

Event	Date	Attendance/Engagement
TedX Canberra - Activation Stall	1 November	20
Australian School of Entrepreneurship - Young Entrepreneur Sprint - Workshop 2	13 November	31
UNSW Canberra Entrepreneurship & Innovation Pitch Night - Judge	28 November	40
ANU Research Fest - Research to Impact & Pitching Workshops	3 December	26
Australian School of Entrepreneurship - Young Entrepreneur Sprint - Workshop 3	10 December	17
TOTAL	10 events	335 participants

2024 Kickstarter Challenge

9 October 2024, 70 participants engaged, Parliament House

CBRIN's COO Sharyn Smith served on the judging panel for the annual [2024 Kickstarter Challenge](#). Over 300 applications were submitted from around Australia with the 5 finalists pitching to the judges and an audience of 70 people at Parliament House. The winner received \$30,000 and all other finalists received \$7,500.



Image: 2024 Kickstart Challenge Judging Panel, including Sharyn Smith, CBRIN COO, and Finalists

Research to Impact Panel in partnership with AFRAN

10 October 2024, 35 participants, Level 5 Canberra Innovation Network

In collaboration with Australian-French Association for Research & Innovation in Canberra, CBRIN hosted an iteration of the Research to Impact panel to showcase the journeys of researchers who have impacts in different ways.

This panel featured:

- Charles Gretton, ANU Techlauncher program, Executive member of integrated AI network ANU, former cofounder of Hivery
- Jenny (Nian) Jiang, COO of ANU AITC, Newton International Fellowship from Royal Chemistry Society



Image: Collage of panellists and audience for Research to Impact panel with AFRAN

TEDxCanberra 2024

1 November 2024, 20 participants engaged, National Film & Sound Archive

CBRIN hosted a stall at the annual TEDxCanberra event and engaged with participants during the day.



Image: Collage of the team at TEDxCanberra

ANU Entrepreneurship & Innovation Course - Pitching Workshop

24 October 2024, 35 participants, Australian National University

CBRIN delivered a pitching workshop as part of the Entrepreneurship and Innovation Course. Students worked on entrepreneurial projects throughout the semester, culminating in a pitching session.



Image: Entrepreneurship & Innovation Course Pitching Workshop

Australian School of Entrepreneurship - Young Entrepreneur Sprint Canberra

This quarter, the Young Entrepreneur Sprint kicked off with three workshops. Delivered by the Australian School of Entrepreneurship (ASE), this program helps provide key innovation and entrepreneurship skills to young people 16 - 15 years old.

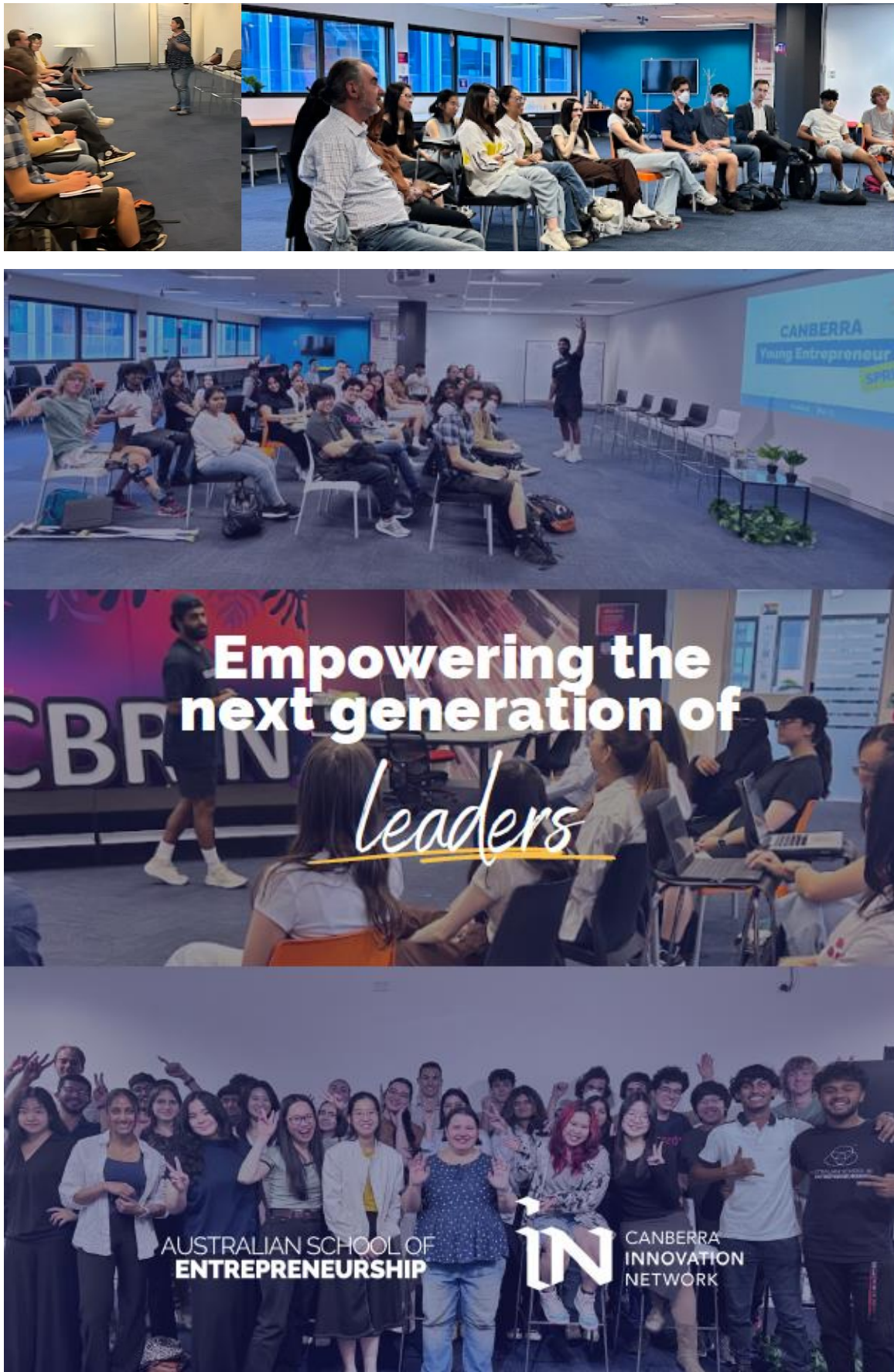
Workshop	Date	Attendance/Engagement
Workshop 1 - Ideation	8 October	21
Workshop 2 - Financial Literacy	13 November	31
Workshop 3 - Public Speaking & Pitching	10 December	17

Key Highlights:

- Overall rating of the public speaking workshop from participants was 94.08%.
- 100% of participants felt more confident as a result of the public speaking workshop.
- 100% of participants said they learnt new skills from the program.

Testimonials:

"As a theoretical workshop, it was really well done; I was engaged throughout. And Miviv was fantastic in breaking down financial jargon." Workshop Participant



Images: Young Entrepreneur Sprint Workshops and cohort, photos from ASE

Theme 1.2 Collaborative Innovation

Objective: Design and deliver collaborative events, challenges and hackathons that activate partnerships, support growth of key sectors and help academia, government, corporates, and community address problems through collaboration & innovation.

We work with higher education and research institutions, government, corporates, and non-government organisations to initiate and support customised open and collaborative innovation events and programs that leverage open innovation methods and stimulate collaborative and productive interactions with industry and entrepreneurship. We continue to grow our offering including events such as collab-labs, co-design sessions, hackathons, innovation challenges, competitions, and activations helping people and organisations address difficult challenges through collaborative innovation, engaging our innovation sector capabilities, generating deal-flow for other programs and building connections and momentum within ACT key sectors. We also support, organise and facilitate systemic collaborations that grow our innovation ecosystem and contribute to its innovation culture, coordination and vibrancy.

Outcomes : More collaborative activities in key sectors of the economy, more innovation and collaboration applied across government, academia. Measured retrospectively in annual analysis of collab lab attendances, feedback surveys and reports.

Overview - Collaborative engagements

In Q2 2024/25 CBRIN delivered a range of collaborative innovation activities.

Collaborative engagements	Date	Attendance
CIT Link: Integrating CIT Values	22 October	29
CBR Space Industry Breakfast	13 November	48
Department of Veteran Affairs Innovation Workshops 1 and 2	18 November & 21 November	49
Czech and Australian Business Delegation	27 November	41
Total	5 events	167

Sectors engaged: 6 (education, community, space, defence, health, renewable energy)

CIT Link: Integrating CIT Values

22 October 2024, 29 Participants, CBRIN: Events Room Level 5

CBRIN hosted a Collaboration Lab (Collab Lab) for Canberra Institute of Technology's (CIT) executive leadership team (CIT Link). The Collab Lab 'CIT Link | Integrating CIT Values into Our Work' was the third workshop in a series of four Collab Labs created specifically for CIT Link. The workshops are designed to create safe environments to ideate, share, and inspire by openly and actively collaborating in small teams and focus groups.

The Collab Lab's primary objective was to facilitate CIT's Leadership team on how to integrate CIT's values into their teams' everyday work. Using collaborative methods, CBRIN guided participants through the discovery in small focus groups.

During the sessions, participants engaged in a role-playing exercise around organisational values and how those values are represented in daily work, reflected on the learnings from the role-play, and completed an ideation session about practical implementation of values across CIT.



Image: CIT's leadership team collaborating during the Fishbowl Ideation Session



Image: CIT's leadership team collaborating during the workshops

CBR Space Industry Breakfast

13 November 2024, 48 Participants, CBRIN: Level 4 River Oak Room

The CBR Space Industry Cooperative, in collaboration with CBRIN, held a Space Breakfast which was open to the public. The CBR Space Industry Cooperative provides opportunities for the Canberra space sector to interact and collaborate. The topics discussed were across the full spectrum of space-related activities, encompassing industry, government, defence, and research, focussing on opportunities for Canberra companies in the space sector.



Image: Space Breakfast panelists from left to right: Paul Compston, New Frontier Technologies, Bianca Sawyer, Quantum Brilliance, Craig Benson, Skykraft and Erica Collins, Secure Bits

The panel was moderated by Joe Andrews (CBR Space Industry Cooperative); who interviewed the participants on the following topics: What are the benefits of working in the space sector? What is needed to be 'space ready'? How do opportunities to work in the space sector come up? The space sector is global - why do it from Canberra?



Image: The speaking panel and the attendees during the Space Breakfast

The event highlighted that while entering and working in the space sector can be challenging, many space companies have roots in diverse, non-space industries. Discussions emphasised how these companies evolved by applying their existing skills and expertise to space-related activities, often in innovative and unexpected ways. The panel's consensus was that success in the space sector is not about being exclusively space-focused but about excelling in one's core strengths and adapting them effectively.

Department of Veteran Affairs Innovation Workshops

18 November & 21 November 2024, 49 Participants, CBRIN

CBRIN delivered two interactive online workshops to the Department of Veteran Affairs (DVA). These workshops were part of the DVA's 2024-2025 Innovation Challenge, an internal innovation competition open to all DVA employees. The workshops opened with a presentation on innovation and discussed the differences between a good idea and an innovative idea. Participants were then led through a series of practical activities on ideation, and ways to develop and refine their applications for the competition.

The second session involved a dedicated Q&A segment to address questions, create further discussions, and practical support for participants to transform their innovative ideas into actionable submissions.

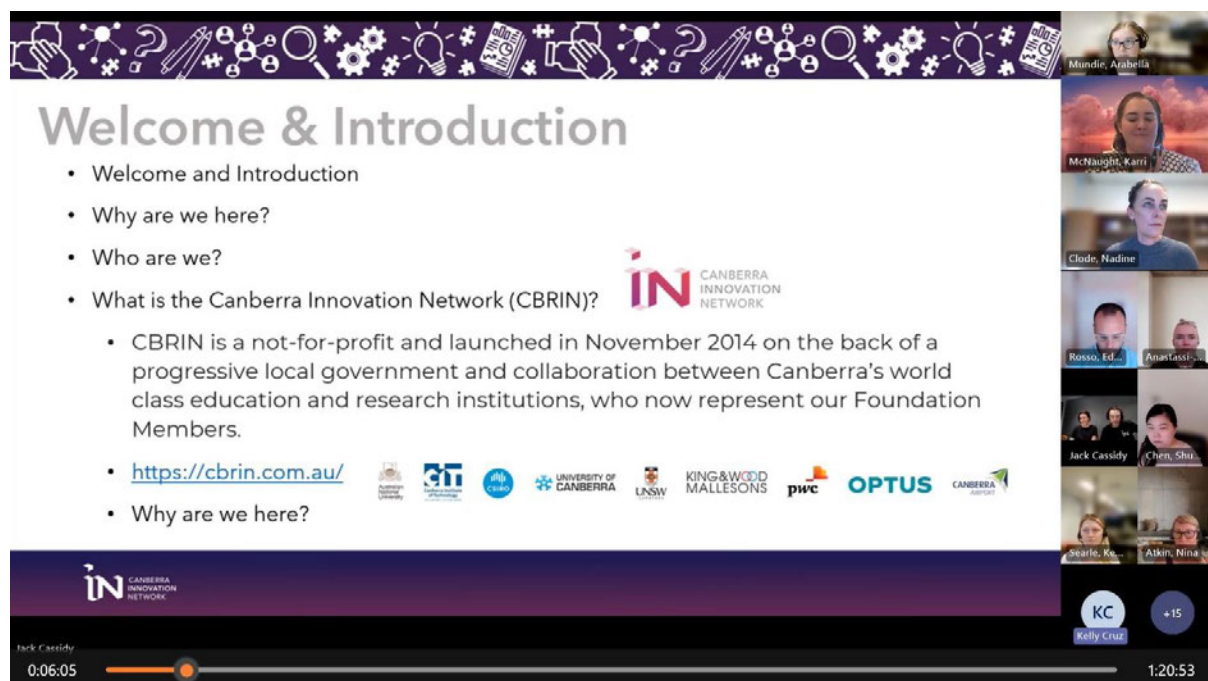


Image: A screenshot of the first online workshop and some of the participants

Testimonials

(All below were anonymous)

"Informative and used great examples to help understand the different types of innovation, good and bad."

"This workshop was well facilitated."

"Most memorable was the discussion and laughter about great inventions and worst inventions."

"Quote 'Small ideas can make a big impact'"

"The presenters were friendly, welcoming and knowledgeable."

Czech and Australian Business Delegation

27 November 2024, 41 participants, CBRIN

CBRIN hosted a Business Networking event for a visiting Czech Business Delegation, connecting Czech and Australian businesses working in similar sectors. The event opened with remarks from Petr Adamek (CEO, CBRIN) who spoke about opportunities for the two countries to collaborate and innovate, followed by an address from Brandan Smyth, who introduced Canberra as an international partner in business and Jan Rafaj (President, Confederation of Industry and Transport) discussing the strengths of the Czech Republic and the mutual benefits of connecting with Australia.

The networking session began with introductions from all attendees (17 Czech and 18 Australian company representatives), giving each participant a chance to share their organisation's work and interests. Over lunch, Czech delegates mingled with their Australian counterparts. The discussions explored partnerships, knowledge sharing, and market opportunities in both countries, creating practical opportunities for joint ventures going forward.



Image: Collage of the Czech Australian Business Delegation visit in CBRIN

Other Collaborative Engagements

In addition to collaborative innovation events delivered by CBRIN as described above, the CBRIN team engages in or supports other activities that utilise or benefit from collaborative innovation methods and contribute to Direction 1 helping build capability in segments of the community that do not identify as entrepreneurs with the aim to drive more innovation, collaboration and job creating entrepreneurship.

Systemic Collaborative Engagements	Date	Attendance
ADFA Prototyping Facilities Tour	24 October	2
AFRAN Hackathon	4 November	23
ANU MakerSpace Tour	5 November	2
Prototyping Voucher Pilot Steering Committee	7 November	8
Stakeholder Advisory Committee Meeting #26	21 November	11
University of Canberra's SAPathon	21 November	32
Czech Delegation ANU Physics Tour	28 November	27
Total		105

Sectors engaged: 4 (advanced manufacturing, education, research, ICT)

UNSW Canberra Prototyping Facilities Tour

24 October 2024, 2 Participants, ADFA Engineering Facilities

CBRIN visited the UNSW Canberra engineering prototyping facilities, which include electrical, mechanical, and civil engineering equipment.

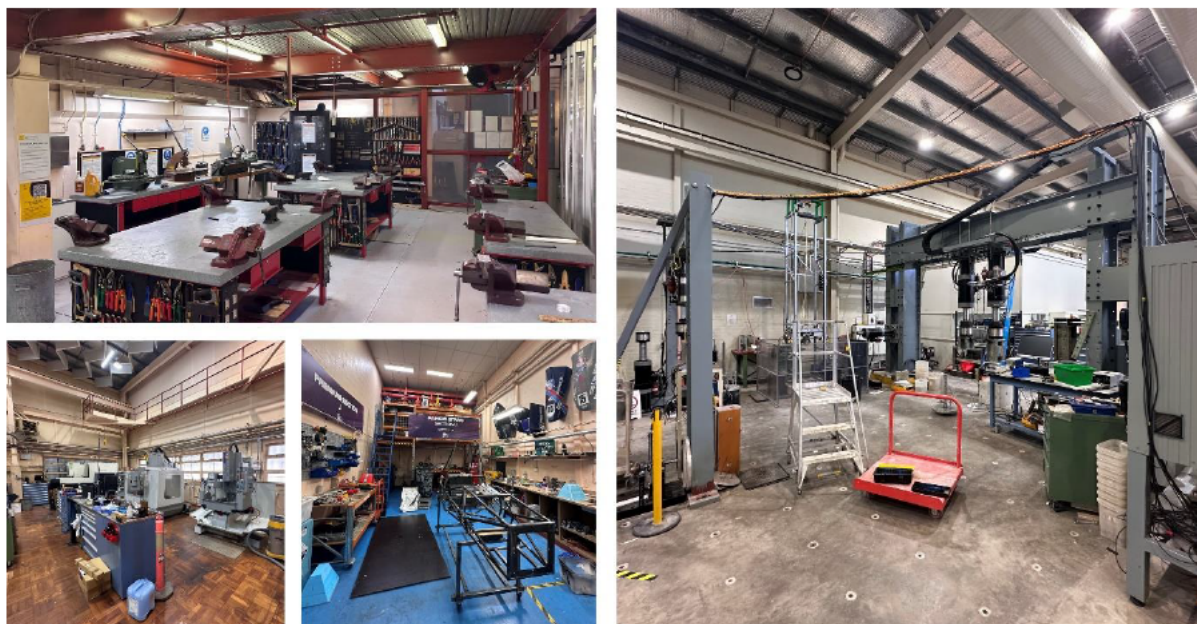


Image: Photos of UNSW Canberra's prototyping and testing facilities

The tour focused on the multi-tier access system, from basic makerspace equipment to advanced CNC machines and testing facilities. The facility offers 24/7 access to basic prototyping tools, with more advanced equipment available during business hours under staff supervision. The visit modelled an experience of a future Prototyping Voucher Pilot recipient to access these facilities, including understanding the induction requirements, booking systems, and the Defence-specific protocols they must follow. Of particular interest was the facility's capacity for creating proof-of-concept prototypes at significantly reduced costs compared to industry standards.

AFRAN Hackathon

4 November 2024, 23 participants, Fulton Muir Building ANU

CBRIN delivered a series of workshops for PhD students at the Australian-French Association for Research and Innovation (AFRAN) Hackathon. The two-day event focused on developing innovative climate solutions. CBRIN facilitated three workshops covering structured ideation processes, pitching techniques, and business model development.

Throughout the hackathon, teams of PhD researchers worked collaboratively in small teams to identify climate challenges and choose a practical solution to develop. CBRIN's workshops helped participants transform their technical expertise into viable business propositions. The hackathon culminated in each team pitching their solution to a panel of industry judges who selected a winner. Facilitators, mentors, judges, participants, and other affiliates were invited to an event at the Embassy of France in Australia where the winner was announced.



Image: AFRAN Hackathon winners being announced at the Embassy of France in Australia

ANU MakerSpace Visit

5 November 2024, 2 Participants, ANU MakerSpace

CBRIN visited the ANU MakerSpace to explore their facilities and access systems in preparation for the Prototyping Vouchers Pilot. The space operates on an egalitarian model (no one gets preferential treatment of the machines) with a traffic light system for equipment induction and access, ranging from basic to advanced machinery. The facility sees high daily foot-traffic across many university disciplines, although they can provide flexible scheduling options to accommodate voucher recipients time constraints.

The visit highlighted the MakerSpace's community-focused approach, having supported every ANU tech spinout to date. Discussions covered opportunities for collaboration, including access protocols for voucher recipients and the possibility of establishing similar facilities at CBRIN in the future.

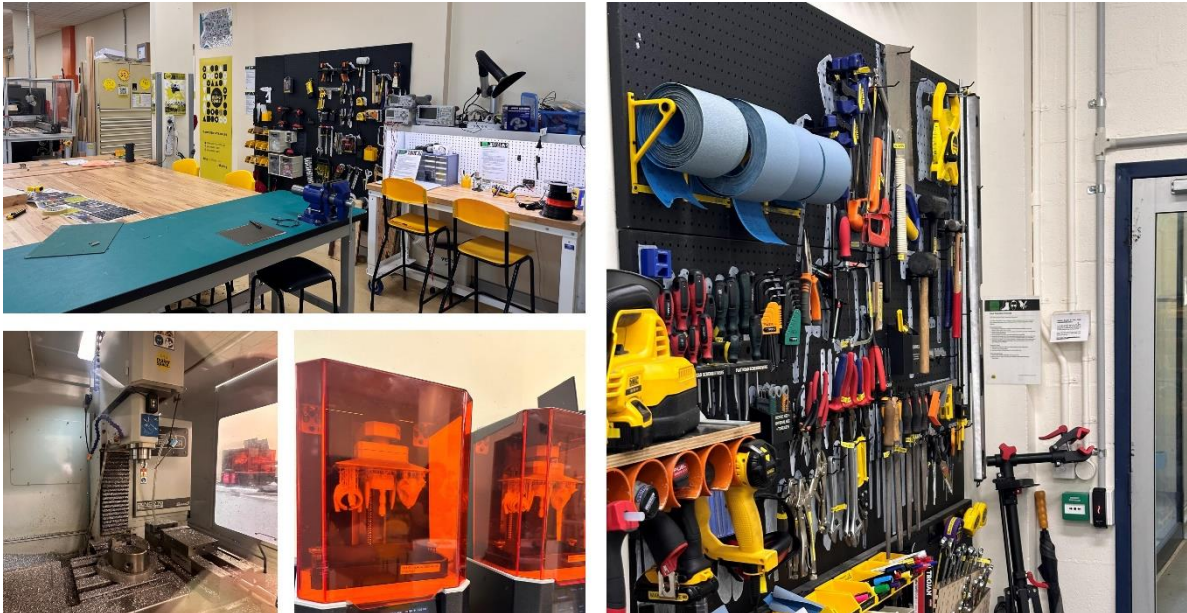


Image: Photos of ANU's MakerSpace facilities

Prototyping Voucher Pilot Steering Committee

7 November 2024, 26 participants, collaboration between CBRIN, ANU, CIT, UC, UNSW Canberra, and independent collaborators, CBRIN

CBRIN hosted a Prototyping Voucher Steering Committee meeting to develop and refine the upcoming Prototyping Voucher Pilot. The pilot will offer vouchers that provide recipients with access to tailored expertise and prototyping facilities.

The focus of this meeting was to provide the committee with an update on the contract and project timeline; begin re-drafting the Steering Committee Charter and the Prototyping Voucher Pilot Guidelines; establish a communications strategy to promote the program;

and to refine the initial applicant pipeline. Findings from tours of the ADFA and ANU prototyping facilities were also shared with the committee.

The committee continues to develop the program in preparation for its upcoming launch.

Stakeholder Advisory Committee

21 November 2024, 11 participants, CBRIN

CBRIN hosted its 26th Stakeholder Advisory Committee Meeting bringing together key representatives from Canberra's innovation ecosystem to consult and provide input into CBRIN strategic planning and work planning. It marked the end of term for six long-serving members. The committee reviewed the 2024 Impact Report, which demonstrated CBRIN's growing influence with a \$196M annual economic contribution, almost \$900M lifetime contribution, 1,600+ jobs created, and an innovation community of over 19,000 people. Level 4 occupancy updates also showed strong progress, with 12 out of 21 offices expected to be filled by end of January 2025.

The committee provided strategic input on CBRIN's 2025-2035 funding request and celebrated the network's achievements at a post-meeting networking event with the ICON panel.



Image: CBRIN's advisory committee in discussion

University of Canberra's SAPathon

21 November 2024, 32 participants, University of Canberra's Faculty of Science and Technology

CBRIN supported the University of Canberra's SAPathon, a student innovation challenge facilitated by SAP that focused on addressing community issues. Undergraduate teams worked on solutions for challenges in the ACT region including homelessness and cost of living pressures, with mentors and facilitators providing guidance on ideation and pitching throughout the event.

The teams presented their solutions to a judging panel comprising representatives from UC, SAP, and CBRIN. The event demonstrated students' passion for solving local issues and their capacity to develop and pitch practical solutions to these challenges.



Images: (left) SAPathon participants and judges. (right) The winning team with the judges.

Testimonials

"Your insight and feedback was invaluable Kelly! Thanks again for making it a great learning experience." - Sona Gheevarghese

"Thank you for your generous recognition, constructive feedback, and support. It was an honour." - Charity Gwese

"You were great Kelly , thanks for your valuable feedback!" - Parnamika Ahuja

ANU Physics Tour

28 November 2024, 27 participants, ANU Research School of Physics

As part of their Canberra visit, the Czech Business Delegation toured ANU's Department of Nuclear Physics and Accelerator Applications. The delegation was given exclusive access

to the Heavy Ion Accelerator Facility, where they learned about its applications in nuclear physics research and ion beam analysis. The visit highlighted opportunities for collaboration in research and manufacturing between Czech and Australian institutions.

The tour showcased ANU's world-class research infrastructure and expertise in nuclear science, leading to discussions about potential partnerships and knowledge exchange between the two countries.



Image: Czech Delegation touring the Heavy Ion Accelerator Facility at ANU

DIRECTION 2 ENTREPRENEURIAL CAPACITY BUILDING

Goal: Grow the entrepreneurial capacity of our innovation ecosystem by developing, delivering, and linking programs and resources that support growth of ambitious innovation and technology companies.

Our activities under this direction focus on active development and support of a strong pipeline of entrepreneurs and their innovation projects. They will also include development, delivery and evaluation of growth programs to companies from pre-startups, startups, scaleups to SMEs. More broadly CBRIN connects companies to funding, expertise, tools, resources and opportunities that enhance their capabilities and progress.

Theme 2.1 Entrepreneur Pipeline

Objective: Build a strong pipeline of entrepreneurs and innovators and triage them into programs and services that support their progress, link them to funding, entrepreneur education and mentoring.

Under this Theme / objective CBRIN delivers events and other engagements that inspire and inform entrepreneurs. We also deliver workshop programs that strengthen entrepreneurial skills and grow participants' capacity to build or contribute to high growth companies. We conduct introductory meetings with entrepreneurs and triage them into other activities, connect them with mentors and sources of funding and support. We also work on attracting a strong and diverse pool of applicants for INNOVATION CONNECT grants program in partnership with the ACT Government to provide matched funding to set innovation companies on their growth journeys.

Outcomes: Strong and diverse dealflow of quality participants apply to growth stage initiatives in the ACT. Measured by annual retrospective review of applications and reports.

Events, Workshops and Programs Overview

CBRIN delivers events, webinars, panel discussions, and other engagements that inspire and inform entrepreneurs. The workshop program strengthens entrepreneurs' skills in key areas and strengthens their capacity to build high growth companies.

The table below summarises the activities that were done under this theme. Note that Net Promoter Score is used to measure participant satisfaction and is a harsh measure with scores ranging from -100% to +100%. A full explanation of how this is calculated is provided at the end of this report.

Workshop / Event	Date	Attendance	Net Promoter Score
Idea to Impact Workshop 3	9 October	22	-
Idea to Impact Workshop 4	23 October	22	-
SME Breakfast	24 October	44	63%
GRIFFIN Pitch Day	4 November	27	
Idea to Impact Workshop 5	6 November	21	90%*

Workshop / Event	Date	Attendance	Net Promoter Score
Billion Dollar Panel with Craig Benson	19 November	30	-
Founders Collective Session 6	20 November	6	-
ICON Pitch Day	21 November	29	-
CSIRO ON Prime 16	October - November	19	-
Total	9 events	220	

* Note: Overall Idea to Impact program NPS was taken after workshop 5

SME Breakfast

24 October 2024, 44 attendees, NPS 63%, Canberra Innovation Network

CBRIN held the quarterly SME Breakfast with 44 SME representatives with a variety of new SMEs who have not engaged with CBRIN previously. The theme was 'Finishing Strong'; we asked the participants to think about the strategies they use to differentiate themselves in their respective markets and how they respond to changing customer needs and industry trends.

The theme stirred up strong discussion with participants discussing their end-of-year goals and strategies they are utilising to achieve these goals. At the end of the session, several participants spoke up to share things with the broader group that they learned or that surprised them throughout the breakfast.



Image: Photo of SME Breakfast, 24 October 2024

CBRIN also shared key resources for SMEs in the community, including Canberra Business Advice and Support Service (CBASS), Beyond Blue's NewAccess for Small Business Owners

(NASBO), the Canberra Business Chamber (CBC) and CBRIN's upcoming Business Accelerator that occurred in November 2024.

Testimonials:

"It was great to spend time with other business owners in similar stages of development to talk through current challenges. This kind of networking is great to get fresh perspectives and learn how others have confronted those same challenges in the past. The format is designed to push past small talk and really get into the good stuff." – Scarlett McDermott, Longitude Advisory

"Attending the Canberra Innovation Network SME Breakfast was an invaluable experience. The event brought together a diverse group of innovators and entrepreneurs, fostering an atmosphere of collaboration and inspiration. I was particularly impressed by the insightful discussions on emerging trends and challenges in the tech industry, which provided practical takeaways that I can apply in my own work. The networking opportunities were exceptional, allowing me to connect with like-minded individuals and potential partners. I highly recommend this event to anyone looking to expand their knowledge, network with industry leaders, and gain fresh perspectives on driving innovation. It is a must-attend for anyone serious about making an impact in the SME landscape." – Ashwin Prasad, Lumify

Billion Dollar Panel with Craig Benson

19 November 2024, 96 registrations, 30 attendees; Canberra Innovation Network

CBRIN hosted a fireside chat with Skykraft Co-founder and Chief Innovation Officer, Dr Craig Benson. Craig shared insights into the early challenges of raising capital, building a team and cultivating relationships with suppliers. Craig's story was inspirational to founders looking to take the leap into entrepreneurship full time and also provided practical advice for founders to apply to their own businesses.

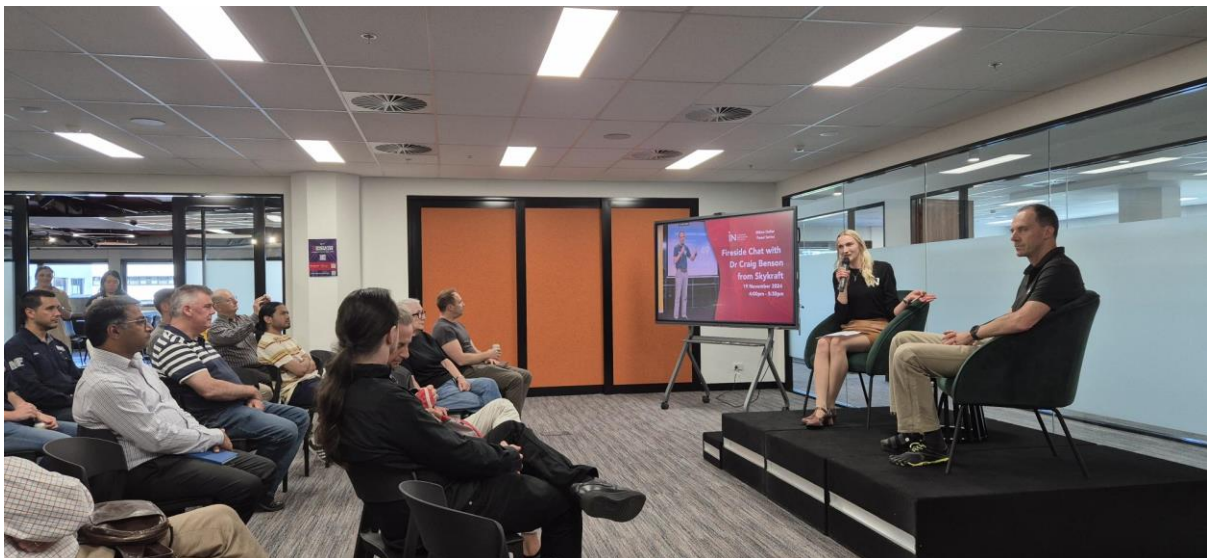


Image: Billion Dollar Panel Event, 19 November 2024

Testimonials

"Craig is a no-nonsense guy with a lifetime of experience in building new technology and creating and running businesses... His advice is blunt, unadulterated and tangible. I must warn, he does speak at a million miles an hour and reaches his point before you finish your question, so listen closely." - Dan Stevens, Seitec

Idea to Impact 10 Week Customer Challenge

9 October - 6 November 2024: 65 participations; NPS 90%

The Idea to Impact 10 Week Customer Challenge continued this quarter, with 42 participants across 32 projects. There were 65 participations across workshops three, four and five, where the following topics were covered:

- Prototyping
- User Journey
- Startup Metrics
- Business Model
- Sales and Pricing
- Pitching
- Funding and Driving Growth
- Incubation and Next Steps

The overall workshop NPS was 90% with participants enjoying the tools introduced and the collaborative nature of the workshops.



Image: Idea to Impact workshop5 participants - 6 November 2024

Testimonials:

"If you've got an amazing business idea and are wondering if it's time to take the plunge and start your business, you HAVE to attend the Idea to Impact Workshop. No matter your level of professional experience, you will learn so much from these interactive sessions. The presenters know their stuff and you'll not only learn from them, but you'll also learn from your peers attending the workshops. I've made some great connections over the past 10 weeks and I look forward to staying in touch with my new network of entrepreneurs." - Neville Braganza

Founders Collective

Founders Collective is an open facilitated group for startup founders who are out of the ideation phase, navigating the challenges of finding early customers and bringing their product to market.

This series of short afternoon events connect likeminded founders as they face similar challenges working on their projects. Sessions include peer-to-peer sharing of insights, goal setting, accountability and problem solving. Other sessions focus on important themes like finding and delivering on early sales, clarifying value proposition, navigating challenges and getting your product to market.

20 November 2024: 6 participants

The fifth session of Founders Collective brought together 3 founders with 3 mentors to work through challenges, set goals and create accountability for making progress.



Image: Founders Collective, 20 November 2024

Intro Meetings

53 held this quarter, 100% NPS

The CBRIN Growth team regularly engages with new Canberra-based innovators and entrepreneurs in one-on-one meetings that can be booked via the CBRIN website. At these intro meetings we listen, ask questions, provide feedback and triage after we assess the relevance of the projects and level of progress into various programs; including Innovation Connect (ICON), SME Program, GRIFFIN Accelerator, The Mill House and Idea to Impact.

Intro Meetings aim to add value to entrepreneurs by asking thought-provoking questions as well as linking them to relevant support networks, or activities.

Testimonials:

"I really appreciated all the help, guidance and information I was given by Hannah. She followed up with an email and further links, connections and ideas. Extremely helpful!"
Sarah Kelly, ST Innovations Group

Innovation Connect Grants

Innovation Connect (ICON) is a grant program that CBRIN delivers in partnership with the ACT Government since September 2018. ICON provides between \$10,000 and \$30,000 matched funded grants to support innovative projects towards developing a proof of concept or prototype and assist with the early stages of commercialisation.

Current ICON Grant Funding Round

- ICON closed for expressions of interest on 10 October 2024. 70 eligible submissions were received.
- The following people formed the Independent Panel:
 - Anne Moore, experienced scaleup Chief Operating Officer, founder and mentor
 - Harold Dimpel, experienced mentor, investor and founder of mHITS
 - Glenn O'Sullivan, Principal at SPA Accounting
 - Georgia Von Guttner, experienced senior businessperson and current Industry and Innovation Lead at the Canberra Institute of Technology
- 21 projects were selected to pitch to the panel on 21 November 2024.
- Every shortlisted project received at least one pitch practice session.
- The unsuccessful projects have been offered a feedback meeting with the CBRIN team. So far, the team has provided 21 feedback sessions to unsuccessful applicants.
- The Panel selected 7 projects to receive funding (see table below).

Company	Project description	Funding
Biomedical Performance Technologies	BPT is developing products and technologies to optimise human-machine performance, starting with motorsport.	\$30,000
BOOST Health Labs	Developing Flip* app, a direct-to-consumer pain recovery app, based on its award-winning BOOST Recovery Program.	\$30,000
Canberra Dynamics	Designing an anti-drone device to improve security in places like airports, stadiums, music festivals, and other popular gathering spots.	\$30,000
Humaneer	A sophisticated AI SaaS platform integrating workplace legislation, HR advice, and internal templates to streamline HR processes.	\$30,000
OX Rooms	Developing a secure online platform delivering transparency, cybersecurity and efficiency for everybody involved in buying or selling a home.	\$26,500
Remote Water Analytics	Development of satellite models to inform sustainable land management practices (Female Founder).	\$30,000

Sightdata	Solution to protect the lives of workers on roads by enabling early warning of high-speed risks to workers through leading edge sensor technology.	\$30,000
WaitOnce	Enabling allied health providers to manage client bookings, solving big problems around cancellations and rebooking for disability clients needing recurring appointments.	\$30,000
Total		\$236,500



Image: Photo of the Independent Panel ICON Pitch Day

Grant acquittals this quarter

5 projects acquitted their ICON grants this quarter, demonstrating how they met the milestones in their agreements. Key achievements included progress with early sales and team growth.

Company	ICON Round	Highlights
Blue Eagle Technologies Our solution fixes the security defects in the code, test and deploy the changes on the fly.	April 2022	Completed MVP, hired new staff members, received offer from Angel Investor.
Future Swirl Future Swirl is a new twist on an old favourite. Made with organic Australian oats, our ice cream is creamy, neutral and delicious.	April 2023	Take home ice cream tubs now in local stores. Founder completed GRIFFIN Accelerator and received first investment. Looking to scale up manufacturing and continue to grow rapidly.
Sprout Materials At Sprout Materials, we are changing the way plastics are made. Our patented chemistry uses renewable materials and	April 2024	Developed foam prototypes to test with potential customers. Completed UNSW Climate 10x accelerator and raised \$120,000.

Company	ICON Round	Highlights
can incorporate 30% waste materials (e.g. spent coffee grounds) for increased sustainability.		
TaperMate A mobile app to help people safely stop medications that cause withdrawal symptoms. TaperMate puts the user in control of their own taper by providing simple calculators, evidence based information and symptom tracking to enhance self-management.	October 2023	Initial app development is complete, as well as clear legal framework for the solution.
Yarn Evidence based tech solution, designed and built by speech pathologists providing accessible, effective, and clinically backed solutions that empower individuals with communication difficulties to reach their full potential.	October 2023	App launched on app store, grew the team to 2.8 FTE. Founder was accepted into the AMP Tomorrow Makers program and awarded the NSW/ACT Rural Women's Award.

Direct Testimonials:

"Receiving the grant had a direct and positive impact on our project. It enabled us to hire additional staff, which significantly accelerated product development. As a result, we were able to progress rapidly and complete our Minimum Viable Product (MVP) without needing to raise a pre-seed funding round. Additionally, the grant supported our efforts in gaining early customer traction, as we were able to engage more effectively with potential clients and gather valuable feedback." - Phillip Vu, Blue Eagle Technologies

"Without this financial support, the transition from a soft-serve product to a retail-ready icecream would have been significantly delayed. The grant empowered Future Swirl to establish itself as a competitive player in the plant-based frozen dessert market and set the stage for continued growth and innovation." - Maddi Easterbrook, Future Swirl

"The grant allowed us to produce foams, characterize key physical properties such as density and compressive strength, optimizes their formulation, develop a scalable method of producing our foam precursor. It also enabled us to build relationships with potential customers with whom we are preparing for pilot trials. These steps are all essential for Sprout Materials to achieve additional grants and investment and to continue progressing as a company. Without the ICON grant, we would not have been able to complete this project." - Stephanie Allison-Logan, Sprout Materials

"Receiving the grant has made our project possible. By hiring developers we were able to significantly reduce the time taken to create our MVP. By connecting with lawyers, insurers and accountants we were able to set our company up for success, minimising risk and making us more investable for the future. Being a grant recipient also created some media

attention and has made our project feel more legitimate to potential customers.” - Alicia Martin, TaperMate

“The ICON grant enabled us to take our idea to a tangible product to support children and their families struggling to access early intervention for communication deficits in Australia. The grant allowed us to hire a local developer and build an ethical, evidenced based prototype (MVP) as a proof of concept.” - Rebecca Keeley, Yarn

CSIRO ON Prime 16

October - November, 19 participants, Online & Level 5, Canberra Innovation Network

CSIRO ON Prime concluded this quarter with 4 coaching sessions, 3 online full-day workshops and a final showcase delivered at the end. Throughout this program, teams were challenged to do 100 customer and stakeholder conversations to explore pathways to impact.

The Canberra cohort plus two additional teams from the virtual ON Prime cohort showcased their progress and next steps to an audience of 29 supporters, mentors and stakeholders on 20 November.

The Canberra cohort consists of:

- **Almbience (UC)** - AI powered communication tool for project managers that assists with governance and documentation
- **Cobeco (ANU)** - tools for better collaboration in organisations
- **Digital Solutions for Advanced Manufacturing (UNSW Canberra)** - digital services to have better results from additive manufacturing, including on materials, design and other services
- **RAES (University of South Australia)** - VR tool for use in ergonomics and design assurance
- **Supply Chain Intelligence (UNSW Canberra)** - AI-based risk monitoring system that enhances supply chain resilience by enabling companies to proactively manage risk
- **UTS Heat (UTS)** - Novel thermal energy storage and dissemination technology

The program wrapped up with a debrief session with all the facilitators delivering the cohorts nationally.



Image: Collage of ON Prime Final Showcase on 20 November

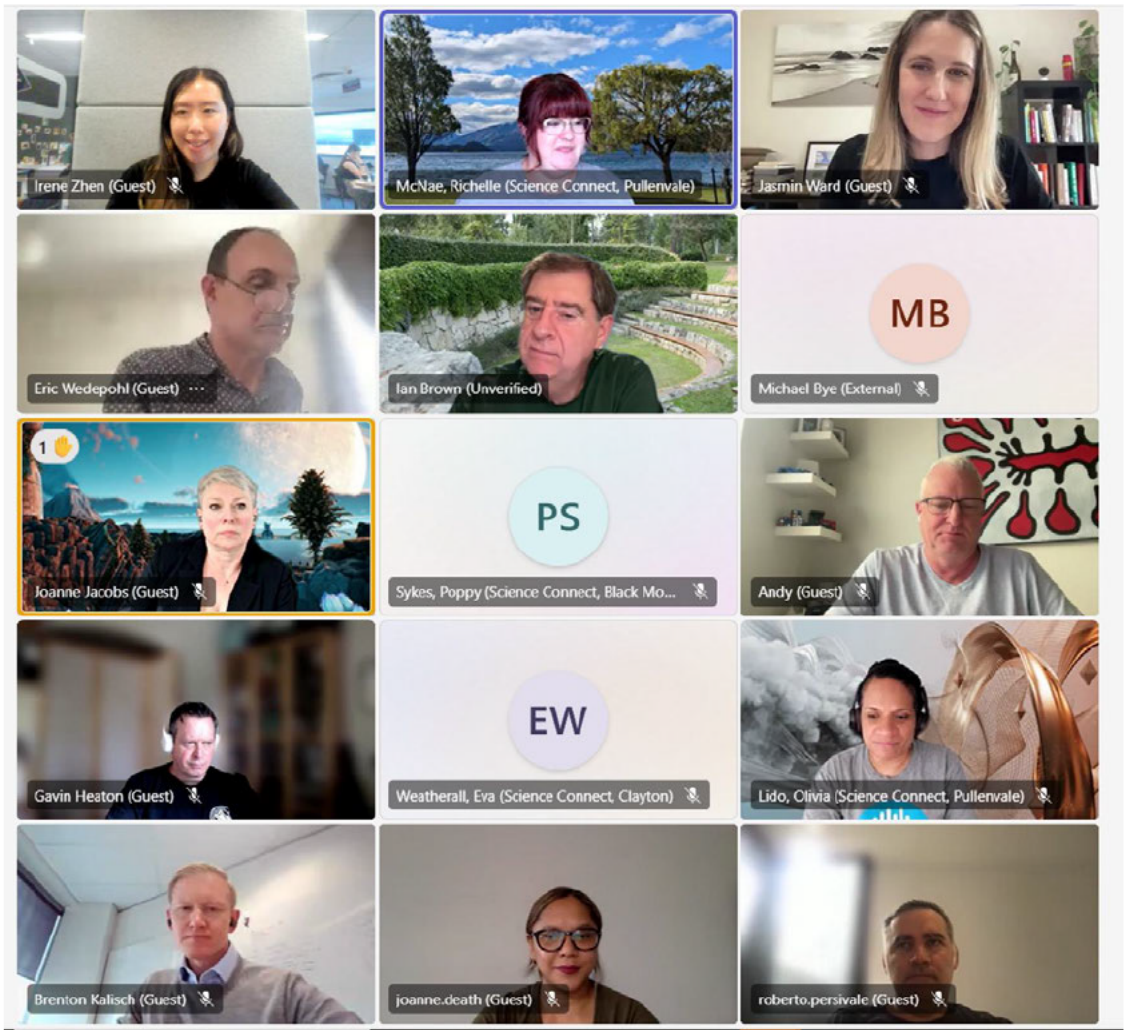


Image: screenshot of online ON Prime Facilitator Debrief Session

Testimonials

- *"Irene and Brenton were awesome, approachable, knowledgeable but humble too, well organised and clear."* Anonymous participant
- *"The facilitators were very thorough in their explanation of concepts. Friendly and kind feedback throughout the program."* Anonymous participant

Theme 2.2 Growth Programs

Objective: Coordinate and deliver programs and services that contribute to growth of innovative ventures, including deep-tech, social enterprises, startups, scaleups and SMEs.

Under this theme / objective CBRIN supports the MILL HOUSE Ventures to deliver programs that grow innovative social enterprises (such as via their GRIST accelerator program). We also work with local mentors and investors to support a high-growth startup accelerator program for pre-investment startups (GRIFFIN Accelerator). In addition, CBRIN delivers a set of its own Growth Programs for scale ups, research-intensive spinouts and ambitious innovative SMEs and builds a network of mentors and investors to connect them to founders and innovative projects including through an annual investor showcase.

Outcomes: Significant achievements of local innovation companies, Investments in local innovation companies

Overview

CBRIN acceleration services are delivered to assist growth stage startups (>\$100k investment or revenue) and accelerator startups selected by mentors including research spinouts.

The SME program engages with established Small and Medium Enterprises (SMEs) with innovation potential.

The incubation and scale up programs aim to deliver targeted, impactful engagement with projects that are innovation driven and report one or more of significant capital raised, customer revenue or team expansion. Companies with substantial intellectual property assets are included where there are good prospects for commercialisation.

The above growth programs are delivered in a range of formats for specific groups:

- The Mill House Ventures – programs targeting social impact ventures
- Founder Sessions – value add one-on-one engagement with entrepreneurs
- Mentor network activation
- Investor connections
- Growth labs – targeted, intensive workshops with companies
- SME Accelerator
- Scale Up Leaders Group – small-group facilitated peer-to-peer discussions for leaders of companies at the scale up stage
- Scaleup Masterclass – new workshop content for scaleup companies
- GRIFFIN Accelerator – mentor-led 3-month intensive program for startups selected by mentors
- External program referrals

This quarter we tracked 80 ventures assisted by CBRIN growth programs. This includes GRIFFIN Accelerator, SME Accelerator, Scaleup Program, and founder conversations including feedback sessions, growth discussions and strategic discussions.

Ventures assisted in these programs are well spread across startup, early growth, scale up and small business as shown in the table below.

Fourteen (17.5%) of the ventures currently engaged are in the “deep tech” category, with significant intellectual property from research. 48 (60%), out of the 80 assisted this quarter are ventures beyond startup stage.

Distribution of Active Companies (by Category)	#	%
Startups	32	40%
Small business 3 – 20 FTE and innovation potential	14	18%
Early Growth: 100k to 1m raised, or 3+ FTE and innovation driven	18	24%
Medium business 20+ FTE with innovation potential	3	4%
Scaleup: Innovation-driven and >1m raised, or 20+ FTE employees	11	13%
Impact company: high growth and 50+ FTE	2	3%
Total ventures assisted this quarter	80	

The Mill House Ventures Limited

The Mill House Ventures (TMHV) supports social innovators to explore trading models that sustain and accelerate measurable impact in Canberra and region. The Mill House Ventures creates complimentary pathways through entrepreneurship for founders who are Change Agents looking for viable and sustainable ways to create, measure and sustain impact to address systemic disadvantage.

The Mill House Ventures offers programs specifically catering to emerging and maturing social enterprises of our region. TMHV also provide work-integrated learning experience to University of Canberra students to provide them with exposure to this asset class and raise awareness of this way of trading.

Activities during Period

- TMHV successfully delivered the inaugural “Scale For Impact” program. Through funding provided by the ACT Government the program aims to provide tailored business support to create and explore pathways to connect scale up social enterprises in Canberra to growth, sponsorship and philanthropic opportunities; encourage the growth and maturation of the local social enterprise ecosystem; and encourage the growth opportunities of trading social enterprises.
- TMHV Alumni Hannah Costello and Vanessa Brettel (Founders of Café Stepping Stone) announced as ACT Local Hero winners in the 2024 Australian of the Year awards
- TMHV completed delivery schedule for “Inspire” program run in collaboration with The Galilee School – an abridged accelerator program for a Student with a social enterprise idea.

- TMHV launched the 2nd-year (of2) of the pilot ACT Social Enterprise Grant program which provides \$360k in matched grant funding for early stage and start-up social enterprises. Funding provided by ACT Government.
- TMHV CEO delivered the Social Enterprise unit for UC Business School – 50 Students in cohort
- TMHV partnered with UC Business Government and Law faculty on Academic Partnering with Social Traders to develop the ST “State of the Sector” major report that was released on at their CONVENE24 forum event in Sydney
- TMHV Board conducted annual AGM and Strategy Session
- TMHV attended CBRIN 10 year anniversary event and 2024 Innovation Showcase
- TMHV CEO attended:
 - The AMP Foundation 2024 SPARK Tomorrow Makers showcase and pitch event which included Canberra-based social enterprises Accessilife (TMHV Alumni), She Shapes History and Yarn Speech
 - The Funding Networks “First Nations Crowdfunding” event
 - The Social Traders “Convene24” event in Sydney. A national sector conference with a focus on certification and procurement opportunities for the social enterprise sector.
 - CBRIN Extended Team Monthly meetings

Summary of Key Activities by TMHV this quarter

Engagement	Numbers
Social Enterprises assisted	9
Total Consultations held this quarter	38
Scale For Impact Program Participants	4

Founder, Mentor, and Outreach Conversations

One of the most important ways the growth programs add value is through team members meeting directly with entrepreneurs and mentors.

Engagement	Numbers
Founder Conversations	128
Intro Meetings	55
Mentor / Expert / Investor Engagement (# of mentor conversations)	21
Feedback meetings	42
Coworker Engagement (subset of Founder Conversations)	16
Total Meetings	242*

Intro Meetings are early contact with entrepreneurs – see section 2.1

Founder Conversations are a very important way that we add value to entrepreneurs by discussing business challenges or opportunities.

Mentor / Expert / Investor Engagement conversations enable the team to better understand the skills and interests of mentors, experts, and investors.

Feedback meetings refer to meetings specifically booked and held with participants who were unsuccessful in program applications and were interested to understand the feedback from selection panel or CBRIN.

Coworker Engagement conversations are also tracked to support coworking – section 3.2

* Note total meetings is less than sum of the listed meetings as some meetings serve a dual purpose e.g. feedback + founder conversation

Mentor Network Activation

A key element of CBRIN's mission is to connect a wide range of mentors (including investors and experts) with relevant experience to entrepreneurs with the goal of empowering those entrepreneurs to have more impact. Mentors engage through showcase events, small networking sessions, individual meetings, and a mentor newsletter. Recent activity includes but is not limited to:

- 57 mentors engaged or active
- 34 external connections tracked (referrals between entrepreneurs, mentors and investors)
- 1 mentor/investor events (hosted or attended by CBRIN)
- 164 subscribers of the Mentor Newsletter

Entrepreneur in Residence

The Entrepreneur in Residence (EIR) program provides a coordinated effort to connect founders with experienced entrepreneurs, experts and mentors. This program is complementary to other services and programs, with the goal to offer fresh input from highly experienced advisors, as well as help founders identify the key challenges and opportunities to improve their business.

The current EIR runs every Friday morning with two 1 hr slots with Ken Kroeger. Ken is an experienced company director, investor and advisor with extensive experience in scaling up technology businesses. Anne Moore also met with one of the entrepreneurs as part of the EIR program.

This quarter 7 companies met with the EIR:

- Semihouse
- Tai Trieu
- Oscillio Labs
- FlexiPhone
- Axxe
- CollabSphere

- Nature IQ

Mentor and Investor Events

As part of the Mentor Network, CBRIN organises and participates in events. This quarter, CBRIN hosted and participated in two mentor / investor events:

Canberra Mentor Mixer

16 October 2024, 24 registrations, 18 attendees; Canberra Innovation Network

CBRIN hosted a mentor networking event to encourage mentors to meet each other, share ideas and collaborate on projects. Mentors were also invited to tour the coworking space, see the new progress on Level 4 and meet companies coworking at 1 Moore Street.



Image: Photo from the Canberra Mentor Mixer Event, 16 October

Australian Shareholder Association Christmas Lunch Guest Speaker

2 December 2024, 65 participants, Royal Canberra Golf Course

CBRIN was invited to speak at the Christmas lunch event on investing in alternative assets like startups and venture funds. The audience was a group of investors used to investing in listed shares. Craig Davis spoke about his experience as an angel investor and about some of Canberra's leading innovation companies that Canberrans might not be aware of.



Image: Collage of speakers and audience at the Australian Shareholder Association's Christmas Lunch

GRIFFIN Accelerator

The GRIFFIN Accelerator is a three-month intensive program run by a group of seasoned Canberra entrepreneurs who invest in, host, coach and mentor selected startups to create successful high-growth businesses. At the conclusion of the program, teams pitch to the mentors to raise capital for their startups.

The Current Program

GRIFFIN 11 Cohort

7 teams completed the program:

- **OX Rooms** - Online Exchange (OX Rooms) revolutionises the pre-exchange phase of conveyancing with its digital platform, enhancing speed, efficiency, and security in property transactions while improving overall well-being for everyone involved.
- **Future Swirl** - Future Swirl offers Australia's first handcrafted oat milk soft serve, delivering a deliciously creamy and eco-friendly dessert experience.
- **HUUM Bio-Reclamation** - HUUM uses cutting-edge biotechnological techniques to make composting safer and more effective. We turn high-risk organic waste into valuable soil enhancers, helping to capture carbon and reduce environmental impact.
- **Humaneer** - Humaneer is a sophisticated HR AI application that integrates global workplace legislation, expert HR advice, and internal organisational data to streamline HR processes and enhance workplace management.
- **Canberra Dynamics** - Canberra Dynamics is an innovative startup specialising in software to disable and ground drones.
- **Vici** - Vici is transforming legal analytics with its AI-powered tool that streamlines document review and analysis. By combining advanced eDiscovery features with expert human insight, Vici enhances legal workflows and uncovers critical insights in today's data-heavy landscape.
- **WaitOnce** - WaitOnce provides a smart SaaS solution that integrates with allied health providers' booking systems to automate appointment rescheduling and waitlist management, improving efficiency and patient experience.

Program Content

In addition to teams meeting regularly with the mentors, the cohort met for weekly Monday sessions to engage with relevant content, business discussions and accountability check-ins.

- 8 October - Marketing & Sales facilitated by Colin Anstie
- 14 October - Accountability & Mentor Session
- 21 October - Investor Pitching Workshop by Dr Craig Davis
- 28 October - Accountability & Mentor Session
- 4 November - Final Pitch Day

GRIFFIN Accelerator Final Pitch Day

4 November 2024, 7 pitches, 17 mentors (4 online), Level 5 Canberra Innovation Network

- At the conclusion of the program, each team pitched to the GRIFFIN mentors for up to \$100,000 investment from the GRIFFIN Trust. The mentors invested in four of the seven teams; total investments were \$155,000.

- Each of the teams had a follow up meeting with the CBRIN team to discuss mentor feedback and next steps.
- Teams will continue to engage with mentors and will be invited to present at the 2025 Investor Showcase in April.



Image: Photo from the GRIFFIN Accelerator Final Pitch Day, 4 November 2024

Business Accelerator

27 November 2025, Level 5, Canberra Innovation Network, 11 companies, 17 participants

The Business Accelerator was a one-day intensive workshop aimed at leaders and founders of startups and small-medium sized businesses to engage in entrepreneurship and innovation methods in a supportive peer-group cohort to accelerate their growth.

The core content centred on activities designed to help participants identify their barriers and opportunities, and to tie these into ambitious goals to create a growth roadmap for accelerating their business. Facilitators introduced key concepts and a challenging process to help participants bring fresh thinking and new ideas to their business, and ways on how these ideas might be tested going forward.

The goal was for participants to think ambitiously about what success could look like and create new approaches using these tools. The participants engaged with the process enthusiastically, with focussed activities and small-group conversations between peer business leaders being at the heart of this process.

Companies in attendance:

- **Instant Colour Press Pty Ltd** provides a top quality, efficient printing service for Government departments, small businesses and large corporations, not for profit organisations, clubs, schools, sporting clubs and community organisations.
- **Southside Physio Group** provides physiotherapy and allied healthcare, delivered with excellence to our Canberra community.
- **Smarter Knowledge** is a data-driven strategic consulting firm working across Government, Healthcare, aged care, social services, sporting organisations, not-for-

profits, financial institutions and higher education. They specialise in strategic advice based on data, especially geographic data, and are GIS and data experts.

- **Eolas Solutions Pty Ltd** delivers national security consulting services and is developing drone and AI capabilities focused on emergency management and disaster relief applications.
- **Simply SecOps** are a small team of passionate technologists who specialise in the design and enhancement of cyber security monitoring capabilities. In addition to years of security operations experience, they also bring a unique background in IT, DevOps and Red Teaming.
- **Think Boldly** is an educational and support platform designed to empower women to start their own businesses by addressing barriers like confidence, connections and resources.
- **The Endless Project** is encouraging board riders to make a difference to our planet's plastic waste problem by making skateboards out of plastic bottle lids.
- **Canberra Dynamics** designs, manufactures, tests and deploys innovative defence technologies, specialising in UAVs.
- **The Data Conversation** provide a range of data services, including designing and building data recording systems, developing dashboards for ongoing reporting, or general advice on how to use your data better and more safely.
- **Padel 360** are a full-service provider that streamlines the planning, building and management of Padel clubs in Australia.
- **Watts the Plan** is developing a service to assist residents to make budget and environmentally conscious decisions for their home.



Image: Business Accelerator, 27 November 2024

Outcomes

- 17 registrations – 14 individuals attended with 11 companies represented.
- 20% Net promoter score.

Testimonials:

"I thoroughly enjoyed the training and appreciated the opportunity to connect with the other participants at my table. The first half of the training was particularly helpful and insightful. The long-term plan during the Growth Roadmap part of the training was also helpful, and it really helped me to see a path forward with our business. Working with Irene & Shash was really good. Both of their insights and clear, practical explanations were incredibly valuable and made a real difference to my learning experience. Thank you." – Malisa Lengyel, Co-Founder, Simply SecOps

"This is a great workshop for SMEs to attend. It's highly valuable to take time out and view your business in a new light and to be challenged to think differently about your blockers by the facilitators and your peers. You'll leave with both immediate actions to take as well as bigger dream for the future." – Pernille Aggerholm, Founder, Think Boldly!

"The Accelerator made me uncomfortable ... in a very good way. It was great to have dedicated time to think about my business, and to debate my business with other participants. Learning about other participants' businesses was equally valuable, with so many lessons learnt to glean." – Michael Nelson, Founder & Managing Director, Smarter Knowledge

Scaleup Program

Scaleup Leaders Sessions

Scale up leaders sessions are facilitated high-value group conversations between leaders of ambitious technology companies at the growth stage. Specifically, the companies are:

- Raising significant capital, typically Series A+
- Commercialising substantial IP or competitive advantage
- Rapidly growing their team or sales.

We continued the new format for these sessions with 2 sessions held every quarter:

- Inner Circle sessions: an experienced facilitator enables discussions between the business leader peers about relevant challenges they are experiencing or likely to experience soon, reflecting on progress and success in a high-trust confidential peer group conversation.
- Deep Dive sessions: we invite a guest to share beyond the general on a particular experience or topic. This quarter, our invited guest was Matt Wilson from Penten to talk about his experiences engaging with private equity investors.

Session	Topic
1 October	Deep Dive Session – Private Equity with Matt Wilson (Penten) Number of Participants: 19
26 November	Inner Circle Session – Founder Mode Number of Participants - 14



Image: Collage of Scaleup Leaders sessions

Selected ecosystem company updates

Canberra companies raised more than \$32.5 Million this quarter

This figure includes capital raised from venture capital, angel investors and grant funding announced during the quarter. This figure reflects funds raised that CBRIN is aware of and have been announced, noting the amount may be higher, in some cases raises are not publicly announced for various commercial reasons. This quarter we are aware of several important raises that have not been publicly disclosed and are therefore not included in the above figure. Includes Quantum Brilliance (\$30M), Nominal (\$2.4M), Sprout (\$120k).



*Image: Photo of Quantum Brilliance
Source: linkedin.com*

The table below summarises alumni companies highlights this quarter. This includes significant progress updates and highlights for those companies that have benefitted from CBRIN's assistance.

Key:

- Griffin Accelerator = GA
- Scaleup Leader Sessions = SLS
- SME Programs = SME
- Investor Showcase = IS
- Founder Conversations = FC
- Coworking = CW
- Founders Collective = Col

Company, description, update	Engagement (alumni)
Ayla Health - A mobile application to deliver habit-based learning, meal and snack planning, and direct access to a qualified nutrition professional in your pocket. Update: App launch on iOS and Android	GA
Brand Rebellion - a brand and workforce consultancy in Canberra Update: Founder, Bryden Campbell won Business Woman of the Year and Small Business Woman of the Year at the Canberra Women in Business awards	FC
Dilkara - sells hair, skincare and hygiene products that incorporate native Australian ingredients from Indigenous communities Update: Founder, Julie Okley won Indigenous Businesswoman of the Year	GA, FC
Evalue8 Sustainability - carbon accounting software for organisations, helping them to minimise their carbon footprint Update: Founder, Ilea Buffier won Innovation Business Woman of the Year and Sustainability Business Woman of the Year at the Canberra Women of Business awards	CW, GA, FC, IS, SLS
GRIDSIGHT - Cloud software to future-proof electricity grids, fast Update: Significant capital raise - details not publicly disclosed	CW
Mileva Security Labs - AI governance and risk mitigation software and advisory Update: Accepted into the UNSW Founders 10x Accelerator	FC
Nominal - Nominal is the next-generation satellite digital twinning platform designed from the ground-up to get your mission into orbit faster. Update: Awarded \$2.4M in funding through the Advanced Strategic Capabilities Accelerator (ASCA) emerging disruptive technologies program	IS, SLS
Sprout Materials - Developing compostable plastic alternatives, starting with foam packaging.	FC

Company, description, update	Engagement (alumni)
Update: Completed UNSW Climate 10x accelerator, raised \$120K	
Penten - offers world-leading Secure Mobility, Applied AI and Tactical Communications Security solutions. Update: Penten and Amiosec merge	FC
Quantum Brilliance - build room temperature quantum computers, powered by diamond, which will provide ubiquitous quantum computing Update: Raised \$30 million from NRF, Breakthrough Victoria and Investors. Co-founder Andrew Horsley was awarded with the Prize for New Innovators in the 2024 Prime Minister's Prizes for Science.	SLS, FC, IS
TaperMate - App to help people safely taper off addictive medications. Update: Founder named the UTS Innovative Pharmacist of the Year.	FC
Wildlife Drones - Drone systems to track animals Update: Winner of Telstra Best of Business Awards for Promoting Sustainability	FS, IS, SLS
Yarn - Early intervention speech pathology app Update: Launched app in the app store.	FC, CW



Image: Photo of Alicia Martin from TaperMate receiving UTS Award
Source: linkedin.com

DIRECTION 3 PLACEMAKING

Goal: Strengthen the role of CBRIN as the ACT's central innovation hub with active linkages to a powerful network of innovation precincts that work together to grow new industries and solve complex problems by leveraging science, innovation and entrepreneurship.

Activities under this direction include:

- Designing and delivering engagement, marketing and promotional activities and events that showcase success stories and facilitate access to opportunities.
- Managing and enhancing the physical infrastructure of the central innovation hub in the ACT.
- Building and nurturing partnerships that connect other innovation hubs and grow vibrancy, diversity and connectivity of the ecosystem.

Theme 3.1 Ecosystem Engagement

Objective: Collaborate to design and deliver a comprehensive set of engagement activities and events that connect, empower and diversify our innovation ecosystem and support delivery of this workplan through effective communication and marketing.

Our Engagement and Marketing Initiatives under this Theme and Objective include:

- marketing and events to connect people to programs and initiatives of the ACT innovation ecosystem
- profiling of and strengthening engagement with entrepreneurs and under-represented groups
- public relations and related activities to tell the stories of Canberra-born innovation and entrepreneurship and to position Canberra as the place where science and research meets innovation and entrepreneurship
- activities to strengthen engagement with Foundation Members, Partners, innovation precincts, key sectors, other connected innovation hubs and initiatives, and the broader region (additional and complementary to activities in Direction 1)
- target relevant regional, national or international events and engagements (such as inbound and outbound visits and delegations) to promote the Canberra innovation ecosystem
- marketing campaigns to promote Canberra as a city of innovation and to promote all opportunities to the broader ecosystem.

Outcome: Canberra innovation ecosystem breadth, connectivity, diversity, and brand reputation strengthen.

Overview

The CBRIN marketing and events team was successful in placemaking endeavours and hosted many events with high attendance numbers which can be directly attributed to the marketing efforts across traditional media and social media platforms.

Summary: In this quarter CBRIN hosted 19 events, all marketed to our ecosystem, attracting a total of 1,556 registrations.

CBRIN held 3 First Wednesday Connect events, including the Innovation Showcase, the final event of the year, which highlighted the SMEs and businesses we collaborate with throughout the year. This event had over 630 registrations, making it the second-largest registrations of events to date.

Marketing Efforts: The marketing team's primary focus this quarter was to boost attendance and raise awareness for the year-end showcase. Efforts included creating content for social media platforms Facebook, Instagram and LinkedIn, as well as leveraging paid media across Meta channels. This paid strategy resulted in 600 page views out of a total of 3,616 reached.

In addition, AB Testing and paid ads were implemented towards the end of the quarter during the Christmas break. These efforts targeted new audiences and expanded the overall reach of both the network and Level 4 ScaleUp Hub awareness. As a result, over 118,000 people in the Canberra region were reached this quarter, with further growth expected in the upcoming quarter and new year.

Media & PR

- 31-Oct-24 Women's Agenda: Could Your Business Get a Boost From Canberra's Innovation Hub?
- 7-Nov-24 Celebrating a decade of CBRIN - the glue that holds local innovation together
- 25-Nov-24 Their HQ is in Canberra, but the entire globe is watching these innovators change the world
- 29-Nov-24 ABC Radio Canberra
- 29-Nov-24 MIX 106.3 FM
- 29-Nov-24 Canberra Times
- 29-Nov-24 WIN Canberra
- 29-Nov-24 AllHomes
- 05-Dec-24 ITWire
- 06-Dec-24 IT Brief Australia
- 09-Dec-24 startupdaily
- 11-Dec-24 Smart Company Australia
- 12-Dec-24 Local innovation is why companies like Debbie's take off
- 17-Dec-24 Czech companies see great potential for business, manufacturing and science and technology cooperation in Australia and New Zealand
- 30-Dec-24 2024 Year in Review: Canberra means business

Video, Photo, Web & Design

- FWC captured by MUDE - 2 October 2024
- FWC captured by MUDE - 6 November 2024
- Female Founders captured by MUDE- 12 November 2024
- CBRIN 10 Year captured by MUDE - 14 November 2024
- CBRIN 10 Year reported by Region Media -14 November 2024
- CBRIN 10 Year captured by Oculo Digital - 14 November 2024
- Innovation Showcase 2024 captured by MUDE - 4 December 2024

Region Media Engagement Metrics

Published 6 articles delivering 4,821 total views, EDM inclusions delivered 72,246 views and 1,027 clicks Digital banners received 18,500 impressions and 35 clicks. Articles were shared across social media platforms and received a reach of 11,600 and 329 engagements.

Pure PR Engagement Metrics

The media reach generated through Pure PR efforts includes 9 unique stories and 13 pieces of coverage across both local and national platforms. This reach spans a diverse range of media outlets, including radio, written articles, and video news segments with a total estimated reach of 86,659.

Innovation Station

CBRIN's regular blogging platform engages with the innovation community, profiles entrepreneurs, innovators, and businesses, and shares industry news and CBRIN highlights. Articles are shared on owned-and-operated channels. Topics for this quarter included:

- [First Wednesday Connect Pitch List October 2024](#) - 3 October 2024
- [Canberra's OX Rooms joins GRIFFIN Accelerator Program to drive innovation, efficiency, and security in real estate transactions](#) - 9 October 2024
- [Where are they now - Sylvia Tulloch](#) - 16 October 2024
- [The Power of Community in Coworking](#) - 22 October 2024
- [Emmy Arthurson - Women in Innovation](#) - 23 October 2024
- [Where are they now - Michelle Melbourne](#) - 29 October 2024
- [Connecting through Creativity](#) - 4 November 2024
- [Where are they now - Sita Sargeant](#) - 7 November 2024
- [First Wednesday Connect Pitch List November 2024](#) - 7 November 2024
- [Where are they now - Zoe Piper](#) - 11 November 2024
- [Jen Duggan - Women in Innovation](#) - 20 November 2024
- [Interning at CBRIN: Disha Taneja's Journey of Professional and Personal Growth](#) - 25 November 2024
- [Phillipa Leggo - Where are they now?](#) - 2 December 2024
- [Innovation Showcase 2024 Pitch List](#) - 6 December 2024
- [2024 End of year CEO message](#) - 16 December 2024

Paid Advertisement Insights

To reach a larger audience, CBRIN ran several advertising campaigns throughout the quarter promoting events and programs. The goals of the campaigns varied from link clicks and general awareness. The target audience was not gender or age-specific; however, it was targeted to those living in Canberra and a 100km radius to include regional locations like Yass, Goulburn and Braidwood. Behaviour and psychographic segmentation targeted those interested in entrepreneurship, innovation, Canberra small business, business etc depending on the ad.

Campaign name	Reach	Impressions	Link clicks	CPC (cost per link click)
Showcase Ads 2024	14210	30777	193	\$0.63
Instagram Reel Showcase	3871	4983	71	\$0.70
Billion Dollar Panel Event	8723	16662	92	\$0.54
Female Founders Event	2062	4687	57	\$1.05
Facebook Event Boost	1915	6256	48	\$1.67
Billion Dollar Panel Post	6487	10362	82	\$0.61
Instagram Showcase Reel	3178	4190	36	\$1.11
Facebook Event Boost Showcase	1514	4008	19	\$2.62
End of Year Ads	118650	171344	113	\$2.30
Totals	160,610	253,269	711	\$1.07

Social media insights

	Facebook	Instagram	LinkedIn
Reach	138,237 150.4%	21,571 25.2%	34,105 24.5%
Profile visits	2,538 13.8%	615 21.1%	1,315 17.9%
Followers	5,703	2,590	7,390
New followers	37 17.8%	129 0.8%	259 27.9%
Post engagement	560 55.6%	274 48.5%	900 17.5%
Impressions	N/A	N/A	34,105 24.5%
Paid reach	133,104 165.7%	N/A	
Paid impressions	253,269 12.5%	N/A	

Top Performing Organic Posts

Facebook

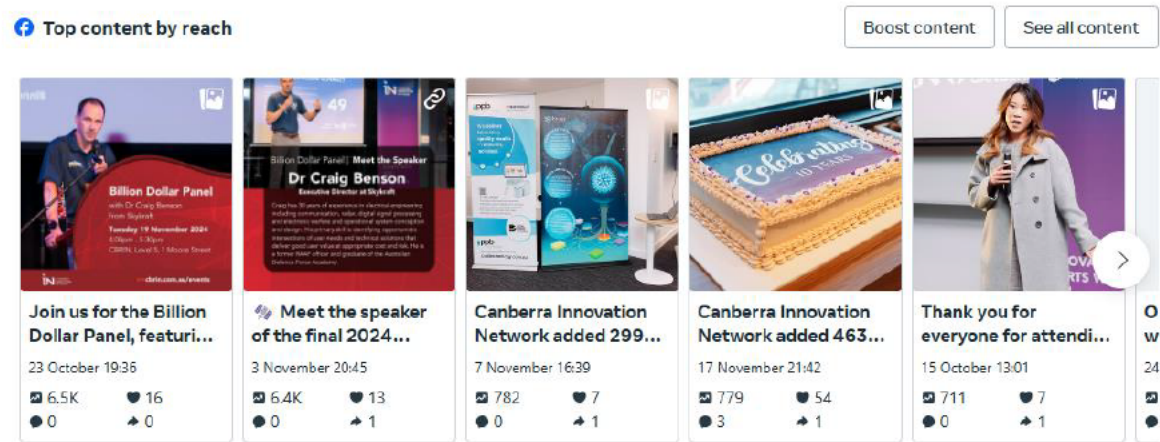


Image: Facebook top performing posts

Instagram

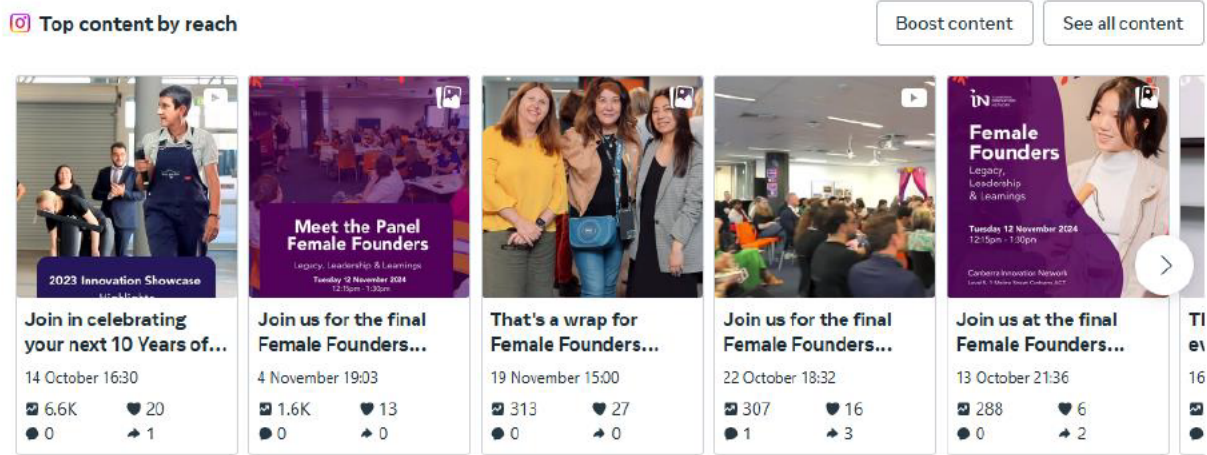


Image: screenshots of reach breakdown for Instagram and Facebook

Weekly Newsletter Statistics

10,528 (144 new) contacts, 6,220 subscribers (42 new) (40.5% female)

Table: Weekly Newsletter Click rates

Stats	1 Oct	8 Oct	15 Oct	22 Oct	29 Oct	4 Nov	12 Nov	19 Nov	26 Nov	3 Dec	10 Dec	17 Dec
Av. Open Rate	31.6%	29.9%	30.3%	31.1%	27.3%	29.8%	29.1%	29.1%	27.8%	32.1%	28.4%	28.6%
Av. Click Rate	1.6%	1.3%	2.2%	1.9%	1.6%	2.0%	2.7%	3.4%	1.2%	2.0%	1.6%	1.2%

The highest rating newsletter, based on average open rate and average click rate, was sent on 3 December 2024. The theme was for the Innovation Showcase.

Website performance

Sessions	Pageviews	Avg. Session Duration	Bounce Rate
12,696 ↓ 22% vs. Previous 93 Days	19,484 ↓ 66% vs. Previous 93 Days	38s ↓ 51% vs. Previous 93 Days	37.8% ↑ 36% vs. Previous 93 Days

Image: Website performance statistics

Events & Engagement

This quarter CBRIN registered 2,349 participants for 79 events

Year-to-date: 4,653 participants for 143 events

	Events	Participants
October 2024	31	674
November 2024	35	928
December 2024	13	747

Regular Recurring Events: CBRIN Extended Team Meeting, First Wednesday Connect, Female Founders (bi-monthly), Stakeholder Advisory Committee (quarterly), Billion Dollar Panel (quarterly)

First Wednesday Connect

Overall, CBRIN has collected 11,247 unique registrations for 105 First Wednesday Connects and Innovation Showcase events since 1 July 2015.

First Wednesday Connect 2 October 2024

Hosted by the University of Canberra at the Ann Harding Conference Centre

225 registrations: 44% new participants

Audience: 30% entrepreneurs, 14% students, 7% Corporate, 4% public servants, 6% creatives, 6% SME, 9% researchers, 4% investors and 20% other

Speakers:

- Dr Phillip Newman, Fling is just a pain in the neck
- Rosie Li, Canberra Business Chamber
- Truc Vo, CollabSphere
- Sunil George, Do we know the cost?
- Chris Scullin, Lystr
- Gweneth Leigh, Schoolyard Greenprint
- Ben Alexander & Mat Voller, Startup Striders
- Celeste Colman, A novel method to determine military body armour coverage requirements
- Sarah Vallee, AFRAN & CBRIN Research to Impact Panel
- John Miller, How Are You Going?
- Prof. Janine Deakin, Life of a CBRn
- Petr Adamek, CBRIN Wrap Up
- [Blog post](#)

First Wednesday Connect 6 November 2024

Hosted by the ANU Agrifood Innovation Institute at the Hanna Neumann Building

151 registrations: 48% new participants

Audience: 28% entrepreneurs, 19% students, 6% Corporate, 10% public servants, 7% creatives, 4% SME, 8% researchers, 2% investors and 16% other

Speakers:

- Jillian Matthews, Inspiring the ACT
- Hannah Hartgers, Billion Dollar Panel
- Dr Gamithri Karunasena, Coaching with Dr Gami
- Pablo Larraondo, Haizea Analytics
- Pip Wilkes, AFII
- Kate Freeman, Ayla Health App
- Petr Adamek, CBRIN Wrap Up
- [Blog Post](#)



Image: Photo collage from First Wednesday Connect October and November 2024

2024 Innovation Showcase

4 December 2024

Fitzroy Pavilion, EPIC, cnr Flemington Road and Northbourne Ave Mitchell

613 registrations: 41% new participants

Audience: 26% entrepreneurs, 11% students, 18% Corporate, 7% public servants, 6% creatives, 5% SME, 8% researchers, 5% investors and 14% other

The 2024 Innovation Showcase marks CBRIN's 10th annual showcase! We used this opportunity to change the format from a pitch competition to a showcase of some of Canberra's most impactful companies throughout the last 10 years.

Speakers:

- Colin Anstie, RD Consulting, event MC
- Petr Adamek, Opening address and CBRIN Impact Report
- Bryden Campbell, Brand Rebellion
- Nick McNaughton, Campus Plus
- Julie Okely, DILKARA
- Dr Debbie Saunders, Wildlife Drones
- Wild Card Pitch – Akeel Feroz, UNSW Canberra
- Dr Craig Davis, The CBRIN Rainforest
- Ana Belgun, Terria
- Liam King, Haast
- Ilea Buffier, Evalu8 Sustainability
- Annabel Griffin, CBRIN Gold Partner, KWM
- [Blog Post](#)



Image: Photo collage of pitchers at the 2024 Innovation Showcase

Tradeshow and Activations:

- AI CoLab
- Academy of Interactive Entertainment
- Ayla Health
- Byrd and Graffik Paint
- Campus Plus
- Canberra Business Chamber
- Canberra Cyber Hub
- Canberra Institute of Technology
- CBRIN Coworking
- Collaborative Robotics – University of Canberra
- CSIRO
- Deam Jobz
- Endless
- Humaneer

- King & Wood Mallesons
- Precast Homes
- PrismNeuro
- RenewMap
- Terria
- UNSW Canberra City
- Wildlife Drones
- Willyama Services
- XstreamCompute
- Your Season



Image: Photo collage of tradeshow and activations at the 2024 Innovation Showcase

Testimonials:

"I was really impressed with the activity in the event. The audience was really interested in the vendors and in meeting each other. I also thought it was well run with a great accessible approach to the food and the presentations. The collaborative mural was a great touch, too."
– Jessica Coates

"I have never been to CBRIN event before and was blown away by the scale and the entrepreneurship. I will definitely try to make the next one." – Kristy Van Putten

"Being a very new start-up, we were a late entry to host a stall at the event - registration was straightforward and set up on the day went really well. The event presented the opportunity for our team to have some really deep and promising conversations with other innovators and community representatives who resonated with the AI CoLab Alliance model." – Charity Rentsch

Female Founders

There have been 1,659 registrations for 30 Female Founders events since 24 March 2020.

Legacy, Leadership and Learnings 2024

12 November 2024

Level 4, 1 Moore Street, 58 registrations: 36% new participants; 50% NPS

To honour the contributions of some CBRIN's female board members, we invited Hala Batainah, Sylvia Tulloch and Annabel Griffin to share their experience in Canberra's innovation community. Moderated by CBRIN advisory committee member, Michelle Jasper, the panel spoke about the growth the community has seen, in particular towards women in leadership roles, and some of the ways they'd like to see women take up more space in these areas, and the legacy they'd each like to leave in their industries.

As the first event hosted in the newly built ScaleUp and SME Hub, it was also an exciting opportunity to show many of Canberra's female entrepreneurs around the level 4 space.



Image: photo collage from Female Founders 12 November 2024

Testimonials:

"All were great, one of the best Female Founders events I have attended. The panel approach with such experienced women was engaging. Great range of questions from the moderator." - Anonymous

CBRIN 10 Year Anniversary

14 November 2024

Level 4, 1 Moore Street, 173 registrations

In celebration of CBRIN's 10 year anniversary we hosted a cocktail event that brought together our team, board members, alumni and other significant innovation community

contributors. ACT Chief Minister, Andrew Barr MLA, shared some inspiring words to honour the milestone. CEO, Petr Adamek, and Chair of the Board of Directors, Hala Batainah, reflected on and gave thanks to the people who have helped to make CBRIN what it is today, and shared their inspiration for the future. We marked the occasion with cutting of an anniversary cake, and opened the floor to 60 second pitches from attendees.



Image: photo collage from CBRIN 10 Year Anniversary event 14 November 2024

Testimonials:

"Everything was perfect and had a level of authenticity rarely seen these days. Kudos to you and everyone at CBRIN." – Ken Kroeger

Regional, National and International Engagement

- CBRIN team visited the iAccelerate team and facilities for a team offsite – 30 and 31 October 2024
- CBRIN was a finalist in the Australian Small Business Community Ally Award at 7News Community Achievement Awards, and attended the award ceremony in Sydney – 1 November 2024
- CBRIN sponsored event space for Country to Canberra's Power Trip panel event – 18 November 2024
- CBRIN hosted the Czech Business Delegation for a business meet up event on Level 4 – 27 November 2024
- 5 November - CBRIN team attended the AFRAN Hackathon winners announcement event hosted by the French Ambassador at the Embassy of France in Australia
- Petr Adamek attended the "Science Decoded – Translating Discovery into Dialogue" event hosted by the Federal Republic of Germany – 12 December 2024



Image: Photo collage of regional, national and international event engagement:: top left – CBRIN Team at 7News Community Awards; top right – Country to Canberra Power Trip Panel event; Bottom left – CBRIN Team at iAccelerate Wollongong; bottom right – Czech Business Delegation

Other Event Support & Engagement

- EUX CBR meet ups were hosted in the CBRIN Lab throughout the quarter
- dsq.studio hosted their Build Guild meet ups in the CBRIN Lab and Events room throughout the quarter
- Terria hired the Lab to host their two day team workshop – 2 & 3 October 2024
- Sharyn Smith was a grand final judge for the Enterprise Me Kickstarter Challenge event – 9 October 2024
- CBRIN sponsored room hire for the Beyond Blue NASBO information session – 10 October 2024
- ProductTank Canberra hosted an event in the Lab – 24 October 2024
- CBRIN hosted a stall at the annual TEDxCanberra event – 1 November 2024
- CBRIN sponsored room hire for Ayla Health to host their app launch event 15 November 2024
- UC hosted their Civic Showcase event in the CBRIN events space – 12 November 2024
- CBRIN sponsored room hire for the ON Prime Showcase – 20 November 2024
- Craig Davis spoke about angel investing at the Australian Shareholder Association to approx. 65 audience members – 2 December 2024
- CBRIN sponsored room hire for the AI Build Club meet ups throughout the quarter
- Canberra Cyber Hub hosted a number of events in the CBRIN Events Room this quarter, including their AGM



Image: Photo collage of other event engagement: top left - ON Prime Showcase; top right - Australian Shareholder Associate; Bottom left - Ayla Health App Launch event; bottom centre - CBRIN Team members Kelly Cruz and Sam Hodgson at the TEDxCBR event; bottom right - CBRIN COO, Sharyn Smith, on the Kickstarter Challenge judges panel

Impact Report

In this Quarter, CBRIN received final version of its Impact Report prepared by PwC based on survey completed in September 2024. According to this report, the Canberra Innovation Network (CBRIN) has had a significant economic impact on the Australian Capital Territory (ACT). In 2024, CBRIN contributed \$197 million to the ACT's Gross State Product (GSP), including both direct and indirect effects. This represents a substantial increase from previous years, as CBRIN's economic impact has grown over time.

Key Economic Impacts

GSP Contribution: CBRIN-supported activities directly contributed \$123 million to the ACT's GSP in 2024, reaching \$197 million when including indirect effects.

Job Creation: CBRIN directly and indirectly supported around 1,615 jobs in 2024, up from approximately 1,400 jobs in 2023.

Return on Investment: For every dollar of cash funding from the ACT Government, CBRIN generated over \$50 in GSP since 2014.

Cumulative Impact: Over the 10 years of CBRIN's lifetime, the cumulative economic impact is estimated at approximately \$900 million. It is expected that by the end of this financial year CBRIN's cumulative effect on ACT economy will be over \$1B in 2024 dollars.

Business Impact: 92% of businesses engaging with CBRIN reported achieving at least one positive outcome. 53% of respondents reported that CBRIN's resources, programs, and events had a high or critical impact on their success.

CBRIN has positively impacted various wellbeing indicators, including social connection, access to education, and economic stability.

Theme 3.2 Innovation Hub(s)

Objective: Deliver and grow coworking in the central innovation hub, work with others to connect their hubs into a network offering for entrepreneurs & innovators in Canberra and beyond.

Under this Theme / Objective CBRIN will:

- Deliver entrepreneur-focused subsidised coworking and office space for scale ups and SMEs, including community building activities as a fundamental building block of the Innovation Hub at Level 5, 1 Moore St, Canberra.
- Work with the ACT Government to grow availability of space within the 1 Moore Street and work with operators of other innovation hubs and precincts across in Canberra, including Foundation Members, to coordinate a connected offering for innovative entrepreneurs.

Outcome: Capacity and interactivity of diverse offerings that accommodate innovative companies in Canberra grows.

Coworking at Canberra Innovation Network

CBRIN's Coworking space is a thriving community of entrepreneurs, startups, researchers, innovators, scaleups, and SMEs. Located in the heart of Canberra's CBD, spanning two floors, CBRIN Coworking is dedicated to fostering the innovation community. With access to meeting rooms, breakout spaces, shared kitchen and dining spaces, high speed internet with Wi-Fi coverage, printing facilities and support, as well as access to private mentorship, we aspire to create the perfect place to launch and grow an innovative business in Canberra.

CBRIN Coworking incorporates an open-plan coworking space on Level 5, with 112 full time desks and 26 community desks, and an ScaleUp and SME Hub on Level 4, with 21 offices ranging in size from 4 person to 23 person capacity.

Offering "more than just a place to work", CBRIN coworking residents have privileged access to mentors, experts and exclusive events tailored to their needs.

Coworking is an integral part of the CBRIN pipeline, with residents frequently participating in growth programs, events, and collaborative events, as attendees, panel members, and mentors.

Level 4 - ScaleUp / SME Hub

The CBRIN ScaleUp and SME Hub on Level 4, 1 Moore street opened on 1 November 2024. With 7 offices sold prior to opening, companies were excited to bring their teams into the fresh, purpose-built space. The ScaleUp and SME Hub is designed as a place for innovative scale ups and SMEs to co-late and growth their businesses. The space has 21 furnished offices, a range of meeting rooms, phone booths, end-of-trip facilities and a large kitchen/breakout space. Residents also have access to the Level 5 open-plan

coworking space, and events are designed to activate and encourage the collaborative community we have seen in the coworking community on Level 5, now across the 2 floors.

Chief Minister Andrew Barr officially opened the CBRIN ScaleUp and SME Hub on 29 November. This event had 42 attendees from local media outlets, ACT Government, CBRIN Foundation and Gold Partners, CBRIN Board and Advisory Committee, and SME companies residing in the space.



Image: ACT Chief Minister Andrew Barr address a crowd of stakeholders at the official opening of the CBRIN ScaleUp and SME Hub

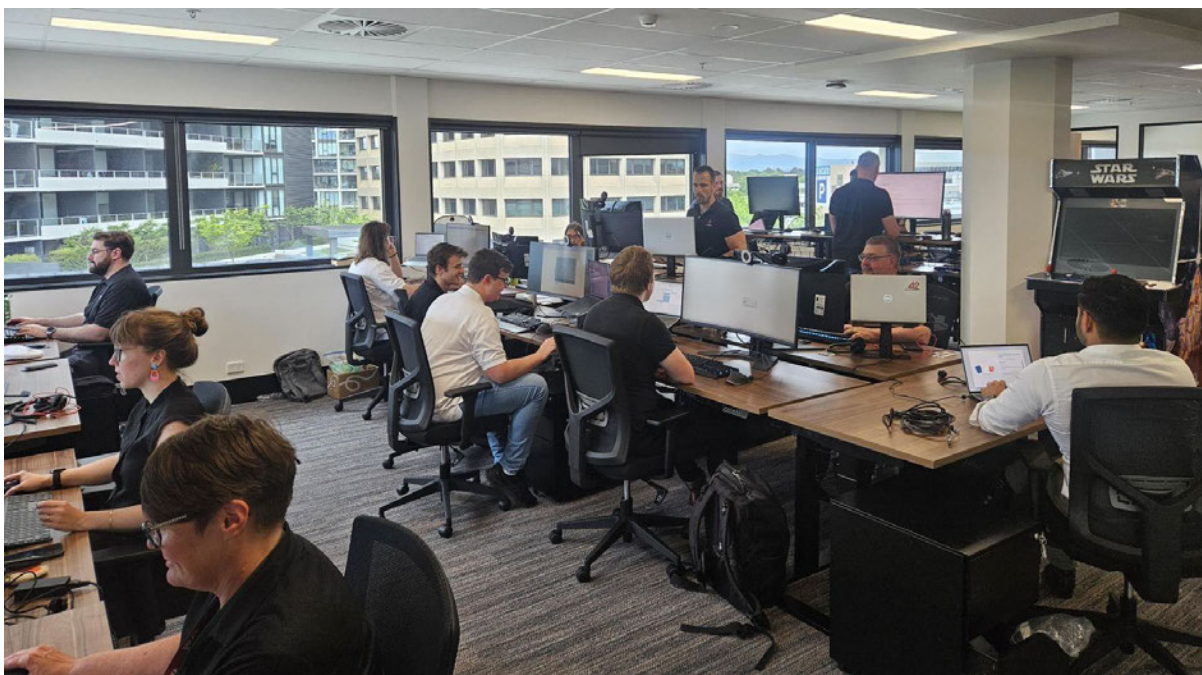


Image: Modern42 / Apporetum were the first company to move into Office 1 at the CBRIN ScaleUp Hub

Key Achievements & Activities this Quarter

- CBRIN opened a dedicated ScaleUp and SME Hub on Level 4, 1 Moore Street, with 169 desks across 21 offices.
- 14 events for the community to encourage networking and collaboration.
- Monthly Coworking Newsletters: 212 active subscribers with an average open rate of 43%.
- CBRIN Coworking companies can access credit with AWS; currently evee, Rosella Street, My Green Butler and XtreamCompute are registered.
- CBRIN named Australia's (tied) 4th most recommended Coworking Location, by Startup Muster, placing above prestigious coworking spaces, like The Commons, Sydney Startup Hub and WeWork and
- As of 31 December 2024 there were:
 - 68 companies active in CBRIN Level 5 Coworking with 117 members
 - 6 companies active in the CBRIN Level 4 ScaleUp and SME Hub with 41 members
 - 40% Occupancy in the ScaleUp and SME Hub
 - 158 active members across the 2 floors
 - 60 full-time memberships (dedicated desks), 48 part-time and casual memberships
 - Female members: 59 (37%)
 - Non-Binary members: 2 (1%)
 - CALD members: 49 (31%)

AUSTRALIA'S MOST RECOMMENDED COWORKING LOCATIONS

1st. Stone & Chalk

2nd. UTS Startups

3rd. Fishburners

4th (equal). CBRIN

4th (equal). The Commons

4th (equal). WeWork

5th. Sydney Startup Hub (operator not named)

Image: Australia's Most Recommended Coworking Locations, from Startup Muster Report 2024

Companies working the CBRIN ScaleUp Hub this Quarter:

Company	Capacity	Description
Modern42 Apporetum	25	Provide modern cyber security services to organisations across Federal, State and Local Government and private organisations. We specialise in Identity and Access Management (IAM), Privileged Access Management (PAM), Cloud Engineering, and Cloud Infrastructure. Identity and Access Management Product developed by Modern42's founders.
AI Colab	18	Sandpit platform for govtech, especially AI for good (3 offices)
MCi Carbon	7	Carbon capture technology that safely captures and converts industrial CO2 emissions into solid bulk materials used in new low-carbon products for construction, manufacturing and consumer markets - enabling a circular economy
GPN Vaccines	7	Clinical-stage company focused on creating innovative vaccines that offer robust protection against the world's most important bacterial pathogens.
Bluebird Advisory	10	Innovative solutions in digital transformations, data analytics, cyber security, project delivery, change management, and financial optimisation.
Redacted	4	Redacted Information Security provides strategic level systems security planning, IRAP assessments, security training, and consulting.

6 tenants in 8 out of 21 offices with capacity of 71/169 (>40%) taken as of 31 December 2024, with more companies starting in January 2025.

Companies working in the CBRIN Coworking Space (Level 5) this Quarter:

Adriana Voegeli ADS Solar Agape Angel Hellyer Augmented Intelligence Aratherm Augentis Bakesale	<i>Epicorp</i> Ereflect Evaluate8 Sustainability Evee EVER Change and Communication Flexiphone FrontierSI	Nurture Culture <i>ORCT/Vici</i> OD-AI Oscillo Labs Overflow Solutions <i>OX Rooms</i> Polygon Energy Self Plus Plus
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Better Renting Beth Anne Baldwin Bianca Pavlic The Label Pty Ltd Bluebird Advisory Blueegg Blue Sky Digital Brain Changer Campus Plus Canberra Cyber Hub <i>Canberra Dynamics</i> Cybercy Decision Revolution Dentroid Disaster Science Drenlo Empact Group	<i>Future Swirl</i> Go Boldly (formerly Pernille Aggerholm Consulting) GPN Vaccines Ltd Gridsight Grow Right Digital Haast <i>Humaneer.app</i> High-E Photonics <i>HUUM Bio-reclamation</i> Joyful Frugalista Lucy Pedley Bookkeeping MCi Carbon Mia Swainson Consulting MIIROKO Modern Methodologies Mude My Green Butler Numbers and Sense	Safe Synergy Shoelace Creative Siemens Mobility Tash Kelly Marketing Terria Pty Ltd The Health Horizon Traceably Veritas Group VenuBooka Vibe Dynamics Viortec WOTLink XstreamCompute Yarn Your Season
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NB: New companies who joined the space this quarter are displayed in **bold**. Companies sponsored to use the Coworking space are in 'italics.' Sponsoring relates to GRIFFIN Accelerator companies, winners of competitions, or companies that create special value for the ecosystem.

Coworking Network Connections

CBRIN builds friendly connections to other Coworking spaces in Canberra and nationally. Local Community Managers stay connected through the Canberra Region Coworking Network online, and with regular in person catch ups. CBRIN is a member of Flexible Workspace Australia (FWA) and use the FWA network to connect to community builders nationally, and to access resources and training and FWA member discounts.

As part of the CBRIN Team visit to the iAccelerate team in Wollongong, we toured the coworking space, took inspiration, and compared notes with the iAccelerate team on building and maintaining spaces dedicated to startups and scaleups.



Image: CBRIN team visit to iAccelerate team in Wollongong, NSW

Coworking reciprocal agreements

CBRIN has reciprocal agreements with SpaceCubed in Perth and Jindy Workspace in Jindabyne. Under these reciprocal agreements, members of the CBRIN Coworking Space can work for a limited number of days per month at the partnered coworking space at no cost and vice versa. Each space also agrees to have the other space's logo on their website, with a backlink, and share content on their blog and socials.



Image: logos of coworking spaces with whom CBRIN has reciprocal agreements

Community Engagement and Communication

CBRIN uses Slack, a channel-based messaging platform, to communicate information and engage with residents of the Coworking space. The CBRIN Slack workspace has 363 members and 20 channels, including channels dedicated to Growth Programs, resources, and inspirational stories.

The CBRIN team regularly posts events and announcements, and members engage in discussions, share wins, receive help and advice, and socialise.

CBRIN emails a monthly newsletter to all coworkers, with a wrap up of the month just gone, news, and upcoming events. The coworking newsletter has 212 active subscribers with an average open rate of 43%.

Coworker Engagement with other CBRIN Programs

Being in the Coworking Space gives members privileged access to the CBRIN team, leading to Founder Conversations, referrals, and connections. Coworkers are actively encouraged to take part in CBRIN's Growth Programs, networking events and collaborative events.

This quarter:

- The Growth Team had 30 Founder Conversations with coworkers
- 2 coworkers participated in Founders Collective
- 1 coworker participated in the GRIFFIN Accelerator
- 1 coworker participated in the Business Accelerator
- 2 coworking companies accessed Entrepreneur in Residence services
- 6 coworkers participated in the SME Breakfast
- 4 coworkers pitched at Innovation Showcase, and 6 hosted activation stalls
- GRIFFIN Teams worked in the space as part of the Accelerator.

Community Events

Community Events are a great way for coworkers to build relationships with other innovators in the space, and an important benefit of working in a coworking space.

October was Mental Health Awareness Month; we held Art Therapy and weekly Wellbeing sessions, as well as an information session on Beyond Blue's New Access Small Business Mental Health Program.

The Community End of Year Party was a celebration of wins in 2024, and acknowledgement of the challenges entrepreneurs and small businesses face. As many of the coworking residents have small (or no) teams, this is an opportunity to have a "Christmas Party" with others.



Image: photo collage from Coworking Events

Date	Event	Participants
1 October 2024	Art Therapy	15
9 October 2024	Wednesday Wellbeing Session	7
10 October 2024	New Access Small Business Mental Health Program Information Session (online)	6
16 October 2024	Wednesday Wellbeing Session	7
29 October 2024	Community Morning Tea - Halloween Theme	21
28 November 2024	Community Morning Tea - Thanksgiving theme	24
11 December 2024	Coworking End of Year Party	40
17 December 2024	Book Club	7

18 December 2024	Board Games	8
Fortnightly on a Friday – 5 this quarter	Community Drinks (including drinks to welcome new companies to the ScaleUp Hub)	5-15

UNSW Canberra Launch on Northbourne

Launch on Northbourne is an initiative created by UNSW Canberra. The precinct is a proof-of-concept for a larger innovation precinct currently in development. As such, it provides three floors of collaborative workspace that brings together industry, government and academia to grow innovation and capability in the specific areas of defence and security.

CBRIN assists UNSW Canberra Launch with curating events throughout the year for the collaborators at Launch and creates opportunities for UNSW researchers to connect with the companies at Launch.

Key Achievements & Activities this Quarter

- Launch Collaborators engaged with CBRIN activities this quarter by participating in the Billion Dollar Panel and Innovation Showcase.
- 265 attendees participated in 5 Launch Community events this quarter
- The End of Year party saw a large turnout with overwhelmingly positive feedback
- There were 29 people with a UNSW Canberra or ADFA email address registered to attend CBRIN events

UNSW Launch Collaborators this Quarter:

Collaborator	Company Description
Ascent	Ascent have a multitude of capabilities including Management Consultancy, Program Management, Engineering & Technical Advice, Flight Test Planning, Quality Management, Acquisition & Sustainment and Authoring & Writing.
Cognitive Advantage	Cognitive Advantage is a digital technology business founded in late 2017 with a vision to harness emerging technologies in the Internet of Things, 5G telecommunications and artificial intelligence for the defence and security of Australia. Having foreseen the geopolitical tensions in our region the team decided to get a head-start on solving some big challenges for the Australian Defence Force.
DEWC Services	DEWC Services is an Australian owned and operated company focused on growing and developing critical sovereign capability in command, control, communications, computers, intelligence, surveillance, reconnaissance and electronic warfare

Collaborator	Company Description
Fifth Domain	Fifth Domain specialises in building, hosting and delivering flexible cyber training and education technologies to a diverse range of customers. Fifth Domain's technologies support educators and trainers and save them time and effort setting up learning environments. They also support students by providing stable and reliable virtualised real-world environments to test existing skills or learn new ones.
<i>FuturifAI</i>	FuturifAI uses lean, trusted AI to simplify space mission operations, enabling satellite operators to handle more complex missions, make space more sustainable, and deliver more to customers on the ground.
<i>Infinity Avionics</i>	Infinity Avionics is an Australian space avionics design and manufacturing company founded in 2020 as a UNSW Canberra Space spin-off. The company was founded to commercialise various intellectual property developed over the years at UNSW Canberra Space. Our reconfigurable FPGA SoC based flight computers are unique in the nano-satellite market in terms of their customisability and form factor.
<i>Kestra (formerly K3partners)</i>	Kestra is a Canberra based software engineering company focussed on designing state of the art data analytics systems utilising Search Engines, Information Retrieval, Natural Language Processing and Machine Learning specifically for government customers.
Ocula	Ocula is a cabling specialist offering design, manufacturing and integration of fibre optic and copper communication and data solutions. Passionate about technology, we constantly strive to deliver a technological edge to our customers, with improved reliability and performance through ongoing innovation of cabling technology.
Penten	Penten is an Australian-based cyber technology company focused on innovation in secure mobility, applied AI (artificial intelligence) and tactical communications security. Founded in 2014, Penten is a multi-award-winning cyber security company. They are Launch on Northbourne's anchor tenant, occupying levels 1 and 2.
<i>Point River Networks</i>	Point River Networks provide consulting, recruiting, unified communications and networking.
<i>Skykraft</i>	Skykraft is an Australian space services company that specialises in the design, manufacture and operations of satellite constellations in the delivery of global services. Skykraft was established in 2017 as a spin off from space the capabilities incubator UNSW Canberra Space.
Viden	Viden specialise in delivering professional project and program management services across both the public and private sectors. Their purpose is to help clients navigate complex, ambitious, and evolving environments, to deliver innovative and challenging projects that enhance, protect or grow their business.

NB: Collaborators in **Bold Italic** work from the UNSW Launch City Campus at CIT Reid

Collaborator Wins

The Collaborators at Launch are doing amazing things, and we celebrate and share their wins, big and small. We also celebrate when they connect in an exciting way.

- Ascent team member Celanie Meyer was elected to the board of the Defence Teaming Center, a defence industry association that helps Australia's defence industry become more competitive.
- Ascent announced its new partnership with Hui Huliau as their sole agent in Australia, the partnership will help open seamless access to the US DoD.
- Cognitive Advantage attended both Landforces and AOC to showcase the new version of their Edge Spark product.
- DEWC Services officially became a member of the UNSW Launch community joining the collaboration space on Northbourne.
- DEWC Services CEO Allan Dundas has joined the Board of Directors of the Defence Teaming Centre an Industry Association that helps improve the industries competitiveness as well as helping to meet the needs of the Department of Defence.
- Fifth Domain hosted the ADFCSA Cyber Skills Challenge in November which attracted the participation of 147 teams from 11 different countries.
- Penten announced in October their intention to merge with British cyber company Amiosec.
- Pentens' head of electronic warfare Nathan Johnson was appointed president of the Board of Directors for the Association of Old Crows, a global organisation dedicated to advancing electronic warfare.
- Penten Chief Product Officer Kristian H has been elected as Chair of the Board of the ADIESA, a defence industry association focused on improving Australia's electronic and information defence capabilities.
- Penten Software Engineer Kiriya Keat won the AI software engineer of the year award at the 2024 Australian AI Awards
- Skykraft signed a Participating Project Partner agreement with several other Australian and Indian Organizations as part of the groundbreaking Australia-India partnership.
- Viden sponsored and presented the Australian Security Industry Association's Security Equipment Manufacturing award.

Monthly Community Newsletter

Stats	October 2024	November 2024	December 2024
Open Rate	40.9%	39.1%	43.8%
Click-through Rate	5.0%	9.5%	5.1%

Collaborator Engagement with other CBRIN Programs

The partnership between UNSW Canberra Launch and CBRIN gives Collaborators access to the CBRIN team, leading to founder conversations, referrals, and connections. Collaborators are also encouraged to take part in CBRIN Growth Programs and networking events.

This quarter:

- Craig Benson, Skykraft Chief Innovation Officer guest speaker in CBRIN’s final Billion Dollar Panel of the year.
- Matt Wilson of Penten hosted a Scaleup Leaders discussing experiences engaging with private equity.
- Both UNSW and Viden held stalls at the end of year Investor Showcase event

Community Events

Community Events are a great way for Collaborators to build relationships with other innovators at Launch and is an important benefit of working from the space. This quarter there were 265 attendances at Launch community events.

	Events	Estimated Participants
October 2024	1	45
November 2024	3	130
December 2024	1	90

- Launch Monthly Connect hosted by Skykraft - 31 October 2024
- Remembrance Day Coffee Van - 11 November 2024
- Lunch and Learn Principals of Aukus - 27 November 2024
- Launch Monthly Connect hosted by CBRIN - 28 November 2024
- Launch End of Year Party - 12 December 2024



Image: Photo collage of Launch Community events October - December 2024

Foundation Member & Partner Engagement

- Monthly CBRIN Extended Team Meeting held either online or in person at CBRIN with representatives from ANU, UC, UNSW, CSIRO, and CIT
- This quarter - CBRIN team had fortnightly meetings with UNSW Canberra Launch team
- This quarter - CBRIN employed two current ANU students to intern 2 days per week to assist Growth Team.
- 10 October 2024 - Petr Adamek and Candace Rhind attended UC meeting with Campus Estate and The Faculty of Business Government and Law to discuss developing workspaces for collaborative innovation.
- 22 October 2024 - CBRIN hosted CIT Link Collab Lab on values integration
- 24 October 2024 - CBRIN toured UNSW Canberra's ADFA engineering prototyping facilities
- 4 November 2024 - CBRIN delivered workshops at AFRAN Hackathon at ANU
- 5 November 2024 - CBRIN visited ANU MakerSpace for Prototyping Vouchers Pilot
- 7 November 2024 - CBRIN hosted Prototyping Voucher meeting with ANU, CIT, UC, and UNSW Canberra
- 11 November 2024 - Petr Adamek attended the UNSW Canberra City Campus - Launch Hub design workshop
- 12 November 2024 - UC hosted their Civic Showcase event in the CBRIN events space
- 13 November 2024 - CBRIN team met with representatives from UNSW and Hassell Studios to tour Level 4 ScaleUp hub and discuss UNSW's upcoming innovation building project
- 21 November 2024 - CBRIN held Advisory Committee meeting #26 with ANU, KWM, Canberra Airport Group
- 21 November 2024 - CBRIN supported UC's SAPathon innovation challenge
- 28 November 2024 - CBRIN hosted End of Month Drinks at UNSW's Launch on Northbourne
- 28 November 2024 - Hannah Hartgers attended the UNSW Pitch Night as a Pitch Judge
- 28 November 2024 - CBRIN facilitated Czech Delegation tour of ANU Physics facilities
- 3 December 2024 - CBRIN Team attended Launch Leaders lunch event
- 4 December 2024 - 2024 Innovation Showcase included stalls from CIT, CSIRO, UC, KWM and UNSW Canberra, and a wild card pitch from Akeel Feroz from UNSW Canberra
- 10 December 2024 - CBRIN team attended online UNSW Canberra City (Stage 1) Launch User Group discussion
- 12 December 2024 - CBRIN Team attended the Launch End of Year celebration event
- 4 referrals to KWM
- Early stage researcher & deep tech engagement:
 - ANU
 - DeWet Lab
 - Arash Araghi

- University of Canberra
 - o Sunil George



Image: Photo of CBRIN Extended Team Meeting Wednesday 5 December 2024

Methodology

Participant Feedback

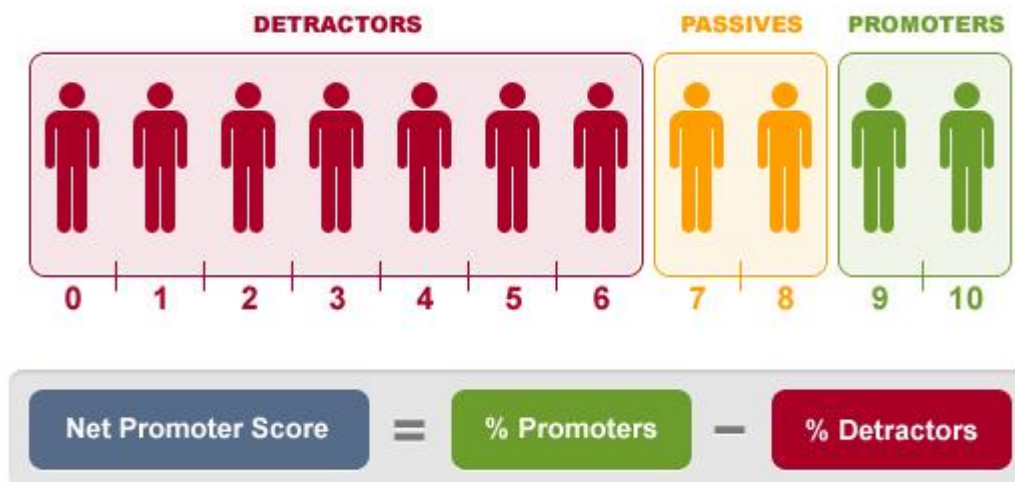
Wherever possible, the Canberra Innovation Network team seeks feedback from all program and event participants using a standard form. Questions include their rating of the event, what testimonial they would give and what aspect of the workshop or event they enjoyed the most. We report data and selected comments from responses received.

Net Promoter Score

The Net Promoter Score (NPS) method is used to measure participant satisfaction. NPS is a harsh measure, with scores ranging from -100% to +100%.

Each participant is asked how likely they are to recommend this to someone else on a scale of 1 to 10. The NPS is then calculated based on the percentage of promoters minus the percentage of detractors as shown in the graphic.

CBRIN has consistently achieved positive NPS in all events and programs, mostly above 50%.



Registration and Attendance

Registration and attendance are measured for all programs and events that CBRIN runs. Event registration is taken through platforms like Eventbrite, while program registration (e.g., for Idea to Impact, hackathons) can sometimes be taken through Podio.

Attendance is reported based on a visual count made by CBRIN staff during the event or program. We take care to provide accurate numbers.



CANBERRA
INNOVATION
NETWORK

QUARTERLY REPORT

1 JANUARY – 31 MARCH 2025

ABN: 90 601 492 826

SUPPORTED BY





CANBERRA
INNOVATION
NETWORK

Quarterly Report Q3 2024-2025

Coworking



81 companies active at CBRIN coworking

72 on Level 5 and 9 on Level 4

68% Occupancy in the L4 ScaleUp Hub

216 active members, of which

83 Female members (38%)

2 Non-Binary members (1%)

61 CALD members (28%)

Events & Collaboration



47 events held this quarter

1297 participants in those events,
of which

6 / 77 outreach events/audience

4 / 122 pipeline events/audience

14 / 293 Collaboration events
/participants

14 sectors engaged through
collaborative innovation

Growth Programs



56 Icon EOIs sent

80 Total Ventures Assisted

49 of which beyond startup stage

86 Intro meetings held

98 Founder Sessions held this
quarter

63 Mentors active this quarter

164 Total mentor pool

Ecosystem highlights



\$31.8 Million raised this quarter by companies in
the Canberra innovation ecosystem

**CBRIN Level 4 resident WhatWorks co-founder
and multiple CBRIN program graduate Shooby
Kandel won B&T 30 under 30 in Entrepreneur
Category**

**CBRIN mentor and former Board member Sylvia
Tulloch received Order of Australia for her work
in renewable energy, innovation and
commercialisation**

MAJOR FUNDER, FOUNDATION MEMBERS AND CORPORATE GOLD PARTNERS



“This workshop provides a very useful technique to engage with prospective customers without feeling the pressure to sell your idea. The switch from selling to listening is a relief. The role play moves it from theory to practice and a deeper understanding of the method.” Mark Pickering, Aratherm, Idea to Impact Participant

“The instructors’ ability to connect theory to real-world scenarios was exceptional, making this workshop a highlight that exceeded my expectations. They provided valuable tools for defining, perfecting, and validating ideas, underscoring the importance of customer feedback for achieving success. The dynamic, collaborative environment and their inspiring dedication made this a transformative experience. I highly recommend this workshop!” – Pankaj Patole, Idea to Impact Participant

“A fantastic way to start the day—connecting with like-minded small business owners for an open and honest discussion about the challenges SMEs face. A well-organised and insightful event!” – Malisa Lengyel, Simply SecOps, SME Breakfast Attendee

“Such an invigorating day yesterday at the Canberra Innovation Network attending and speaking at the Defence Trailblazer Innovation Summit in Canberra organised by UNSW and University of Adelaide! Thank you, Petr and everyone for such a stimulating, insightful event.” – Dimity Dornan, AO, Defence Trailblazer Innovation Summit participant

“Well designed, very well facilitated, good pace and focus and a willingness to tackle complex issues and hard often complex questions honestly and well.” – Martin Stewart-Weeks, AI Colab Workshop participant

“We feel fortunate to have the support of such an active and energetic Innovation Network Team here in Canberra. Special thanks to Hayley and Shashank for your invaluable guidance, which is instrumental as we continue to establish our startup. We are truly excited about our journey, especially knowing that we have a level of support here in Canberra that is unmatched anywhere else in the world.” – Omar Shindi, SmartMedPassport, Intro Meeting Participant

“The Innovation Connect grant has significantly impacted our business by enabling continued growth while maintaining (relatively) stable operational cash flow. This funding has allowed us to invest R&D as well as sampling, and greater prototyping efforts without as much financial strain. Overall, the grant has been crucial in supporting our innovation and long-term sustainability.” – Jack Lindsey, Hosking Bikes, Icon Grant Recipient

“Attending the AI CoLab session today was such a privilege. It’s heartening to see people from govt, tech, academia and community come together to solve for what matters most. AI for good for all. Thanks for a great session.” – Manisha Amin

“That was a very interesting workshop, thanks for the opportunity to be part of it.” – Carlos Kuhn, OpenSI, UC, AI Colab workshop participant

WORKPLAN 2024-25

Implementing the 2023-2028 Strategic Directions

Together with our clients, partners and supporters, we connect, promote and grow the ACT innovation ecosystem. In doing so, we engage with entrepreneurs and innovators, startups, SMEs and established businesses, researchers, youth and students, governments and NGOs, higher education and research institutions, corporates as well as with the general public.

STRATEGIC DIRECTIONS

Direction 1: Innovation Capacity



Build capability in segments of the community that do not identify as entrepreneurs to drive more innovation, collaboration and job creating entrepreneurship.

Direction 2: Entrepreneurial Capacity



Grow the entrepreneurial capacity of our innovation ecosystem by developing, delivering and linking programs and resources that support growth of ambitious innovation and technology companies.

Direction 3: Placemaking



Operate ACT's central innovation hub with active linkages to a powerful network of innovation precincts that work together to grow new industries and solve complex problems by leveraging science, innovation and entrepreneurship.

1.1 INNOVATION SKILLS

Objective Scope and deliver events and initiatives that introduce and enhance innovation skills and capability in the broader community, including students, researchers, government, NGOs, under-represented groups, etc.

Activities Innovation educational, networking and introductory events targeted at different audiences

KPIs
12 events, 1 InnovationACT
400 participants

2.1 ENTREPRENEUR PIPELINE

Objective Build a strong pipeline of entrepreneurs and innovators and triage them into programs and services that support their progress, and link them to funding, entrepreneur education and mentoring.

Activities Intro meetings, Innovation Connect Grants, education and networking events

KPIs 200+ participants, 150 intro meetings, 2 grant ICON funding rounds with \$400k+ deployed to 14+ ventures

3.1 ECOSYSTEM ENGAGEMENT

Objective Collaborate to design and deliver a comprehensive set of engagement activities and events that connect, grow and diversify the innovation ecosystem and support delivery of other objectives in this workplan.

Activities Marketing, outreach, PR, events, partner & external engagement

KPIs 150 events, 5,000 participants, 20 stories, 4 events for under-represented groups, 1 showcase, 10 external (intern., national, regional) engagements

1.2 COLLABORATIVE INNOVATION

Objective Design and deliver collaborative events, challenges and hackathons that activate partnerships, support growth of key sectors and help government, corporates and community address 'wicked' problems through collaboration & innovation.

Activities Collaborative innovation events, hackathons and competitions, and a series of systemic collaborations

KPIs
12 events, 300 participations, 3 sectors

2.2 GROWTH PROGRAMS

Objective Deliver programs and services that contribute to growth of innovative ventures, including deep tech, social impact, startups, scaleups and SMEs.

Activities Mill House, Griffin, Scale Up Program, SME Program, Mentor & investor network, Mentor and investor connections

KPIs 40 ventures assisted p.a., 90 founder sessions p.a., 30 mentors engaged p.q.

3.2 INNOVATION HUB(s)

Objective Deliver and grow coworking in the central innovation hub, work with others to connect their hubs into a network offering for entrepreneurs & innovators in Canberra and beyond.

Activities central hub operation and improvements, Launch on NB operation, events, coordination w other hubs

KPIs
170+ co-workers in 50+ companies
20 connected events at hubs
Expansion to open ScaleUp & SME hub

2024 IMPACT REPORT

What is the economic impact and ROI in CBRIN?

This report was prepared by PwC Australia, it estimates CBRIN's economic impact and can be downloaded at www.cbrin.com.au/impact.

Stakeholder reported benefits

Increased skills & capacity

86%

Businesses realising at least 1 identified outcome

92%

CBRIN's impact was high/critical in achieving outcomes

53%

\$1 of ACT Government funding (cash) directly supported

\$53

of *direct* GSP over 2022-2024

equivalent to

\$320m

CBRIN's contribution to business outcomes

Validate & progress new ideas

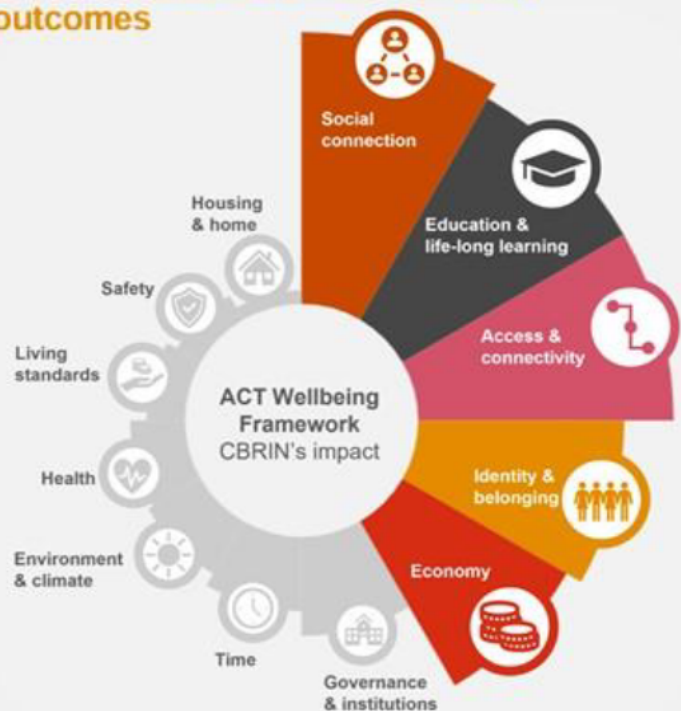
Think more commercially

Establish connections

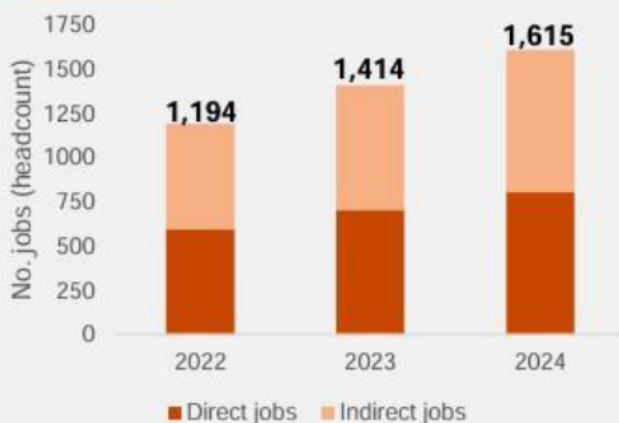
Ambition, purpose & vision

Manage a business

CBRIN's contribution to wellbeing outcomes



Employment impact by component (headcount)



GSP impact by component (\$2024, million)



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INTRODUCTION

This quarterly report presents the activities, achievements, and details relevant to the Canberra Innovation Network's approved 2023-2028 Strategic Directions and 2024-25 Workplan. The structure of the document introduces highlights and current testimonials that demonstrate the experience our target audiences have with our programs and activities. It then introduces key goals, objectives, principles, and components of the Canberra Innovation Network (CBRIN) Strategy and Workplan, as well as its KPIs. In each section we present activities that contribute to the direction. The introduction includes the CEO commentary (executive summary) on performance in the current reporting period.

CBRIN's mission is to empower entrepreneurs to make an impact and change the world. Together with our Foundation Members, partners, clients, the innovation community, and fuelled by the foundational support from the ACT Government, we are positioning Canberra as a clever, connected and creative city where entrepreneurs and businesses build on our excellence in research and innovation to create social and economic benefits for all (CBRIN's vision).

We are a not-for-profit collaboration of the leading higher education and research institutions in the ACT, the ACT Government and private sector partners who work together to coordinate, connect, promote, and grow the region's innovation ecosystem.

Our Strategic Directions and Workplan guide CBRIN to engage with a broad variety of audiences. These include:

People

- General Public
- Youth / Students
- Researchers / Innovators
- Entrepreneurs Building Startups

Organisations

- Government / Community
- Corporates
- Higher Education and Research
- SMEs / Businesses

The Workplan that we report on here supports the role of the innovation network as a key mechanism where world-class research and educational institutions partner with a proactive government and the innovation community to drive a vibrant ecosystem. This attracts, supports, and empowers creative, innovative, and entrepreneurial people as well as organisations to generate social and economic wealth, enabling impact on local, national, and global levels.

Q3 Performance: Executive Summary

This reporting period covers the quarter starting 1 January 2025 and ending 31 March 2025. Although the January to March quarters are traditionally slower, CBRIN managed to maintain a strong momentum in delivering programs, events and connections in support of innovation-led socio-economic growth in the ACT. The Q3 quarter saw us achieve or get very close to many of our annual targets.

Innovation Skills and Community Reach. CBRIN continued to deliver targeted innovation skill-building events, reaching 77 participants across six activities. The Young Entrepreneur Sprint feedback confirmed the program was valued as increasing levels of confidence among young participants aged 16-24. The outreach activities successfully engaged students, aspiring founders, and early-career professionals from diverse backgrounds, introducing them to core concepts of innovation and entrepreneurship.

Intensified Collaborative Innovation. CBRIN delivered four high-impact collaborative innovation events this quarter, drawing 129 participants from eight different sectors. Notable initiatives included the Defence Trailblazer Innovation Summit and the AI CoLab Alliance workshop. The Innovation Summit contributed to national-level connections and developing pathways for strategic university-industry collaboration. The Ai Colab Alliance workshop helped the community get better organised in how we tackle the AI opportunity in a way that benefits all. These activities strengthened CBRIN's role as a connector across government, academia, industry, and community. Overall, CBRIN brought together 293 participants in 14 events covering 14 different sectors, driving strong cross-industry linkages as part of the Collaborative innovation program delivery and support. This quarter saw the start of the Prototyping Voucher Pilot, where CBRIN plays a central coordinating role, facilitating meetings, refining guidelines, attracting applications, and conducting outreach through prototyping facility tours.

Robust Pipeline and Entrepreneurial Activity. The growth of our innovation pipeline remained strong with 122 participants across foundational workshops and events, 86 intro meetings, and 56 ICON EOIs forms sent to potential applicants this quarter. The Idea to Impact program saw a cohort of 32 entrepreneurs in its first session, ICON info session had 39 attendees, and the SME breakfast attracted 50 registrations with 39 in attendance.

Support for Growth-Stage Ventures Scaling Up. CBRIN directly assisted 80 ventures in Q3, with more than 60% beyond the startup phase and 17.5% identified as deep tech. This brings the total ventures substantially assisted by CBRIN this financial year to 111. A wide

range of scaleup and SME support formats were delivered, including the Scaleup Leaders sessions, one-on-one founder conversations, and tailored acceleration activities. Notably, Canberra innovation companies that CBRIN tracks raised over \$31.8M in funding this quarter, which shows continued investor confidence in the innovation and growth potential of the Canberra entrepreneurial ecosystem.

Social Enterprise Programs Deliver Community Impact. The Mill House Ventures drove significant impact through the ACT Social Enterprise Grant (ASEG) program sponsored by the ACT Government, with 39 applications and 20 shortlisted ventures. The cohort included community-focused initiatives such as the Women's Shed Canberra.

Ecosystem Engagement and Media. CBRIN attracted 1,297 participants across 47 events, including First Wednesday Connect and Female Founders events that included a showcase. The marketing team's sustained efforts across social media, digital advertising, and newsletter generated high event attendance and engagement. CBRIN had an exceptional month in terms of media presence including making the front page of the Canberra Times with our new offering for scale ups and SMEs on Level 4.

Coworking activity grows significantly this quarter. The coworking community grew to 216 members across Levels 4 and 5. This included 72 companies at Level 5 and 9 scaleups/SMEs in the new Level 4 Scaleup hub, which has achieved 68% occupancy. With 11 internal community events this quarter and increased cross-floor participation in growth programs and pitching events, CBRIN now serves as a vibrant, multi-sector workspace actively contributing to Canberra's innovation momentum.

Strategic National and Regional Engagements. CBRIN strengthened its inter-regional and national networks through conference participation (such as at SouthStart in Adelaide), program partnerships (such as with Commonwealth Treasury and ANZSOG on AI CoLab), and hosting thought leadership events (such as Salon Canberra City of Innovation Dinner or Defence Trailblazer Summit). These efforts aim to contribute to Canberra's positioning as a clever, connected and creative city, we aspire to be recognised as Australia's innovation capital.

Continued collaborations with Foundation Members. Collaboration with ANU, UC, CIT, UNSW Canberra and CSIRO remained strong and frequent (despite CSIRO ceasing to be a member of CBRIN this quarter), with shared projects such as the Prototyping Voucher Pilot, engagement in First Wednesday Connects, work on joint proposals and co-delivery of events.

Dashboard 2024-25

Theme	Unit	Q1	Q2	Q3	Q4	YTD	Target
INNOVAT: SKILLS	1.1 Events	17	10	6		33	12
	1.1 Participants	900	335	77		1,312	400
	1.1 InnovationACT	1	0	0		1	1
COLLABORATION	1.2 Events	5	5	4		14	12
	1.2 Participants	158	167	129		454	300
	1.2 Sectors engaged	8	9	14		18**	3
PIPELINE	2.1 Participants	248	220	122		590	200
	2.1 Intro Meetings	91	55	86		232	150
	2.1 ICON Rounds	0	1	0		1	2
	2.1 ICON Funds Deployed (\$)	0	236.5k	0		236.5k	\$400k
	2.1 ICON Grantees	0	8	0		8	14
GROWTH	2.2 Ventures Assisted	63	80	80		111**	40
	2.2 Founder Sessions	126	128	98		352	90
	2.2 Engaged Mentors	77	57	63		111**	30
ENGAGEMENT	3.1 Events	64	79	47		190	150
	3.1 Participants	2,304	2,349	1,297		5,950	5,000
	3.1 Stories	7	12	6		25	20
	3.1 Events for under-represented	2	1	2		5	4
	3.1 Showcase	0	1	0		1	1
	3.1 External engagement	7	5	3		15	10
INNOVATION HUBS	3.2 Coworkers	161	158	216		216*	170
	3.2 Companies	73	74	81		81*	50
	3.2 Events at innovation hubs	17	21	17		55	20
	3.2 Scale Up & SME Hub Expansion	1	0	0		1	1

*Highest quarterly number, not cumulative data. Note coworkers are over capacity because not all coworkers are using the facilities full-time, some are one, two or three days / week. ** Unique total per year.

DIRECTION 1 INNOVATION CAPACITY BUILDING

Goal: Build capability in segments of the community that do not identify as entrepreneurs with the aim to drive more innovation, collaboration and job creating entrepreneurship.

The core activities CBRIN focuses on under this direction include (1) the development and delivery of events that introduce innovation and entrepreneurship to the community through outreach, (2) facilitation of collaborative innovation engagements, (3) partnering with educational institutions, industry, government and non-government partners for industry and community-focused innovation and entrepreneurship activity.

Theme 1.1 Innovation Skills

Objective: Deliver and collaborate on events, initiatives and programs that introduce and enhance innovation capability and skills in the broader community, including students, researchers, trades, government and other target groups.

CBRIN works with Foundation Members (FMs) and partners to participate in and co-deliver innovation and entrepreneurship events and activations with the aim to reach more broadly into the community. This includes events for people who don't identify as entrepreneurs. The activity formats include introductory innovation skill workshops and outreach presentations, webinars, drop-in sessions on campuses or partner sites and contributions to and support of programs delivered by others.

The activities are designed to stimulate interest of the participants in innovation and entrepreneurship, especially in groups not yet deeply involved in the ecosystem. Students, researchers and staff of academic and government agencies but also corporates and community organisations are targeted through these activities.

Outcomes: Enhanced innovation skills and better awareness of the ACT innovation ecosystem in the community and within FMs, more researchers and students engaging with entrepreneurship & innovation.

Overview

In Q3 2024/25 CBRIN delivered a range of activities to help promote innovation and enhance development of innovation skills in the community as summarised below.

Event	Date	Attendance/Engagement
University of Canberra Market Day	29 Jan	15
ASE Young Entrepreneur Sprint - Workshop 4 - Visualisation Board & Emotional Intelligence	28 Jan	17
ASE Young Entrepreneur Sprint - Workshop 5 - Conflict Management & Customer Service	25 Feb	10
ASE Young Entrepreneur Sprint - Workshop 6 - Personal Branding	18 March	15
Mill House Ventures Social Enterprise Grant - Panellist	20 & 21 March	20

Event	Date	Attendance/Engagement
ANU Entrepreneurship Club Podcast Guest	18 March	NA
TOTAL	6 events	77 participants

Australian School of Entrepreneurship - Young Entrepreneur Sprint Canberra

This quarter, the Young Entrepreneur Sprint continued with three workshops. Delivered by the Australian School of Entrepreneurship (ASE), this program helps provide key innovation and entrepreneurship skills to young people 16 – 24 years old.

Workshop	Date	Attendance/Engagement
Workshop 4 - Visualisation Board & Emotional Intelligence	28 Jan	17
Workshop 5 - Conflict Management & Customer Service	25 Feb	10
Workshop 6 - Personal Branding	18 March	15

Key Highlights:

- Overall rating of the personal branding session from participants was 90%.
- 85.71% of participants felt more confident as a result of the personal branding workshop.
- 94.12% of participants said they recommend the visualisation board and emotional intelligence workshop to their friends.





Images: Young Entrepreneur Sprint Workshops and cohort, photos from ASE

Media Highlight



Theme 1.2 Collaborative Innovation

Objective: Design and deliver collaborative events, challenges and hackathons that activate partnerships, support growth of key sectors and help academia, government, corporates, and community address problems through collaboration & innovation.

We work with higher education and research institutions, government, corporates, and non-government organisations to initiate and support customised open and collaborative innovation events and programs that leverage open innovation methods and stimulate collaborative and productive interactions with industry and entrepreneurship. We continue to grow our offering including events such as collaboration labs (collab labs), co-design sessions, hackathons, innovation challenges, competitions, and activations helping people and organisations address difficult challenges through collaborative innovation, engaging our innovation sector capabilities, generating deal-flow for other programs and building connections and momentum within ACT key sectors. We also support, organise and facilitate systemic collaborations that grow our innovation ecosystem and contribute to its innovation culture, coordination and vibrancy.

Outcomes: More collaborative activities in key sectors of the economy, more innovation and collaboration applied across government, academia and industry. Measured retrospectively in annual analysis of collab lab attendances, feedback surveys and reports.

Overview - Collaborative engagements

In Q3 2024/25 CBRIN delivered a range of collaborative innovation activities.

Collaborative engagements	Date	Attendance
City of Innovation Dinner	19 February	22
Experience Innovation Workshop	13 March	23
Defence Trailblazer Innovation Summit	17 March	48
AI CoLab Alliance Collab lab	24 March	36
Total	4 events	129

Sectors engaged: 8 (community, defence, academia, education, artificial intelligence, construction & property, legal, creative)

Salon Canberra CBRIN City of Innovation Dinner at Canberra Airport

19 February 2025, 22 Participants, Canberra Airport, International Lounge

CBRIN partnered with Salon Canberra and Canberra Airport to deliver an event focused on the performance and potential of Canberra as a City of Innovation. The dinner was sponsored and hosted by Richard Snow, Head of Property at Capital Airport Group and there was a number of key stakeholders in attendance.

Participants: [Dr Victor Pantano](#), Director, Liquid Instruments, Keynote Speaker; [Petr Adamek](#), CEO, Canberra Innovation Network; [Hala Batainah](#), Chair, Canberra Innovation Network; [Simon Butt](#), Past President, Master Builders Australia; [Catherine Carter](#), Director, Salon Canberra; [Dr Craig Davis](#), GM Growth, Canberra Innovation Network; [Jennifer Cunich](#), Chair, Suburban Land Agency; [Johnathan Efkarpidis](#), Director, Molonglo Group; [Ben Fuller](#), Partner, Minter Ellison; [Elvis Gleeson](#), Director, Creative Guild; [Annabel Griffin](#), Partner, King & Wood Mallesons; [Michelle Jasper](#), Chair, CBRIN Advisory Committee; [George Katheklakis](#), Managing Director, KDN Group; [Ken Kroeger](#), CEO, Epicorp; [Louise Morris](#), Director, Morris Legal Group; [Tori Murray](#), Senior Aviation

and Space Manager, Canberra Airport; [Prof Tim Senden](#), Director, Research School of Physics; ANU; [Bill Shorten](#), Vice-Chancellor and President, University of Canberra; [Sharyn Smith](#), COO, Canberra Innovation Network; [Richard Snow](#), Group Head of Property, Canberra Airport; [Arran McKenna](#), Graphic Facilitator, Karen Billington, AECOM.



Image: graphic image capturing discussion, created by Arran McKenna

*"Dr **Victor Pantano** led a fascinating discussion on how Canberra can turn great ideas into real outcomes. Convergence was one of the key themes - the idea that Canberra's universities, research institutions and industry hubs form a natural innovation corridor. Strengthening connections between UC, ANU, CSIRO, CIT, the AIS and Canberra's health and business precincts could unlock new opportunities for collaboration, investment and economic growth. The conversation, attended by a cross-section of leaders, reinforced the need to forge better connections, encourage local investment and strengthen industry-university partnerships."*

Catherine Carter, Salon Canberra





Images: photo collage of Salon Canberra City of Innovation Dinner

Experience Innovation Workshop | Veracity Innovation x CBRIN

13 March 2025, 23 Participants, CBRIN: Events Room Level 4

CBRIN partnered with Veracity Innovation for an immersive workshop exploring how experience-driven approaches unlock innovation and creativity. Participants were invited from CBRIN's extended team network to provide feedback on the experience and evaluate how these methods could benefit people in their own sector or organisation.

The session challenged participants to think differently through hands-on activities engaging the senses, like building shadow sculptures inspired by a childhood memory and assembling components blindfolded based on verbal instructions.

The unconventional tasks inspired reflection on trust, communication, and valuing diverse perspectives – all elements needed for effective cross-sector collaboration. The participating ecosystem facilitators were exposed to new innovation methods, and by working together they strengthened relationships across sectors, contributing to the ACT's capacity for collaborative problem-solving.

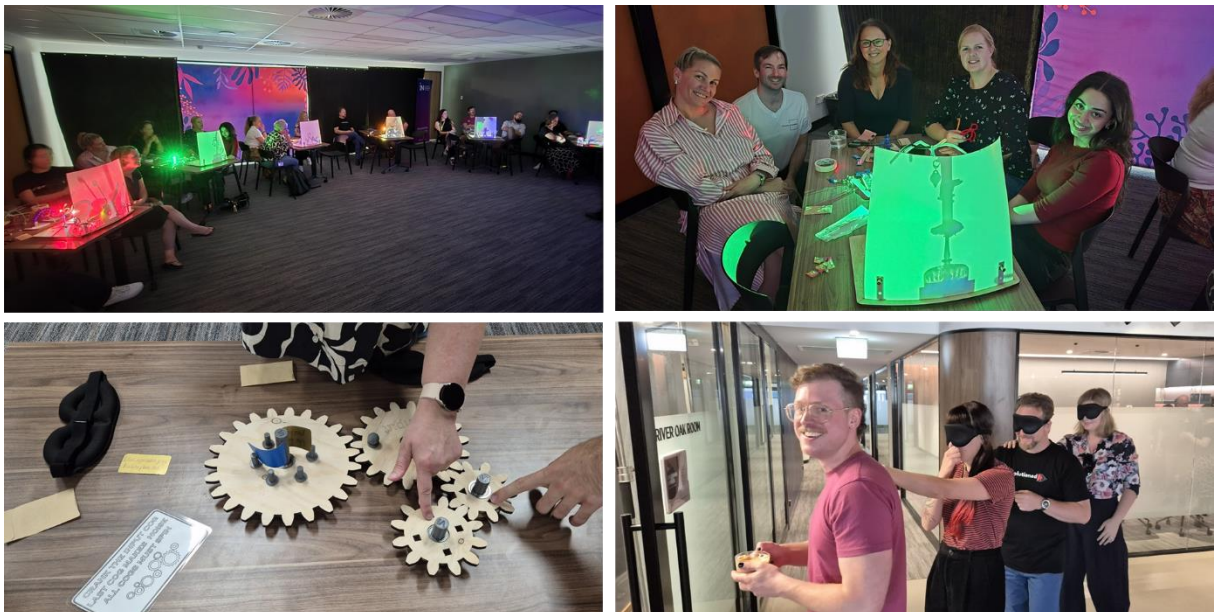


Image: Experience Innovation workshop with Veracity Innovation

Defence Trailblazer Innovation Summit

17 March 2025, 48 Participants, CBRIN: Level 4

CBRIN hosted and facilitated the Defence Trailblazer Innovation Summit, a full-day event designed to identify new ways to strengthen university-industry collaboration. The summit attracted close to fifty selected national innovation ecosystem representatives from across the academia, government, industry, entrepreneurship and venture capital sectors. The panels, keynotes and collaborative exercises focused on identifying supports, structures, and relationships needed to accelerate the national and local innovation pipeline.

CBRIN's facilitation contributed to atmosphere and a space for direct interaction among participants, introducing topics and initiating conversations focused on removing the barriers to effective collaboration within the national innovation ecosystem. The summit helped identify clearer pathways for translating research into real-world applications and developing the skilled workforce needed for Australia's sovereign capacity and knowledge-based industry growth. The outputs from the panel and roundtable discussions were analysed and incorporated into Defence Trailblazer's recommendations to university governance groups, university and industry upskilling, as well as a combined Trailblazer response to the SERD (Strategic Examination of R&D) consultation.



Image: Panel Discussion on Innovation Perspectives - trust, empathy and understanding business needs. What human and other factors support university-industry collaborations to succeed, and how are they achieved? Dr Michelle Perugini, UniSA Ventures; Dr Dimity Dornan, AO, Bionics Gamechangers; Duane Rivett, Fivecast; Paul Daly, Defence Trailblazer; Dr Sanjay Mazumdar, Defence Trailblazer



Image: Fireside Chat on The Art and Science of Collaboration. What are the tangible and intangible elements of successful collaborations, and how are they achieved in complex contexts? In conversation with Anne-Marie Perret, investor, Dr Ariella Helfgott, World Energy Council



Image: Emeritus Professor Ian Chubb, Chair of the Inter-Governmental Policy Reform Group who leads the Strategic Examination of Research and Development.



Image: Defence Trailblazer team with Emeritus Professor Ian Chubb

Testimonials

"Such an invigorating day yesterday at the Canberra Innovation Network attending and speaking at the Defence Trailblazer Innovation Summit in Canberra organised by UNSW and University of Adelaide! Thank you, Petr and everyone for such a stimulating, insightful event." - Dimity Dornan, AO

"Thanks for hosting and facilitating, it was a great day. Hopefully we can convert to action!" - Liz Kobold, UNSW



Image: Participants working in groups during the Defence Trailblazer Innovation summit

AI CoLab Alliance: Action Cluster Ignition Collab Lab

24 March 2025, 36 Participants, CBRIN: Level 4

CBRIN is a member of the [AI Colab Alliance](#). This project was initiated by the Commonwealth Treasury and co-designed in collaboration with [ANZSOG](#), the [Gradient Institute](#) and CBRIN. The AI Colab Alliance unites partners from government, non-profit, industry, and academia addressing the challenge of siloed approach to AI and has a mission to ensure that AI is accessible, inclusive and benefits all.

On 24 March 2025 CBRIN facilitated a collab lab for the AI CoLab Alliance to generate 'action clusters' by aligning experts around shared capabilities and areas of focus and interest. The session involved participants from across the quadruple helix (academia, business, government and community) identifying key concerns and opportunities regarding AI, collaboratively refining the provided mission & capability matrix, and then mapping their individual expertise and engagement interests onto the framework. This structured process generated common themes – including concerns about AI reinforcing systemic barriers, opportunities for transforming public services, and challenges in representing diverse cultural contexts. The mapping also clearly highlighted areas of strong collective interest and specific expertise gaps within the Alliance.

Testimonials

"Well designed, very well facilitated, good pace and focus and a willingness to tackle complex issues and hard often complex questions honestly and well." – Martin Stewart-Weeks

"Was great to attend - fantastic to see cross-sector participation across the public and private sectors." – Hugo Cook

"Thoroughly enjoyed the event. Important conversation on the future role of AI in government" – Annabelle Taggart

"Attending the AI CoLab session today was such a privilege. It's heartening to see people from govt, tech, academia and community come together to solve for what matters most. AI for good for all. Thanks [facilitators] for a great session." – Manisha Amin

"That was a very interesting workshop, thanks for the opportunity to be part of it." – Carlos Kuhn, OpenSI, UC



Image: AI CoLab participants

Other Collaborative Engagements

In addition to collaborative innovation events delivered by CBRIN as described above, the CBRIN team engages in or supports other activities that utilise or benefit from collaborative innovation methods and contribute to Direction 1 helping build capability in segments of the community that do not identify as entrepreneurs with the aim to drive more innovation, collaboration and job creating entrepreneurship.

Collaborative Engagements	Date	Attendance
Schoolyard Greenprint: Student Needs and Strengths Workshop	4 February	18
Prototyping Voucher Pilot Milestone 1 & Steering Committee Meetings	20 February, 1 March, & 20 March	16
UC Workshop 7 Prototyping Facilities Tour	12 March	4
Boho Interactive Workshops	18 & 19 March	40
Stakeholder Advisory Committee Meeting #27	20 March	12
Illuminate Community Challenge: Canberra Girls Grammar School	25 & 28 March	74
Total	10 events	164

Sectors engaged: 6 (education, research, government, advanced manufacturing, community, sustainability)

Schoolyard Greenprint: Students' Needs and Strengths Workshop

4 February 2025, 18 Participants, Virtual Session

Designing inclusive schoolyards requires diverse insights, as there's no single solution for student well-being. CBRIN participated in UC's Schoolyard Greenprint workshop, joining specialists from education, health, design, and community advocacy (including disability, neurodiversity, anti-bullying, mental health, and First Nations perspectives). We aimed both to share expertise on facilitating accessible events and to learn more about what makes particular methods of collaborative problem-solving effective. Discussions explored student well-being and strengths-based design.

National Australian Student Wellbeing Framework

Provides guiding principles for supporting student wellbeing in school, **but sits separate to the design criteria of school facilities.**

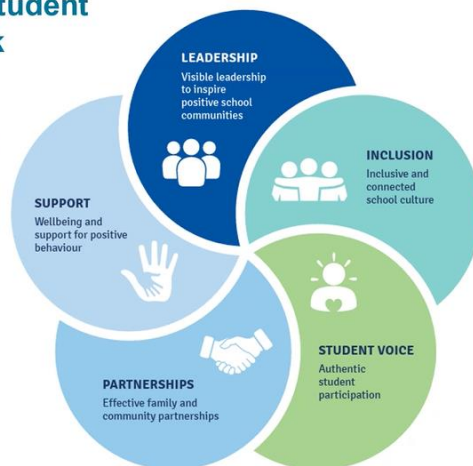


Image: A slide on the National Australian Student Wellbeing Framework from the virtual workshop presentation

Prototyping Voucher Pilot | Milestone 1 & Steering Committee Meetings

20 February, 1 March & 20 March 2025, 16 participants, Hybrid: CBRIN level 5, Virtual

The ACT Prototyping Voucher Pilot (PVP) officially commenced on 18 February 2025. The inception report submitted to the ACT Government detailed the pilot's progress and the completion of Milestone 1 deliverables: forming the Steering Committee, appointing the Project Coordinator, and developing the program guidelines.

The Steering Committee meeting on 20 February 2025 saw Petr Adámek (CBRIN) elected as Chair and Jack Cassidy (CBRIN) appointed as Project Coordinator. Representatives and alternates were nominated from each partner institution: ANU, UC, CIT, and UNSW Canberra. The second meeting on 20 March 2025 focused on refining the application and recipient processes. Since its announcement, the project has received its first applications, and the team has begun meeting with potential applicants to discuss their prototyping needs.

The Committee is processing current applications, marketing the vouchers, and preparing to distribute the first vouchers next quarter. Monthly meetings will continue to process applications, report on the pilot's progress, and improve how it is implemented.

UC Workshop 7 Prototyping Facilities Tour

12 March 2025, 4 Participants, University of Canberra: Building 7

To better connect innovators with resources through the Prototyping Voucher Pilot CBRIN visited UC's Workshop 7 facilities. Workshop 7 provides access to experts and tools to create value for entrepreneurs and their innovation projects as part of the PVP.



Image: (left) 3D printing robotic arm and printed stool, (middle) weaving machine, (top right) woven bench, (bottom right) stools made from unusual material pairings

Boho Interactive Workshops: *Found in Translation* & *Best Festival Ever*

18 & 19 March 2025, 40 participants, CBRIN & Canberra Street Theatre

CBRIN participated in two Boho Interactive workshops using gameplay to model complex systems and exploring fresh approaches to understanding collaboration. *Found in Translation* simulated running a restaurant to explore researcher and research-user dynamics, while *Best Festival Ever* used board game mechanics for festival management, balancing conflicting goals under pressure.

These simulations demonstrated the importance of communication, trade-offs, and systems thinking in collaborative work. Prioritisation and compromise emerged as themes in both workshops. The games highlighted two essentials for effective collaborative innovation: work together, and don't let 'perfect' be the enemy of 'good'. These workshops serve as frameworks to break down silos and deepen people's understanding of the impact they can have in the ACT's innovation ecosystem.



Image: *Best Festival Ever* (left), *Found in Translation* (right), Photo credit to Boho Interactive



Image: Found in Translation session held in CBRIN

Stakeholder Advisory Committee Meeting #27

20 March 2025, 12 participants, CBRIN

CBRIN hosted its 27th Stakeholder Advisory Committee Meeting with key ecosystem representatives. The committee reviewed the 2024-25 work plan progress and provided input on the upcoming 2025-26 plan. Committee members contributed ideas on growing community innovation interest, helping entrepreneurs build impactful Canberra companies, and creating a connected ecosystem. Recommendations included developing relatable innovation case studies, creating industry partnerships, mapping the ecosystem, supporting youth entrepreneurship, improving mentorship programs, and promoting stories about successful local innovation using the network's platforms.



Images: CBRIN's advisory committee in discussion

Illuminate Community Challenge: Canberra Girls Grammar School

25 & 28 March 2025, 74 Participants, Canberra Girls Grammar School

Connecting with the next generation of innovators, CBRIN provided mentorship and judging for Canberra Girls Grammar's Year 6 Illuminate Community Challenge. This intensive week guided 70 students, facilitated by Illuminate Education Australia, through a design thinking process focused on local issues linked to UN Sustainable Development Goals. The participating student work focused on real-world problems – from youth financial literacy apps to sensory-friendly smart pyjamas. Many teams felt compelled to solve problems they had not yet fully experienced because they wanted to help people. This underlying community-mindedness steered them towards completely novel ideas, which the program then helped turn into practical solutions.



Images: The Canberra Girls Grammar School Hall set up for the Illuminate Community Challenge

DIRECTION 2 ENTREPRENEURIAL CAPACITY BUILDING

Goal: Grow the entrepreneurial capacity of our innovation ecosystem by developing, delivering, and linking programs and resources that support growth of ambitious innovation and technology companies.

Our activities under this direction focus on active development and support of a strong pipeline of entrepreneurs and their innovation projects. They will also include development, delivery and evaluation of growth programs to companies from pre-startups, startups, scaleups to SMEs. More broadly CBRIN connects companies to funding, expertise, tools, resources and opportunities that enhance their capabilities and progress.

Theme 2.1 Entrepreneur Pipeline

Objective: Build a strong pipeline of entrepreneurs and innovators and triage them into programs and services that support their progress, link them to funding, entrepreneur education and mentoring.

Under this Theme / Objective CBRIN delivers events and other engagements that inspire and inform entrepreneurs. We also deliver workshop programs that strengthen entrepreneurial skills and grow participants' capacity to build or contribute to high growth companies. We conduct introductory meetings with entrepreneurs and triage them into other activities, connect them with mentors and sources of funding and support. We also work on attracting a strong and diverse pool of applicants for INNOVATION CONNECT grants program in partnership with the ACT Government to provide matched funding to set innovation companies on their growth journeys.

Outcomes: Strong and diverse dealflow of quality participants apply to growth stage initiatives in the ACT. Measured by annual retrospective review of applications and reports.

Events, Workshops and Programs Overview

CBRIN delivers events, webinars, panel discussions, and other engagements that inspire and inform entrepreneurs. The workshop program strengthens entrepreneurs' skills in key areas and strengthens their capacity to build high growth companies.

The table below summarises the activities completed under this theme. Note that Net Promoter Score is used to measure participant satisfaction and is a harsh measure with scores ranging from -100% to +100%. A full explanation of how this is calculated is provided at the end of this report.

Workshop / Event	Date	Attendance	Net Promoter Score
Idea to Impact Workshop 1	19 March	32	85%
Founder Collective mentor mixer	20 February	12	-
SME Breakfast	20 March	39	86%

Workshop / Event	Date	Attendance	Net Promoter Score
ICON Last Minute Info Session	27 March	39	-
Total	4 events	122*	85.5

* Campus Plus sales workshop delivered in collaboration with CBRIN not counted

Idea to Impact Workshop Series

19 March 2025: 32 participants; NPS 85%

The Idea to Impact Workshop Series kicked off this quarter with revitalised content that appeals to a broader segment of entrepreneurs and innovators. The cohort intake saw 42 participants across 32 projects. There were 32 participants (include 14 women) in the first workshop for the year, where the following topics were covered:

- Introduction to lean innovation methods
- Customer validation
- Finding market need



Image: Idea to Impact workshop 1 participants – 19 March 2025

Testimonials:

"The instructors' ability to connect theory to real-world scenarios was exceptional, making this workshop a highlight that exceeded my expectations. They provided valuable tools for defining, perfecting, and validating ideas, underscoring the importance of customer feedback for achieving success. The dynamic, collaborative environment and their inspiring dedication made this a transformative experience. I highly recommend this workshop!" – Pankaj Patole

"I would say if you have the burning desire within you to start something and need some solid foundational guidance to start out, this workshop would definitely be the one to go to,

as it has all the necessary information and prerequisites needed to start out ideas in a productive way (more of the business side of project and not technical details).” - Anubhav Karki

*“This workshop provides a very useful technique to engage with prospective customers without feeling the pressure to sell your idea. The switch from selling to listening is a relief. The role play moves it from theory to practice and deeper understanding of the method.”
- Mark Pickering*

SME Breakfast

20 March 2025, 39 attendees, NPS 86%, Canberra Innovation Network

CBRIN held the quarterly SME Breakfast with 39 SME representatives, including a variety of new SMEs who have not engaged with CBRIN previously. The theme was ‘Rethinking Business As Usual’; we asked the attendees to think about what assumptions or practices they’re willing to challenge this year, and to think about how they balance maintaining what works with innovative or new approaches in business.

The theme stirred up strong discussion with participants sharing what they’re willing to change and what lessons they’ve learned from challenging stagnant business practices in the past. At the end of the session, several participants spoke up to share learnings with the broader group that they learned or what surprised them throughout the breakfast.



Image: Photo of SME Breakfast, 24 October 2024

CBRIN also shared key resources for SMEs in the community, including Canberra Business Advice and Support Service (CBASS), Beyond Blue’s New Access for Small Business Owners (NASBO), the Canberra Business Chamber (CBC) and CBRIN’s upcoming SME Business Accelerator in May.

Testimonials:

“A fantastic way to start the day—connecting with like-minded small business owners for an open and honest discussion about the challenges SMEs face. A well-organised and insightful event!” – Malisa Lengyel, Simply SecOps

"This event shocked me in a good way, super positive vibes with an amazing collective energy of builders. Worth every minute." – Ben Simmonds, Simmonds and Co.

Founders Collective

Founders Collective is an open facilitated group for startup founders who are out of the ideation phase, navigating the challenges of finding early customers and bringing their product to market.

This series of afternoon events connect likeminded founders as they face similar challenges working on their projects. Sessions include peer-to-peer sharing of insights, goal setting, accountability and problem solving. Other sessions focus on important themes such as finding and delivering on early sales, clarifying value proposition, navigating challenges and getting your product to market.

20 February 2025: 12 entrepreneur participants (7 mentors, 2.2 Mentor Network Activation)

The first Founders Collective session for the year was a mentor mixer collaboration event. It brought together 12 founders with 7 mentors to share their goals and challenges for the new year and make exciting connections for the future.



Image: Founders Collective, 20 February 2025

Intro Meetings

86 held this quarter, 100% NPS

The CBRIN Growth team regularly engages with new Canberra-based innovators and entrepreneurs in one-on-one meetings that can be booked via the CBRIN website. At these intro meetings we listen, ask questions, provide feedback and triage after we assess the relevance of the projects and level of progress into various programs; including Innovation Connect (ICON), SME Program, GRIFFIN Accelerator, The Mill House and Idea to Impact.

Intro Meetings aim to add value to entrepreneurs by asking thought-provoking questions as well as linking them to relevant support networks, or activities.

Testimonials:

"We feel fortunate to have the support of such an active and energetic Innovation Network Team here in Canberra. Special thanks to Hayley and Shashank for your invaluable guidance,

which is instrumental as we continue to establish our startup. We are truly excited about our journey, especially knowing that we have a level of support here in Canberra that is unmatched anywhere else in the world.” – Omar Shindi, SmartMedPassport

Innovation Connect Grants

Innovation Connect (ICON) is a grant program that CBRIN delivers in partnership with the ACT Government since September 2018. ICON provides between \$10,000 and \$30,000 matched funded grants to support innovative projects towards developing a proof of concept or prototype and assist with the early stages of commercialisation.

Current ICON Grant Funding Round

- ICON opened for expressions of interest from 13 January 2025, submissions were set to close on 10 April 2025
- 56 invitations to submit an expression of interest have been sent out to eligible projects
- A Last Minute Info Session was held online on 27 March 2025, with 71 registrations for the event and 39 attendees
- The panel for the current round have been selected and include experienced Canberra business people across various industries:
 - Renee Beerworth, HR and culture specialist, and Founder of Spinach Ventures
 - Edward Bertram, Strategic Partnerships at Australian National University
 - Vicki Williams, Experienced senior executive, Adjunct Professor at University of Canberra
 - Shooby Kandel, Innovation & Growth Expert, Founder & Managing Director of What Works Global

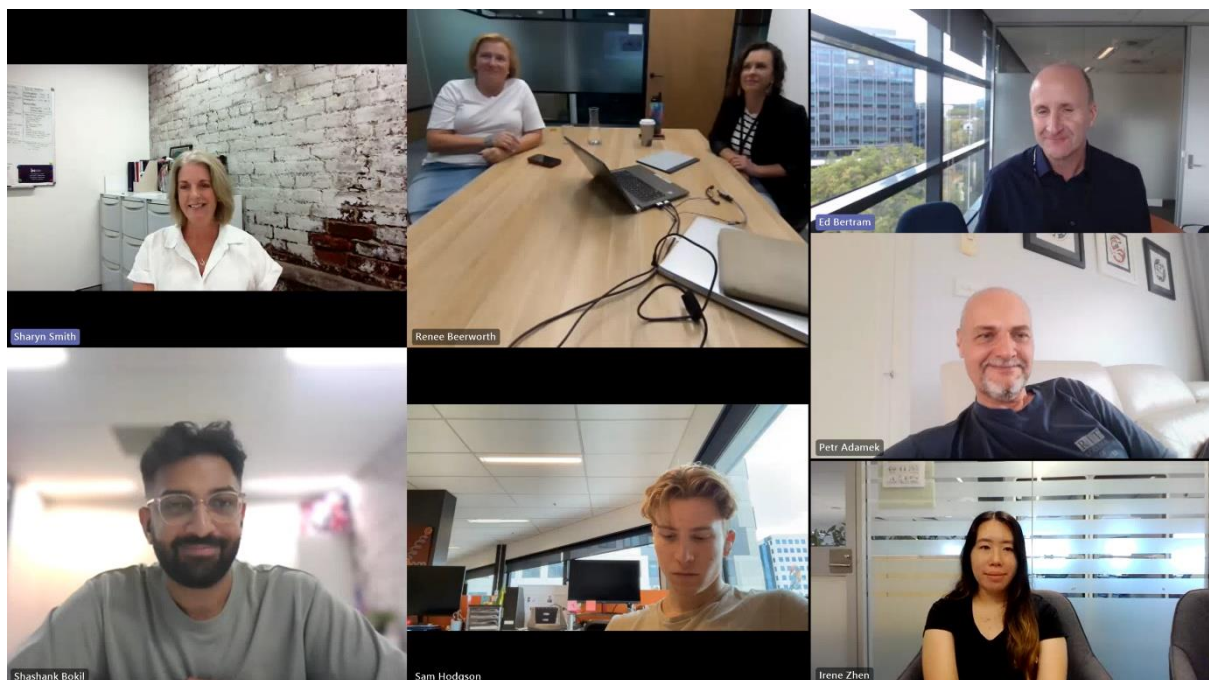


Image: screenshot from the panel alignment session on 28 March 2025

Grant acquittals this quarter

3 projects acquitted their ICON grants this quarter, demonstrating how they met the milestones in their agreements. Key achievements included progress with early sales and team growth.

Company	ICON Round	Highlights
Mileva Security Labs Mileva Security Labs offers advisory and training on AI and AI Security, and this grant will support our first product - a SaaS solution that helps organisations conform to AI standards and regulations and manage their AI risk.	April 2024	Mileva Security Labs tool has been recognised as one of the only solutions in the market addressing AI risk from a practical and quantitative perspective. They presented at the UK's National Cyber Security Centre's AI Security conference in March 2025
BOOST Health Labs BOOST Health Labs is a company dedicated to helping people recover from chronic pain through its innovative flip* pain recovery system. The company was created to provide effective solutions where traditional approaches often fall short. BOOST Health Labs is on a mission to make pain recovery accessible to everyone.	April 2024	Built and launched a new website, which included a page for individuals to sign up for Beta Testing. Completed MVP and ready to commence Beta Testing with several key groups, including 237 individuals who registered expressions of interest through the new website.
SightData Sightdata's purpose is to make safety smarter, by empowering EHS professionals to make informed data-based decisions to reduce workplace injuries.	October 2024	Achievements for Sightdata are related to early customer discussions with major road infrastructure companies. They have also had interest within heavy industry sectors such as construction who could potentially use this to detect and identify falling objects to alert workers.

ICON Testimonials:

"The Innovation Connect grant has significantly impacted our business by enabling continued growth while maintaining (relatively) stable operational cash flow. This funding has allowed us to invest R&D as well as sampling, and greater prototyping efforts without as much financial strain. Overall, the grant has been crucial in supporting our innovation and long-term sustainability." – Jack Lindsey, Hosking Bikes

Theme 2.2 Growth Programs

Objective: Coordinate and deliver programs and services that contribute to growth of innovative ventures, including deep-tech, social enterprises, startups, scaleups and SMEs.

Under this theme / objective CBRIN supports the MILL HOUSE Ventures to deliver programs that grow innovative social enterprises (such as via their GRIST accelerator program). We also work with local mentors and investors to support a high-growth startup accelerator program for pre-investment startups (GRIFFIN Accelerator). In addition, CBRIN delivers a set of its own Growth Programs for scale ups, research-intensive spinouts and ambitious innovative SMEs and builds a network of mentors and investors to connect them to founders and innovative projects including through an annual investor showcase.

Outcomes: Significant achievements of local innovation companies, Investments in local innovation companies

Overview

CBRIN acceleration services are delivered to assist growth stage startups (>\$100k investment or revenue) and accelerator startups selected by mentors including research spinouts.

The SME program engages with established Small and Medium Enterprises (SMEs) with innovation potential.

The incubation and scale up programs aim to deliver targeted, impactful engagement with projects that are innovation driven and report one or more of: significant capital raised, customer revenue or team expansion. Companies with substantial intellectual property assets are included where there are good prospects for commercialisation.

The above growth programs are delivered in a range of formats for specific groups:

- The Mill House Ventures – programs targeting social impact ventures
- Founder Sessions – value add one on-one engagement with entrepreneurs
- Mentor network activation
- Investor connections
- Growth labs – targeted, intensive workshops with companies
- SME Accelerator
- Scale Up Leaders Group – small-group facilitated peer-to-peer discussions for leaders of companies at the scale up stage
- Scaleup Masterclass – advanced workshop content for scaleup companies
- GRIFFIN Accelerator – mentor-led 3-month intensive program for startups selected by mentors
- External program referrals

This quarter we tracked 80 ventures assisted by CBRIN growth programs. This includes GRIFFIN Accelerator, SME Accelerator, Scaleup Program, investor connections and founder conversations, feedback sessions, growth discussions and strategic discussions.

Ventures assisted in these programs are well spread across startup, early growth, scale up and small business as shown in the table below.

Fourteen (17.5%) of the ventures currently engaged are in the “deep tech” category, with significant intellectual property from research. 49 (61.25%), out of the 80 assisted this quarter are ventures beyond startup stage.

Distribution of Active Companies (by Category)	#	%
Startups	31	39%
Early Growth: 100k to 1m raised, or 3+ FTE and innovation driven	19	24%
Small business 3 – 20 FTE and innovation potential	14	18%
Scaleup: Innovation-driven and >1m raised, or 20+ FTE employees	11	13%
Medium business 20+ FTE with innovation potential	3	4%
Impact company: high growth and 50+ FTE	2	2%
Total ventures assisted this quarter	80	

The Mill House Ventures Limited

The Mill House Ventures (TMHV) supports social innovators to explore trading models that sustain and accelerate measurable impact in Canberra and region. The Mill House Ventures creates complimentary pathways through entrepreneurship for founders who are Change Agents looking for viable and sustainable ways to create, measure and sustain impact to address systemic disadvantage.

The Mill House Ventures offers programs specifically catering to emerging and maturing social enterprises of our region. TMHV also provide work-integrated learning experience to University of Canberra students to provide them with exposure to this asset class and raise awareness of this way of trading.

Activities during Period

- TMHV managed the delivery of the 2nd year (of 2) of the pilot ACT Social Enterprise Grant (ASEG) program which provides \$360k in matched grant funding for early stage and start-up social enterprises. Funding provided by ACT Government.
*39 Applications requesting \$1.05million in funding
*20 Shortlisted to participate in Independent Assessment Panel Q&A sessions
*Independent Assessment Panel members are Miranda Garnett (Bellchambers Barrett), Kashif Cheema (Service One Mutual) and Irene Zhen (CBRIN)
- TMHV engaged Alumni Belinda Newham, now a Partner with Parbery Consulting, to undertake qualitative and quantitative impact data gathering and reporting on Year 1 of ASEG program
- TMHV held 2025 Programs Launch at Ann Harding Centre, University of Canberra for nearly 90 guests including Minister for Business, Arts and Creative Industries, Michael Pettersson MLA and included a panel conversation with Australian of the Year Local Heroes, Vanessa Brettel and Hannah Costello (Alumni - Cafe Stepping Stone)

- 2023-24 ACT Social Enterprise Grant recipient, Sunita Kotnala, CEO of Women's Shed Canberra, announced as Canberran of the Year
- TMHV CEO engaged as Sessional Lecturer by University of Canberra to deliver Social Enterprise unit in Semester 1
- TMHV engaged Social Entrepreneur-in-Residence, Murray Coates, to begin new REFINE activation with Little Luxton. The REFINE program targets established social enterprises in need tailored short term consulting to refine practices, overcome a challenge, gain access to a new opportunity, or any other assistance you may require through funding provided by Snow Foundation.
- TMHV CEO participated as an assessor/panellist in the Stronger Communities Grant round coordinated by the office of Andrew Leigh MP
- TMHV Programs Manager pitched at the March CBRIN FWC event
- TMHV CEO and Programs Manager participated in the Experience Innovation activity at CBRIN, an immersive innovation event facilitated by Veracity Innovation
- TMHV Board conducted regular meeting
- TMHV CEO attended "UnCharitable" screening at Parliament House
- TMHV CEO attended launch of Women's Shed Canberra new location along with Chief Minister, Andrew Barr MLA
- TMHV CEO attended Impact Investment Summit 2025 in Sydney
- TMHV CEO participated in CBRIN Extended Team Monthly meetings

Table 1: Key Activities

Q3 (Jan - Mar 2025)	Totals
Social Enterprise Consultations	79



Image: Ivan Slavich, CEO of Bendigo Bank speaking at the Mill House Program Launch

Founder, Mentor and Outreach Conversations

One of the most important ways the growth programs add value is through team members meeting directly with entrepreneurs and mentors.

Engagement	Numbers
Founder Conversations	94
Intro Meetings	86
Mentor / Expert / Investor Engagement (# of mentor conversations)	31
Feedback meetings	4
Coworker Engagement (subset of Founder Conversations)	32
Deep tech company engagement (subset of founder conversations)	20
SME meetings (subset of founder conversations)	28
Total Meetings	215*

* Note total meetings is less than sum of the listed meetings as some meetings serve a dual purpose e.g. feedback + founder conversation or SME meeting + founder conversation.

Intro Meetings are early contact with entrepreneurs - see section 2.1

Founder Conversations are a very important way that we add value to entrepreneurs by discussing business challenges or opportunities.

Mentor / Expert / Investor Engagement conversations enable the team to better understand the skills and interests of mentors, experts, and investors.

Feedback meetings refer to meetings specifically booked and held with participants who were unsuccessful in program applications and were interested to understand the feedback from selection panel or CBRIN.

Coworker Engagement conversations are also tracked to support coworking - section 3.2



Craig Davis • You

18h ...

GM Growth Programs at Canberra Innovation Network

Looking forward to seeing what you achieve with onestack (or other projects) as a digital nomad

Like · ❤️ 1 | Reply · 1 Reply



George Vlachos Author

18h ...

Open-sauce | Just doing it | Automating the world

Craig Davis Thank you Craig! Your advice so far has been invaluable - will definitely keep in touch!

Image: Screenshot of feedback from founder conversations