all our divisions are financially independent. The information below reflects the results of SUNCOM as well as Factory 209 (Pty) Ltd, a wholly owned commercial company. **Stats for the period January 2023 until August 2023.**

## GENERAL

### SunCom



### F209



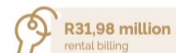
### Outsourced



## RESIDENCE SERVICES



## LETTING OFFICE



## CECO Central Events and Conferencing Office



## BOTANICAL GARDEN



## FOOD & COMPLIANCE



## TRANSPORT SERVICES



# INNOVUS

Innovus is a division of Stellenbosch University that is responsible for technology transfer, entrepreneurial support and development, and innovation. **Stats for the period January 2023 until October 2023.**

## TECHNOLOGY TRANSFER OFFICE



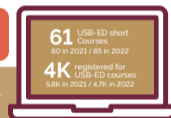
### Patent applications



### Licenses



## COPYRIGHT, SHORT COURSES AND TRADE MARKS



\* This is a 5% management fee of the total USB-Ed short course income.

## US ENTERPRISES (PTY) LTD



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Thank you  
Enkosi  
Dankie