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VENTURES

ilab Accelerator



PITCH NIGHT

2024 CHAPTER TWO



Turning innovators into **founders**

UQ Ventures

The University of Queensland's (UQ's), entrepreneurial community is diverse, multi-disciplinary, and passionate. Through UQ Ventures, the University provides support at every stage of the innovation journey, from flexing creative muscles to understanding the market and launching a startup or social enterprise.

While you can't predict the future, we know you can develop the knowledge, networks and skills to flourish wherever life takes you. Entrepreneurial thinking is a universal mindset that applies to every discipline, industry, and stage of discovery – and we're proud to support the next generation of game-changers.

ventures.uq.edu.au
#ilab2024

ilab Accelerator

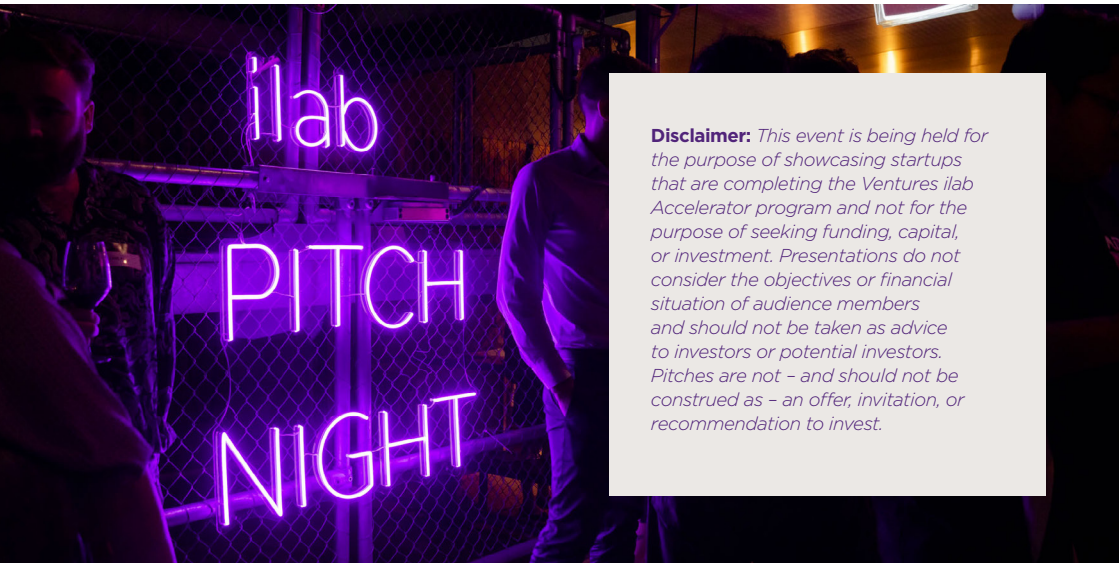
Throughout the past 14 years, UQ's ilab Accelerator and incubator programs have supported more than 300 startups. These startups have gone on to raise more than \$430 million in investments and have made their mark on a range of industries, locally and internationally.

The Ventures team, including Entrepreneurs in Residence Abbey Cameron and Angus McLachlan, have worked tirelessly with our entrepreneurs for the past three months, providing mentorship and sharing real-world business experience.

The ilab Accelerator Pitch Night is a chance for these founders to share their ideas and game-plan, and to launch their business into the next stage of development.

Event overview

Time	Description												
5:30pm	Doors open												
6:15pm	Opening remarks												
6:25pm	Pitches and Q&A												
	<table><tbody><tr><td>1. Lilo Living</td><td>7. Cauldron Today</td></tr><tr><td>2. Bach</td><td>8. Inoya</td></tr><tr><td>3. Knowa</td><td>9. Mushee Co.</td></tr><tr><td>4. Fortus</td><td>10. Speechy</td></tr><tr><td>5. Makhana</td><td>11. Apex Fitness</td></tr><tr><td>6. Sunflower AI</td><td>12. Blunge</td></tr></tbody></table>	1. Lilo Living	7. Cauldron Today	2. Bach	8. Inoya	3. Knowa	9. Mushee Co.	4. Fortus	10. Speechy	5. Makhana	11. Apex Fitness	6. Sunflower AI	12. Blunge
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6. Sunflower AI	12. Blunge												
7:50pm	Awards announcement												
8pm	Networking and refreshments												
9pm	Event closes												



Disclaimer: *This event is being held for the purpose of showcasing startups that are completing the Ventures ilab Accelerator program and not for the purpose of seeking funding, capital, or investment. Presentations do not consider the objectives or financial situation of audience members and should not be taken as advice to investors or potential investors. Pitches are not – and should not be construed as – an offer, invitation, or recommendation to invest.*

Our speakers



Professor Kris Ryan

Deputy Vice-Chancellor (Academic), UQ



Nimrod Klayman

Head of Entrepreneurship, UQ



Jamie Tuppack

Founder of Xplainable

ilab Accelerator team

Tyson Jennings



Ventures ilab Manager

Abbey Cameron



Ventures Entrepreneur in Residence, CEO and co-founder of Nourish'd

Angus McLachlan



Ventures Entrepreneur in Residence, Co-founder and Head of Growth & Partnerships at Bopple

Welcome

Welcome to the 2024 ilab Accelerator Pitch Night, Chapter 2. Tonight, we gather to celebrate the outstanding achievements of 12 startups and 26 visionary founders who have dared to push boundaries, challenge the status quo, and fully embrace the spirit of innovation.

At UQ Ventures, we see entrepreneurship as a powerful force that transcends industries and disciplines. This cohort truly embodies the agility, resilience, and leadership needed to navigate the complexities of a global market. These founders have not only identified critical challenges but have also shown the determination to create impactful solutions that resonate on a worldwide scale.

Their journey is a testament to their hard work and dedication, as well as the vibrant entrepreneurial ecosystem we have cultivated at UQ. I am immensely proud of what these founders have accomplished and the role our team has played in accelerating their growth and success.

As we witness these groundbreaking ideas come to life, I encourage all of you to stay engaged with our dynamic community. Together, we are shaping the future of innovation and entrepreneurship.

Thank you for being here tonight and for supporting the next generation of leaders.

Nimrod Klayman

Head of Entrepreneurship, UQ



Our judging panel



Simone Joyce

CEO and Co-founder of Paypa Plane

Founded in 2018, Paypa Plane addresses the global trends in recurring or ongoing payments, and today counts Australia's largest banks and global brands like Mastercard amongst its shareholders. Paypa Plane has been instrumental in driving the real-time payment infrastructure roll-out in Australia.



Dr Glen Richards

Business leader, entrepreneur and veterinarian

Dr Richards turned his vision for high quality veterinary medicine into a pet care empire of 300 pet stores and 200 veterinary clinics, now known as Greencross. He was also a resident panellist and investor on Channel 10's Shark Tank series, identifying and nurturing successful startups and providing mentorship and guidance to aspiring entrepreneurs.



Matiela Baker

Vice President at Queensland Investment Corporation

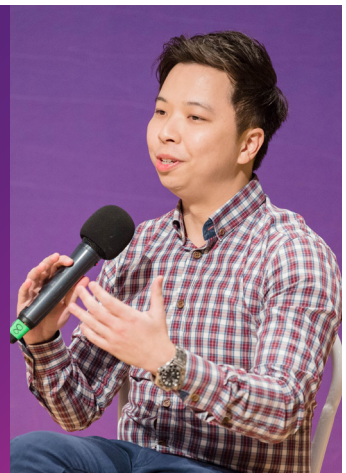
Matiela with the Private Equity team manages the Queensland Venture Capital Development Fund (VCDF). VCDF has invested into leading venture capital groups and accelerator programs to support Queensland Entrepreneurs gain access to education, mentors, service providers and venture capital.

Partner with us

We encourage involvement from the community to help us grow the next generation of entrepreneurs.

- Be a mentor
- Engage in professional development workshops
- Host an intern
- Be a guest speaker
- Connect with researchers
- Give us your challenge

ventures.uq.edu.au/partner





People's Choice Award

Your vote counts! Help us determine the winners of the **ilab Accelerator Pitch Night People's Choice Award**.

The ilab Accelerator Pitch Night is a chance to celebrate our startups as they reach the end of the three-program.

There are multiple prizes on offer to recognise the success of our founders, including the People's Choice Award.

Your vote will have a direct impact on our startups and the shared prize money they receive. Read the full terms and conditions on our website to learn more about award.

Ready to vote? The process is simple:

1. Grab your Ventures token, which you'll receive upon entering the event.
2. Watch the pitches and choose your favourite startup.
3. Drop your Ventures token into your chosen startup's box, which you can find at their allocated tables in the networking area.

Have any questions or need help voting? Ask a nearby Ventures staff for assistance.



Read the terms and conditions on our website
ventures.uq.edu.au/pitch-night



The easy way to buy and sell quality secondhand furniture

Jenna Donnelly

Lilo Living is a managed marketplace for buying and selling quality secondhand furniture. We take the hassle out of selling and elevate the buying experience to retail standards.

We see a world where second hand becomes the first choice and quality is the number one consideration when buying new.

hello@liloliving.com

liloliving.com





PaaS providing scalable and secure cloud hosting for AI and GPU workloads

James O'Brien, Ewen Cameron and Nick Miller

We are Bach, a Platform as a Service (PaaS) designed to streamline and secure cloud hosting for AI and GPU workloads. We recognise that traditional cloud hosting options for AI require specialised and costly DevOps expertise, making it inaccessible for many businesses. Our solution simplifies this process by automating infrastructure management, enabling quick deployment and maintenance of production-ready environments with built-in security, scalability, and performance optimisation.

Bach eliminates the need for DevOps teams, reducing setup and ongoing costs while maintaining high standards for compliance and capability. Our technology has already proven its value, cutting infrastructure setup costs by 80% and recurring maintenance costs by 75%. We're committed to empowering businesses to focus on innovation without being bogged down by the complexities of cloud infrastructure, offering an efficient, scalable, and cost-effective hosting solution tailored to modern AI and GPU demands.

hello@getbach.io

getbach.io



KNOWA

Online directory connecting hospitality businesses and industry partners

Todd Biggs

Knowa helps hospitality professionals buy, manage, scale or sell their businesses with the most comprehensive directory of hospitality industry partners and need to know content.

hello@knowa.com.au

knowa.com.au





A platform for gym-goers to promote accountability and consistency through connectivity

Ashen Herath, James Le Tien and Pengjia Lui

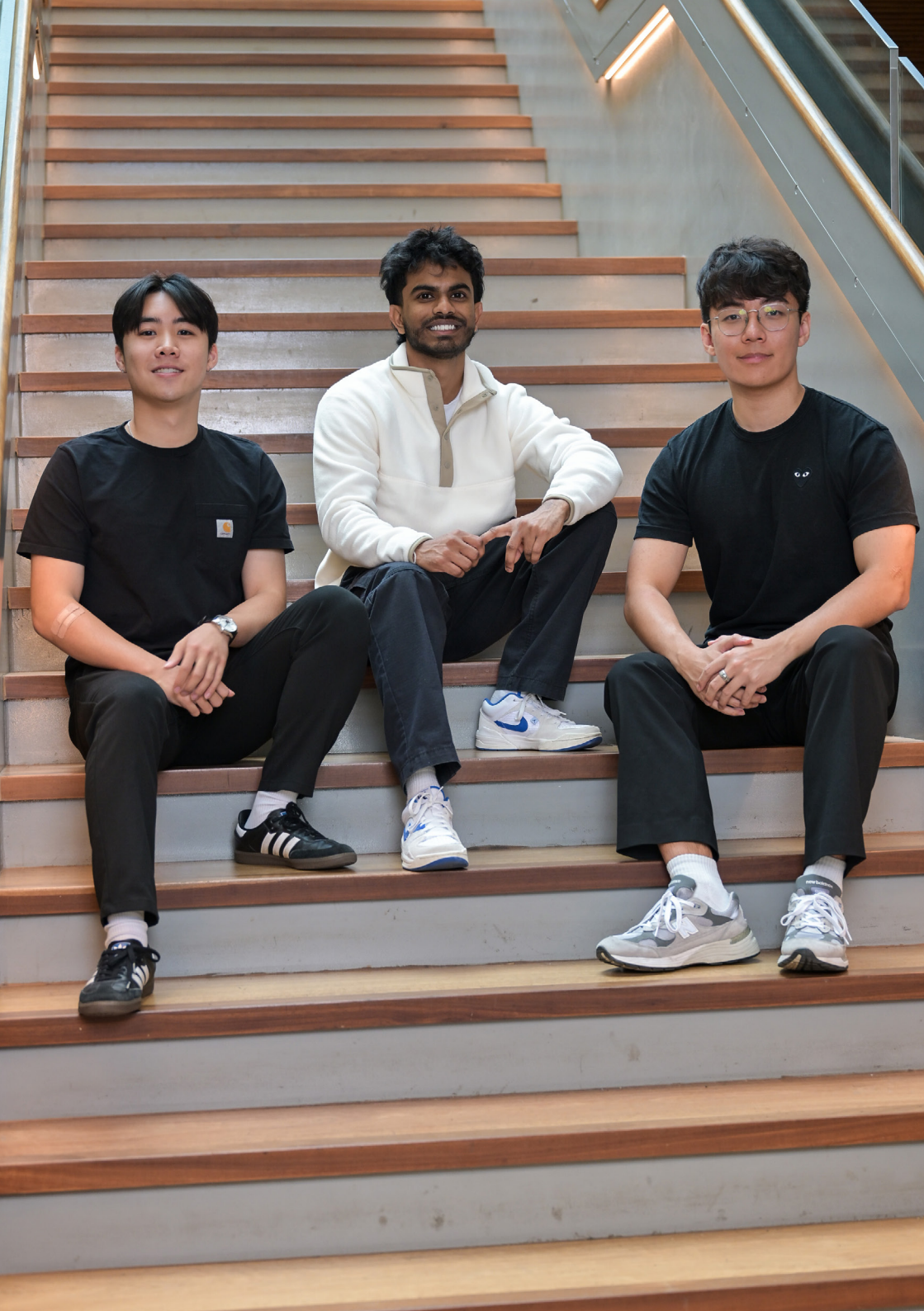
Fortus addresses the challenges young adults face in their fitness journeys, from feeling overwhelmed at the start to struggling with consistency and accountability.

Fortus combines a workout tracker, analytics tool, and social platform into a single mobile application. Users can seamlessly log their workouts, share their progress with friends, and access insightful analytics to track their progress.

The app not only simplifies the fitness journey but also creates a supportive network to keep users engaged and consistent. Our vision, is for Fortus to be the most downloaded fitness application in the world and to be synonymous with positive gym culture.

team@fortus.fit

fortus.fit



MAK·I·ANA

The high protein popcorn upgrade

Pallavi Punia

Makhana is a delicious and nutritious snack made from popped lotus seeds, offering a great alternative to popcorn. The best part? It's kernel-free, so you won't have to worry about bits getting stuck in your teeth or any choking hazards.

As a superfood, Makhana is packed with high protein, essential amino acids, and antioxidants. Being plant-based, it's also gluten-free and vegan-friendly. Makhana not only tastes fantastic but is genuinely good for you. Say goodbye to guilty snacking and hello to Makhana!

hello@makhana.com.au

makhana.com.au





SUNFLOWER AI

Making events accessible with AI live captions and translations

Chuhao Liu, Siva Kalyan and Lingzhi Kang

Sunflower AI provides real-time captioning solutions for live events, aiming to enhance inclusivity and accessibility for hearing impaired communities. Utilising state-of-the-art large language models (LLM), the company ensures high accuracy (up to 95%) and low latency (less than 2 seconds) in its captions, supporting real-time translations in 64 languages. Captions and translations can be displayed on-site or on audience phones. Sunflower AI has won multiple national awards including Future of Venue Pitch Winner and nominee of Best New Idea on Startup Daily. It has secured early customers like CSIRO, NSW Government and Fishburners. Thousands of attendees have benefitted from their live captioning at events since launching in December 2023.

chuhao@sunflowerai.io

sunflowerai.io



Sunflower AI

Sunflower AI



Fostering diverse dialogue with daily thought-provoking questions

Nathaniel Dracakis

Cauldron Today is an innovative app designed to foster meaningful discourse and dialogue. By posing one thought-provoking question per day, we create a platform for engaging conversations and diverse perspectives. Our mission is to promote real discourse and connection among users.

Unlike other social media platforms, we do not use algorithms that send users into an echo chamber. Instead, we prioritise open and diverse conversations. We believe in the power of genuine human interaction and the exchange of ideas to drive personal growth and societal change. Cauldron Today encourages users to think critically, challenge their perspectives, and engage with others in a respectful manner.

support@cauldron.today

cauldron.today





inoya

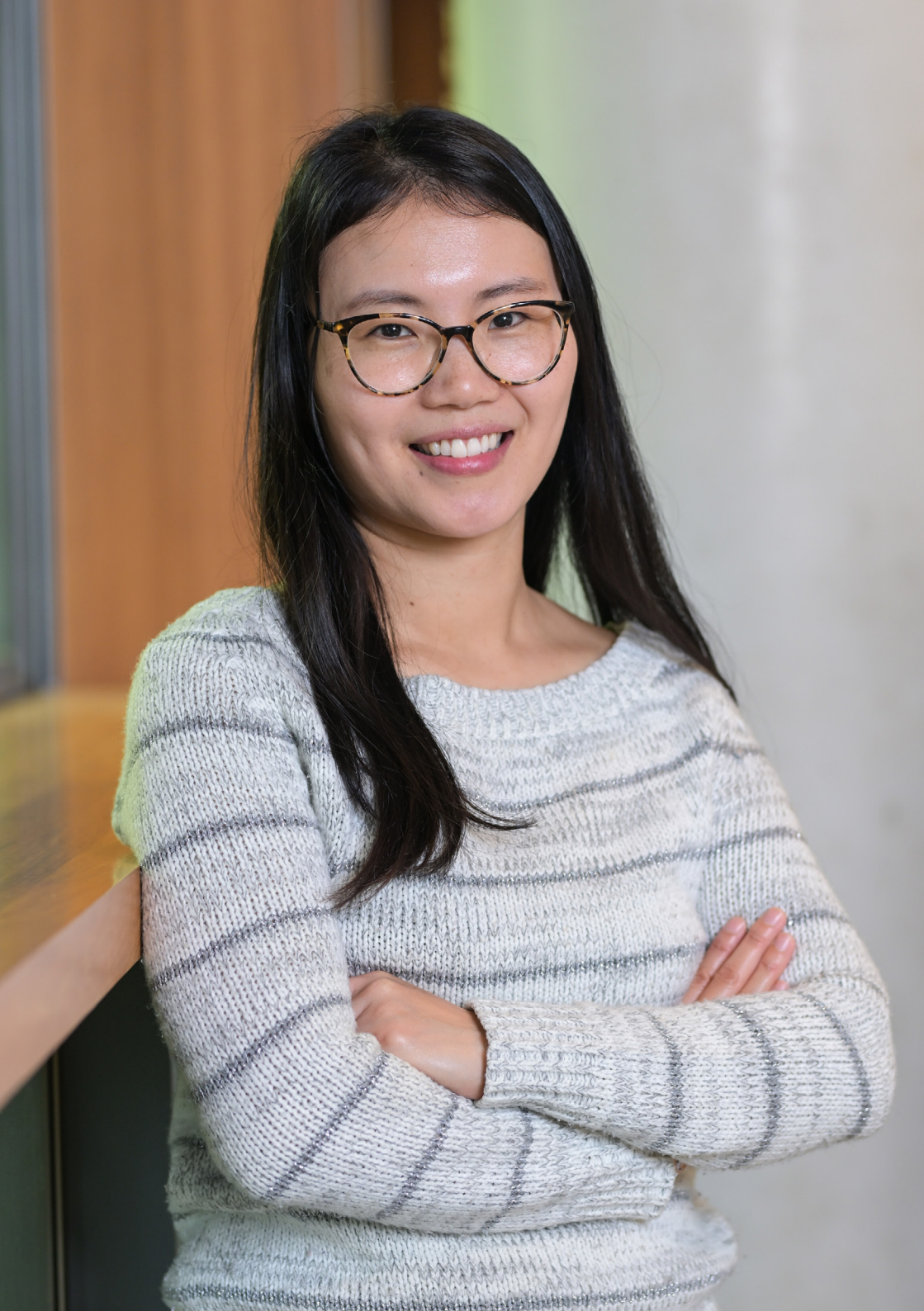
Creating toxin-free and sustainable period care solutions

Helena Uhm

Inoya is setting a new standard in Australia for period care products, made by women, for women. We focus on innovation, product safety, transparency, and sustainable practices to empower women to make informed decisions about their bodies and health.

hello@myinoya.com

myinoya.com





Turning waste from the coffee industry into sustainable compostable packaging

Patrick Yu and Sidhant Sharma

At Mushee Co. we aim to create innovative sustainable products that will transform the world for the better. We use underutilised feedstock to create functional packaging solutions for environmentally conscious businesses that will elevate their brands and change how people feel about packaging and waste.

patrick@musheeco.com.au

sid@musheeco.com.au

musheeco.com.au





Find your voice and sharpen your verbal communication skills

Emma Schmidley, Grace Choo and Navdeep Beniwal

At Speachy, we're on a mission to revolutionise public speaking, empowering users to find their voice, sharpen their skills and have the confidence to share their stories and ideas with the world.

Our platform utilises cutting-edge technology to provide affordable access to tailored advice and constructive feedback on your public speaking skills. From interview prep to speech refinement, we've got it covered!

speachyapp@gmail.com

speachy.net





Quantifying resistance training

Scott Vaughan-Jones, Bart Bargaenquast
and Kausthubram Rajesh

Apex Fitness is developing a personal device to help you quantify and make informed decisions about your resistance training.

Where cardio training has been revolutionised with wearable devices; little innovation has occurred in resistance training.

Our device attaches to gym equipment and provides metrics (reps, range of motion, reps in reserve, power, etc) that will help you be a more informed lifter, giving you greater insights into your training.

theteam@apexfitness.au

apexfitness.au





Marketplace to create client-ready illustrations/ visuals in a range of styles through AI

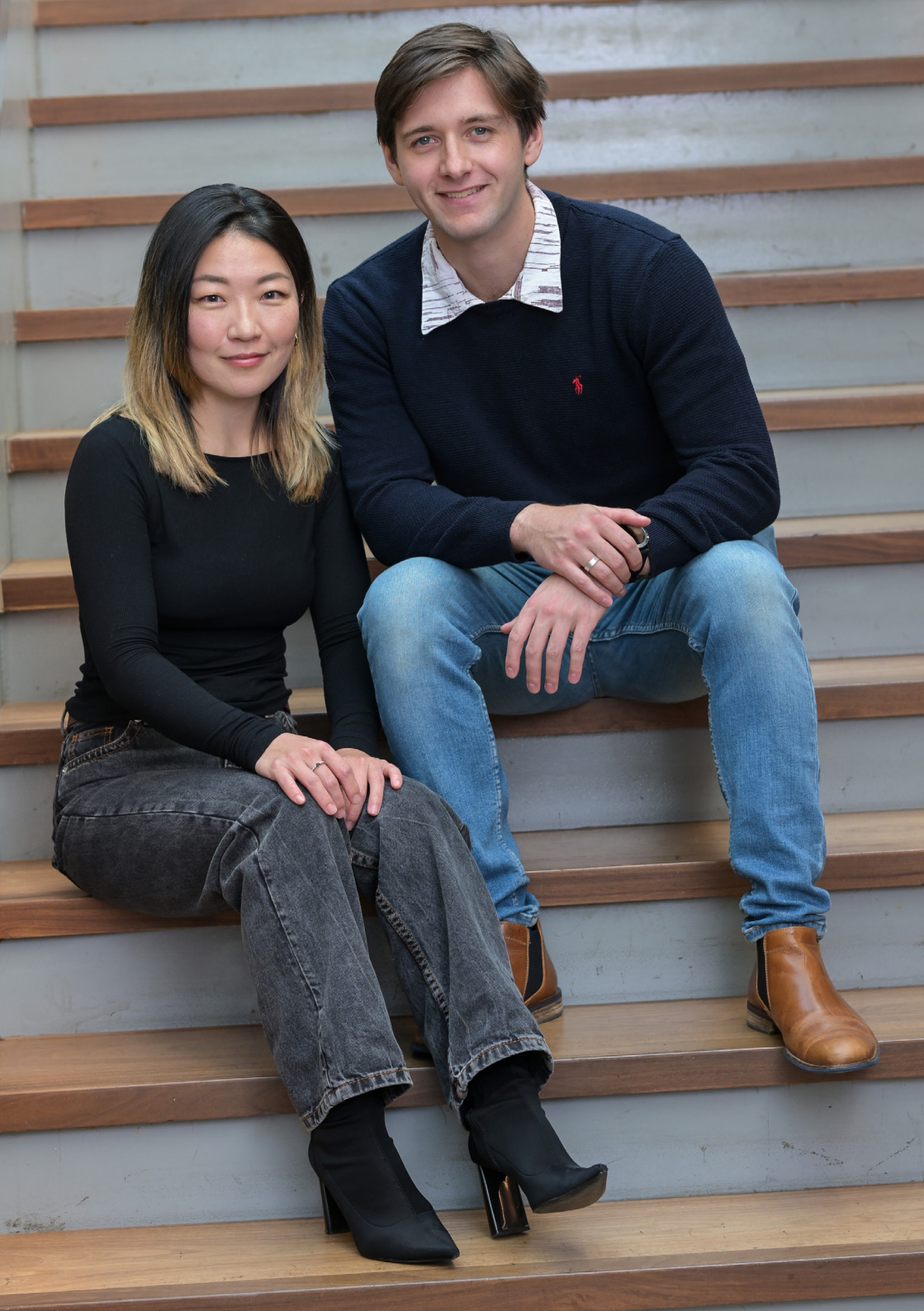
Samuel Davis, Mina Na, Tobias Chien and Petro Salema

Blunge is developing a marketplace for users to create client-ready illustrations/visuals in a range of styles through AI. Blunge is a team of 4 with a previous exit to Atlassian.

Marketers and business owners can usually find visual assets with the right object or style, but rarely both and so settle for something that's 'not quite right'. Through AI, Blunge has developed a system for illustrators to 'lend their style' to users without design skills, while getting paid a commission with each visual created in their style. The centre of Blunge's philosophy is a commitment to protecting artists. Blunge's mission is to empower creatives to benefit from the AI boom and unlock new users rather than becoming disenfranchised.

hello@blunge.ai

blunge.ai



Alumni highlights

Flashback

Flashback

joinflashback.co

Flashback, is capturing the nostalgia of disposable cameras in a digital world. Their product launch on Kickstarter raised \$80,000 in the first 13 minutes.



Recovery Metrics

recoverymetrics.com.au

Recovery Metrics is revolutionising mental health care. By providing a visual representation of mental health conditions and their response to treatment.

Red-Point

Red-Point

red-point.com.au

Red-Point, 2023 ilab Accelerator participant, launched the first ever augmented reality climbing guide that requires no internet connection and has since gained popularity from climbers alike, entering the top 100 sports apps on Apple's App Store.



Graphics et al.

graphicsetal.com

Since participating in the 2022 ilab Accelerator program, Graphics et al. continues to develop engaging scientific visual aids for research communications including images, diagrams, motion animated graphics, and more.



Endla

endla.com

Endla received US\$125,000 in backing from the world's biggest startup accelerator, Y Combinator. Endla was chosen by Y Combinator to take part in its (US) Summer 2021 program.



Vacayit

vacayit.com

Vacayit, 2022 ilab Accelerator Pitch Night participant, is making travel more accessible and simple with its audio storytelling platform for blind and low vision tourists.

Thank you

We're proud of what our remarkable founders have achieved.

On behalf of UQ, we would like to express our sincere thanks to our speakers, mentors and founders, and to all who have contributed to the development and delivery of the Ventures ilab Accelerator.

We appreciate everyone who has joined us to celebrate this milestone occasion for the founders. We encourage you to share moments from tonight on social media using **#ilab2024**.

UQ is proud to be a part of Australia's entrepreneurial ecosystem. By working together, we will venture forward to create new opportunities and address today's complex and interconnected global challenges. Connect with us and follow our founders on their journey **@UQVentures**.

Keep in touch

Find out about the next Accelerator program as well as the latest Ventures programs, events, and hackathons by joining our newsletter.

ventures.uq.edu.au







ilab Accelerator

UQ Ventures is excited to announce that the next ilab Accelerator program will open shortly.

You can take your venture to the next level with our three-month ilab Accelerator program with applications opening soon! Eligible startups will receive funding and gain access to a network of professionals and potential investors. Startups from all disciplines, like the startups pitching tonight, are encouraged to apply.



Learn more about ilab Accelerator at ventures.uq.edu.au/ilab-accelerator



CREATE CHANGE

ventures.uq.edu.au