

nexus

2019年中国南京创新周中澳元创大赛  
Jiangsu-Victoria  
Startup Summit 2019

未来城市 • 更智能 • 更宜居

**Future City:**

More intelligent

More liveable



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# About the Inaugural NEXUS: 2019 Jiangsu-Victoria Startup Summit

14th to 17th of May, 2019 – Nanjing

The Summit is proudly hosted by the City of Nanjing, the City of Melbourne, ACASE and Runway. It connects our entrepreneurial communities, building mutual understanding and forging new knowledge. The Summit marks an official 40 year relationship between Jiangsu and Victoria while exploring our growing social, economic and cultural ties. To deepen our ties while learning more sustainable methods to propel future cities, we have selected 15 start-ups from around Victoria to pitch their business in Nanjing. A group of select mentors with legal, financial, business and scientific expertise will work with start-ups during the summit. Together, with businesses in Nanjing, they will iterate the business needs of their matched start-up.

We also warmly welcome mayors from Jiangsu and Victoria to our Mayor's forum, where mayors from both states will engage in strategic discussions, creating new frameworks for transforming urban communities through research-driven approaches for creating better, more livable, more prosperous future cities. Nanjing and Melbourne are vibrant livable cities. They are aspirational, wealth-creating, knowledge hubs - places that drive businesses and migration, blueprints for understanding urban environments. They are thus, perfect cities to approach the Summit theme: more intelligent, more liveable.

Our NEXUS Summit participants are invited to the Investors Forum where they will learn about investment in Nanjing and gain insights into how start-ups can gain a foothold in the China market. Nanjing is one of China's epicentres of innovation, knowledge and economic opportunities. It is a hub for science and technology, of significant universities and research institutes. Nanjing, as one of China's leading innovation hubs, is a dynamic city where collaboration, transformative business and global ideas are propelling transformative change to our communities.

Melbourne is looking forward to hosting the Nexus Summit in 2020.

## 关于2019中国南京创新周“中澳元创大赛 (STARTUP)”创客峰会

由南京市政府、墨尔本市政府联合澳中科学家创业协会和Runway主办的2019中国南京创新周“中澳元创大赛 (STARTUP)”创客峰会将于5月14日在南京举行。此次峰会旨在促进企业创业者之间的交流，增进相互了解、建立互信关系以及培养新知识。同时，峰会也标志着江苏省与维多利亚州建立友好省州关系40周年以来，双方将继续开展在人文、社会、经济等领域新的探索与合作。为了加强彼此之间的联系，学习更多可持续方法，以推动未来城市的发展，本届峰会选取了来自维多利亚州的15支创业团队参与南京的路演。另外，来自法律，金融，商业以及科学等领域的专家导师们将与这15支创业团队协同合作参与此次峰会。并与南京的企业一起展开关于迭代的商业需求的探讨。

我们也热烈欢迎参与市长论坛的来自江苏省和维多利亚州各个城市的市长。双方将就建立城市社区发展的新蓝图展开战略讨论，以创造更好，更宜居，更繁荣的未来城市。南京和墨尔本是充满活力的城市，创新灵感的源泉，财富创造的知识中心—推动企业发展和促进移民交流，是了解城市环境的蓝图。因此，峰会主题确定为未来城市:更智能，更宜居。

同时，“中澳元创大赛”峰会的参会人员将获邀出席投资者论坛，有机会学习了解南京的投资环境以及创业公司如何在中国市场站稳脚跟。南京作为中国创新、知识和经济迅猛发展的典范城市之一，同时也是国家重点科研教育研究中心。南京，作为中国领先的创新中心和一个充满活力的城市。在这里，共同协作、变革发展以及全球的理念正在推动着社会一次又一次的变革。

墨尔本期待着在2020年的“中澳元创大赛 (STARTUP)”创客峰会上与您再次相遇。



## Foreword by the Lord Mayor of Melbourne



Small businesses, enterprises and innovators are and have been, important drivers of our prosperity. Innovation is increasingly a vital element of Melbourne's relationship with China and is a strong contributor to our further development as a knowledge-based economy.

The inaugural NEXUS: Jiangsu-Victoria Startup Summit demonstrates that innovation is global and is a great example of what can be achieved when like-minded organisations collaborate effectively to reach a shared goal.

With its theme of Future City: More liveable, More intelligent, the Summit will challenge participants to find solutions that allow our communities to flourish and prosper amid global issues such as climate change, population densification and disease.

We have brought 15 fantastic startups from across Victoria to Nanjing this week to be part of the exciting inaugural Nexus startup summit and to celebrate the Victoria-Jiangsu Sister State 40th Anniversary.

They will work with their Jiangsu counterparts to not only find these solutions but hopefully, in time, also reach commercial agreements.

NEXUS aims to establish an on-going, self-sustaining vehicle for linking Victoria and China in the fields of innovation, venture capital and commercialisation.

And it provides all of our innovators with a vehicle to hone their ideas and scale up.

I would like to thank our hosts, the City of Nanjing and Jiangsu Province and congratulate all involved in creating the Nexus Summit.

I look forward to warmly welcoming you to Victoria for the return journey in 2020.

### 墨尔本市长致辞

无论是过去，还是现在，中小企业和创新者一直都是我们保持繁荣的重要驱动力。

墨尔本与中国之间的关系，越来越重要的一个因素就是创新，创新也是本市知识经济进一步增长的重要贡献力量。

第一届“NEXUS：江苏维州初创企业峰会”证明，创新是全球性的，而该峰会也将成为志同道合的机构开展有效合作、实现共同目标的绝佳范例。

峰会的主题是“未来城市：更宜居、更智能”，这将挑战与会者找到解决方案，让我们的社区在面临气候变化、人口密集、各类疾病等全球性问题的同时，继续保持繁荣昌盛。

本周我们率领维多利亚州15家出色的初创企业来到南京，参加激动人心的第一届Nexus初创企业峰会，并庆祝维多利亚江苏友好省州关系建立40周年。

他们将与江苏同行携手合作，不仅找到解决方案，而且希望最终达成商业协议。

组办NEXUS的目的就是建立一个自我支持、持续发展的载体，在创新、风投、商业化等领域，将维多利亚和中国紧密联系起来。

它将成为双方所有创新人士孵化想法、扩大规模的有利工具。

在此我谨感谢东道主江苏省和南京市，并祝贺参与组办Nexus峰会的所有人士。我热切期待各位2020年回访维多利亚州。

Sally Capp  
Lord Mayor of Melbourne  
墨尔本市市长莎莉·凯普女士

## Foreword by the Consul General of the People's Republic of China in Melbourne



Innovation boosts productivity. It helps stimulate the innovation potential and market vitality, and expand employment. We need to keep with the trend of the Fourth Industrial Revolution, jointly seize development opportunities, and promote and strengthen the cooperation in innovation.

The upcoming NEXUS: Jiangsu-Victoria Startup Summit is an effort to promote our bilateral cooperation in startup and innovation. I believe it will provide a good opportunity for startups to exchange their views, enhance the pragmatic cooperation in economy and trade, culture as well as innovation, thus further promoting friendly relations between Victoria State and Jiangsu Province.

As China continues to be a powerhouse of the global economic growth, there will be abundant potential opportunities in the Chinese market. China will adopt a series of major measures to promote higher standard opening-up. The enterprises of Victoria, especially the startups are warmly welcome to invest in China and cooperate with Chinese partners. I hope you will seize the opportunities to achieve business success, and continue to support and promote the friendly exchanges and mutually beneficial cooperation between our two countries to jointly build a brighter future.

I wish NEXUS: Jiangsu-Victoria Startup Summit a great success.

### 总领事致辞

创新就是生产力，创新创业活动有利于激发全社会创新潜能和市场活力、扩大就业。我们要顺应第四次工业革命发展趋势，共同把握发展机遇，推动和加强创新创业领域合作。

即将召开的2019中国南京创新周“中澳元创大赛（STARTUP）”创客峰会是推动双方创新创业领域合作交流的有益尝试。相信此次峰会将为中澳创新创业人才提供一个良好的沟通和交流平台，促进双方在经贸、人文、创新等领域的务实合作，进一步加强维州同江苏省的友好省州关系。

中国经济是全球经济发展的重要动力，中国市场蕴含着无限机遇。中国将采取一系列重大改革开放举措，促进更高水平对外开放。我们热烈欢迎维州企业，尤其是创新型企业赴中国投资合作，在把握商业机会、成就自身事业的同时，继续支持和推动中澳经贸往来和友好交流，携手共创美好未来。

预祝2019中国南京创新周“中澳元创大赛（STARTUP）”创客峰会取得圆满成功！

Long Zhou  
Consul General of the People's Republic  
of China in Melbourne  
中华人民共和国驻墨尔本总领事

# Summit Agenda

## Day 1: 5月13日 (星期一) Monday 13 May

From 13:00 参会代表团入住南京香格里拉大酒店 Check into Nanjing Shangri-La Hotel Shengshitang III

## Day 2: 5月14日 (星期二) Tuesday 14 May

09:00 - 09:05 南京市代表致辞开幕 Opening speech by Nanjing City Government

09:05 - 09:10 墨尔本市宣传片展播 Broadcast of short Melbourne video

09:10 - 09:20 墨尔本市代表 (墨尔本城市经济与活力局副局长 David Livingstone) 致辞 Speech from David Livingstone, City of Melbourne

09:20 - 09:30 嘉宾演讲 (Tim Kallady) 墨尔本和南京拥抱人工智能 Keynote Speech from Mr Tim Kallady: **Embracing Artificial Intelligence in Melbourne and Nanjing**

09:30 - 09:40 嘉宾演讲 (Prof Alan Lim) 现代社会与大都市的医疗保健制度 Keynote Speech from Professor Alan Lim: **Health Care System in Modern Societies and Metropolitan Cities**

09:40 - 09:50 茶歇 Morning Tea Break

09:50 - 10:00 嘉宾演讲 (黄文勇) 南京智慧城市与区块链的应用 Keynote Speech from Mr Huang Wen Yong: **Nanjing Smart City and Application of Blockchain**

10:00 - 12:00 创客路演 (15人, 发言5分钟每人, 问答3分钟) Victorian startups pitch showcase – 15 startups (5min pitch followed by 3min judges' questions)

12:00 - 12:20 嘉宾点评总结 Judges feedback commentary

12:30 - 14:00 午餐休息 Lunch

14:00 - 16:45 创客项目中国市场对接 (按“一对一”方式组织, 浦口高新区科技、招商部门领导, 中国投资者和孵化导师参加) **Chinese market incubation session** Startups meet with Nanjing companies to identify Chinese market opportunities guided by mentors and Chinese investors

18:00 欢迎晚宴 Welcome Dinner

## Day 3: 5月15日 (星期三) Wednesday 15 May

08.30 - 12.00 南京市浦口高新区科技参访考察 Nanjing Pukou High-tech Zone visit

12.00 - 14.00 午餐 Lunch

14.00 - 14.10 南京市领导 (待定) 致辞 Speech from Nanjing Mayor

14.10 - 14.20 墨尔本莎莉·凯普市长致辞 Speech from Lord Mayor Sally Capp

14.20 - 14.30 嘉宾演讲 (谢亿民) 如何建造创新典雅的建筑和桥梁 Keynote Speech from Professor Mike Xie: **How to create innovative and elegant buildings and bridges**

14.30 - 14.45 评审团宣布评审结果、颁奖、合影 Announcement of winners and award ceremony

14.45 - 15.00 转场 Break and room transit

15.00 - 17.30 第四届江苏省 - 维多利亚州城市对话会 The 4<sup>th</sup> Jiangsu - Victoria Mayoral Dialogue

18.00 - 20.00 江苏省 - 维多利亚州四十周年欢庆晚宴 Jiangsu Victoria 40<sup>th</sup> Anniversary Gala Dinner

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# Selected startups

These startups have been selected through a competitive process which addresses the needs of intelligent and more livable cities.

经过激烈的澳大利亚选拔赛, 15个创业团队脱颖而出。



# Beagle Biotech

Novel blood-based diagnostics for early detection of Alzheimer's disease empowered by exosomal technology

## Project Summary

Exosomes are a subclass of extracellular vesicles and important cellular messengers. The nano-scale particles propagate vital pathology information that can be harnessed for disease detection and treatment. We collaborate with Prof. Andrew Hill, the director of Latrobe Institute of Molecular Science and current president of the International Society for Extracellular Vesicles, to develop novel early-stage diagnostics, screening tools and therapeutics for Alzheimer's disease (AD) as well as other significant diseases.

[www.beaglebiotech.com](http://www.beaglebiotech.com)

## About the Team

**Frederic Li, Ph.D. (Co-founder, CEO)** is an energetic entrepreneur who has rich experience in molecular biology and precision medicine. He is a Melbourne University graduate and his PhD was trained at the Peter MacCallum Cancer Centre with Professor Grant McArthur. Dr. Li has received more than 10 scholarships and many entrepreneurship prizes. He has also participated city of Melbourne delegation before. His network encompasses distinguished scientists, clinicians and venture capitals at China and Australia. Dr. Li is responsible for company strategy and decision making.

**Michael Zhou (Co-founder, COO)** graduated from Monash University in Australia with a master's degree in network computing. Michael worked for Jaspersoft in San Francisco and Melbourne for many years before management role at pharmaceutical companies in China. He has rich experience in the big data and pharmaceutical industries. Michael is responsible for company operation, public and government relationships.

**Lesley Cheng Sim, Ph.D. (Chief Scientist)** is a distinguished scientist (the highest citation female) in the exosome field. She has contributed to the community with many original work which now have become the standard protocols for the purification, enrichment and analysis of exosomes from human samples.



## 贝格尔生物医药: 早期确诊阿尔茨海默病的基于血液的新型诊断法

Beagle Biotechnology 与拉特罗布分子科学研究所所长和国际细胞外囊泡学会现任会长安德鲁·希尔教授开展合作, 基于血清外泌体miRNA生物标志物(Cheng et al., 2015, Mol Psychiatr), 开发针对阿尔茨海默病(AD)以及其它严重疾病的新的早期诊断和筛选工具以及治疗方法。AD的病情发展不可逆, 在疾病后期缺乏有效的治疗手段。因此, 早期诊断对于风险管理和疾病预防至关重要。这种新型诊断方法具有可靠性(高精度)、便捷性(只需2毫升血液)、价格优势(比PET成像法低10倍)、以及可采用性(拥有qPCR设备即可提供服务)的优点, 克服了目前临

床中两种常用方法(PET成像和脑脊液检测)的几大局限性。Beagle Biotechnology接受了中国一家大型制药企业的三千万人民币的天使投资基金。目前, 该公司已经建成了总计2000平米的若干个PC2级实验室以及一个世界级外泌体研究平台。卫生部也已向我们授予经营第三方诊断实验室的许可。外泌体作为一种新兴技术, 可能会带来液体活检和精准医疗技术领域的彻底变革。鉴于目标市场为一级市场, 以及目标疾病是一种严重疾病, 我们确信未来项目收益将达到十亿美元左右。我们的目标是, 截至2019年年中获得两亿五千万人民币的首轮融资。

# FingerTech

Intelligent Bidirectional Sign Language Translation System

## Project Summary

FingerTech is dedicated to building the best sign language interpretation platform for the top two most-spoken languages in the world, which are English and Chinese. We are aiming to build complete multilingual sign language database and bidirectional smart sign language translation cloud platform. We provide intelligent sign language translation SDK or API for business users and provide intelligent portable sign language translation machine for individual customers. Our target is to build a closed-loop platform that connects our business users and individual customers based on our sign language database, cloud platform and smart portable devices. We want to solve the high demand of accessibility in culture and tourism sectors, thus helping the hearing-impaired people to obtain information freely and equally. The second part of our business model is to provide our cloud-based platform to 3rd party developers through licensed API. We charge a volume fee based on usage, or a subscription fee for large-scale applications. We are planning to establish our development center in Nanjing. We believe that through our dedication, people with hearing loss problems will communicate with no barriers and enjoy equal access everywhere.

## About the Team

**Robin Han** is also the CEO of MagicPi (Melbourne) & Yicheng Tech (China), which is a creative technology startup focuses on delivering artificial intelligence concierge solutions to museums, tourism and governments. He is a SAP gold partner in Melbourne and has studied at The University of Melbourne and the Beijing Institute of Technology.



## FingerTech: 智能双向手语翻译系统

中国有2000多万人听力受损, 而全世界范围内听力受损人数则高达4.66亿。根据世界残疾研究所预测, 到2050年世界总人口中的15%将遭受听力受损问题。目前, 市场上还未开发出令人满意的手语翻译解决方案, 也没有成熟的商品能够真正满足听力受损者的迫切需要。FingerTech致力于创建英语和汉语的最佳手语翻译平台。通过建立完整的多语言手语数据库以及双向智能手语翻译云平台, 开发面向企业用户的智能手语翻译SDK或API(即BtoB模式), 以及面向个人用户的便携式智能手语

翻译机(即BtoC模式)。FingerTech的研开基于与行业领导者和顶尖大学的密切合作, 包括小i机器人、阿里云、斯威本科技大学、莫纳什大学、墨尔本大学等, 技术团队成员都拥有超过10年的为百度、阿里巴巴、SAP、SAP、CSIRO和中国电信等技术领导者工作的经验, 也拥有强大学术和研发能力。鉴于FingerTech已经获得业界、法律和投资合作伙伴的支持, 我们计划在南京建立研发中心。在当前阶段, 希望筹措200万澳元资金, 用于支持未来的研究和营运工作。

# International Rehabilitation Institute

## International Rehabilitation Robotics

### Project Summary

Due to constrained research facilities and professional rehabilitation therapist training programs in China, there is a gap of 1 million professional therapists now and in the near future. Other than the professional therapists, rehabilitation facilities and rehabilitation robotics for home use are also at the urgent demand stage. The targeted customers are medium and small size rehabilitation facilities, patients with rehabilitating demands, an individual therapist who are willing to get training to speed up their careers, and universities/colleges who have the desire to train their students. The market size of rehabilitation therapists are 1 million in the near future. The market demand for home use rehabilitation robotics is 125 million sets (estimation based on one set per patient).

Our mission is to train more professional rehabilitation therapists through online and offline methods in China, provide operation management consultancy service for rehabilitation centers in China, and assist more patients to get better on their own. In order to achieve our mission, we have organized a group of top practitioners from Australia, the United States to design our training courses and design our rehabilitation robotics. We plan to bring the most innovated technology and the most suitable robotics to the Chinese market. Our distinct advantages are competitive technology and advanced academic team. With the fast pace of Artificial Intelligence development, we are able to combine rehabilitation and AI to create and manufacture home used rehab robotics for our potential customers. Our main revenue generators are providing training courses, manufacturing and distributing home use rehab robotics, and providing operation management consultancy service to community level rehabilitation centers. We will also team up with Johnson & Johnson, Co. Ltd. as one of our marketing channels. Currently, IRI has progressed to the seed investment stage with 1 million AUD and looking for 2 million USD funding to set up our

team in China including manufacturing, distribution, and marketing. On top of that, we are in need of 5000 m2 innovation and manufacturing center.

### About the Team

**Bill Lang** is a Managing Partner of Australia China Innovation Partners (ACI Partners) and Chairman of the Human Performance Group of Companies. Bill's career spans over 35 years across a number of industries and countries. As a University of Melbourne student he co-founded the food business Doctor Dog and published his first book. In 1985 he joined the Faculty of Commerce and Economics at the University of Melbourne and in 1986 graduated with an Honours degree in Law and Commerce. Bill worked in Australia, New Zealand, USA, Canada, UK and Europe with KPMG and McKinsey & Company. In 1989 Bill was awarded the Macquarie Bank and Fulbright Scholarships to Harvard Business School's MBA. He graduated as a Baker Scholar and Proctor and Gamble International Fellow.

**Greg Li** is a CEO of International Rehabilitation Institute and Board of Director at Manhattan (Beijing) Hospital Management Consultancy Ltd. He enrolled in orthopedic PhD at Peking University and completed his spine fellowship at Orthopedic Department of Harvard MGH. He serves as advisor for mHealth companies for building up the relationship between companies and hospital. He is a member of CEIBS mHealth group and also an active member of mHealth Group of Health Ministry of China. He was the Director of Strategic Marketing at Johnson & Johnson Medical China. He co-founded Chinese Scholar and Scientist Association at Harvard Medical School (CSSA-HMS) and was the president of CSSA-HMS. Dr. Li is one of the board directors of Harvard Club of Beijing, he is also the advisor for Yiqiao Foundation.



### 国际康复机器人

由于中国研究设施和专业康复治疗师培训项目的限制，目前和不久的将来存在100万专业治疗师的缺口。除专业治疗师外，家用康复设施和康复机器人也处于急需阶段。在不久的将来，康复治疗师的市场规模将达到100万。家用康复机器人的市场需求为1.25亿套（基于每个病人一套估计）。国际康复研究所（IRI）致力于在中国通过线上和线下的方法培训更多的专业康复治疗师，为中国的康复中心提供运营管理咨询服务，帮助更多的患者自力更生。IRI组织了一个来自澳大利亚、美国的顶级实践者团队，以设计培训课程和康复机器人，将最创新的技术和最合适的

机器人技术引入中国市场。具有竞争力的技术和高级学术团队是IRI的显著优势。随着人口老龄化加剧和人工智能的快速发展，现在正是绝佳时机。IRI还将与强生公司合作，让其成为营销渠道之一。目前，项目已发展到100万澳元的种子投资阶段，并另外寻求200万美元的资金，以期在中国建立制造、分销和营销等团队。除此之外，还需要5000平方米的创新和制造中心。在政府政策方面，可能需要肯请南京市政府提供相关的税收优惠。

# My Life Health Service

## Accessible and Engaging Chronic Disease Rehabilitation

### Project Summary

My Life is an accessible and engaging digital behaviour change program developed to increase the number of patients completing cardiac rehabilitation. My life removes the barriers of the centre based approach by digitization of the rehabilitation experience. Core components of the program include physical activity prescription, disease and lifestyle education and health coaching to promote behaviour change. My Life has developed a unique behaviour change toolkit which including the buddy system, gamification and a social platform. Our platform captures important health, social and behavioural data to predict effective behaviour change strategies for improved patient experience and cost effective healthcare.

Beyond heart disease My Life is targeting product expansions to create chronic disease prevention and rehabilitation programs for stroke, osteoarthritis, COPD and diabetes. Our market expansion plans include the Pacific Islands, South East Asia and China. We have actively been investigating the China market which has over 230M people currently living with CVD and 31,000 hospitals (potential customers) who do not have scale-able rehabilitation programs. The largest competitor to My Life are people not completing a cardiac rehabilitation program at all, with 70% of eligible patients unable due to the barriers of the current model.

### About the Team

**Josh Marsden** is experienced in delivering strategic wellbeing programs to diverse populations. In 2014 he founded the Active Workplace Challenge, a digital corporate health program which harnesses social dynamics and gamification to improve the mental, physical and social wellbeing of over 35 workplaces in Australia.

**Louis Island** is a physiotherapist with a Master of Public Health specialising in health promotion. He has 8 years experience in delivering cardiac rehabilitation programs in Australia and the United Kingdom.



### My Life方便易行的慢性病康复项目

My Life 是一款方便易行的数字化行为改变项目，旨在增加完成心脏病康复治疗的患者数量。My Life 通过数字化康复治疗过程，克服了基于康复中心的治疗方法的困难。该项目的可行组成部分包括体育锻炼、疾病和生活方式教育以及健康指导，以促进行为改变。My Life 已开发出一套独特的行为改变工具包，其中包括伙伴系统、游戏系统与一个社交平台。我们的平台会捕获重要的健康、社交与行为数据，以制定出有效的行为改变策略，从而改善患者的体验，使患者获得经济实惠的医疗保健。除了心脏病，My Life 正扩大产品服务范围，为中风、骨关节炎、慢性阻塞性肺病以及糖尿病这些慢性疾病制定预防和康复计划。我们的市场扩张计划包括太平洋群岛、东南亚和中国。我们一直在积极调查中国市场，在那里目前有超过2.3亿心血管疾病患者以及3.1万家医院（潜在客户）没

有群体性的康复计划。My Life 最大的竞争对手是那些根本没有完成心脏病康复项目的人群，70%符合条件的患者受限于当前的康复模式而无法完成康复项目。

Josh Marsden 在为不同人群提供战略性健康项目方面拥有丰富的经验。2014年，他创建了“工作场所健身挑战”（Active Workplace Challenge），一个数字化的企业健康项目，利用社交动态与游戏方式来改善澳大利亚超过35处工作场所职员的心理、身体和社交健康。

Louis Island 是一位理疗师，拥有公共健康硕士学位，专攻健康促进。他拥有8年在澳大利亚和英国实施心脏病康复项目的经验。

# Swiftchat

Simple, cost effective, end to end solution for brands to setup on WeChat

## Project Summary

Registering for a WeChat Official Brand Account is time consuming and complicated for western brands. Current solutions are either cheap but unreliable and lacking privacy and credibility or super expensive. Brands have limited internal resources to manage the process. There is no simple, cost effective, end to end solution for brands to setup on WeChat as they would on the world wide web. Swiftchat's target is Entrepreneurs, SME's, brands, universities, cultural icons right through to government and enterprise. Swiftchat's competitive advantages are its proprietary one-stop process offering speed, reliability, privacy, security compliance, cost effectiveness specifically tailored to western enterprise level customers. Now is the perfect time for Swiftchat because of the juncture of massive growth in Chinese visitors, spending and desire for cultural exchange. WeChat is booming in growth, WeChat Pay is also growing in Australia. Swiftchat has launched in March 2019 and has had tremendous demand globally from SME's to enterprise level customers.

SwiftChat signed JDSPORTS (the world's largest Sport's retailer before we had a website). Swiftchat generates revenue through the sales of registration, setup and ongoing management of WeChat Official Accounts. High Volume Low Margin strategy. (Similar to a GoDaddy registration and basic website development. Swiftchat has secured \$100,000AUD in angel capital with the commitment of a further \$100,000AUD if milestones are met. Swiftchat is currently on track to meet all milestones. Swiftchat has 2.5 full time staff with 5 sophisticated investors/directors/advisors with highly successful startups. To be successful, Swiftchat needs greater engagement with China, culturally, commercially. Seek to engage Chinese team members to fulfil operational needs - both in Australia and China. Additional capital requirements later in 2019.

## About the Team

**Andrew Picken (Founder & CEO)** has 15 years of successful startup investment and co-founder experience. He was a market entry and growth advisor for launch of WeChat Pay in Australia 2016 and has taken 50+ trips between into China and other parts of Asia over 10 years. Andrew has a passion for entrepreneurship and building relations between Australia and China through SwiftChat.

**Thomas Handsjuk (Head of Product)** has 10 years experience running successful startups including business development, product development, eCommerce, IT and Customer Journey design.

**Amber Ren (Operations Leads PR and Operations)** was a PR advisor to Chinese business and government leaders including Jack Ma on recent Australian tour visit 2018 and Alibaba CEO, as well as a marketing advisor to leading Melbourne Universities.

**Ben Waters (Director/Investor)** is an investor into many successful startups. He is the Co-founder of Cyber Security startup HIVINT (acquired by Optus 2019) and Founder of CYDARM.

**Adrian Waters (Director/Investor)** is the Senior Manager at EY.

**Stephanie Waters (Investor/Advisor)** is a PR Advisor.

**Leonard Hamersfeld (Investor/Advisor)** is the Founder of the world's largest and most awarded creative products agency serving the top 30 global airlines with amenity products. He has factories based in China.

务。现在正是Swiftchat进入市场的最佳时机，因为中国游客、消费以及文化交流的需求都在大幅增长。Swiftchat于2019年3月推出，在全球范围内拥有从中小企业到大企业级的大量客群。Swiftchat目前已获得10万澳元的天使投资，并被承诺若达到里程碑，将再获得10万澳元的投资资金。Swiftchat需要与中国在文化和商业上有更多的接触。同时，Swiftchat将在澳大利亚和中国寻求中国团队成员的参与，以满足公司的运营需求。在2019年后期将会有额外的资金需求。



## 飞信

随着微信飞速发展，微信支付在澳洲的使用范围也越来越广泛。但对于西方品牌来说，注册微信官方公众号既费时又复杂，而品牌对于能支配给管理公众号内部资源是有限的。目前的解决方案要么便宜但不可靠、缺乏隐私和可信度，要么收费十分昂贵。Swiftchat的竞争对手主要为小公司（大部分为中国学生或以前的学生，他们缺乏安全合规意识以及成功营销澳大利亚品牌的能力）和大型数字机构，这些机构对品牌设置微信公众号至少要收费数万甚至数十万澳元。Swiftchat提供专为西方企业客户量身定制的高效可靠、私密性强、安全合规且划算的一站式服

# Trusted Food Group

Letting consumers engage with the luxury, artisan wine producer brand, product and story through technology

## Project Summary

Trusted Food Group (TFG) was founded to protect the integrity of Australia's leading luxury wine products. TFG's *Trusted Wine Technology* platform provides 100% certainty to imported wine buyers that they get exactly what they pay for 100% of the time.

Global food fraud's estimated annual cost is \$40-50 billion. Copycats, fake wine brands and substituted wine is estimated to be as high as 70% in China's imported wine category. TFG's proof-of-provenance technology was inspired by the experiences of its founder and CEO, Wes Ward, when selling his own wines globally and producing wine grapes locally at his family vineyard. The unique and novel wine label and hardware devices prototyped by TFG in 2018 were developed with Angus Fitzpatrick [ *BEng (mech), BSci (CompSci), MSc(Eng)* ], a fellow winemaker and high-end wine retail professional.

Leveraging blockchain technology, ecommerce integrated, mobile first software strategy with bespoke hardware, TFG has the confidence, expertise and wine industry knowledge to deliver its first-generation commercial product suite. Research into biotechnology solutions to trace compounds inside the wine has been in process over the last two years and will leverage artificial intelligence applications in the future.

TFG's goal is to be the SSL security certificate of the wine world. Its approach is to be the authenticated pathway through the Silk Road Initiative and its mission is to help Australia's luxury wine producers to sell more at higher margins.

## About the Team

**Wes Ward (BComm & Dip International Trade) (CEO)** is the fourth generation of the Ward family farming unit that set its roots at Bulga Road, Swan Hill in 1893, which remains in operation to this day.

Wes is actively involved in the family wine business at Bulga Wine Estates, Swan Hill. He provides marketing, legal and finance advice to the 150-acre vineyard operation and negotiates with winery customers, some of which are the largest manufacturers in Australia.

Koala Creek built its first export focussed website in 2002 and was one of the very first producers to release red wine under screwcap commercially in Australia. Fascinated with learning and innovation, Wes commenced his digital marketing agency – Wadimedia – in 2007, which continues to operate today. With a speciality in marketing technology, branding and communication, Wes loves to create competitive advantages.

For the last four years, Wes has been focussed on emerging industry 4.0 technologies. His mission is to radically transform the wine industry for the better and continue the family tradition of success, integrity and innovation for another 125 years.



## Trusted Food Group葡萄酒信任技术

澳大利亚区域性精品葡萄酒（\$35+/每瓶）的销售目前的海外主要依靠两种模式：传统零售（如超市和零售店）和电子商务（如阿里巴巴和京东）；前者常常由于零售商之间的价格竞争而压低葡萄酒厂商的利润，后者则常受假冒伪劣产品的困扰，这些都对澳洲本地高端葡萄酒的品牌形象和出口造成损害。同时，中国进口葡萄酒饮用者超过5000万，然而在中国网上销售的商品有38%被认为是假冒或不合格的。Trusted Wine旨在打造一个值得信賴的葡萄酒销售生态系统，让全球消费者能直接接

触到葡萄酒厂商。对厂商而言，产品能够绕过零售超市，增加利润，并在消费者面前树立起独特的品牌形象。对消费者而言，则能够直观了解葡萄酒的生产、制造和销售过程，获得真正防伪的澳大利亚高档葡萄酒。我们已成功创建了一个用于国内外数据测试的原型生态系统，包括智能酒标、葡萄酒消费通行证和TFG移动应用程序，并已启用区块链和云技术。目前，Trusted Wine正在寻求中国市场营销、数字营销、硬件制造方面的合作伙伴，以及潜在投资人。

# MachEst

A tool to increase quoting efficiency

## Project Summary

In the CNC Machining market there is no quick automatic way to generate machining time estimations for quotes. MachEst is an application which fully automates machining quotes from universal 3d Models. Our user base will be primarily be composed of CNC machine shops with a small base of OEM's that want to compare part revisions before issuing for manufacture. Competitors in our market are currently only creating platforms for companies to issue requests for quotes e.g. order fox. We are the only company that offers a tool to increase the quoting efficiency. Manufacturing is now becoming more and more decentralized. Lean, flexible and bespoke machine shops are becoming the new normal and its these small shops with high unique part throughput need a solution to cut there quoting over heads. We are currently developing the local alpha kernel, with a goal of releasing a web version by 2020. We generate revenue by charging a fixed fee per quote generated, with the option for a local subscription tier. We need seed funding to build out a development team & round A funding for marketing.

## About the Team

**Syd (CEO)** has 10+ years in the engineering/manufacturing field. He started as a machinist and has progressed through management & engineering (mechatronics) degrees to run an engineering design company. Syd has international experience in developing custom engineering API's (Taiwan) and mechatronic development (Denmark) and has been nominated for Resource industry network awards, Telstra business awards (currently in phase 2), awarded Hume Banks LifeTech Challenge and invited to federal AC programs. He is also CEO of one other engineering start up and a board member of another manufacturing startup.

**Aron (CTO)** has 5+ years in the IT field. He started as a network technician and progressed to full stack dev. Aron currently runs a web/app design company, and has developed personal apps with >10k users and company apps with > 5k users. He has experience in fintech, health tech, ed tech, computer science, web development and UX.



## MachEst 3D 模型加工的全自动报价平台

随着制造业变得越来越分散，灵活的定制型机器车间正在成为新的常态。然而现有的数控加工市场中尚没有一种能快速实现加工时间自动报价的方法。MachEst应用程序可以实现通用3D模型的全自动机器报价，旨在为定制小批量高特性零件的中小企业提供一种快速的自动报价解决方案，以降低成本。目标客户群包括数控机床加工车间，以及小部分想要在投产前对比零件差异的原始设备制造商。目前市场上的竞争对手仅

为提供报价的公司提供平台，如 order fox。我们是唯一一家提供工具以提高报价效率的公司。正在开发本地alpha内核，预计2020年上线网页版本。收费方式包括基于每笔报价的固定收费，以及订阅付费两种模式。目前需要种子资金来组建开发团队，同时为此后的市场营销进行A轮融资。

# Double Bass Tattoo

Unique Custom Guitar Art drawn freehand using Pencil

## Project Summary

I've developed a method of using Pencil and Artistic sealer that produces Guitar Art in a much more efficient time (can be as much as \*0.67% of the average time) and with a considerably thinner build on the Guitar face (soundboard) than paint. This means that the tonal qualities of the acoustic Guitars are not affected in anyway, hence why Australian acoustic Guitar Manufacturers, and Luthiers have been utilising our service during the past four years. When considering the market possibilities for this Guitar Art Method I work on the idea that on average there would be at least one Guitar per house and at least 40% of these Guitar owners would request Guitar Art. The target users for this service will always be the individual Guitar owner and Guitar Manufacturers that have a custom Guitar shop (most worldwide Guitar Manufacturers) Guitar art has been around since at least 1700's so what this Pencil method adds is amazing and I know from the Guitar events I work at that this is loved by the World Wide Guitar Community. I've managed to develop the concept to the point of delivering classes in Pencil Tattooing, hence further refinement may come along with the introduction of new technologies in Pencils etc. What I need to execute my plan is assistance in the form of marketing and business expansion, and also need to consider Intellectual Property Protection. There are already pencil artists that have contacted me with an interest to work with me, and if the Guitar Manufacturers continue to come on board with this then there will be a need for many Pencil Tattooists offering different art styles but using my developed concept. Custom Paint Work average 336 hours where Pencil Tattoo 2.25 hours.

## About the Team

Although named Gypsy Spelling I present my artworks under the alias "**Pencil Tattooist**", as my art style was developed from old school Tattoo images drawn directly onto my Double Bass using Pencil. From the age of fourteen my love for music playing alternated between bass and six string guitar, while my drawing exposed a constant expression of artistic attitude. The love I had for Tattoos was increasing; at school in trouble for covering his arms in pen drawings of skulls, spiders and all things scary. Would it be possible to combine the passions of Tattoos and Music? After becoming a full time automotive Spray Painter, I had tattooed and the music was beginning to come together (playing in many bands). I covered my guitars with airbrushed painted designs, then tried brushed paint, even scarification of the guitars, but all of these methods did not satisfy the expected style of combining these passions successfully to produce a Tattooed Guitar. The desired outcome had to be finished like (or better) a manufactured instrument. For years I continued to trial and refine methods but not with great success until finding a strong relationship between Pencil & Artistic Sealer, and from this Double Bass Tattoo was born (9 May 2011).



## Double Bass Tattoo 吉他彩绘技术

在定制化吉他艺术设计市场上，传统吉他彩绘工序主要是贴花或喷漆形式，这需要耗费大量的时间（平均336小时），而 Double Bass Tattoo 的铅笔纹身技术将这一过程缩短到了平均2.25小时，仅为原来的0.67%。同时，由于表面（音板）的结构比油漆要薄得多，无论怎样吉他的音质都不会受到影响。这也是为什么过去4年来澳大利亚吉他制造商和演奏者一直在使用此项服务。也因此，Gypsy如今受邀在澳大利亚北部艺术技

术学院Preston校区职教，教授这种绘制方法，该课程是唯一一处注册的吉他制作课程，为澳大利亚两大原声吉他公司 Maton 和 Cole Clark 输送吉他制作师学徒。目前这一技术已推广应用于纹身行业，随着新技术的引进，将来还可能出现新的应用。我们正在寻求市场营销、业务拓展、以及知识产权方面的合作。已有感兴趣的铅笔艺术家与我联系，并寻求合作。

# Little Bumble Reusable Food Wraps

Filling a big sustainable gap in the market with an eco-friendly product that can be used in all households, every single day

### Project Summary

Little Bumble is centred on filling a big sustainable gap in the market with an eco-friendly product that can be used in all households, every single day. Little Bumble reusable food wraps are a sustainable alternative to plastic wrap. Simply wrap, rinse and reuse! Lovingly handmade and scientifically developed recipe using local and natural ingredients. Keep your food fresher for longer. Proudly certified Australian made and owned. Little Bumble solves the problem on how busy households can be more sustainable but at the same time keep their food for longer and save on their grocery bills. Imagine avocados lasting up to 2 weeks, cucumbers up to 3 weeks and celery 5 weeks! Little Bumble can make it happen with our reusable food wraps Our market size is very broad as our target users are both young and old and they are motivated by reasons such as health, environmental, grocery budget savings (food lasts longer!) or even just the visual bright appeal of our beautiful wraps. Women aged between 14-65 are our main target and our TAM Australia wide is 3.25 million and 130 million in developing countries.

Little Bumble competitors include the likes of Bee Wrappy, Wrappa, Honey Bee Wraps and Sustomi. They are from different states in Victoria but we are quite unique from these companies and Little Bumble are leading the way in this growing sustainable industry. Our wraps are scientifically developed, Australian Made certified and locally produced to strict food standards. Sustainability has never had so much attention and drive worldwide as it has right now. It's Little Bumbles opportunity to scale up and expand internationally to meet this growing demand.

We currently have over 30 stockists nationwide and sell online and at markets within Victoria Australia. Our team of 8 have moved into a commercial premises and grown our capacity to handmade large quantities of wraps and are looking at developing avenues of automation of a sister brand for wide label opportunities. Our goal is to continue to establish our brand within Australia but also to scale up the business and look at exporting as well as automating production. Some of the things we need to execute this plan include distributors, investors, a team to help us improve our online capacity, just to name a few.

### About the Team

**Laura Eddington** is a proud Gippslandian. While on maternity leave from science teaching, Laura became frustrated at the food wastage and plastic pollution that was occurring in her home. Being raised on land and striving to be more sustainable, she began to research an alternative to plastic wrap, reusable food wraps. Laura put her science skills to use and developed an all-natural formula that produced premium wraps that could be customised, refreshed and made into a DIY kit. With the support of her family, friends and community, Little Bumble was created in June 2017. Laura's talent lies in the technical aspect of the product but she has quickly gained management skills having a team of staff on board for over a year and relying on her teaching experience. The Little Bumble team of passionate individuals want to make a difference to their community and to our environment. All of the Little Bumble team are locals, many are young mums, and they are all passionate about their products and the impact it can have for our future generations.



### 小黄蜂: 可重复使用的食品包装袋

小黄蜂 (Little Bumble) 食品包装为家庭日常生活提供一种可重复使用的环保食品包装解决方案, 是塑料包装的优质替代品。它设计简单, 使用后只需进行清洗即可循环再利用。产品选用天然原料和科学配方, 澳大利亚本土制造, 符合当地严格的食品安全标准。Little Bumble 解决了这样一个问题: 忙碌的家庭如何能在使食物保持时间更长、日常开销更少的情况下, 实现更具有可持续性的生活。同时, Little Bumble 的包装

袋还能通过使用DIY工具包重新上色, 延长使用寿命。推动可持续发展的浪潮正席卷全球, 这正是Little Bumble扩张国际业务的绝佳机会。我们在澳洲范围内有30多家零售商, 并在网上和维州展销集市上销售。我们正在寻找投资人、分销商、以及能够帮助我们提升线上销售能力的团队。同时, 寻求实现自动化生产, 进一步拓展业务和推广品牌的机会。

# Breezydine

Designed to make hospitality businesses generate more profit, reduce food wastage and reduce environmental damage

### Project Summary

Breezydine is an internet driven platform that is designed to make hospitality businesses generate more profit reduce food wastage and reduce environmental damage. For customers it's a platform that is very user friendly dramatically reduces food wait times and increases there satisfaction. Reduced anxiety to families with young ones and people that are deaf and for people that are time poor. All in all this platform is great for the economy and the environment.

### About the Team

**Jason Hearsch** has over 15 years' experience in hospitality as a chef. Jason's business partner **Shane** has over 30 years tech development experience. They have large restaurant and cafe chains wanting to trial their product with very little effort – their product and its benefits to them speak for itself.



### 厨房高校管理互联网平台

Breezydine是一个基于互联网的多功能平台, 具有经济价值且对环境友好。它能够帮助厨师更好地为服务做准备, 一方面减少食物的等待时间, 提高可接待的顾客数量, 提升顾客满意度。另一方面, 减少食材浪费, 从而降低对环境造成的损害。减少家有老小的家庭、听力障碍人士和忙碌人士的焦虑。

# Diffuse Energy

A small wind turbine, that's big on efficiency

## Project Summary

Diffuse Energy are pioneering the way people generate and use their energy. We have breakthrough technology that optimises turbines for energy generation or industrial use. Our cleantech product strategy is based on the hub and spoke model. Our IP has broad applications in energy generation, industrial fans, HVAC and drones. These represent combined global markets in excess of \$250B. But first; we're targeting the small wind market to commercialise our technology. Our beachhead product is a small wind turbine, that's big on efficiency. It has up to twice the output of competitors, while being quieter and safer. We are using this turbine to market validate our core IP. We have a trial customer, Vertel, in the telecommunications space. Vertel are seeking a renewable power solution for their remote towers. This will allow them to significantly reduce or remove altogether their reliance on diesel generators, saving them thousands of dollars per month on fuel and maintenance for each tower, and they have over 500 sites throughout the east coast of Australia. This trial is due for completion mid-year. At which point we will be ready to commence sales.

To date, we've made great progress on our path to impact. We have invested over four years of development at the University of Newcastle. We've completed the CSIRO ON Accelerate program. We've formed a company, secured our IP, and been awarded a \$50K NSW Government MVP grant. Looking forward we have a strategy to both scale our product size and market application. We have engaged with customers in the Asian-pacific region. Our philosophy is based on developing our product offer domestically for licensing partnerships internationally. We are currently seeking \$1M to maximise our impact and accelerate our product development milestones.

## About the Team

**Dr Joss Kesby** is the Managing Director of Diffuse Energy and is responsible for driving the company's performance against its development and commercial milestones. He has a background in project management for civil infrastructure. Our proprietary technology was developed and validated during his PhD candidature. Joss has a strong entrepreneurial capacity and was awarded the "Stanford Australia Foundation - CSIRO Scholarship", for displaying the greatest entrepreneurial capacity during the CSIRO ON Accelerate program. Joss Kesby was awarded the University of Newcastle "Student Entrepreneur of the Year" award in 2017 and 2018.

**James Bradley** is a Senior mechanical engineer at the University of Newcastle. James has a background in business development and management in a major retail outlet as well as providing engineering services to the mining sector. Dr Sam Evans is a lecturer at the University of Newcastle, and leader of the Wind Energy Research Group. He has a background in engineering design and maintenance of power stations. Recently Sam has presented this commercialisation work at Innovation Bay and IMPACT7. He was an invited chair at the 6th annual Off Grid and Stand Alone Power Conference. Prior to working as an academic Sam was employed in the energy industry, having worked as a engineer with AECOM (private sector consulting), and Delta Electricity (public utilities).



## DiffuseEnergy 扩散型能源

全球能源系统正经历从化石燃料向清洁能源的转变，集中式发电正为分散式发电让路。消费者则希望能以更低的成本达成从化石燃料转换到可再生能源转换的无缝衔接。DiffuseEnergy采用突破性技术，可以优化涡轮机以作发电或工业用途，目前市场上的竞争对手无法与我们在效率提升方面匹敌。其清洁能源技术产品战略基于轮毂辐条模型，而我们的IP在能源发电、工业风扇、暖通空调和无人机方面有着广泛的应用，这些代表着全球超过2500亿澳元的市场价值。我们的首要目标是在小型风电市场实现该技术的商业化。首批应用产品是一个小型风力涡轮机，

效率很高。它的产电量是竞争对手的两倍，同时更加安静和安全。目前该产品正在试用客户Vertel（远程通信行业）的远程塔上进行试运行测试，每月为每座塔节省数千澳元燃料和维修开支。这项试验将于年中完成，届时将准备开始销售。DiffuseEnergy已成立公司，获得知识产权，并荣获新南威尔士州政府5万澳元的MVP拨款。我们目前正在与亚太地区的客户接洽，同时寻求100万澳元投资，以最大限度地发挥影响力，加快产品开发，实现商业化。同时，还希望聘请到具有国内能源市场销售经验或国际许可合作经验的顾问。

# Cloud180CAM

A specialist short-term solar forecasting company to maximise solar system energy output anywhere in the world

## Project Summary

The impact of clouds on solar energy Passing clouds have a significant effect on solar power production. The unpredictable nature of clouds, and the shadows they cast, means that solar energy cannot currently be relied upon to meet the entirety of our day-time energy requirements. To rectify this, a system is needed that can accurately predict cloud shading events and hence provide a power forecast for any solar energy system, large or small, with sufficient forewarning to take preventative actions such as the smooth shifting of energy generation sources from solar to other alternatives (e.g. diesel generators or batteries) and/or the execution of demand management curtailment actions (e.g. the switching off or down of high loads such as battery charging, air conditioning, water heating and/or fridges/freezers).

At Renewable Signals we are able to provide such a solution at scale and in a cost-effective manner. We are a specialist short-term solar forecasting company that is continually striving to provide the best 30 minute-ahead forecast to maximise solar system energy output anywhere in the world. Our core technology is based on advanced machine vision and adaptive machine learning algorithms. Today these algorithms reside on our own visual and environmental sensor that is installed at the customers site due to limited internet connection. In the near future, the sensors will simply upload their data into the cloud where the forecasting algorithms will calculate and provide a localised forecast for any customer in the range of the sensors. Excitingly the systems scales efficiently and effectively as the sensors can be deployed in a distributed fashion and meshed together using image stitching technology to provide a wide area forecast capability to numerous users. We currently have a number

of strategic customers trialling and/or benefiting from the application of the system including Horizon Power through Hybrid Systems, Ergon and the Australian Defence Force. We are currently seeking strategic multinational proof of concept customers, sales and distribution sales channel partners and early stage investors.

## About the Team

**Brad Sparkes (Founder)** is passionate about seeing the transition from the current fossil fuel focused energy mix to one with vast amounts of renewable penetration and will be the first to tell you that solar forecasting and the business Cloud180CAM will have a significant role to play in this future. Previously to Founding Cloud180CAM Brad Sparkes was the Group leader for the Engineering and Development team for the Grids and Energy Efficient Systems Research Program within the CSIRO Energy Business Unit. Most recently he has directed the project commercialising CSIRO's Intelligent Battery Management IP to a startup called Evergen for equity and royalties in partnership with AMP and other private investors. Prior to joining CSIRO Brad had over 15 years' experience in the Defence sector working on large acquisition projects, such as the Airborne Early Warning Aircraft (Project Wedgetail), through to working on small focused efforts such as the Air Battle Management – Tactical Data Mining (ABM-TDM) technology for Defence's specialised Rapid Prototyping Development and Evaluation (RPDE) organisation. Brad has greatly enjoyed his journey on building Cloud180CAM and looks forward to moving the venture into the next phase of rapidly scaling at a global level and seeing renewable energy have a leading role in the future energy mix of the world.



## Cloud180CAM基于云层变化的太阳光发电预警系统

云对太阳能发电具有巨大影响。云及其投射阴影具有不可预测性，这意味着目前无法依靠太阳能来满足我们的各种日常能源需求。

为了纠正这个问题，需要一个能够准确预测云遮蔽事件的系统，从而为任何太阳能系统（大型或小型）提供功率预测，并提供充足的预警，以便采取预防措施，例如将能源发电的电源从太阳能平稳转移到其它替代

方案（如柴油发电机或电池）和/或执行需求管理削减措施（如关闭或关掉高负荷设备，如电池充电、空调、水加热和/或冰箱/冷冻机）。

在可再生信号中，我们能够以大规模和具有成本效益的方式提供这种解决方案。我们是一家专业的短期太阳能预报公司，一直致力于提供最佳的30分钟预报，以便实现全球各地太阳能系统能源输出的最大化。

# Next Address

An affordable cost option to sell or rent property

## Project Summary

By connecting people directly, without the need for a traditional agent, but through a service delivery model, Next Address provides an affordable cost option to sell or rent property. By giving back Next Address proactively contributes to the communities in which we live. By our honesty, kindness and transparency we are respectful of all market participants. We have a genuine willingness to work with like-minded people and organisations.

## About the Team

**Julie O'Donohue**, Founder and CEO of Next Address is disrupting the real estate industry with her online platform that connects property buyers and sellers. A former real estate agent, Julie says Australians are charged one of the highest market and advertising fees to sell their home, in the world. Her career experience has included her own Marketing and Events business, a range of Marketing, Communications and PR roles and owner operator of a 55 bed guest house in the Yarra Valley.

With Next Address, Julie's mission is to bring transparency and lower fees to consumers in the billion dollar real estate industry. She has used her own real estate experiences, as well as that of friends to fuel her business drive. Julie's used non-traditional funding sources to grow Next Address, including equity crowd funding, aiming to co-create the organisation with like minded investors.



## Next Address – 在线房地产交易智能配对平台SmartMatch

Next Address 是一个革命性的房地产交易平台，通过创建和使用简化所有流程的在线系统，改变我们现在买卖房产的方式。Next Address使用嵌入式技术，智能集成和自动化系统，提供透明，经济实惠的端到端物业购买和销售流程。

这是一种服务交付模式，是为您节省时间和金钱，以确保您的房地产体验高效，透明，并且您在购买或出售任何房产时可以完全控制。我们的物业'只能配对'技术系统直接连接买家和卖家。我们的自动化系统可以为您提供所需的一切，包括评估，标识牌，虚拟旅游摄影，财务/合法到清洁房屋。嵌入式技术最大化了广告，营销和沟通渠道等流程。

# Aglive

Traceability, biosecurity, food safety and livestock management through evidence-based, data in real-time and on-demand

## Project Summary

Aglive is a unique method for digital supply-chain traceability, tracking produce with end-to-end transparency the platform creates a richer, clearer traceability dataset that supports product and brand quality claims. Inherent system characteristics ensure accurate validation that goods are genuine Australian produce and prevents product substitutions and reduces food fraud. System characteristics provide traceability, biosecurity, food safety and livestock management through evidence-based, data in real-time and on-demand. This technology allows retailers and consumers to validate with certainty where each food item was grown, handled, processed, stored and inspected. They can track every stage of its journey to their store.

The Aglive mobile and web traceability platform was completed following final industry testing by MLA in September 2018 and incorporates the electronic National Vendor Declaration (eNVD) system as a key pillar of the industry strategy to move to a demand-driven digital supply chain. Currently 15% of Australian red meat producers are now using this system to consign livestock from farm gate and the industry target is to have 100% digital compliance by 2025. Aglive started with the goal of strengthening the connection between farming and food. We saw a need to protect the future of the Australian agri-food industry, ensure food security and traceability of provenance allowing retailers and consumers to trace their product from inception.

## About the Team

**Achalen Holmes (International Industry & Government Development Manager)**, with 31 years as owner operation of a commercial sized farming enterprise in the livestock and cropping sectors, including breeding of Herefords, Angus, Wagyu, Belted Galloway, Simmental's and Merino sheep for wool production, brings a wealth knowledge to the team and is an active member of various industry bodies and provides relevance to Aglive's software development from his well-rounded agribusiness, compliance and consumer focused experience.

**Paul Ryan (Executive Director)** has significant retail and commercial experience and successful business turn around expertise, strong financial background, innovator and Aglive co-founder.

**Matt Burgess (CEO)** has IT and technology industry experience spanning 25 years within public and private enterprise. He also has considerable experience in software development and sales in domestic and offshore markets.



## Aglive食品来源追溯实时云平台

随着全球化发展，人们能够获得的食物数量和消费选择大大提高，随之而来的是由于供应链变长和不透明化所导致的假冒伪劣等食品安全问题，这一矛盾在错综复杂的农副产品行业中显得尤为突出。Aglive提供一种独特的数字化供应链追溯方法，通过端到端的透明性产品跟踪，使平台得以创建更丰富、更清晰的追溯性数据集来证明产品和品牌质量。系统可提供基于证据的可追溯性实时数据，具有产品追溯、生物安全、食品安全和牲畜管理等功能。让零售商和消费者能够追溯产品的生长、

处理、加工、储存以及检验等每一个阶段，严防食品欺诈。在过去的5年中，我们的重点是与澳大利亚红肉行业和州政府合作开发数字可追溯性平台。目前，15%的澳大利亚红肉生产商正在使用该系统追溯牲畜来源，我们未来的3年目标是扩大其商业化，并向全球扩张。作为向北半球扩张的准备，Aglive 已开始进行澳大利亚海鲜的可追溯性试验。实验结果于布里斯班 Fish 2.00 活动上公布，目前正寻求全球合作伙伴，以将海鲜可追溯性解决方案商业化。

## Passel

A service where shoppers deliver on their way home to shoppers

### Project Summary

Passel is a service where shoppers deliver on their way home to shoppers, providing inexpensive, convenient and delightful on-demand deliveries for retailers. Launched in April 2018, we deliver in Melbourne, Sydney, Brisbane and Adelaide. There are currently in excess of 3000 registered Passers - that's what we call the people who make deliveries on our behalf. Passel's unique operating model allows deliveries whenever stores are open, including evenings, weekends and holidays. It's a guaranteed 3-hour delivery for a flat rate of AUD\$15/£8/€8. Global e-commerce is expanding at 20% annually, and Passel is well poised to be a significant player in this market. Passel's target customers are retail chains, particularly in apparel, footwear, books and gifts. We deliver on behalf of Purebaby, women's fashion stores such as Evergreen Clothing, Wicked Weasel and Harvey the Label, and are currently rolling out to Bike Chaser's national network of up to 150 bicycle stores.

Passel does not deliver alcohol, tobacco, firearms, pharmaceuticals or temperature-sensitive food and meals. Passel recently launched a pilot with Australia's largest chain of book stores - Dymocks. Passel is not a gig economy company, and does not follow the "uber for couriers" business model. We currently are working with Swinburne University's data science department on the machine learning algorithms to help better predict who the best person will be to be offered a delivery.

### About the Team

**Marshall Hughes (Founder & CEO)** worked his way from sales and customer service to be COO of Myfreight. He was the first person the team came to when they needed help. Rather than giving them the answer right away, Marshall asked them how they may fix it. If their solution was one that might work, they would give it a go. He was integral to the creation and development of Myfreight, which quickly became the best freight management platform in Australia. Marshall has now added a new string to his bow as a product owner in an agile software development project.



### 购物回程顺风送货网络平台

Passel是一项由购物者在回家路上顺道为其它购物者送货的服务，从而为零售商提供廉价、方便和事宜的按需配送服务，优化城市中心的货运和货物交付系统。自2018年4月发布以来，已有超过3000人注册成为“送货路人”（Passers，即负责送货的人），并在墨尔本、悉尼、布里斯班和阿德莱德展开服务。2019年5月起，还将在都柏林和贝尔法斯特开始运营。Passel独特的运营模式允许送货路人在商店营业时送货，包括晚上、周末和节假日。统一费率（15澳元/8英镑/8欧元），并保证3小

时交货。全球电子商务正以每年20%的速度增长，而且Passel已经做好了成为该市场重要参与者的准备。Passel的目标客户是零售连锁店，尤其针对服装、鞋类、书籍和礼品。现有客户包括Purebaby、Evergreen Clothing、Wicked Weasel 和 Harvey the Label 等品牌，并将于Bike Chaser合作覆盖全国近150家自行车店。我们不遵循“超级快递”的商业模式，目前正与斯温伯恩大学的数据科学系合作，研究机器学习算法，以更好地预测最佳送货人选。

nexus  
Mentors



Photo credit: RMIT University

## NEXUS Mentors



**Garry Williams**  
Creative Producer of Innovation  
*The University of Melbourne*  
墨尔本大学创意导师



**Tom Williams**  
Chief Mentor  
*ACASE*  
澳中科学家创业协会首席导师



**Tim Kallady**  
Founder  
*Piccard.ai*  
Piccard 人工智能公司总裁



**Kurt Tiam**  
Special Counsel  
*DLA Piper*  
DLA Piper 特殊顾问



**Professor Alan Lim**  
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Cell Biology Laboratory  
*First Health Medical Group*  
林教授 第一健康医疗集团 (FHMG)  
创办人, 维州细胞生物学实验室  
实验室负责人



**Dr Yongqiang Li**  
Vice President  
*ACASE*  
黎永强 ACASE 副主席



**Cameron Rambert**  
Founder  
*Frankston Foundry*  
Frankston 众创空间创始人



**Gloria Gu**  
International Business Specialist  
顾蓉 资深国际商务专家



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C2 投资公司总裁



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Senior Manager  
*PwC Melbourne*  
普华永道 资深经理



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**Angela Yao**  
Secretary General  
*ACASE*  
姚晶 ACASE 秘书长



**Junfeng Zhao**  
CEO  
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深圳融创创业投资公司创始合伙人



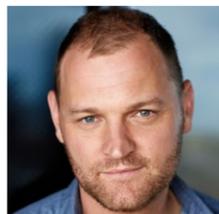
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**Pamela Yap**  
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**Brandon Burns**  
Head of Community  
*Runway*  
区域初创企业合作伙伴—Runway



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朱宏剑 墨尔本大学医学教授



**Professor Mike Xie**  
Distinguished Professor,  
Director of Centre for Innovative  
Structures and Materials  
*RMIT University*  
皇家理工大学杰出教授,  
创新结构与材料中心主任

## Victorian Mayors



**Cr Jim Rinaldi**  
Vice Mayor  
*City of Ballarat*  
巴拉瑞特市市长



**Cr Martin Zakharov**  
Mayor  
*City of Maribyrnong*  
马瑞巴隆市市长



**Cr Bill Bennett**  
Mayor  
*City of Whitehorse*  
白马市市长

## Message from the President of ACASE



### ACASE is a leading innovation integrator in the Australia Asia region

ACASE offers a proven channel for researchers, startups, institutions and governments to connect. It leads global hi-tech partnerships from inception to commercialization. ACASE fosters a purpose-driven community of researchers, entrepreneurs and government partners. As a not-for-profit association, ACASE is a force for good.

ACASE propels researchers into an entrepreneurial mindset: to position themselves through targeted services and events, build productive relationships and to strengthen ties throughout Asia-Pacific.

The rise of entrepreneurship across the world has created a paradigm shift. Entrepreneurs, as “disruptors” to traditional business, are re-imagining the way business can be done. The development of global platforms like ACASE offers a clear way to facilitate connections and collaboration between entrepreneurs and their stakeholders.

Connectivity and global collaboration are crucial to create sustainable economic prosperity - a priority for our future in the Asia-Pacific region.

富尔江博士  
Dr Erjiang Fu  
President of ACASE  
澳中科学家创业协会主席

#### 澳中科学家创业协会是澳大利亚亚洲地区领先的创新整合中心

澳中科学家创业协会是在澳大利亚注册的非营利组织。协会致力于整合中澳两国科技和资本资源，专注于国际一流科研院所的科技创新成果的商业转化，并为科学家创业团队提供一个高度定制化的培训和孵化平台。协会助力把“实验室”成果转变成投资友好的商业项目，跟踪和培育初创企业，与投资方开展多方位的对接和合作，以吸引更多资金助力科学研究和技术开发。同时为投资方建立一个清晰可控的投资平台，进行专业评估和透明管理，从而降低投资风险和实现投资目标。

协会组织了众多丰富多彩的创业辅导，讲座活动和创业大赛。承办了春晖杯中国留学人员创新创业大赛（中国教育部和科技部联合主办的最高规格的创业大赛）墨尔本赛区的项目征集和全程创业辅导工作。协会成立以来已经汇集了四百多个教授专家学者，培育了多个优质科技商业化项目。协会得到了中国驻墨尔本总领馆的大力支持和指导。澳各级政府（包括澳大利亚外交部，维多利亚州长办公室，维多利亚州健康局，维多利亚州创新局，和墨尔本市政府等），和中澳企业界的赞助和支持。协会将进一步发挥各界资源整合的优势，在中澳两国间开展深层次的科学技术研究和产业化合作。

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ACASE is a membership-based organization whose members provide essential support. We gratefully acknowledge the immense contribution of Shuxi Wang, Elizabeth Winkelman, Danzi Song, Xin Ru Jiang, Canwang Xu, Shuai He, Estelle Xin and Bonita Wang who advised, organized and contributed to bringing all aspects of this program together. A special thank you to Yi Wen Tang who has spent many long days on filming at our events, collating and editing video content.

Our committee members: President Frank Fu, Secretary General Angela Yao, Chief Mentor Tom Williams and Li Yong Qiang who steered the strategy and design.

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In gratitude to Na Na for her excellent and professional translations.

我们感谢南京市政府，浦口高新区和墨尔本推动本次峰会取得圆满成功。

ACASE是一个会员制组织并为其成员提供必要的各种支持。我们非常感谢 Shuxi Wang, Elizabeth Winkelman, Danzi Song, Xinru Jiang, Canwang Xu, Shuai He, Estelle Xin 和 Bonita Wang 的巨大贡献，他们积极策划此项目并为这个项目的各个方面提供宝贵建议。特别感谢 Yiwen Tang，他们在我们的活动中不辞辛苦地拍摄整理和编辑视频内容。

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感谢 Flexe Group 的 Kevin Wu 提供平面设计同时感谢 Na Na 专业的翻译。



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**NANJING  
CHINA**

