



**AUSTRALIAN  
TECHNOLOGIES**  
COMPETITION

# ATC19 Program Outcomes

November 2019



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# ATC19 Program Outcomes

## 1. Program Overview

The [Australian Technologies Competition](#) is a national competition and late stage acceleration program sponsored by the Australian Commonwealth Government, industry growth centres and industry. It identifies technology SMEs and 'scaleups' with significant global potential and accelerates their growth through capability building, domestic and international industry connections and awards recognition.

The key components of the 2019 Program were:

1. **Judging (3 rounds)** – by 14 experienced independent judges, including CEOs of successful technology companies, previous contestants, the NSX, Queensland's Chief Entrepreneur, commercialisation and IP advisors
2. **Semi Finalist Mentoring** – each of the 33 Semi Finalists were provided an opportunity to engage with an experienced mentor, for feedback on their growth strategy and Concise Business Plan
3. **Masterclass workshop** – Semifinalists were put through an intensive two-day workshop with very senior and experienced panellists, on 12 topics critical to a growth stage business. This received very high satisfaction ratings (averaging over 9/10) for its content and the panels. It also helped to create a sense of community between the semifinalists
4. **Partner Connections** – through two Partner Connect sessions held at Harbour City Labs and Bay City Labs (two premises designed specifically for Australian scaleups), Finalists, some semi finalists and ATC alumni all received the opportunity to pitch in a 'Chatham House' environment to a wide variety of investors and potential partners. A cross-section of partners at each table provided presenters with a diverse range of opinions on their business model and technology.
5. **Showcasing & Awards** – through the two public events held on 29 October, ATC Finalists received an opportunity to pitch to both the public and the judges and to respond to their Q&A. They were then judged on a combination of their business plans, pitches and Q&A, for national category awards and Australian Technology Company of 2019

The 2019 Award categories align closely with the Australian Government's Industry Growth Centres:

- Advanced Manufacturing
- Energy Resources
- Food & Agribusiness
- Medtech & Pharma
- Mining Technologies
- Cyber Security
- Circular Economy
- New Energy
- Smart Cities
- Global Social Impact
- Alumni Achievement
- Australian Technology Company of the Year

## 2. Sponsors & Marketing Partners

ATC19 Sponsors	
Sponsor Name	Classification
Department of Industry, Innovation & Science	Federal (core sponsor)
AustCyber	Industry Growth Centre
MTPConnect	Industry Growth Centre
FIAL	Industry Growth Centre
METS Ignited	Industry Growth Centre
NERA	Industry Growth Centre
Department of Environment, Land, Water & Planning	State (Victorian Government)
Department of Jobs, Precincts & Regions	State (Victorian Government)
Energy Australia	Corporate
Bird&Bird	Corporate
FB Rice	Corporate
NSW Government Sydney Startup Hub	Venue
ACS   Harbour City Labs	Venue
ACS   Bay City Labs	Venue

ATC19 Marketing Partners	
Australia Post	Austrade
Victorian Cleantech Cluster	MTAA
EnergyLab	StartupVic
CEFC	Australian Ocean Energy Group

### **3. ATC19 Connections & Showcase Events**

Five key events were delivered as part of the ATC19 Program:

#### **1. Two-day Growth Masterclass, Sydney Startup Hub, 25-26 July 2019**



The Australian Technologies Competition Growth Masterclass took place over two days at the Sydney Startup Hub (25-26 July 2019) in support of this year's 33 ATC Semi Finalists. The Masterclass was attended by 147 guests, comprising the ATC semi finalists, mentors, judges, guest panellists and chairs, state and federal government stakeholders, sponsors, incubators, accelerators and other key members of the innovation ecosystem.

Structured as a two-day intensive workshop, the purpose of the Masterclass is to provide:

- Guidance on practical aspects of building a successful growth business (e.g. intellectual property, sources of financing, overseas expansion, staffing and leadership)
- Exposure to leading entrepreneurs and practitioners in these areas (via panel sessions and networking time with such)
- Connections with fellow technology SMEs at a similar stage of their life cycle, creating a sense of community and shared experience
- Networking opportunities with other important stakeholders (government, industry growth centres, incubators, accelerators, high net worth individuals, commercialisation advisers)
- An introduction to government support initiatives and programs at both a state and federal level. (e.g. Accelerating Commercialisation, Industry Growth Centres, Co-working spaces, Landing Pads etc.)

**[CLICK TO DOWNLOAD MASTERCLASS PROGRAM](#)**

**[CLICK TO DOWNLOAD MASTERCLASS SURVEY RESULTS](#)**

In the survey completed by 30 ATC semifinalist participants, the 2019 Growth Masterclass was given an average rating of **9.03 out of 10**.

#### **Testimonials by ATC19 Masterclass Participants:**

*"I think the masterclass was extremely insightful for a broad range of company considerations which really helped me assess and validate the alignment of initiatives across the board."* - **Amanda Ramos, PAM**

*"Enjoyed the sharing of issues and successes amongst the cohort of startups. The panel discussions were interesting and well experienced."* - **Brad Bergmann, Navi Medical Technologies**

*"The organisation, the content, the split between talks and the food/drink allowed us to mix with the other entrants was excellent."* - **Chris De Graaf, Ybern**

*"Great discussions and people attending. Really liked the regular breaks and opportunities to network. Wonderful that all material is available from start of the Masterclass via dropbox."* - **Emelie Gustavsson, CancerAid**

*"I am trained as a scientist and have never had any entrepreneurial training. This was gold!"* - **Ken Cunliffe, AgEtal**

*"I thought the quality of the speakers and variety was excellent, they were very open and gave practical advice. I think the framework for the 2 days works very well, its a lot to take in depending on where you are on your company journey. Its great to merge numerous start ups."* - **Malcolm Dungey, PAM**

*"The range of panellists was great, and good to see a good female/male split."* - **Merran Morton, MyPass Global**

*"A great workshop. Well worthwhile attending and fascinating to hear so many accomplished speakers so generously share their war stories. My only comment would be that I guess because our company is a bit further along the journey I was most interested in the latter part of the implementation phase once the technology/product/service has hit the market and the agenda was more oriented towards startups."* - **Peter Murphy, OPEC Systems**

*"The whole thing was so well organised, right down to the level of info provided in the leadup, the handouts with everyone's photos and linked profiles and the overall speakers. I found the panel approach was really interesting and kept me engaged over two packed days. The diversity of speakers (not just gender but age, background, sectors, view) was one of the best I've seen."* - **Sarah Cummings, Teach Ted**

*"Masterclass was great, was beneficial to get all that information and also network with other companies in similar situations, and some companies which are now looking to come onboard as clients of ours."* - **Shane Ballingal, Protective Innovations**

### 2&3. Partner Connect Events, Sydney (24 October) & Melbourne (28 October) 2019



The ATC Partner Connect events are an opportunity for Finalists, Semi Finalists and alumni to meet and interact with potential partners and investors - including VCs, private investors, entrepreneurs, commercialisation experts, senior corporate executives and Industry Growth Centre representatives. The sessions are private and intensive, providing the companies with personalised feedback on their business, future plans, business model and capital requirements. They have historically also led to investment and partnership outcomes.

In 2019, the two Partner Connect events were held in Harbour City Labs (Barangaroo, Sydney) and Bay City Labs (Docklands, Melbourne) – both owned by ACS. The Labs are co-working spaces specifically designed as resident workspaces for Australian scaleups.

The events were attended by a combined total of 120 people. This year ITV collaborated with Austrade to invite a number of overseas corporates to these events, providing an additional platform to view some of Australia's most promising technology companies.

The formats run over a full day, divided into industry sessions. In each session 3-4 companies make a 5-minute pitch, after which they are rotated across numerous tables throughout the room; allowing them to meet every guest and to receive detailed feedback, questions and expressions of interest.

To improve engagement with ATC alumni, several alumni participated in both the Sydney & Melbourne Partner Connect events as a way of engaging with a new audience of potential partners.

[\*\*CLICK TO DOWNLOAD SYDNEY PARTNER CONNECT PROGRAM\*\*](#)

[\*\*CLICK TO DOWNLOAD MELBOURNE PARTNER CONNECT PROGRAM\*\*](#)

**Attendees at the Sydney & Melbourne Partner Connect events included:**

• Accelerating Commercialisation	• Guangzhou Techno Company
• AirAsia (Malaysia)	• Hatchstone Capital
• AT&T	• Hong Kong Trade Development Council
• AusPost	• IP Group
• Austrade	• Jelix Ventures
• Banpu Holdings (Thailand)	• Main Sequence Ventures
• Beach Advisory	• METS Ignited
• BioConnex	• NERA
• CLP Holdings (Hong Kong)	• NIMIS Cyber Security
• DELL Technologies	• Providence Asset Group
• Energy Australia	• Tata Consultancy Services
• FB Rice	• Vocus
• FIAL	• Wesfarmers
• Global Victoria	

## 4&5. National Finals & Awards Ceremony, Melbourne, 29 October 2019



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**The 2019 Competition ended with the National Finals & Awards Ceremony at the Melbourne Cricket Ground in Victoria on Tuesday 29 October.**

These events were the grand finale for 2019, attended by 202 individuals across a full day within the AFL Dining Room and Members Dining Room of the MCG.

Prior to the start of the National Finals, the Australian Technologies Competition also hosted a VIP Breakfast in the Tom Wills Room of the MCG for a bespoke audience of overseas corporates, CEOs and senior stakeholders from Victoria. Victorian Parliamentary Secretary to the Premier Danny Pearson attended and helped to welcome guests, speaking on the importance of innovation and commercialisation in Australia.

The National Finals then commenced at 09.30 with a welcome from the Victorian Minister for Energy, Environment & Climate Change, the Hon. Lily D'Ambrosio MP. Immediately following Minister D'Ambrosio's address was an Entrepreneurs Panel discussing the *Do's and Don't's for Australian Scaleups* and how to navigate the challenges of global growth. From there, pitches by each of the 16 Finalists commenced in front of ATC Judges and an audience of attendees comprising sponsors, corporates, SMEs, ATC judges, government representatives, industry growth centres, investors, trade organisations, innovation experts and other stakeholders.

Following the afternoon showcase, guests arrived for the 2019 Awards Ceremony. The Awards Ceremony was hosted by TV personality and corporate speaker, Mr. James O'Loughlin. Senator David Van delivered the keynote address, on behalf of Minister Andrews.

The evening concluded with networking drinks and canapés in the Members Dining Room of the MCG, overlooking the pitch. Significant post event social media activity by guests was very positive in tone, suggesting that the event went down well with the technology ecosystem.

[CLICK TO DOWNLOAD NATIONAL FINALS & JUDGING PROGRAM](#)

[CLICK TO DOWNLOAD AWARDS CEREMONY PROGRAM](#)

## Judging Criteria

Entries were assessed by 14 independent and very experienced judges in a three stage process. First round entries were assessed on their business summary, semifinalists on their Concise Business Plan (CBP) and finalists on a combination of the summary, the CBP, their presentations at the national finals and their handling of Q&A from the judges and the audience.

Judges scored the business summaries and CBPs in accordance with the judging criteria (see link below). Their separate scores were collated, averaged and debated vigorously at three judging workshops (one at each stage of selection). These workshops resulted in plenty of robust debate, rescoring and reranking.

Each semifinalist that did not make it through to the finals was given a 6-8 bullet point feedback summary of the judges comments. The most common reasons were:

- Leadership team lacking skills/ diversity/ commercial experience
- CBP lacking sufficient detail
- Protection of IP questionable
- Product validation needed strengthening
- Very competitive sector and business has no traction
- Problem/ use case identified can be easily solved by competitors

## References:

[DOWNLOAD ROUND 1 JUDGING REPORT](#)

[DOWNLOAD ROUND 2 JUDGING GUIDELINES](#)

**2019 Winners:**



**Energy Resources Winner:**  
**My Pass Global (NSW)**



**New Energy Winner:**  
**Ping Services (SA)**



**Alumni Achievement Winner:**  
**FluroSat (NSW)**



**Medtech & Pharma Winner:**  
**Tournicare (VIC)**



**Smart Cities Winner:**  
**PAM (NSW)**



**Mining Technologies Winner:**  
**Universal Field Robots (QLD)**



**Advanced Manufacturing Winner:**



**Global Social Impact Winner:**

**OPEC Systems (NSW)**



**Food & Agribusiness Winner:  
InFarm (QLD)**

**Stormseal Industries (NSW)**



**Circular Economy Winner:  
ASPIRE (VIC)**



**Cyber Security Winner:  
Huntsman Security (NSW)**



**2019 Australian Technology Company of the Year:  
OPEC Systems (NSW)**

## **4. Value Created by ATC19 Program**

Now in its ninth year, the Australian Technologies Competition supports a wide variety of technology based SMEs and 'scaleup' companies that are delivering real solutions to significant domestic and international challenges and commercial opportunities. If successful, Program participants create highly skilled jobs, deliver global solutions based on Australian generated technology, generate export revenues and enhance Australia's global reputation.

In the 2019 cohort, the average amount invested to date in nominated technologies was \$1.3M (see Attachments). Participant companies have typically created a Minimum Viable Product (MVP), have tested it on early customers and in some cases have raised external investment. As the Program has evolved since its founding in 2011, it has become clear that companies at the 'scaleup' stage are highly vulnerable (historically, a very small number of large Australian technology companies have emerged from thousands of research projects and technology startups) and are capable of significant growth with a modest amount of guidance and support.

The highly rated Growth Masterclass is designed to help each Semi Finalist to make a step-change in their business. It involves significant interaction with industry leaders, investors and advisors and covers the key issues for a growth stage company to succeed domestically and internationally. Participating semi finalists acquire important new contacts, benefit from free advice and typically reassess their value proposition, strategies and business plan based on this input.

Individual mentoring of semifinalists provides them with an invaluable sounding board and objective guidance. The role of the (volunteer) mentor is to review their business plans and presentations, identify shortcomings, and provide input to strengthen them. The volunteers are all very experienced business builders or advisers and are generous with their time.

The regular national awards and communication during the Competition (via eDMs, social media channels and partner promotion) provide significant domestic and international visibility for sponsor programs and events, semi finalists, finalists and alumni.

The Partner Connect events, national finals and Awards Ceremony provide presentation opportunities, detailed face-to-face interactions with potential investors, partners and customers and broader networking opportunities with key people in the technology ecosystem.

Specific benefits generated through ATC events include:

- Opportunities for semi-finalists and finalists to interact with leading public and private investors they have been unable to access, including companies, business angels, venture funds and entrepreneurs
- Opportunities to practice and perfect their pitches and learn from the difficult questions posed by Partners
- Leads and followup conversations that have led to investments and other commercial outcomes
- Significantly raised profile among relevant stakeholders
- Valuable referrals and word-of-mouth

This year's Competition attracted 206 applications, shortlisted 33 semi-finalists and awarded ten industry winners, one alumni achievement Award and an overall winner for 2019.

## **5. Testimonials from 2019 Finalists**

### **Matthew Lennox, Stormseal Founder & Winner of the Global Social Impact Award said:**

“Thank you #ATC19 for hosting such a wonderful event at the MCG. A special thanks to Patrick Mooney, Rochelle Lewis and Vikas Bhandari together with all the brilliant contestants, industry leaders, judges and sponsors. The Global Social Impact Award for Stormseal solidifies our efforts in helping those ravaged by storms, not only in Australia but around the world.”

### **Jeff Sterling, Managing Director of Universal Field Robots & Winner of the Mining Technologies Award said:**

“Many thanks to the team. It was a very valuable experience to participate in the ATC and I can thoroughly recommend it.”

### **Peter Buckley, Chief Customer Officer, My Pass Global (Energy Resources Winner) said:**

“An incredible experience for all entrants that couldn’t be done without the team at #ATC19”

### **Ken Cunliffe, Founder, AgEtal (Food & Agribusiness Finalist) said:**

“A huge thanks to Pat, Shelly, Vikas and Laura, AgEtal really appreciates all the hard work that you put into the ATC. We will be back next year! I would also like to thank our fellow competitors, all of the Judges and presenters from the workshops. It was a truly amazing experience. We are a lot better business having gone through it.”

### **Matthew Stead, CEO, Ping Services (New Energy Winner) said:**

“Dear Pat and Rochelle, thanks so much running an excellent program. Very proud for Ping to be a winner.”

## 6. Alumni Progress

ATC Alumni are encouraged to build relationships with other participants and attend some parts of the annual ATC program. Below are some recent highlights with alumni:

Company	ATC Title	Technology	Progress
<b>FluroSat</b>	2017 Food & Agribusiness Winner	Provides information on crop health and nutrition	<ul style="list-style-type: none"> <li>Acquired agriculture digital platform Graingrowers in 2018</li> <li>Raised \$1.5m in 2018 to develop their technology and expand to the U.S.</li> <li>Secures \$4.6 million in funding in July 2019</li> <li>Won 2019 ATC Alumni Achievement Award in October 2019</li> </ul>
<b>LiVac</b>	2017 Medtech & Pharma Award Winner	Single-use soft silicone device which attaches to regulated suction in order to create a vacuum which joins the liver and diaphragm	<ul style="list-style-type: none"> <li>Signed distributor agreement with US-based Teleflex</li> <li>Seeking \$5m capital to expand globally</li> <li>In talks with South Korea and China for regulatory approval</li> </ul>
<b>Secure Code Warrior</b>	2016 Semi Finalist	A cyber platform to train and equip developers by way of gamified training	<ul style="list-style-type: none"> <li>Raised \$4.9m in 2018 year from venture fund to accommodate growth</li> </ul>
<b>Calix</b>	2015 Australian Technology Company of the Year	Uses minerals, which are safe and environmentally friendly, to improve waste water treatment & phosphate removal, protect sewer assets from corrosion, and help improve food production from aquaculture and agriculture, with reduced anti-biotics, fungicides and pesticides.	<ul style="list-style-type: none"> <li>July 2018: Completed IPO; listed on Australian Stock Exchange.</li> <li>Environmental Solutions Winner <i>2018 NSW Export Award</i></li> </ul>
<b>BluGlass</b>	2013 Australian Technology Company of the Year	Semiconductor company providing a breakthrough in LED lighting and solar industries called RPCVD.	<ul style="list-style-type: none"> <li>Raised \$9.2m in May 2018 to expedite technical and commercial goals</li> </ul>

<b>Mako Turbines</b>	2016 Semi Finalist	Producer of tidal turbines in order to produce renewable energy	<ul style="list-style-type: none"> <li>• Trial installation in Gladstone Port in 2018</li> </ul>
<b>GIS People</b>	2017 Semi Finalist	Geospatial consulting and software development	<ul style="list-style-type: none"> <li>• August 2018: Selected by Queensland fisheries department to produce a fish identification app that incorporates interactive mapping and permit viewing.</li> <li>• September 2018: Launched operations in Manila, Philippines</li> </ul>
<b>Microbiogen</b>	2017 Finalist	Microbiogen develops superior industrial strains of <i>Saccharomyces cerevisiae</i> (Sc.) yeast, primarily utilising breeding, but also in conjunction with genetic engineering. Sc. yeast is the most utilised micro-organism in the world with over US\$300 billion in sales of products that rely on it. These include beer, wine, fuel ethanol, bread and high value feed.	<ul style="list-style-type: none"> <li>• Recently launched their product Innova Drive in the field of fuel ethanol with the help of commercial partner, Novozymes.</li> <li>• Named a finalist in the 2018 National Export Awards under the category: <i>NSW International Development Award</i></li> </ul>
<b>Penten</b>	2017 Finalist	Penten's AltoCrypt™ Stik is a secure, small and discrete USB device that enables mobile access to the most sensitive of classified government networks	<ul style="list-style-type: none"> <li>• February 2018: Won \$1.3million defence contract</li> <li>• September 2018: Won Telstra's Australian Business of the Year Award</li> </ul>
<b>RedEye</b>	2018 Mining Technologies Award	Engineering data management platform for enterprise asset owners	<ul style="list-style-type: none"> <li>• 27 Nov 2018: Raised \$10.4 million to expand internationally</li> <li>• RedEye Apps proudly announces that it has been named in the 2019 LinkedIn Top Startups list</li> </ul>
<b>Ynomia</b>	2018 Smart Cities Finalist	Ynomia provides Bluetooth-powered technology to track materials and keep people more connected on construction sites.	<ul style="list-style-type: none"> <li>• Ynomia raised \$3.6 million in seed funding in April 2019</li> </ul>

<b>Cogito</b>	2018 Cyber Security Winner	Cogito offer an innovative cyber security platform that brings a unified approach to security by integrating security services and products.	<ul style="list-style-type: none"> <li>• Cogito acquired new client, the Reserve Bank of New Zealand in October 2019.</li> <li>• Cogito Group will provide ICT security services to the Reserve Bank of New Zealand, aiding in risk mitigation procedures, business enablement, and strengthening its overall security posture.</li> </ul>
<b>AdAlta</b>	2018 Medtech & Pharma Winner	AdAlta is utilising the power of the i-body technology to create a pipeline of new drugs, with an initial focus on treating fibrotic diseases	<ul style="list-style-type: none"> <li>• AdAlta signed a commercial agreement for its i-body platform with US-based medical technology giant, GE Healthcare in September 2019</li> </ul>
<b>Hydrox Technologies</b>	2018 Food & Agribusiness + 2018 Company of the Year	Hydrox manufactures an ultra-thin and ultra-strong agricultural mulch film	<ul style="list-style-type: none"> <li>• Hydrox seeking \$10million capital investment to expand globally</li> </ul>
<b>Sound Scouts</b>	2018 Semi Finalist	Sound Scouts is a fun mobile game that detects hearing issues in children	<ul style="list-style-type: none"> <li>• The federal government is funding a national \$4 million rollout for the innovative and cost-effective approach, that offers free tests for kids</li> <li>• Founder and CEO Carolyn Mee placed second in the Houston-based Ignite Healthcare competition in October 2019</li> </ul>

## **ATTACHMENTS**

- **ATC19 Semi Finalists**
- **ATC Program History**
- **ATC19 Statistics**
- **ATC Website & Social Media**
- **ATC Press Clippings**

**ATC19 Semi Finalists List**

**[CLICK TO DOWNLOAD SUMMARY OF 2019 SEMI FINALISTS](#)**

## **ATC Program History (Past 4 years at a glance)**

*Note: The Australian Technologies Competition started in 2011 and is held annually*

<b>Year</b>	<b>Entries</b>	<b>Shortlist Cos</b>	<b>Mentoring</b>	<b>Judging</b>	<b>Events</b>	<b>International Engagement</b>
<b>2019</b>	206	33	<p>Relevant mentor for every semi finalist</p> <p>Two day Masterclass Program for semi finalists at Sydney Startup Hub</p>	<p>Business summary in 1<sup>st</sup> round</p> <p>10-page concise business plan + Strategy Canvas by semifinalists</p> <p>Presentation &amp; live Q&amp;A with judges and audience at finals</p>	<p>Partner Connect events in Sydney and Melbourne</p> <p>National finals and awards event in Melbourne (200+ attendees)</p>	<p>Overseas guests from AirAsia, Banpu, Texas Medical Centre, AT&amp;T</p>
<b>2018</b>	199	34	<p>Relevant mentor for every semi finalist</p> <p>Two day Masterclass Program for semi finalists at Sydney Startup Hub</p>	<p>Business summary in 1<sup>st</sup> round</p> <p>10-page concise business plan + Strategy Canvas by semifinalists</p> <p>Presentation &amp; live Q&amp;A with judges at cleantech finals in Melbourne and Sydney national finals</p>	<p>Partner Connect in Sydney and Melbourne</p> <p>Cleantech Showcase in Melbourne</p> <p>National Showcase and awards cocktail event in Sydney (200+ attendees)</p>	<p>Interest being tested in the India and Thailand markets, with support of Austrade</p>
<b>2017</b>	122	32	<p>Mentor for every semifinalist</p> <p>Two day bootcamp</p>	<p>10-page concise business plan</p> <p>Live Q&amp;A with each finalist at Showcase</p>	<p>Investor Connect speed-dating in Melbourne &amp; Sydney.</p> <p>Cleantech Showcase &amp; Awards Cocktail event in Melbourne (150 attendees)</p> <p>National Showcase Cocktail event in Sydney (160 attendees)</p>	<p>2 companies travelled to Hong Kong and Shenzhen</p> <p>Launch of LatAm Market Entry Accelerator Program</p>
<b>2016</b>	146	38	<p>Mentor for every semifinalist</p> <p>Two day bootcamp cancelled due to reduced funding</p>	<p>10-page concise business plan</p> <p>Live Q&amp;A with each finalist at Showcase</p>	<p>Investor Connect speed-dating in Melbourne &amp; Sydney.</p> <p>Cleantech Showcase &amp; Awards Cocktail event Melbourne (150 attendees)</p> <p>National Showcase &amp; Awards Dinner in Sydney (200 attendees)</p>	<p>2 Companies went to Hong Kong &amp; Zhenjiang</p> <p>1 company in global Cleantech Top10</p>

## ATC19 Statistics

### Participant Profiles

#### ATC19 Statistics at a Glance



In 2019, the Australian Technologies Competition received 206 entries from 116 companies. From these 33 semifinalists and 16 finalists were selected by the judges.

The majority of entries came from NSW and VIC, although there was strong representation from all States and territories except South Australia. In terms of sectors, the highest number related to smart cities (36), cyber security and global social impact, but again all were well represented with the lowest being new energy at 14.

Average revenue was \$1.84m and total employment at entry was 860 (an average of 7) and of female employees 257 (30%, an average of 2). Among founders the female percentage was 14%. While the female participation and founding ratios are probably higher than the industry average for scaleups and SMEs in these ('deeptech') sectors, we are working hard with female technology, investor and mentor networks including Scale Investors, SBE, Franklin Women, Tech Ready Women and Heads Over Heels to encourage further participation. Any input on this gratefully received.

The average capital invested since inception was \$1.13m with external funding comprising \$450k.

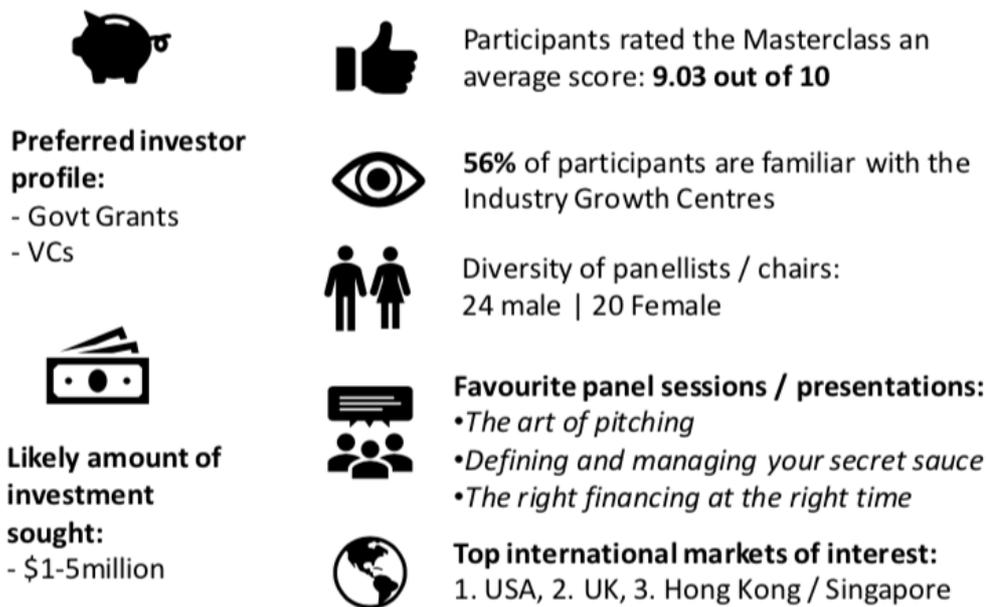
[Download 2019 Entry Statistics](#)

## Growth Masterclass Survey

The 2019 Masterclass at the Sydney Startup Hub was very highly rated, receiving an average score of 9.03 out of 10 from 30 semifinalist participants. The format was highly interactive, involving 44 senior industry leaders.

The participant survey provides additional insights into the needs and interests of participating semifinalists:

### Overview – Survey Results



ATC19 Growth Masterclass Survey Results

Almost half of participants intend to raise capital in the next 12 months, with \$1-5 million the average amount sought. The preferred sources were government grants, followed by Venture Funds.

International markets of most interest included the USA, UK, Hong Kong, Singapore and Canada.

[Download 2019 Growth Masterclass survey results](#)

## Website & Social Media



**WEBSITE**  
[austechcomp.com](http://austechcomp.com)  
**NEW WEBSITE IN 2019!**



**TWITTER**  
**@AusTechComp**  
**LINKEDIN**  
**@Australian Technologies  
 Competition**



**E-NEWSLETTER**  
 Sent bi-monthly during  
 Competition period to  
 more than 1,300  
 subscribers

**Press Clippings**

Source: Business News Australia, 6 November 2019

<https://www.businessnewsaus.com.au/articles/opez-systems--the-aussie-company-with-the-tech-to-tackle-pfas-contamination.html>

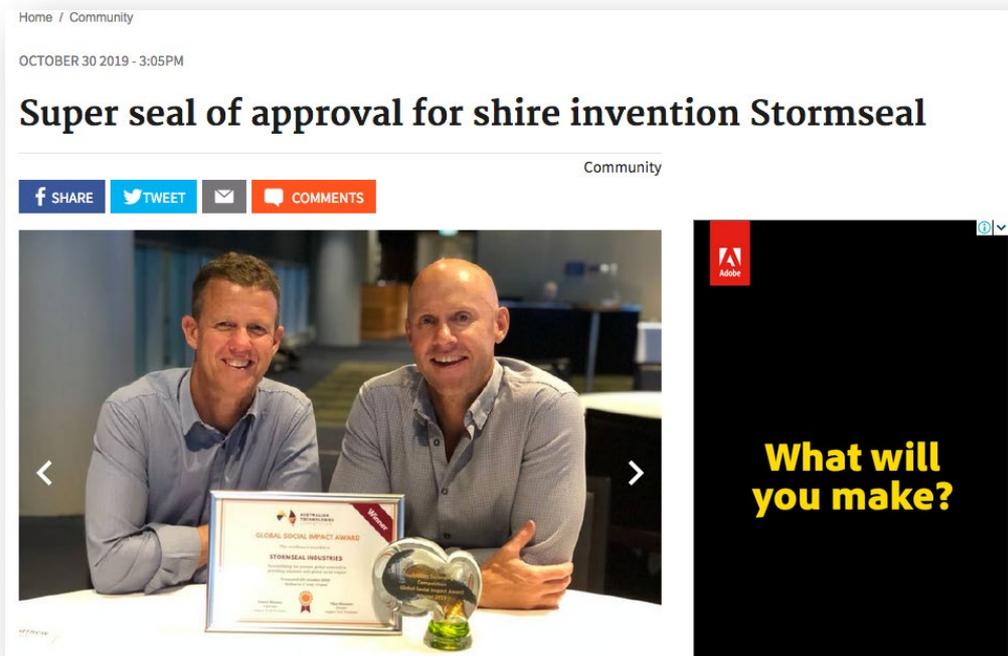
#advancedmanufacturing #OPECSystems #ATC19 #winner



Source: The Leader, 31 October 2019

<https://www.theleader.com.au/story/6466546/super-seal-of-approval-for-shire-invention-stormseal/>

#stormseal #globalsocialimpact #ATC19



## QUICK LINKS

### URLs to 2019 Documents & Reports

#### **2019 Semi Finalists**

[https://75231189-83b3-4213-9653-9522f782467f.filesusr.com/ugd/cf5777\\_a936e7cb8cb04d8ebd9f0da8cc542fbd.pdf](https://75231189-83b3-4213-9653-9522f782467f.filesusr.com/ugd/cf5777_a936e7cb8cb04d8ebd9f0da8cc542fbd.pdf)

#### **2019 Finalists**

[https://75231189-83b3-4213-9653-9522f782467f.filesusr.com/ugd/cf5777\\_c80f5975c0684bab9e48aabe31b35020.pdf](https://75231189-83b3-4213-9653-9522f782467f.filesusr.com/ugd/cf5777_c80f5975c0684bab9e48aabe31b35020.pdf)

#### **2019 Winners**

<https://www.austechcomp.com/2019winners>

#### **2019 Entry Statistics**

[https://75231189-83b3-4213-9653-9522f782467f.filesusr.com/ugd/cf5777\\_fd5162c204194a52ad6ffa46e994d8e1.pdf](https://75231189-83b3-4213-9653-9522f782467f.filesusr.com/ugd/cf5777_fd5162c204194a52ad6ffa46e994d8e1.pdf)

#### **2019 Masterclass Event Program**

[https://docs.wixstatic.com/ugd/cf5777\\_b41d95692cc24a988bb5b6df77929173.pdf](https://docs.wixstatic.com/ugd/cf5777_b41d95692cc24a988bb5b6df77929173.pdf)

#### **2019 Masterclass Attendees**

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#### **2019 Masterclass Report**

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#### **2019 Masterclass Survey Results**

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#### **Round 1 Judging Report**

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#### **Round 2 Judging Guidelines**

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#### **2019 National Finals Event Program**

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#### **2019 Awards Ceremony Program**

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