Insights from Top-Performing Incubators & Accelerators

OECD Webinar | Jan 16, 2024

Ali Amin, CEO & Co-founder
UBI Global, Sweden
Interactive Learning Community for Business Incubators and Accelerators

OUR COMMUNITY
+ 1,000 incubators, accelerators
+ 100,000 startups
+ 90 countries ...and growing!

OUR RESEARCH
✓ Data driven with foundation from top universities
✓ Global research advisory board
✓ International support of thought leaders and industry experts

OUR TECH
✓ Quality assured and verified data
✓ Direct communication line with community
✓ Machine learning and future predictions

OUR RANKINGS
✓ World renowned since 2013
✓ Becoming an international standard
✓ Published in all international media

OUR TEAM
✓ Swedish-led management
✓ International colleagues with 8 languages spoken in-house
✓ Supported by Talent Venture Group

OUR MISSION
To internationally connect, benchmark, educate, and recognize excellence among business incubators and accelerators to advance startup and innovation growth.

OUR EVENTS
✓ World Incubation Summit
✓ UBI on Tour - Ecosystem Engagement
✓ UBI Regional Awards & Innovation Forum

Klarabergsgatan 60
Stockholm, Sweden

http://ubi-global.com
info@ubi-global.com
1,000+ BUSINESS ACCELERATORS AND INCUBATORS IN 90+ COUNTRIES

MEMBER COMMUNITY

March 2023

Top Member Countries

40+ programs

11% Africa
23% Asia-Pacific
24% Europe
18% Latin America
5% Middle East & North Africa
19% North America

Sector Group Spread¹

- Creative & Cultural
- Communication & Governance
- Education & Governance
- Finance & Accounting
- Green & Energy
- Health & Fitness
- Materials & Manufacturing
- Retail & E-Commerce
- Other

11% 13% 8% 4% 12% 16% 11% 12% 12%

Program Types

- Incubator 53%
- Hybrid 20%
- Accelerator 27%
- University 60%
- Corporate 3%
- Private 17%
- Public 20%

Stages Supported

- Idea 25%
- Early 31%
- Growth 22%
- Acceleration 22%

Top Industries²

- HealthTech 54%
- IT-services 53%
- B2C 46%
- Edtech 44%
- Renewable Energy 44%

Top Tech Trends²

- Artificial Intelligence 57%
- Big Data 56%
- Digital Health 54%
- Machine Learning 46%
- Internet of Things 46%

1. Percentage of startups working in these sector groups
2. Percentage of programs that serve startups in that field
Benchmarks & Rankings since 2013
“What is success?”
Actors in the Ecosystem We Engage With

Governments & Policy Innovation Org.

Methodology & Research

National Incubation Associations

Network

Investment Community

Identify & Connect

Incubators & Accelerators

University, Public, Private, Corporate

Highlight & Promote

Startups

Matchmaking

Universities & Research Institutes

Data & Insights

Multinational Corporations

Map & Connect

© UBI Global 2022-2023. All Rights Reserved to UBI Index AB SE556937405001 - Information at info@ubi-global.com or visit http://ubi-global.com
To measure incubator performance & impact

Proprietary Benchmark Framework

- Value for Client Startups
  - Competence Development
  - Access to Funds
  - Access to Network

- Value for Program
  - Program Attractiveness
  - Post Graduation Performance

- Value for Ecosystem
  - Economy Enhancement
  - Talent Retention

Bhatli & Eriksson framework to measure incubator performance (2013)

The most comprehensive framework to measure incubator performance.

- 3 Categories
- 7 Subcategories
- 21 Key Performance Indicators
WBS2122 METHODOLOGY – FRAMEWORK

KEY PERFORMANCE INDICATORS

Value for Ecosystem

- **Economy Enhancement**
  - 1.1 Jobs created & sustained (#)
  - 1.2 Sales revenue ($*)
  - 1.3 Graduates (#)
  - 1.4 Self-generated revenue ($*)

- **Talent Retention**
  - 1.5 Client startups accepted (#)
  - 1.6 Graduate retention (#, %)

21 KPIs measured

Value for Client Startups

- **Competence Development**
  - 2.1 Services offered (#)
  - 2.2 Coaching & mentoring hours (#)

- **Access to Funds**
  - 2.3 Total investment attracted ($*)
  - 2.4 Average investment attracted ($*)
  - 2.5 Seed funding attraction (#, %)

- **Access to Network**
  - 2.6 Partners (#)
  - 2.7 Events (#)
  - 2.8 Alumni engagement (#, %)

Value for Program

- **Program Attractiveness**
  - 3.1 In-state applications (#, #/spot)
  - 3.2 Out-of-state applications (#, #/spot)
  - 3.3 Sponsorship attraction ($*)

- **Post-Graduation Performance**
  - 3.4 1-year survival rate (%)
  - 3.5 5-year survival rate (%)
  - 3.6 High-growth enterprises (%)
  - 3.7 Qualified Exits (#)

KPI Weight
- High
- Medium
- Low

*All fiscal information is converted to and represented in 2020 US dollars.
“Who are the most successful ones?”
Publication

The UBI Global World Rankings 21/22 Report
- Business Incubators & Accelerators

Download for free at ubi-global.com/publications
“What are the Best Practices?”
Identified at the best incubators

1 2 3

INSIGHT  INSIGHT  INSIGHT

Global Benchmark Report 21/22
$299

Success traits
1 INSIGHT

Ecosystem & Dealflow
1 Ecosystem & Dealflow

The intensity top incubators engage the ecosystem and are able to attract exceptionally high quantity of dealflow.

This stands over two times higher than an average performing incubator.

Key to attracting dealflow is related to a clear positioning of the incubator in the ecosystem and a ruthless clarity in branding.
Coaching & Mentoring
2 Coaching & Mentoring

Top incubators rely on a higher number of active coaches and mentors that help their client startups with a more efficient and customized training.

We have opted to focus on a business acceleration support package of services made up of mentoring.

Successful Incubators

- Aalto, Finland
- Istanbul, Türkiye
- Montreal, Canada

Number of active mentors

33

Top Incubator avg.

16

Global Incubator avg.
Access to Funding
Top incubators have an **augmented capacity** to assist their clients with **better access to funds** as compared to an average incubator.

**Successful Incubators**

- **Utrecht, Netherlands**
- **Montreal, Canada**
- **Gothenburg, Sweden**

“Necessary **support to access capital are centered** on helping our incubated startups to be **well-prepared and ready to act**”
Success Traits
Successful Traits Top Incubators

1. **Going global** by utilizing digital services and social media
2. Diversifying **revenue streams**
3. Focus on **community-building and collaboration**
What Next?
JOIN THE INTERNATIONAL COMMUNITY & BENCHMARK YOURSELF

BENCHMARK YOUR INCUBATOR & ACCELERATOR IN Q2

Open for application

THE WORLD BENCHMARK STUDY
2023 - 2024

www.worldbenchmarkstudy.com

Start Q2 2024
Let’s Connect!

Ali Amin
CEO, Co-founder

The WORKS | Klarabergsgatan 60
111 21 Stockholm, Sweden

+46 (0) 73 667 47 79
ali@ubi-global.com
linkedin.com/in/alam86