

Reshaping university innovation with venture capital



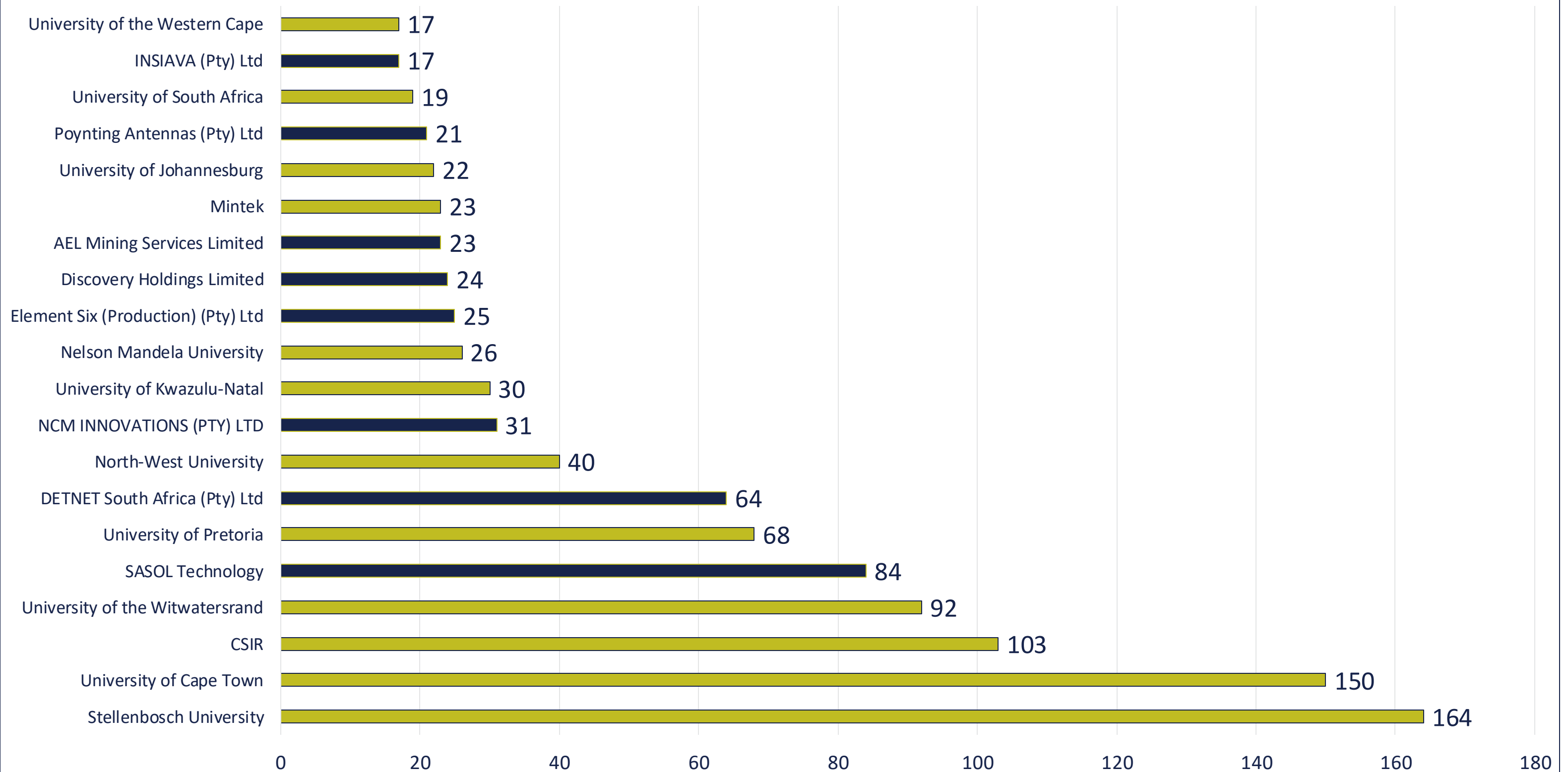
Commercialising University Technology

Opportunities



Most prolific inventors

Top 20 Entities: Total Published PCT Applications for 2009-2023



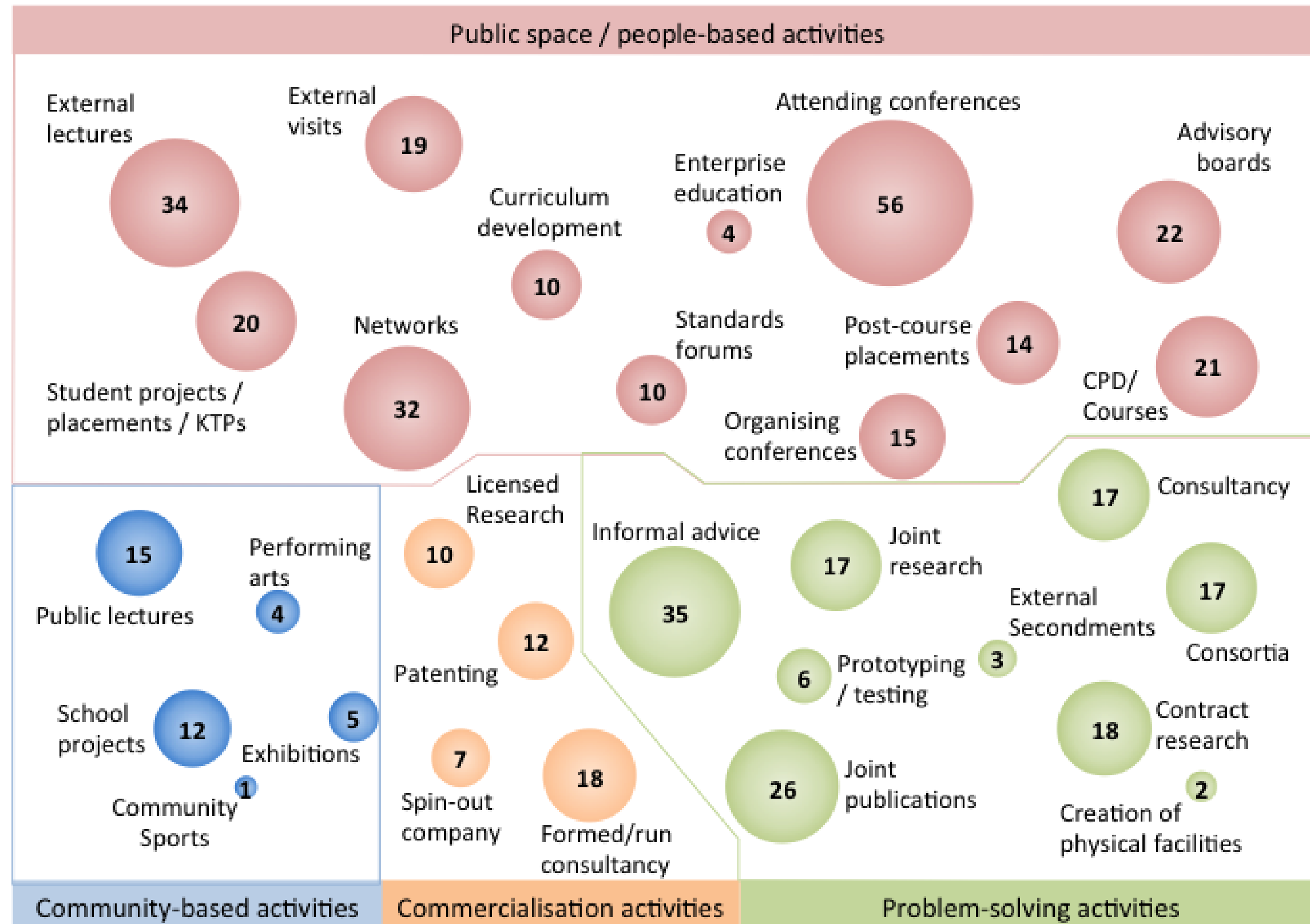
A 3D rendering of a maze with a small blue figure standing in a narrow passage, symbolizing challenges and navigation. The maze is composed of dark grey walls and a light grey floor. The figure is a simple, stylized human shape. The lighting creates strong shadows, emphasizing the depth and complexity of the maze.

Challenges in commercialising University Technology

University Industry Interaction



Nature and scale of knowledge exchange mechanisms between academics and external organisations (UK)



Number in bubbles is the % of academics engaging at least three times over the past three years in that mechanism, or at least once in the past three years for commercialisation activities.



Partnering for Solutions

- **Universities** have access to intellectual resources and world-class basic research infrastructure.
- **Companies** usually have practical experience, financial resources, and internship opportunities for students as well as employment opportunities for graduates and students.

Why partnerships with Industry are important for **Universities**

- Provide **funding** for research projects
- To test the application of theory
- Better understanding of industry specific **needs**
- **Relevancy** of academic programme, research and innovation
- **Capacity building** - allow researchers to expand capacity and ensure student take up in industry
- Improve **research outputs** – academic footprint
- Possibility to **license** new intellectual property (5th stream income and reputation)





Why partnerships with Universities are important for **Industry**

- Access to technology and expertise,
- Enhanced reputation and image,
- Skills development,
- The enrichment of corporate values and culture,
- Solutions for specific industry problems:
 - Technology development and testing,
 - Open innovation possibilities & in-licensing of technology
- Incentive programmes in the triple helix context
- Outsource research so that they can focus on their core business
- Capacity building for industry needs:
 - Recruiting, and
 - Employee retention

Reality No 1 – We are different



Two Different Worlds

Industry

- Profit driven (ROI)
- Risk taking
- Quick turnarounds
- Adapts to change – Agility
- Often looks at universities for “cheap labour” and source of knowledge to solve problems

Academia

- Driven by research and education
- Academic cycle (Masters or PhD)
- Risk averse
- Time and money less important
- Create and disseminate knowledge
- Provide solutions to social problems

Reality No 2 – Tech is early stage

A white, torn-paper-like border runs along the bottom edge of the slide, creating a jagged, irregular shape that separates the text from the dark background.

Industry often
thinks that
Universities
have many of
these on our
shelves...





When in
fact we
only have
this...



And not
even
these...



But
sometimes
we have a
prototype...

Challenges of Commercialising University Research Output

“As a researcher or a professor, your job is to make one of something, and that’s cool to you.

But to commercialize, you need to make thousands or millions of something, and the practical reality of going from one to thousands tends to be underestimated.”

- Joël Fink, MIT

Challenges of Commercialising University Research Output

- Discovery seldom occurs as a single event; it takes years of research and experimentation.
- Inventions seldom occur within the context of a well-defined problem; rather it is typical for faculty to develop technology "solutions" independent of market-defined needs or problems.
- Most university IP is considered "raw technology"; it is incomplete, unrefined, and years from being formulated into products or services ready for commercial markets.
- Faculty inventors optimise their research for publications, peer review and funding sources, which is typically different than commercial drivers.
- As in research where a small fraction of faculty are responsible for most funded projects, in technology licensing a small fraction of faculty are responsible for marketable inventions = 20:80 principle

Reality No 3 – It is not working

Absorptive Capacity and Wider Industrial Conditions Globally



- **USA** has long had a strong focus in its national policies on entrepreneurship and technology transfer
- **UK and Europe** caught in the “European Paradox” Trap – competitive/innovative economies with strong university/research systems but seem to fail at translating scientific inventions into marketable innovations
- **South Africa:** Industry not mature enough to absorb and develop early-stage University technologies



Adjusting Focus

- Licensing – business as usual
- BUT ringfence suitable projects with willing champions in a spinout company
- **Raise funding to develop technology and service a global market from SA**
- Keep as close as possible to lab it emanated from
- Give these spinout companies the best possible support
- Reduce risk as far as possible



Providing Support

- *University Technology Fund*
- LaunchLab Business Incubator
- Instant Startup
- Spinout Concierge

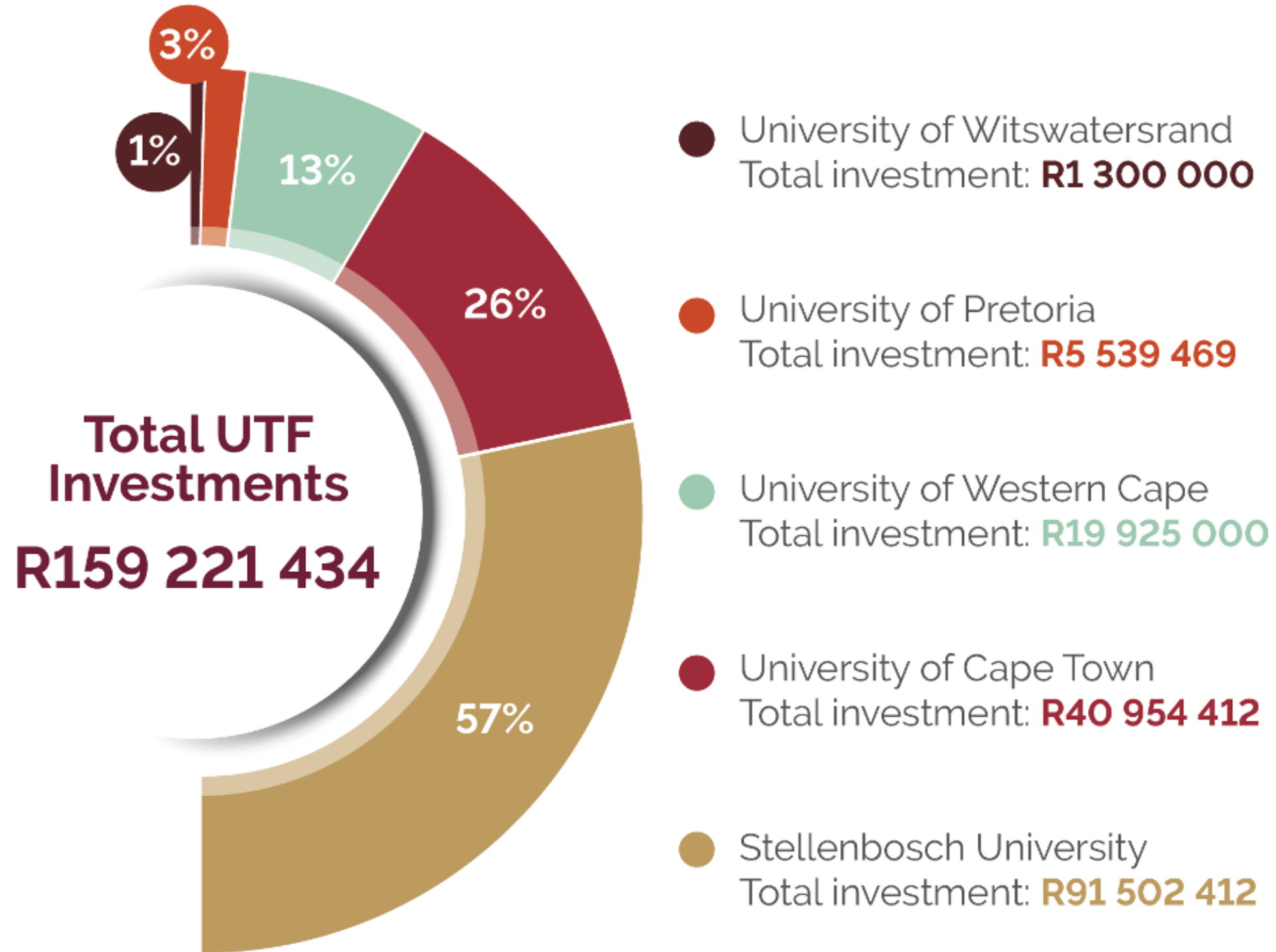
Raising a Fund





UNIVERSITY
TECHNOLOGY FUND

www.utfund.co.za



INTERNAL PRE-SEED FUND

UTF INVESTMENT PIPELINE

**EARLY STAGE FUNDING
IN SU PROJECTS**

SEED FUND

SERIES SEED

SERIES A

Immobazyme

Phyenti

Biotrac

Fluorobiotech

Biotikum

PICC

U-PUDS

Kuze

PAGA

GAME

DuPACK

Immobazyme

Phagoflux

BioCODE Technologies

FluoroBiotech

Cybarete

Phyenti

AI Coaching

Green X Engineering

BioTrac Systems

Immobazyme



Phagoflux

BioCODE Technologies

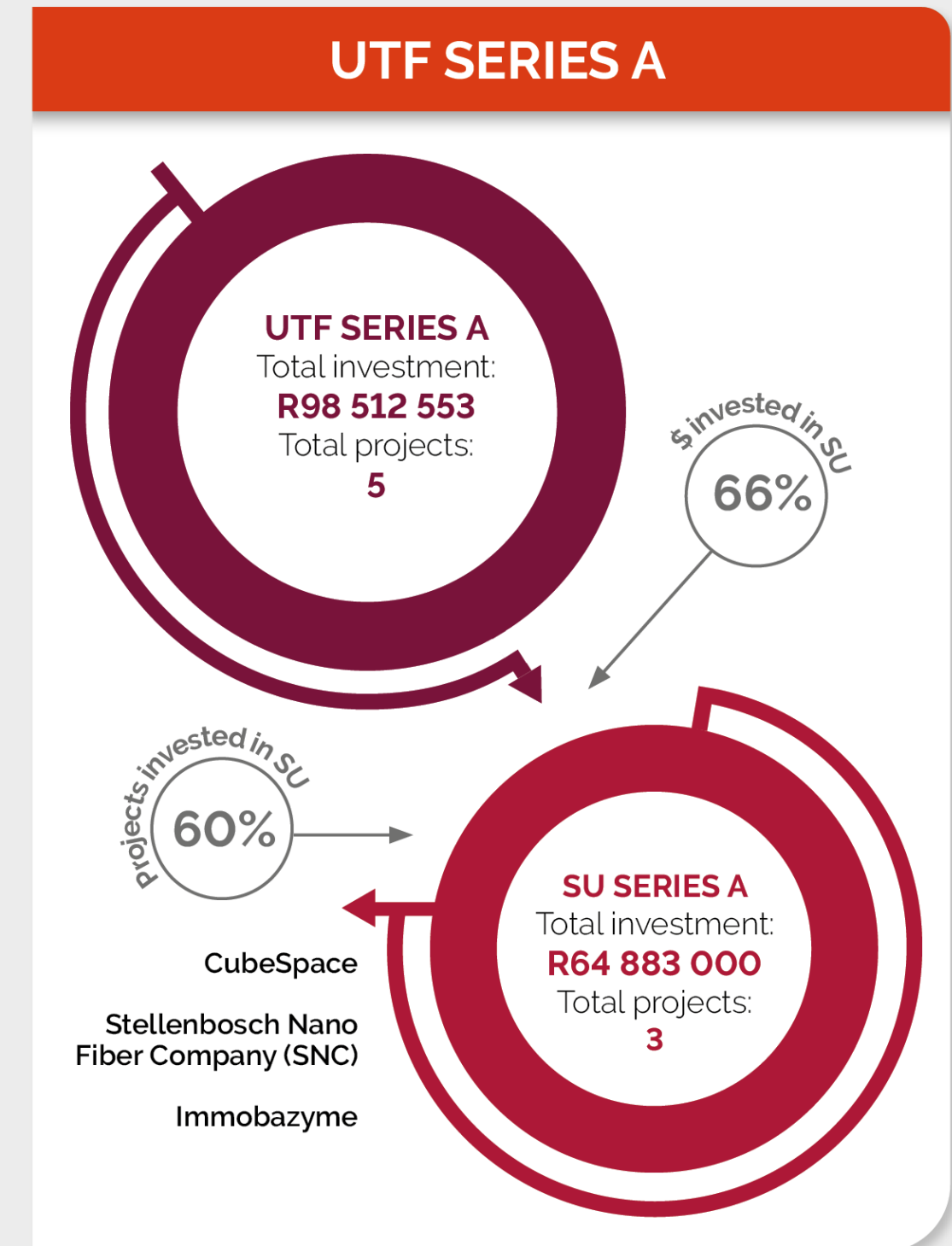
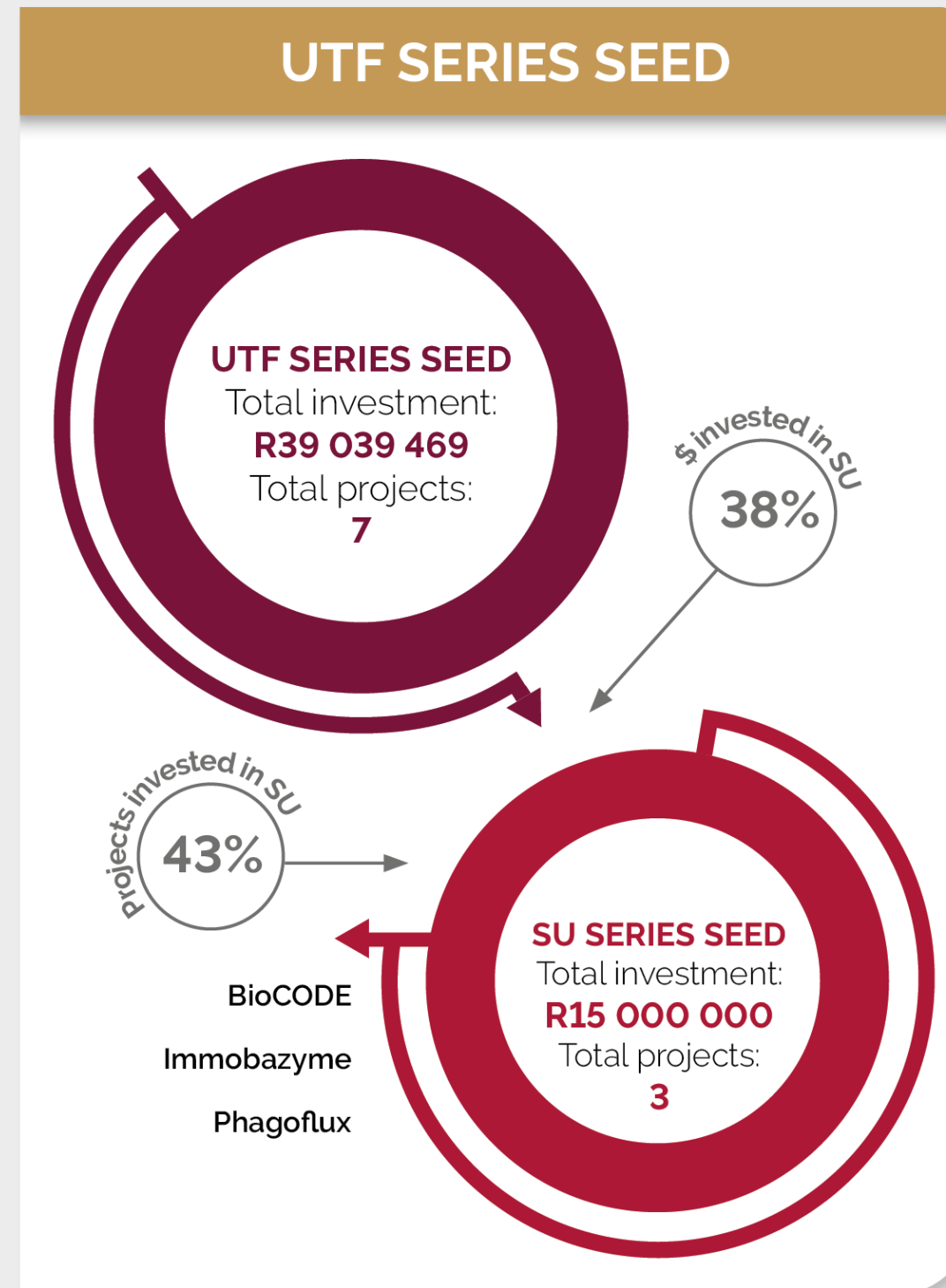
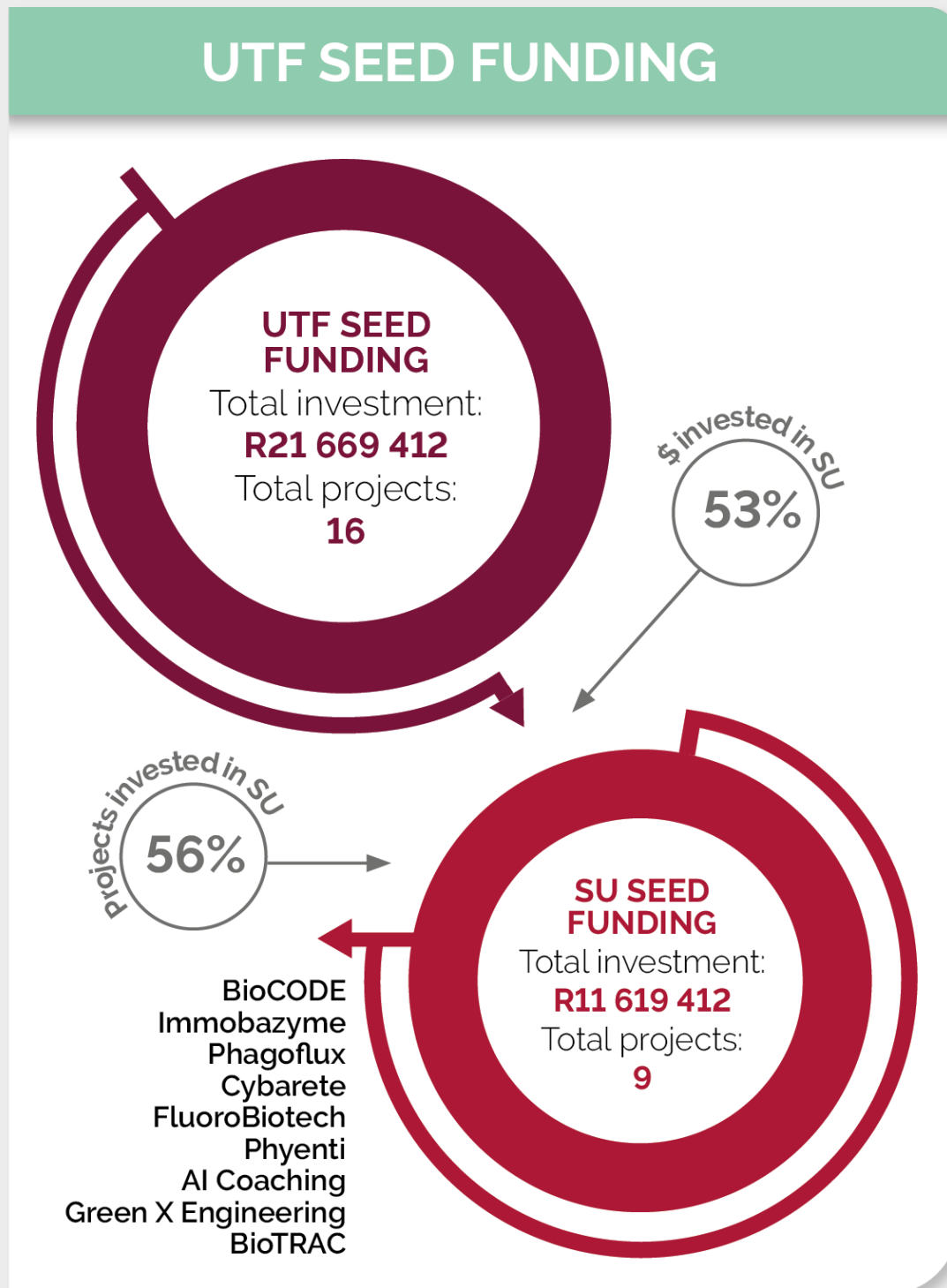
Immobazyme

SNC

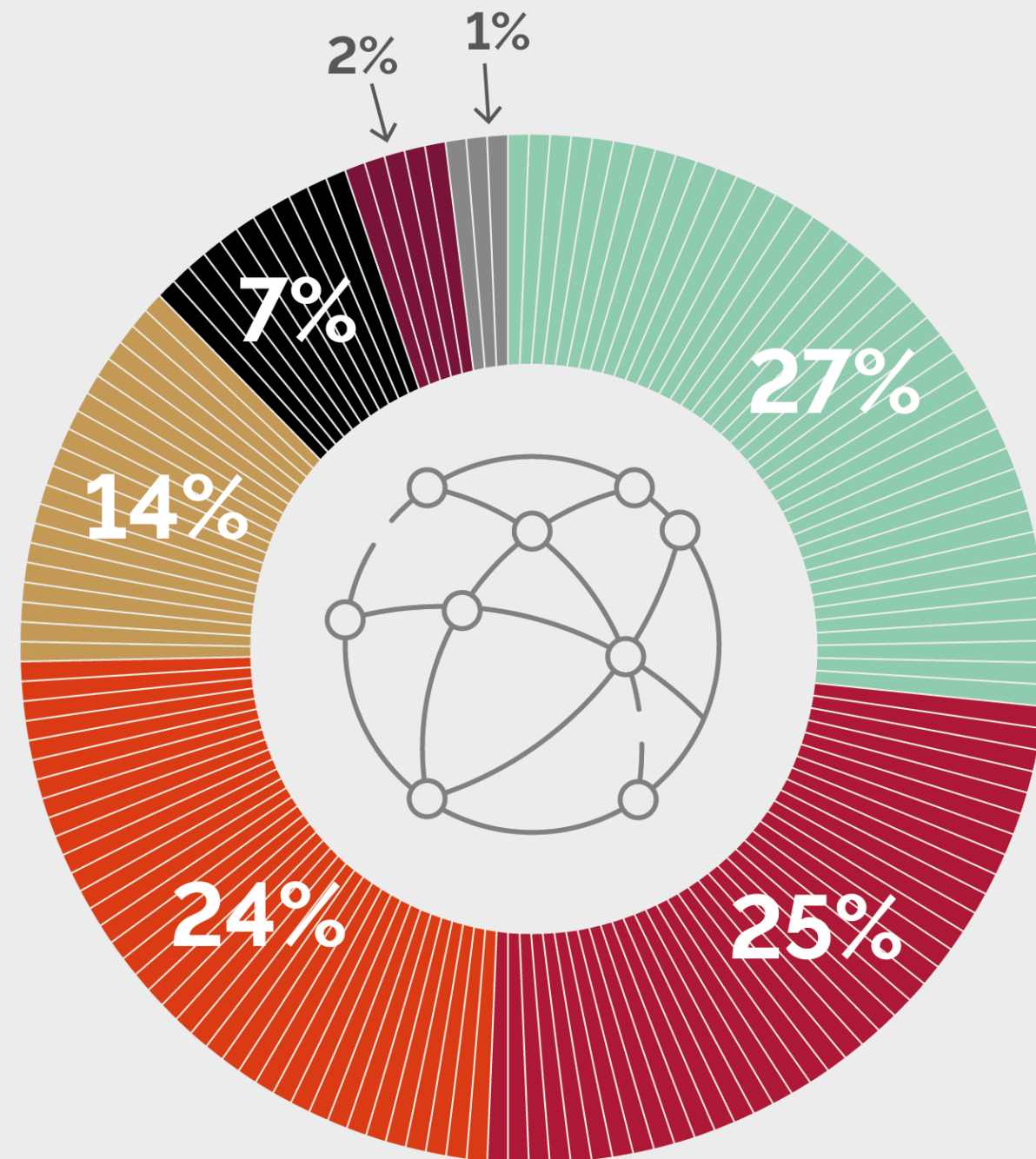
CubeSpace

 SU Companies (multiple-phase funding)
 SU Companies

Total UTF Investments R159 221 434



Global Sector Classification:



% OF PORTFOLIO

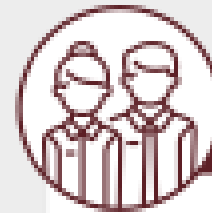
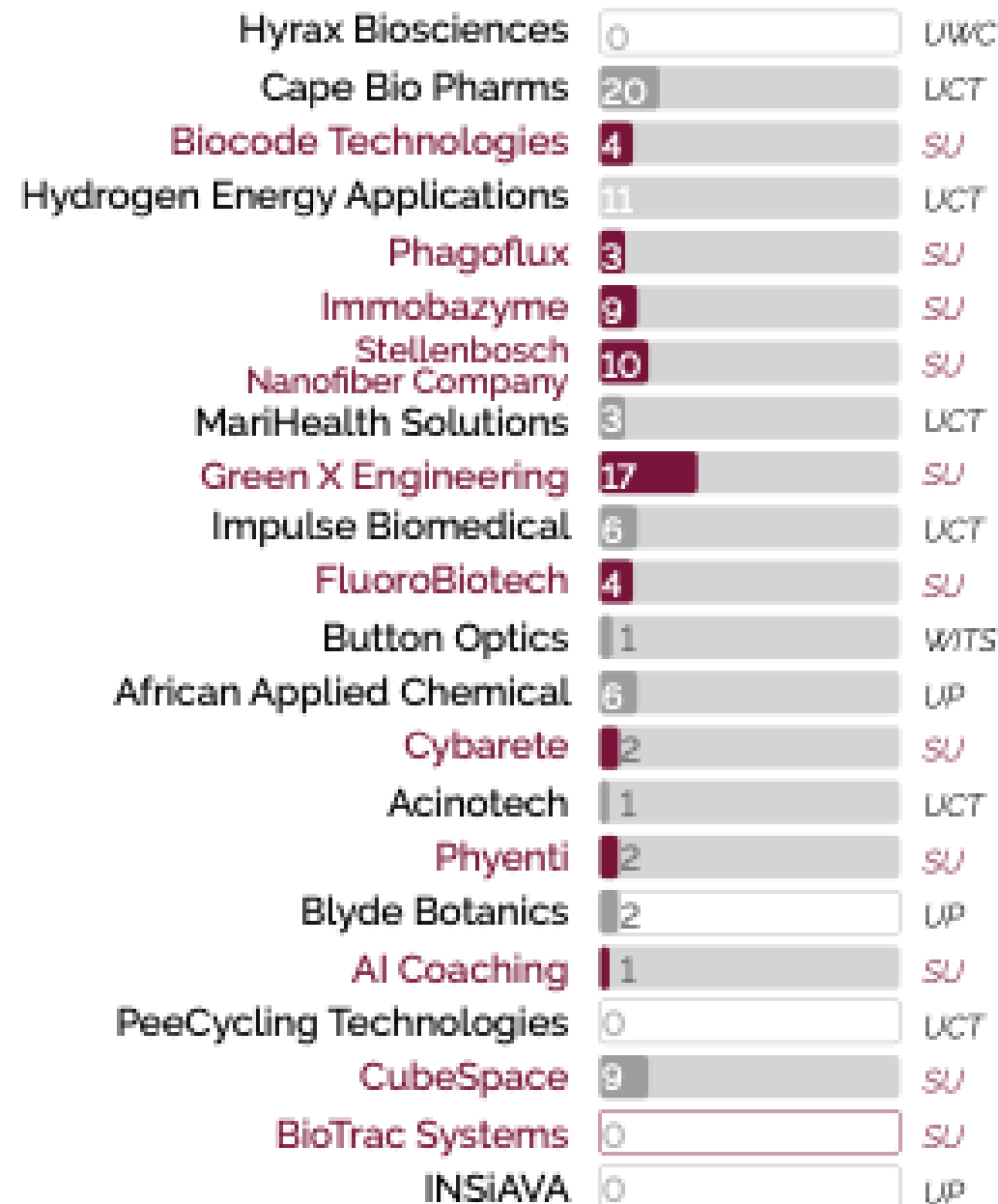
CLASSIFICATION:

- 27% ● Health care equipment and services
- 25% ● Technology hardware and equipment
- 24% ● Pharmaceuticals, biotechnology and life sciences
- 14% ● Materials
- 7% ● Software and Services
- 2% ● Energy Equipment and Services
- 1% ● Household and personal products

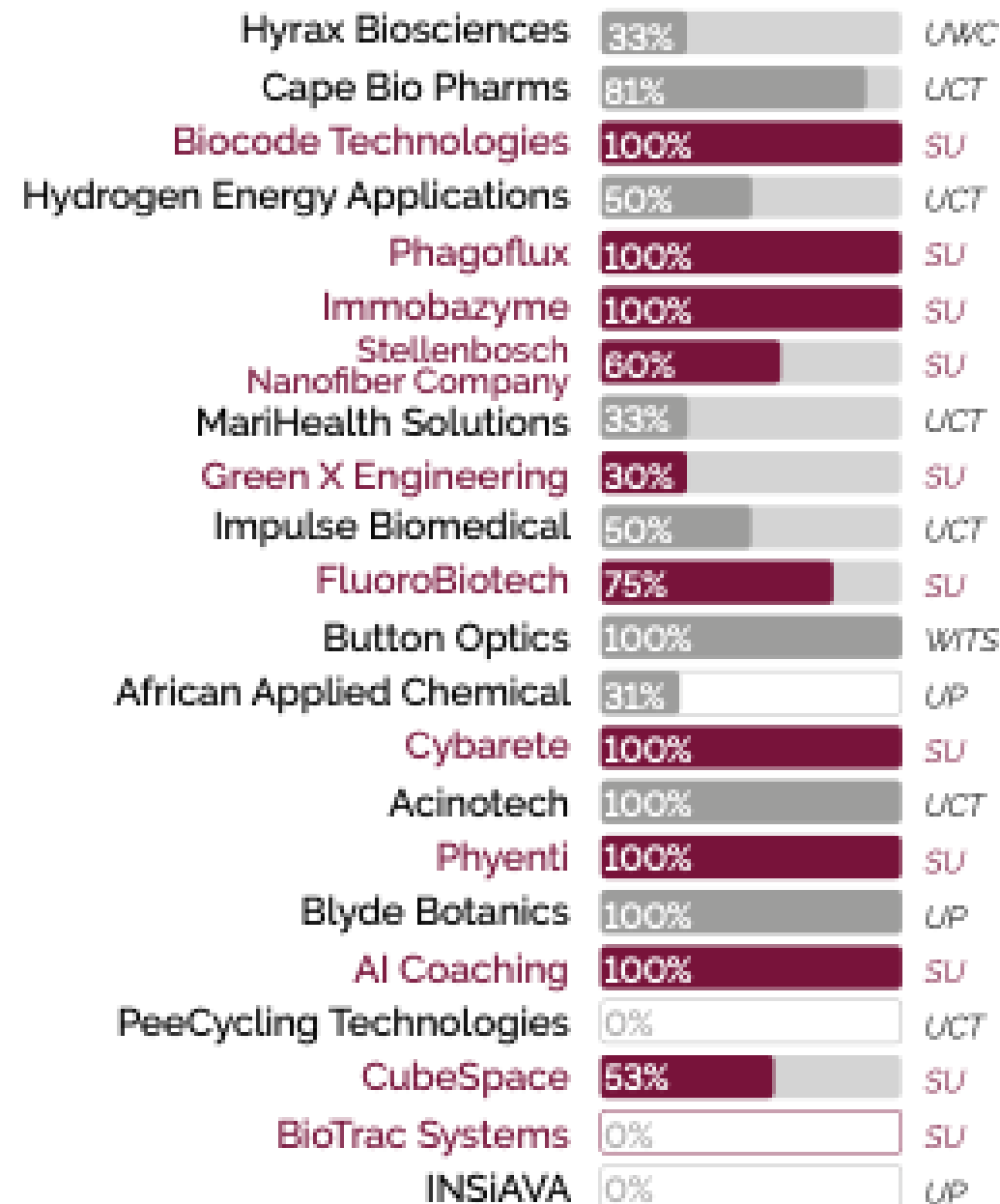
UTF Demographics



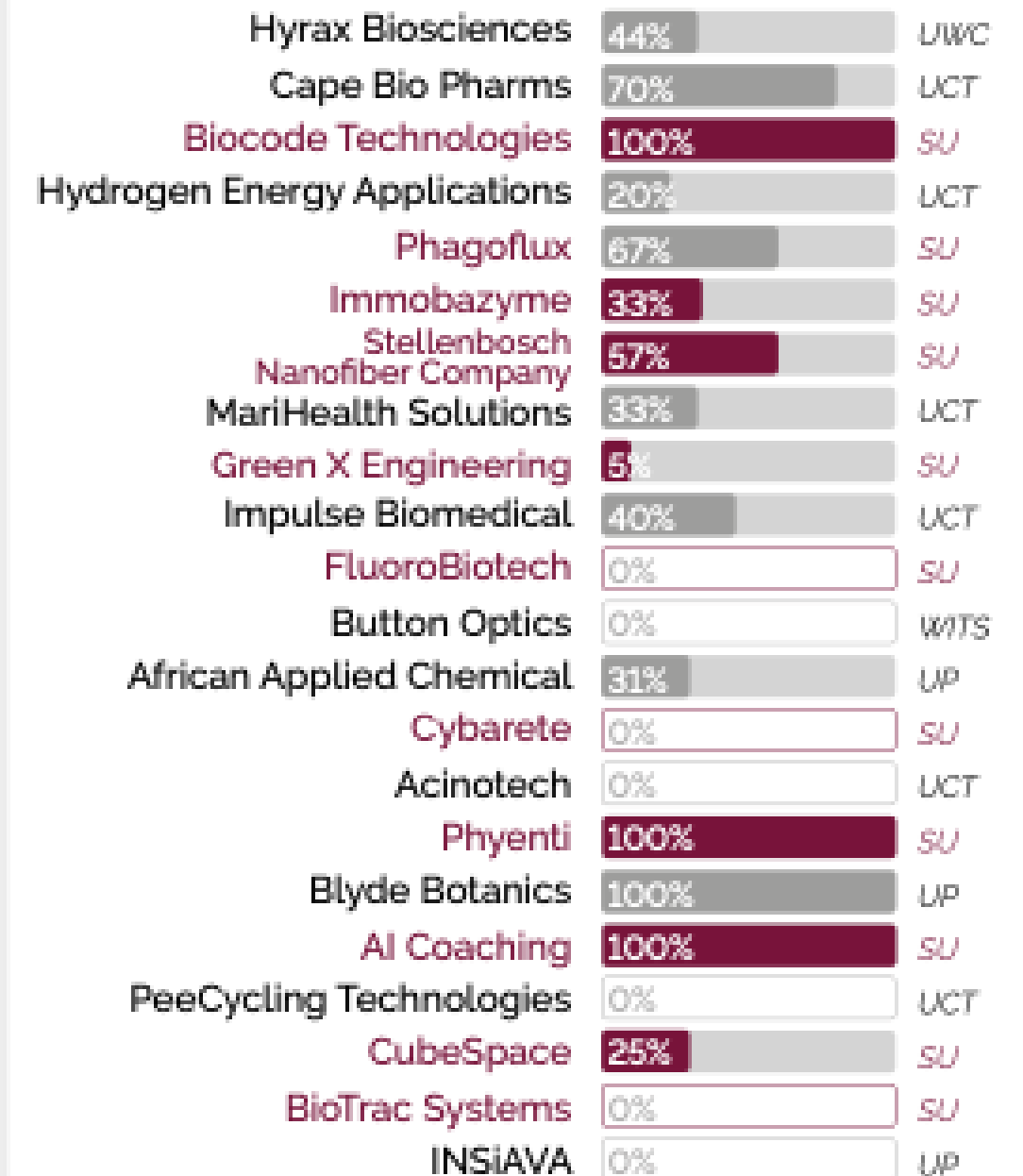
Employment created with UTF funding



Youth employees (under 35)



Woman employees



UTF Demographics



Employment created with UTF funding

| | | |
|---------------------------------------|----|------|
| Hyrax Biosciences | 0 | UWC |
| Cape Bio Pharms | 20 | UCT |
| Biocode Technologies | 4 | SU |
| Hydrogen Energy Applications | 11 | UCT |
| Phagoflux | 3 | SU |
| Immobazyme | 9 | SU |
| Stellenbosch Nanofiber Company | 10 | SU |
| MariHealth Solutions | 3 | UCT |
| Green X Engineering | 17 | SU |
| Impulse Biomedical | 6 | UCT |
| FluoroBiotech | 4 | SU |
| Button Optics | 1 | WITS |
| African Applied Chemical | 6 | UP |
| Cybarete | 2 | SU |
| Acinotech | 1 | UCT |
| Phyenti | 2 | SU |
| Blyde Botanics | 2 | UP |
| AI Coaching | 1 | SU |
| PeeCycling Technologies | 0 | UCT |
| CubeSpace | 9 | SU |
| BioTrac Systems | 0 | SU |
| INSiAVA | 0 | UP |



Total employment created with UTF funding **111**

Established an Incubator



SU LaunchLab Offerings

Inspiration & Ideation

Validation

Creation

Acceleration

MatiePreneurs

EDHE Intervarsity

Student Internships

Entrepreneur Mindset
Workshops
Ideation Workshops

SU Hackathon

Researcher Bootcamp

Translational Fellowship

Mentorship

Countdown

Lift-Off

Cruise



instant startup
Turning ideas into business



Orbit

SU LaunchLab Community

Incubation Overview

We take teams through several programmes and provide precision incubation services through our team, mentors and curated services providers

Countdown-Validate your business idea

- 6 weeks

Lift-Off-Create your venture

- 12 weeks

Cruise-Continue to grow through our network

- Adhoc advisory and mentorship

Orbit-Give back

- No longer actively advising
- Offers mentorship and speaks at events



INTRODUCING THE INSTANT STARTUP

A proud initiative of Stellenbosch University, Innovation and Commercialisation, Innovus

Gearing your *idea* into *business*



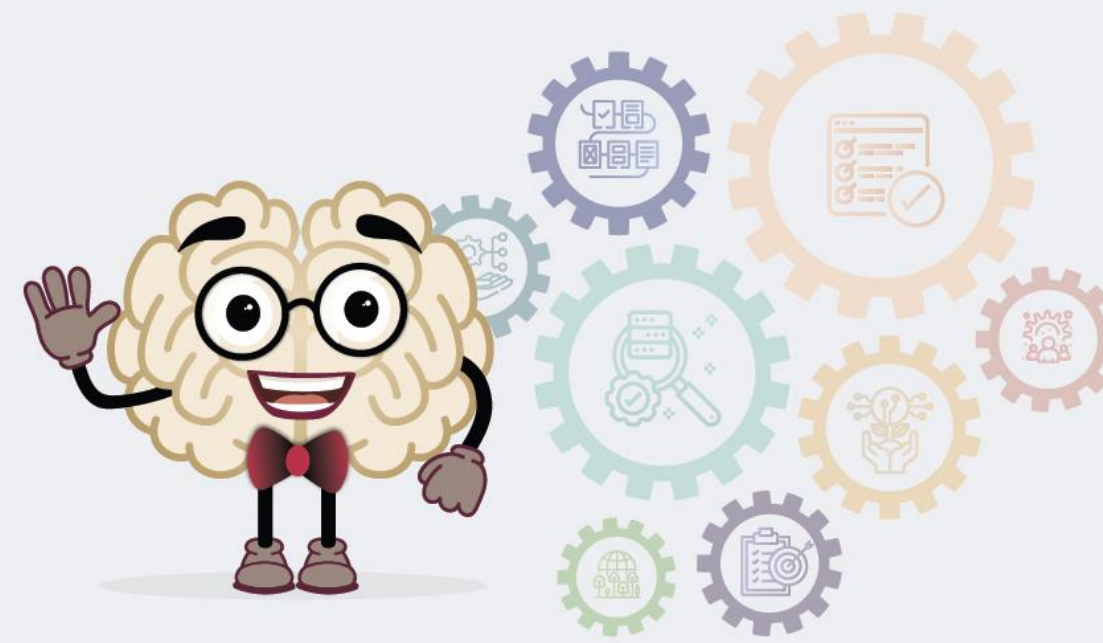
www.instantstartup.co.za

Imagine a well-oiled machine that will turn your business ideas into real action.

This machine will help you and your team get all the gears in place to start and build a successful business.

[HOW IT WORKS](#)

[CONTACT](#)



Blog



1 December, 2023 • 3 min read

Cultivating a Startup Utopia: The Symphony of Collaboration and Networking

Hello, trailblazers of Instant Startup, and welcome to our entrepreneurial haven! Today, we're diving into the artistry of cultivating a...



1 December, 2023 • 3 min read

Directing the Symphony: Unraveling the Fiduciary Duty of Directors

Greetings, maestros of Instant Startup! Today, we're diving into the symphony of fiduciary duty, exploring why it's the melody every...



1 December, 2023 • 2 min read

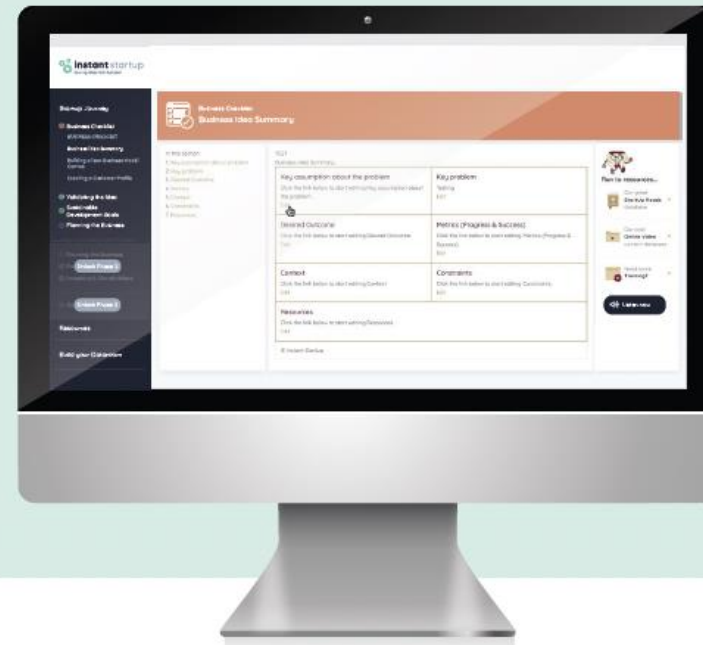
Cracking the Compliance Code: A Light-hearted Dive into the What, Why, When, Where, and How

Greetings, trailblazing entrepreneurs of Instant Startup! Today, we're unraveling the mysteries of compliance, the secret sauce that keeps your startup...



Gearing your idea into business

Instant Startup brings together fundamental startup guides, good governance practices, templates and information to entrepreneurs can focus on what matters when commercialising their business.



The Instant Startup will help you with essentials like:

01. A pitch deck
02. A business plan
03. Due diligence
04. Legal documents
05. HR necessities

What other entrepreneurs have to say

This platform made all the difference in starting up our business. It was easy to use and the whole team could work seamlessly together.



Ross

It was easy to use and the whole team could work seamlessly together. Would recommend it to any entrepreneur!



Brandon

Such a pleasure to have a system where you can build your ou business plan!



Doris



What's Inside?

3

Learning Stages

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Modules

38

Learning Activities

Entrepreneurial Journey Modules



BUSINESS CHECKLIST



VALIDATING THE IDEA



PLANNING THE BUSINESS



FORMING THE BUSINESS



SUSTAINABLE
DEVELOPMENT GOALS



PREPARING THE TEAM



INVESTORS &
STAKEHOLDERS



OPERATIONAL SUPPORT



Repository
platform

COGs consist of stages across a typical entrepreneurial journey. As insights are gained modules should be revisited and updated to reflect the most relevant startup position.



Self Managed
Tool

Startup team
works independently
on the Instant Startup



Review Guidance

Instant Startup's
business coach
provides online
feedback to the
populated templates



Refinement Tool

Teams attend the
LaunchLab
entrepreneurial
programs to refine
their entrepreneurial
assumptions



Commercial Tool

Teams work with
LaunchLab to progress
across the
entrepreneurial
journey using the
Instant Startup as core
tool.

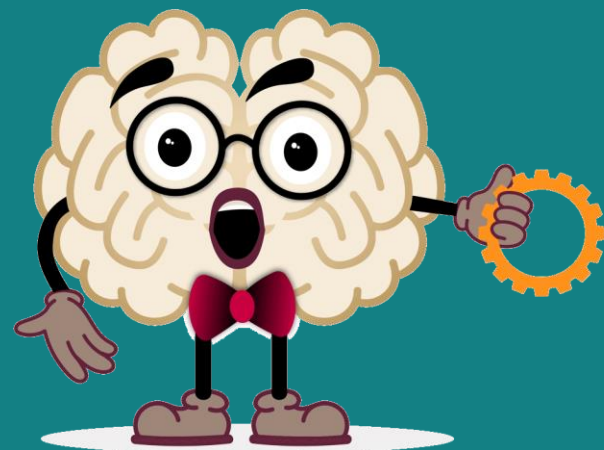


INSTANT STARTUP EVOLUTION

In every Module

We have included a set of standard practices visible across every module. This includes links and documents from various sources. All components can be modified to align with any needs or learning objectives.

- Startup Reads - articles relating to the module
- Online Video - links to online content discussing specific components
- Training - links to curated training material
- Your Rewards - an incentive space
- Thinking style - gives the entrepreneurial team a taste of the aim and content of the module
- Time expected - an estimated timeframe for teams to complete each module to flexibly plan their work time.
- Binky notes - short reminders relevant to the topic being learned!



Thinking style:
**PLANNING AND
ACTION**



Time expected:
1-2 WEEKS



Run to resources...



Our great
StartUp Reads database



Our cool
Online Video content database



Need some
Training?



Your Rewards

Once you have completed a Module you will be eligible for a reward.



BUSINESS CHECKLIST
Compile a business
idea summary

Compile a Business Idea Summary

Recap all the technical work you have done in
a commercial checklist and define:

What is this business idea?

Start Now



BUSINESS CHECKLIST
Build a Lean Business
model Canvas

Building a lean Business Model Canvas

Follow the industry startup standards by
completing the business model canvas to
create **a visual presentation of your
“business model”**, presenting a holistic
overview of your business.

Start Now



BUSINESS CHECKLIST
Create a Customer
Profile

Create a Customer Profile

Define your **target customer’s** experience
with the business problem along with the
solution you are offering, to better
understand market expectations.

Start Now

Learning Activities

Each module has learning activities that the entrepreneur group must complete.

- Form sections for each activity – has questions
- Document – These sections combined creates one document that can be uploaded to the group’s Data Room
- Guiding Audio – every activity has audio to guide the entrepreneur through the section

Business Idea Summary

Key assumption about the problem

Start with “We believe” to highlight an assumption that addresses a business problem. If you can add a customer dimension, that is even better.

Will be prepopulated. This is currently in a view... will move to separate modules.

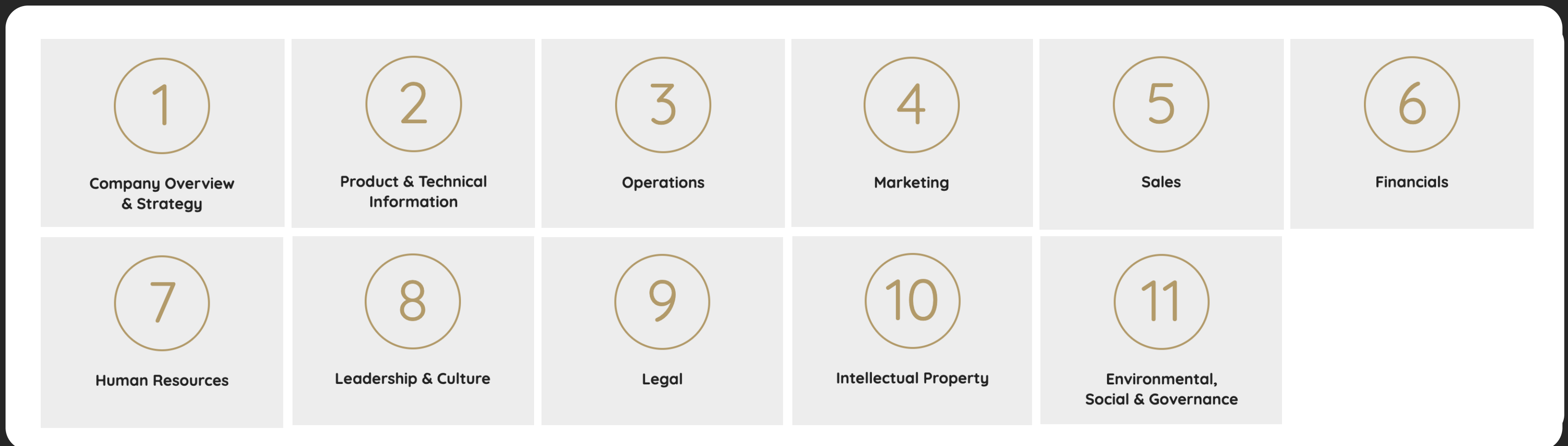
Max Word Count: 100

Update

Data Room

A SAFE SPACE FOR ALL IMPORTANT DOCUMENTATION

- Education - we have provided explanations and guidance about what is to be included in a data room.
- Requirements - the Due Diligence Sample Checklist helps teams to continuously improve the data room content and outlines the requirements for each folder within their data room
- Sharable - Currently *WIP* - we are investigating tools that allow teams to share their room with external stakeholders without compromising privacy.





Sign Up Today!

Sign up for our quarterly newsletter which features entrepreneur related articles. Opt out any time

SUBSCRIBE

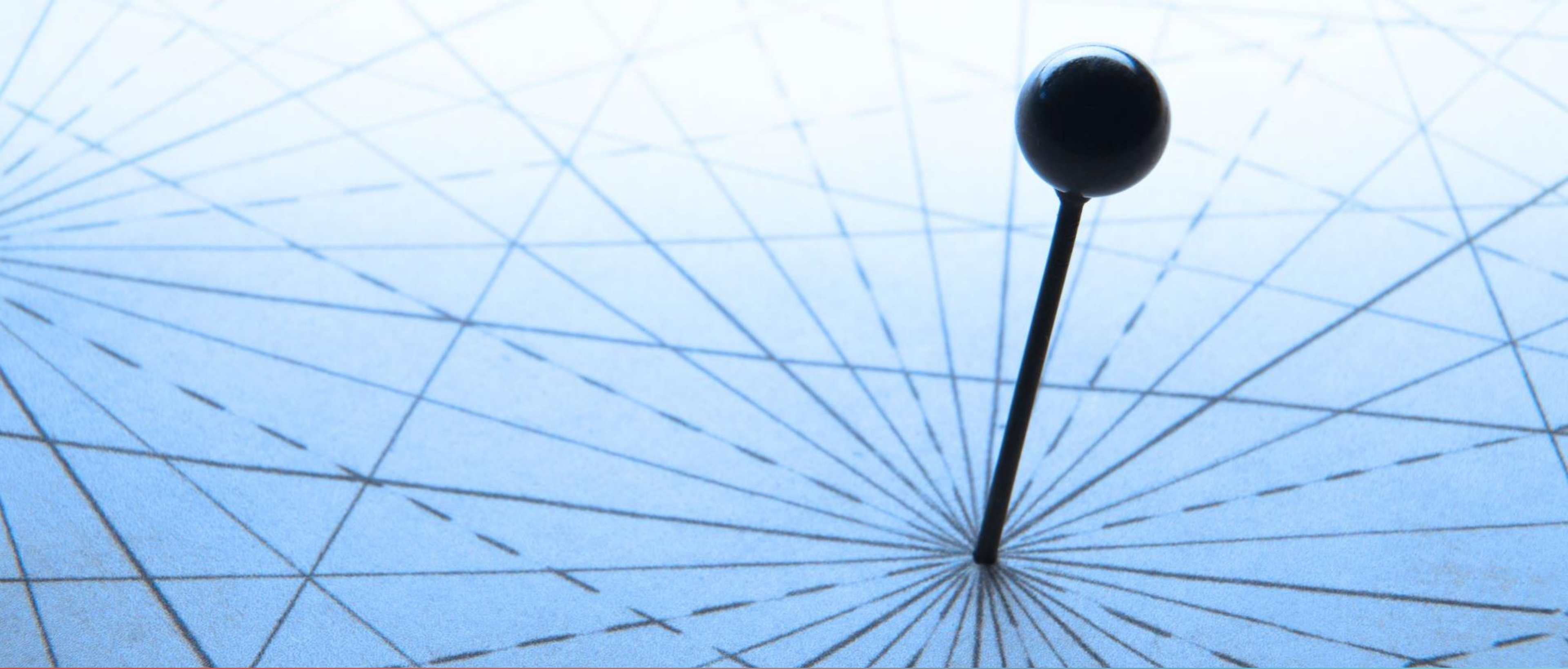
A proud initiative of Stellenbosch University,
Innovation and Commercialisation, Innovus.



Spinout Concierge

- Negotiates discounts on behalf of 30+ spinout companies with service providers
 - Web developers, legal services, bookkeeping and payroll services, University Gym
 - Nearly 400 employees in spinout companies were admitted free of charge on University Wellness Programme
- Sets up the company
 - Registers domain names, appoint directors, etc
 - Opens bank accounts in record time and assigns a dedicated banker
 - Insurance (assets, liability, key person, etc)
 - Ensures that there is a basic website and logo
 - Installs Xero bookkeeping software and provide training
 - Institute of Director training

- Assists with HR, payroll and admin
- Free Company Secretarial Services (to ensure corporate governance) for new start-ups:
 - 2023: 3-4 board meetings and an AGM's for 13 start-ups
- Assists CEO's with various urgent matters
 - Included registering a company on the USA System Acquisition Management database
- Arranges an annual CEO event for 30+ spin-out companies' CEO's, university directors, investors, service providers, academic founders, etc.



Impact

Western Cape attracts the most start-up funding in SA

● Globally competitive talent helps province account for more than half of overall venture capital activity

Mudiwa Gavaza
Technology Correspondent

The Western Cape continues to attract the most start-up funding, findings by the Southern African Venture Capital and Private Equity Association (Savca) show.

Savca recently released a report showing that capital flow to SA start-ups in 2023 reached R3.28bn, driven by investment into local technology businesses. The report, which covers the state of the 2023 venture capital (VC) ecosystem in SA, says it was the highest total capital flow to start-ups since the launch of the survey 14 years ago.

SA's venture capital asset class, which excludes small business support by the government, development finance and a number of corporate investment programmes, had R10.73bn invested across 1,106 active deals.

Active portfolios containing Western Cape-based companies dropped marginally from 53.7% in 2022 to 49% in 2023, by value. By deal volume, things remained steady at 55.6%.

As such, "this province thus continues to account for more than half of the overall VC activity in SA, with Gauteng making up one in three VC deals," Savca says.

Gauteng, dominated by Johannesburg, was second at 30.4%, comprising 32.6% of all deals by number.

Cape Town has gained the reputation of being SA's Silicon Valley, with some referring to it as the "Silicon Cape".

Factors driving tech development in the city are the availability of globally competitive talent and funders based in the province.

Some of the country's biggest start-ups to emerge from the region in recent years include payment businesses Yoco and Ozow; agriculture player Aerobotics, developer marketplace OfferZen, and gaming company Carrylst.

UNIVERSITY

Additionally, it helps that there are learning institutions that support and grow start-ups.

In June, Immobazyme, a Stellenbosch-based biotech start-up, secured R24.5m in venture funding to expand its enzyme immobilisation and precision fermentation platform. The funding round was led by the University Technology Fund – a private sector initiative set up by the SA SME Fund, and University of Stellenbosch Enterprises. Immobazyme aims to double its facility size and "dramatically scale its high-



value proteins and enzyme production capabilities".

Earlier in 2024, CubeSpace, a satellite component manufacturer started at Stellenbosch University, received R47m through a funding round led by the University Technology Fund and co-investor Savant Venture Fund to expand its operations beyond SA.

Last week, the manufacturing company said it had secured

R47m in venture capital funding.

Access to funding does not guarantee success for a venture.

In late 2023, mobility start-up WhereIsMyTransport closed down after having failed to secure additional funding to keep operating.

Founded in Cape Town, WhereIsMyTransport specialised in mobility technology, mapping formal and informal public transport networks. The

company is said to have raised a total of \$27m from backers, including Naspers.

Savca CEO Tshepiso Kobile noted that while the value of deals and investment had risen, the number of deals had not, because a third were earmarked for additional investment. These companies have thus received multiple rounds of funding.

New deals amounted to 64.6% of all active deals to date

Innovation:

With the inclusion of venture debt, venture inflows to Africa last year clocked in at \$4.5bn across 603 deals, which was \$2bn less than the previous year. /123RF/Pop Nukoonrat

by deal number, reflecting a steady decline from 70.5% in 2022 and 73.1% in 2021, and a "clear demonstration of an increase in follow-on funding into own portfolios in 2023", Kobile said.

While venture funding grows in SA, the country has continued to trail behind Kenya and Nigeria in attracting capital, despite having the continent's most developed economy and industrial ecosystem.

NIGERIA

Data from the African Private Capital Association (Avca) shows that in 2023 West Africa attracted the largest proportion of venture capital deal volume in Africa, at 26%. It was driven by Nigeria, the most active country by volume at 19%.

With the inclusion of venture debt, venture inflows to Africa last year clocked in at \$4.5bn across 603 deals, which was \$2bn less than the previous year, Avca said.

The total for Africa is a paltry amount compared with the \$144.3bn worth of venture capital that flowed through the US.

The bright spot for SA is that while overall venture funding shrunk on the continent, flows to the local start-up ecosystem grew during the period. gavazam@businesslive.co.za

Publication: Business Day - Companies

Title: Western Cape attracts the most start-up funding in SA

Publish date: 29 Jul 2024

Page: 10

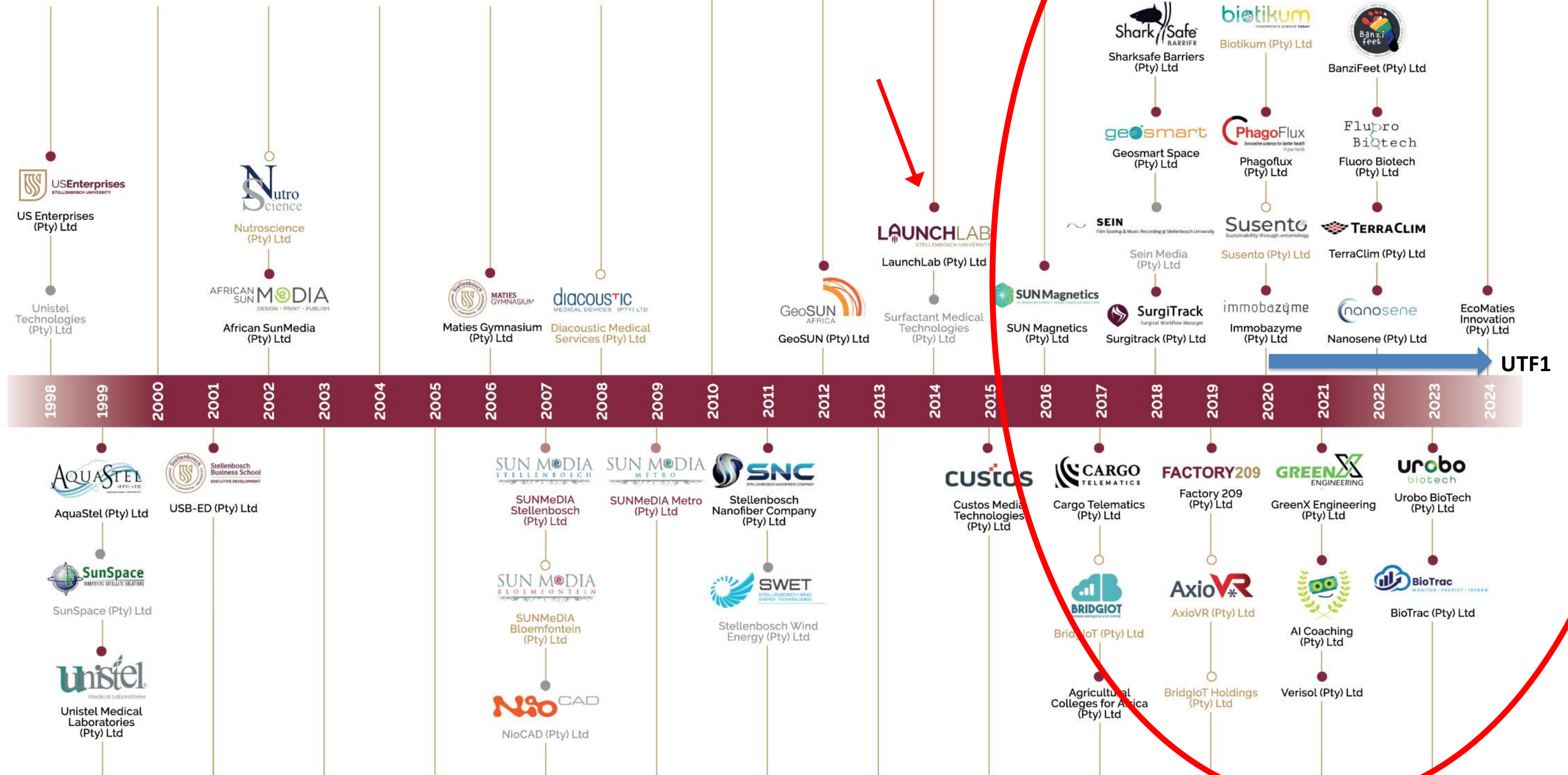
SU Group of Companies



US Enterprises
STELLENBOSCH UNIVERSITY

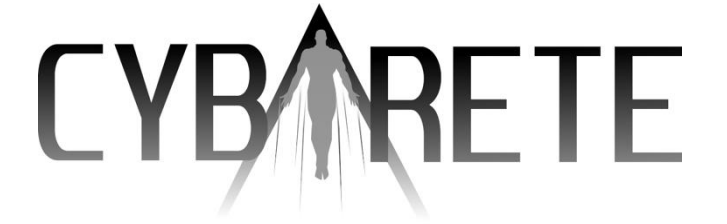
Timeline 1998 – 2024

- Active
- Exited
- Merger
- Deregistration





US ENTERPRISES (PTY) LTD
Making Stellenbosch University Innovation Matter



AFRICAN SUN MEDIA
YOUR INTEGRATED MEDIA PARTNER



BioCODE

geosmart



Stellenbosch Business School
EXECUTIVE DEVELOPMENT



CUSTOS



immobazyme

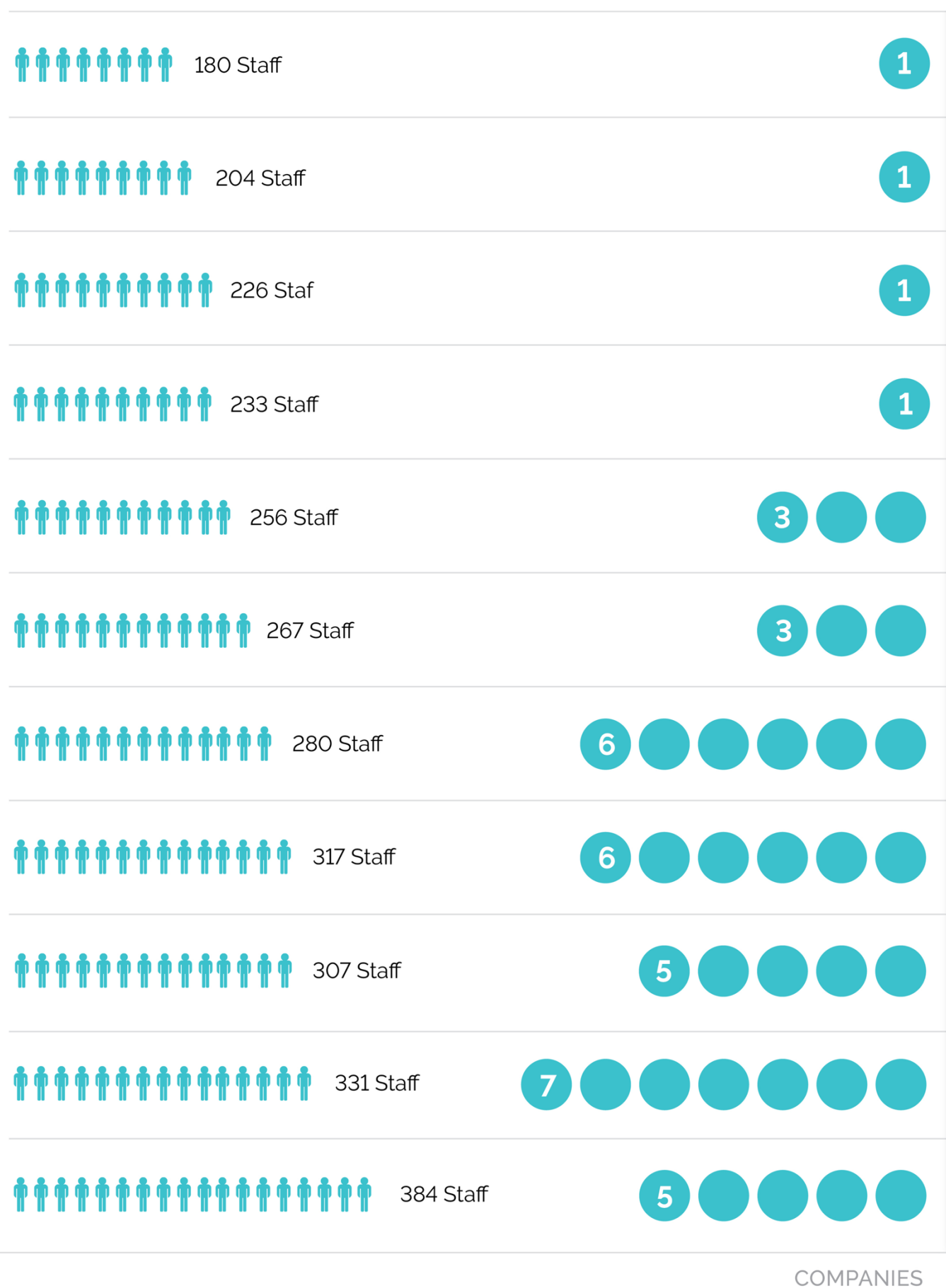
FACTORY209



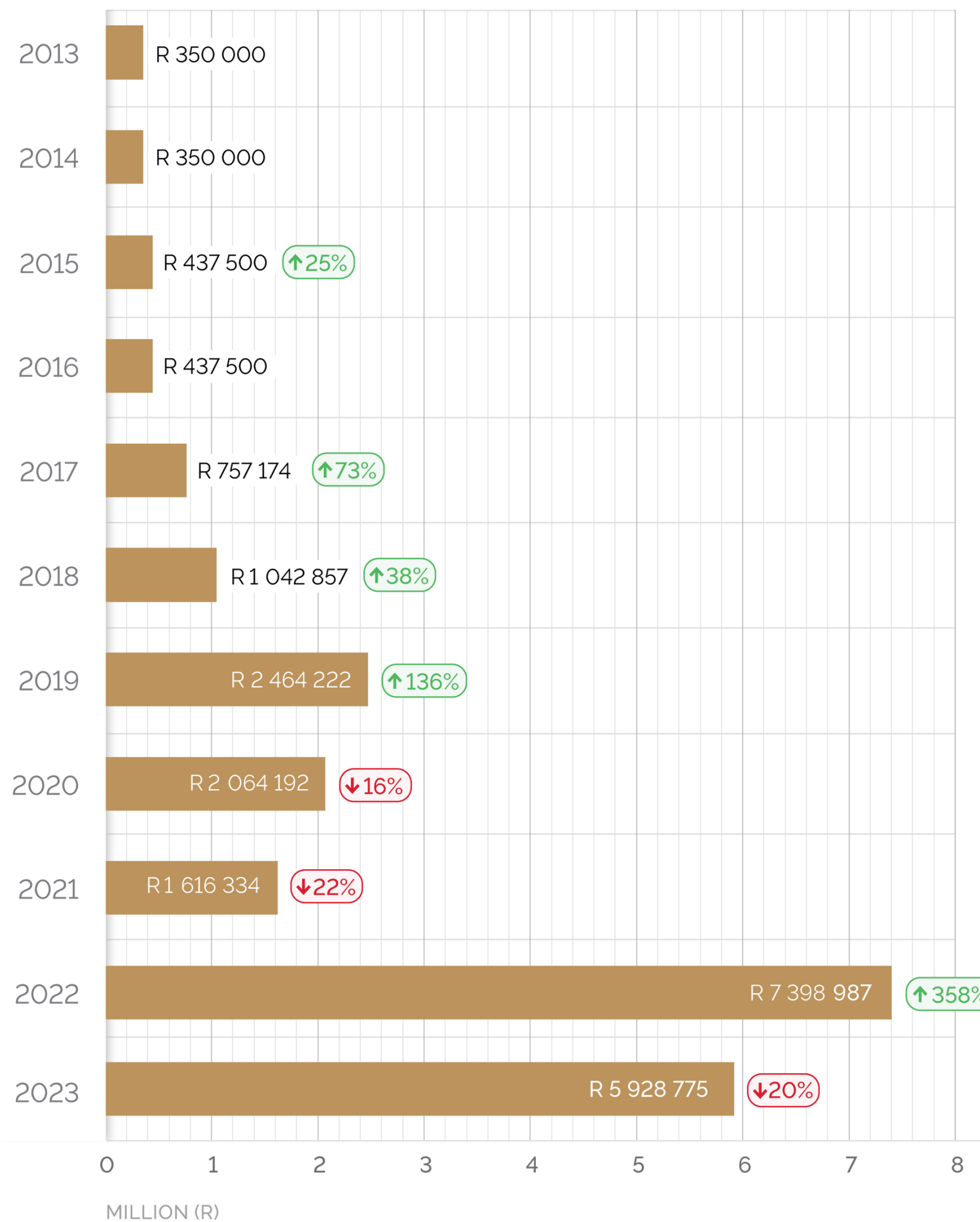
AI COACHING
with coach Vici

Impact

Staff and number of companies paying dividends



Dividend income



Stellenbosch University Group of Companies

USEnterprises
STELLENBOSCH UNIVERSITY

US Enterprises (Pty) Ltd 100%

Directors:
Priour du Plessis (Chairperson), Jan du Toit, Nandu Bhula, Stan du Plessis, Joe Kieser, Busi Mabuza, Anita Nel (CEO), Sibusiso Moyo, Elmi Muller, Johan Steyn (Company Secretary), Rakesh Wahl.

US Enterprises (Pty) Ltd: Audit and Risk Committee

Members:
Jan du Toit (Chairperson), Priour du Plessis, Sitsan Lamprecht, Johan Steyn (Company Secretary).

INVESTMENT

Verisol (Pty) Ltd 5%

Agricultural Colleges for Africa (Pty) Ltd 5%

Director: H Blight

Dormant, Exit and Deregistered Companies

Dormant
Unistel Technologies (Pty) Ltd, SUNTrack Analytics (Pty) Ltd

Exited
NioCAD (Pty) Ltd (9.47%), BridgIoT Holdings (Pty) Ltd, BridgIoT (Pty) Ltd, AxioVR (Pty) Ltd, Biotikum (Pty) Ltd

Deregistered
Stellenbosch Information Systems (Pty) Ltd, Vulamarz Membrane Technologies (Pty) Ltd, Surfactant Medical Technologies (Pty) Ltd, SEIN Media (Pty) Ltd, Cargo Telematics (Pty) Ltd.

SU GROUP OF COMPANIES Shares and directors

■ Engineering (8)
 ■ Arts and Social Science (2)
 ■ AgriScience (1)
 ■ Science (10)
 ■ Medicine and Health Science (3)
 ■ Economic and Management Science (1)
 ■ Commercial SU Companies (5)

| | | | | |
|--|--|---|---|---|
| <p>AFRICAN SUN MEDIA 25%</p> <p>Directors: BJ Strauss (USE Representative), J Boyle (USE Representative), B van Rooyen, J Hart, NR Bradshaw, BK Mehta, WR Barnes (Company Secretary).</p> | <p>AI COACHING 29%</p> <p>Directors: AJ Nel (USE Representative), N Terblanche, D Peters (Company Secretary).</p> | <p>AquaStel (Pty) Ltd 100%</p> <p>Directors: D Brink (Managing Director), AJ Nel (USE Representative).</p> | <p>BanziFeet (Pty) Ltd 35%</p> <p>Directors: AJ Nel (USE Representative), N Singh (USE Alternate Director), Elbe de Villiers, Ranel Venter, Marisa Breet.</p> | <p>biocode 25%</p> <p>Directors: AJ Nel (USE Representative), R Pretorius, W Perold, A van der Merwe, J Steyn (Company Secretary).</p> |
| <p>BioTrac 29%</p> <p>Directors: AJ Nel (USE Representative), Kyle Klopper.</p> | <p>CUBESPACE 20%</p> <p>Directors: M-A Kearney, WH Steyn, AJ Nel (USE Representative), D Moolman.</p> | <p>CUSTOS 26%</p> <p>Directors: F Luiz, G-J van Rooyen, P Tajijsardt, H Engelbrecht (Chairperson), AJ Nel (USE Representative).</p> | <p>CYBARETE 23%</p> <p>Directors: AJ Nel (USE Representative), N Singh, D Sparrow, K Kruger, PA Kruger, D Peters (Company Secretary).</p> | <p>EcoMaties Innovation (Pty) Ltd 100%</p> <p>Directors: AJ Nel</p> |
| <p>FACTORY209 100%</p> <p>Directors: AJ Nel, SA du Plessis, H Swanepoel.</p> | <p>fluorobioTECH 28%</p> <p>Directors: DP van Staden, R Vermeulen, N Singh (USE Alternate Director), AJ Nel (USE Representative), D Peters (Company Secretary).</p> | <p>geosmart 35%</p> <p>Directors: A van Niekerk (Chairperson), AJ Nel (USE Representative), L Swift-Horak (Company Secretary).</p> | <p>GeoSUN 33%</p> <p>Directors: AJ Meyer (CEO), AJ Nel (USE Representative), JL van Niekerk, L Swift-Horak (Company Secretary).</p> | <p>GREENX ENGINEERING 32%</p> <p>Directors: Brandon Paschal (USE Representative), JA Samuels, B Davis (Chairperson), D Peters (Company Secretary).</p> |
| <p>immobazyme 18%</p> <p>Directors: N Singh (USE Representative), DN Nicholas, EW Hunter, NG Enslin, D Peters (Company Secretary).</p> | <p>MATIS DRINKWATER 100%</p> <p>Directors: SA du Plessis (Chairperson), Innovus Representative, J Kat (Innovus Representative), RM Benadie.</p> | <p>nanosene 25%</p> <p>Directors: AJ Nel (USE Representative), B Klumperman, G Kuyler, D Peters (Company Secretary).</p> | <p>Phagoflux 27%</p> <p>Directors: AJ Nel (USE Representative), B Loos (Chairperson), JS Hofmeyr, WJ Perold, D Peters (Company Secretary).</p> | <p>Phyenti 18%</p> <p>Directors: N Singh (USE Representative), NP Makunga, A-M Engelbrecht, C Kaschula, D Peters (Company Secretary).</p> |
| <p>Shark Safe 18%</p> <p>Directors: CA Matthee, S Andreotti, L Barwell, M Ungerer (Chairperson), A Mederer, L Burger, N Singh (USE Alternate director), AJ Nel (USE Representative), A van der Merwe, K Bowmaker-Falconer (Company Secretary).</p> | <p>Stellenbosch Business School 75%</p> <p>Directors: NS Ndhrazi, PJ Naude (USE Representative), U Magwentshu, SA du Plessis (USE Representative), AJ Nel (Innovus), A van der Westhuizen (Company Secretary).</p> | <p>SNC 19%</p> <p>Directors: AE Smit (CEO), AJ Nel (USE Representative), M le Roux (Chairperson), A Volkwyn (Company Secretary), N de Waal.</p> | <p>SUN Magnetics 36%</p> <p>Directors: CJ Fourie (Chairperson), AJ Nel (USE Representative), D Peters (Company Secretary).</p> | <p>SurgiTrack 33%</p> <p>Directors: AJ Nel (USE Representative), DO Opondo, IO Opondo.</p> |
| <p>TERRACLIM 25%</p> <p>Directors: AJ Nel (USE Representative), T Southey, A van Niekerk, A Verhaeghe, M Rademeyer (Chairperson), D Peters (Company Secretary), I van Zyl (Alternate Director), Gerard Martin (Alternate Director).</p> | <p>unistel 46%</p> <p>Directors: C Wynne, L Theart (CEO), J Marx, GJ Nel (Chairperson), AM de Villiers, Brendon Grindlay-Whieldon (USE Representative), AJ Nel (Alternate USE director).</p> | <p>urobo biotech 30%</p> <p>Directors: AJ Nel (USE Representative).</p> | <p>USB-Botswana (Pty) Ltd 60%</p> | <p>18 Men CEO's 70 Men directors 7 Women CEO's 12 Women directors Women directors including USE representatives on each pty: 39</p> |

Stellenbosch University Group of Companies



US Enterprises (Pty) Ltd

US Enterprises (Pty) Ltd: Audit and Risk Committee

INVESTMENT

Verisol (Pty) Ltd

Agricultural Colleges for Africa (Pty) Ltd

Dormant, Exit and Deregistered Companies

Dormant

Unistel Technologies (Pty) Ltd; SUNTrack Analytics (Pty) Ltd

Exited

NioCAD (Pty) Ltd (9.47%); BridgIoT Holdings (Pty) Ltd; BridgIoT (Pty) Ltd; AxioVR (Pty) Ltd; Biotikum (Pty) Ltd

Deregistered

Stellenbosch Information Systems (Pty) Ltd; Vulamanz Membrane Technologies (Pty) Ltd; Surfactant Medical Technologies (Pty) Ltd; SEIN Media (Pty) Ltd; Cargo Telematics (Pty) Ltd.

SU GROUP OF COMPANIES

Sectors and SDGs

- Engineering (6)
- Arts and Social Science (2)
- AgriScience (1)
- Science (10)
- Medicine and Health Science (3)
- Economic and Management Science (1)
- Commercial SU Companies (5)

AFRICAN SUN MEDIA
YOUR INTEGRATED MEDIA PARTNER



Sector: Commercial Services

AI COACHING
with Coach Vic!



Sector: Software Applications

AquaStel (Pty) Ltd



Sector: Eco Friendly Technology

BanziFeet (Pty) Ltd



Sector: Healthcare Services

biocode



Sector: Healthcare Services

BioTrac
MONITOR - PREDICT - INFORM



Sector: Materials and Technology

CUBESPACE



Sector: Materials and Technology

CUSTOS



Sector: Software Applications

CYBARETE



Sector: Software Applications

FACTORY209



Sector: Commercial Services

fluorobiotech
SOLUTIONS THAT MATTER



Sector: Pharmaceuticals

geosmart



Sector: Eco Friendly Technology

GeoSUN AFRICA



Sector: Green Energy

GREENXX ENGINEERING



Sector: Green Energy

immobazyme



Sector: Pharmaceuticals

MATIES GYMNASIUM



Sector: Sport Services

nanosene



Sector: Healthcare Services

Phagoflux



Sector: Healthcare Services

Phyenti
Nature • Science



Sector: Pharmaceuticals

SharkSAFE
HARRIFR



Sector: Eco Friendly Technology

Stellenbosch Business School
EXECUTIVE DEVELOPMENT



Sector: Education Services

SNC
STELLENBOSCH NANOBIOTECH COMPANY



Sector: Materials and Technology

SUN Magnetics
INTEGRATED CIRCUIT RESONANCE EXTRACTION



Sector: Software Applications

SurgiTrack



Sector: Healthcare Services

TERRACLIM



Sector: Eco Friendly Technology

unistel
Medical Laboratories




Sector: Healthcare Services

urobo biotech



Sector: Materials and Technology

USB-Botswana (Pty) Ltd



Sector: Education Services

| | | | |
|---|---|--|---|
|  Value of USE Portfolio R649,3 million |  Dividends received R5,9 million |  Value of USE Shareholding R256,8 million |  Employment in USE companies 391 |
|---|---|--|---|



Raising UTF2

FUND 2 OPPORTUNITY INTRODUCTION

UTF Fund 2 builds on the success and foundation established by UTF Fund 1, the first VC Fund of its type in Africa.

UTF Fund 2 brings with it:

- Expanded mandate including **Alumni** of South African universities and **university spinout companies**. Slightly later (later than Fund 1) investment mandate.
- Sector-experienced team with established relationships & credibility
- Existing pipeline of potential investments
- De-risked asset class
- LP Commitment of R222 million
- Existing professional Investment Committee
- Target IRR 30%



UTF FUND 2 KEY DIFFERENTIATORS

- LP investment commitment of R222 million
- Existing proprietary pipeline
- Established, reputable team with specific asset and sector experience
- Registered FSP Fund Manager
- UTF Fund 1 track-record
- Access to Deep-Tech – South African universities are the continent’s leaders
- Local founders - Access, relationships, and track record within the university alumni and extended ecosystems
- Established ecosystems – The South African university startup, investor, and alumni ecosystems are established



THE UTF FUND 2 OPPORTUNITY

The University Technology Fund (UTF Fund 1) is a commercial independent early-stage venture capital fund launched in 2020 with the specific mandate to invest in the commercialization of technology and intellectual property developed at South African universities – investing in university “spin out” companies.

The UTF Fund 1:

- Is the first of its kind venture capital (VC) fund in Africa
- Completed 13% of all venture capital investments in South Africa by number of deals in 2023.
- Is almost fully deployed with a forecast unrealized portfolio growth of over 79%
- Is managed by an experienced operator VC fund manager registered as a Financial Services Provider (FSP)
- Has proven the asset class in South Africa

The team is finalizing a second University Technology Fund (UTF Fund 2) with a broader mandate. The team has successfully reached the First Close target of R200 million with R222 million LP investment commitment from existing UTF Fund 1 LPs and new LPs.

UTF FUND 1 ACTIVITY

The UTF has made 24 equity investments from incorporation in 2020 until Sept 2024. If the South African data had been included in this statistic the UTF would have ranked #8 compared to the countries listed – for a much shorter timeframe

Table extracted from Parkwalk & Beauhurst report Sept 2024

Top nationalities of funds by number of equity deals participation into spinouts, excluding UK (2014-H1 2024)

| | | |
|---|---------------|-----|
|  | United States | 526 |
|  | Netherlands | 62 |
|  | Germany | 55 |
|  | France | 53 |
|  | China | 42 |
|  | Switzerland | 35 |
|  | Australia | 29 |
|  | Japan | 25 |
|  | Ireland | 24 |
|  | Singapore | 20 |
|  | Hong Kong | 20 |
|  | Denmark | 17 |
|  | South Korea | 17 |
|  | Spain | 16 |
|  | Belgium | 16 |



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www.innovus.co.za

www.launchlab.co.za

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Stellenbosch

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Thank you
Enkosi
Dankie