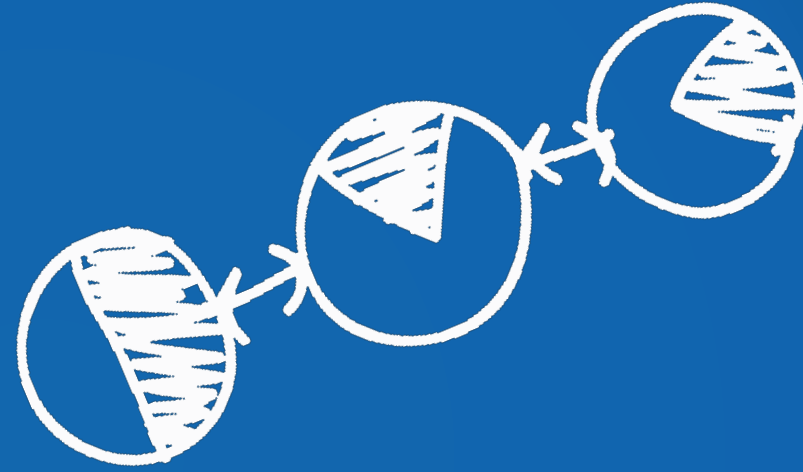


August 2017

# BIIA PRESENTATION

---





# CHANGING NATURE OF BUSINESS INCUBATION

# What about space? Incubation in the 21<sup>st</sup> century

- New models: accelerators, maker-spaces, co-work spaces and enterprise hubs
- What worked in the 80s and 90s before the internet is no longer valid
- New generation of entrepreneurs have been taught to work in a different way to older workers
- Space is no longer a constraint on business growth or barrier to entry

# International Trends

- Everyone is searching for growth businesses
- People working on better selection processes
- Incubators target all entrepreneurs
- Venture capital is NOT required for growth (perhaps even avoid it)
- Types of space – co-working, accelerators, incubators
- Looking for financial sustainability – what does success look like?

# Changing times...

- Questioned the impact of traditional business incubation start-ups
- Looked at international evidence of growth and innovation from SMEs
- Made a radical decision

**Close our business incubators!**

# New Model

- Focus is on scale-ups
- Looking to commercialise IP from existing businesses
- Join supply chains and look to export
- Need a space to collaborate and network
- But not as an office and base of operations
- Still working on the financial model – time will tell!

# Questions for Discussion

- What does a successful incubator look like today?
- What type of clients? Can you differentiate? How?
- What does a growth business look like?
- Can you pick them in advance?

