



WESTERN AUSTRALIAN STARTUP FUNDING IN REVIEW 2023

(WITH MARCH Q 2024 UPDATE)

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<https://techboard.com.au>

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About This Report

The report has been produced using [Canva](#) and uses Visualisation Software produced by [Flourish](#) (a Canva Acquisition).

Many of the charts contained in this report are interactive, and can best be experienced by [viewing the report online](#).

A PDF version of the report can be viewed on [Techboard](#).

When viewing the report online, the charts may take a few seconds to load, depending on the speed of your internet connection.

All data referenced in our reports has been collected by Techboard.

About Techboard

Techboard is the number one source for up-to-date data on the Australian startup and young technology company ecosystem.

Techboard is the longest continuously operational data company serving the Australian startup sector. We have been collecting data on Australian Startups since 2015 and have been building our national funding dataset for more than six years since 1 July 2017. Techboard has the best capture of data on funding events for Australian Startups and we continuously work to improve our data capture.

Techboard's data is trusted and used by Australian Governments, the Tech Council of Australia, Universities, investors and advisors. We also produce regular reports such as this one, occasional funding bulletins and our monthly release FUNDED. We work on a monthly data cycle releasing a monthly dataset to our subscribers before the end of the subsequent month.

Techboard has always been looking for ways to improve the quality and quantity of data it is able to present to inform and power the growth of the Australian startup ecosystem. To this end we have been developing an approach based around capturing data from companies' non-confidential filings with Australia's Corporate Regulator, The Australian Securities and Investments Commission (ASIC), to help reveal the true extent of capital flows into Australian Startups, who and what is getting investment, who is investing and at what valuation. We have been piloting this approach during 2023 in the Fintech vertical in our Fintech Funding Project and will soon be publishing a report of our findings from that project. Additional information on this approach can be obtained from Techboard.

Techboard's data is accessible to commercial subscribers.

Overall Private Investment Levels 2023 - Mar Q 2024

The level of private investment in Western Australian startups in 2023 sat at the second highest level since 2018, with just over \$90m of announced investments. Western Australia experienced a 46% drop in announced private funding from 2022 levels, a much larger proportional drop than the 38% seen nationally. This drop in dollar amount was not matched with a marked decline in the number of deals which remained almost static, down by 2% in WA compared to 23% nationally. The state saw a decline in its proportion of national funding in 2023, from 2.49% in 2022 to 2.13% in 2023 but an increase in its share of the number of deals from 6.53% to 8.45%.

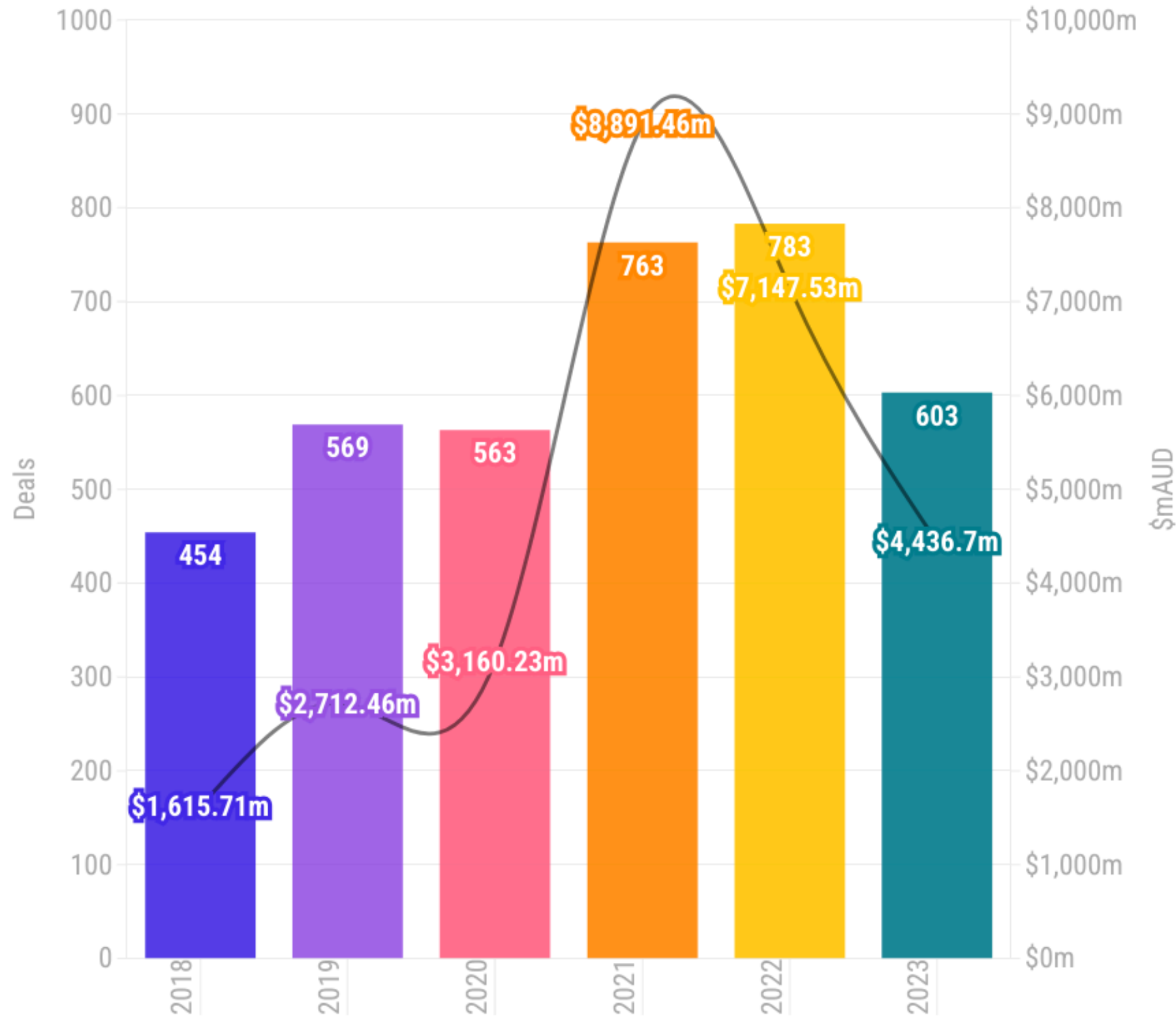
On a per capita basis Western Australia is not performing well, with its results for the past two years only being ahead of Tasmania and being the worst performing state in 2020 and 2021.

An issue that is worth mentioning is the rate to which announced investments in WA do not have their value disclosed. In WA 17% of announced deals in WA did not have the size of the investment disclosed. This is close to three times higher than in the rest of the country where only 6.3% of deals did not have the size of the investment revealed. This can be highlighted by seeing that of the 7 new investments announced by WA Government's Waves program backed venture capitalists, the size of only one investment was announced.

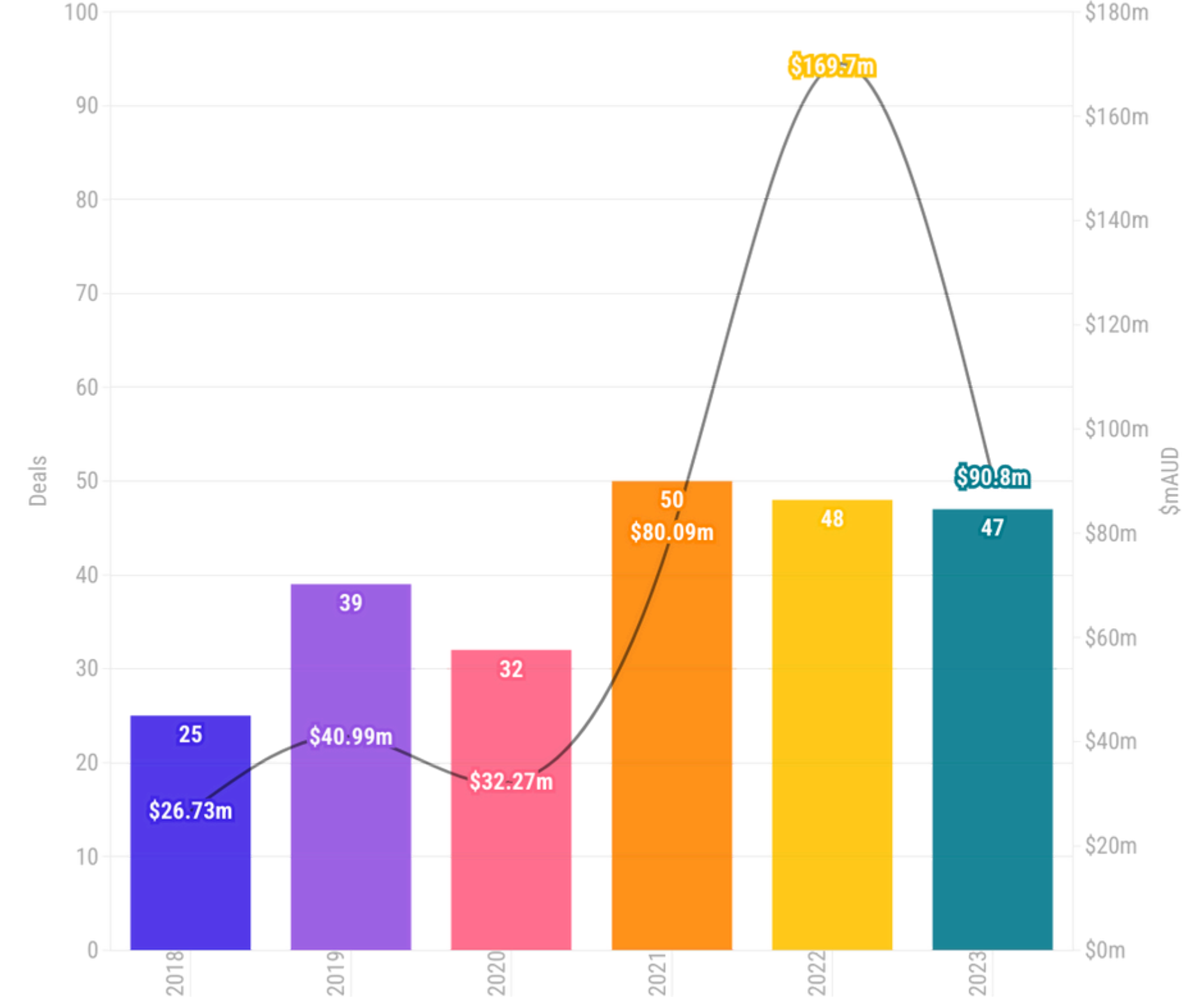
The March Quarter 2024 saw a spike in funding and the second highest Quarterly result for WA captured to date of \$67.16m, slightly behind the highest result captured for the March Quarter 2022 (\$73.52m). This result for WA was against the national trend which saw funding levels drop to the lowest level captured since 2020 during the quarter. A consequence of this is that WA's share of National startup capital rose to its highest captured quarterly level of 8.82%.

Private Investment In Startups Australia vs Western Australia 2018-2023

Private Investment in Australian Startups 2018-2023

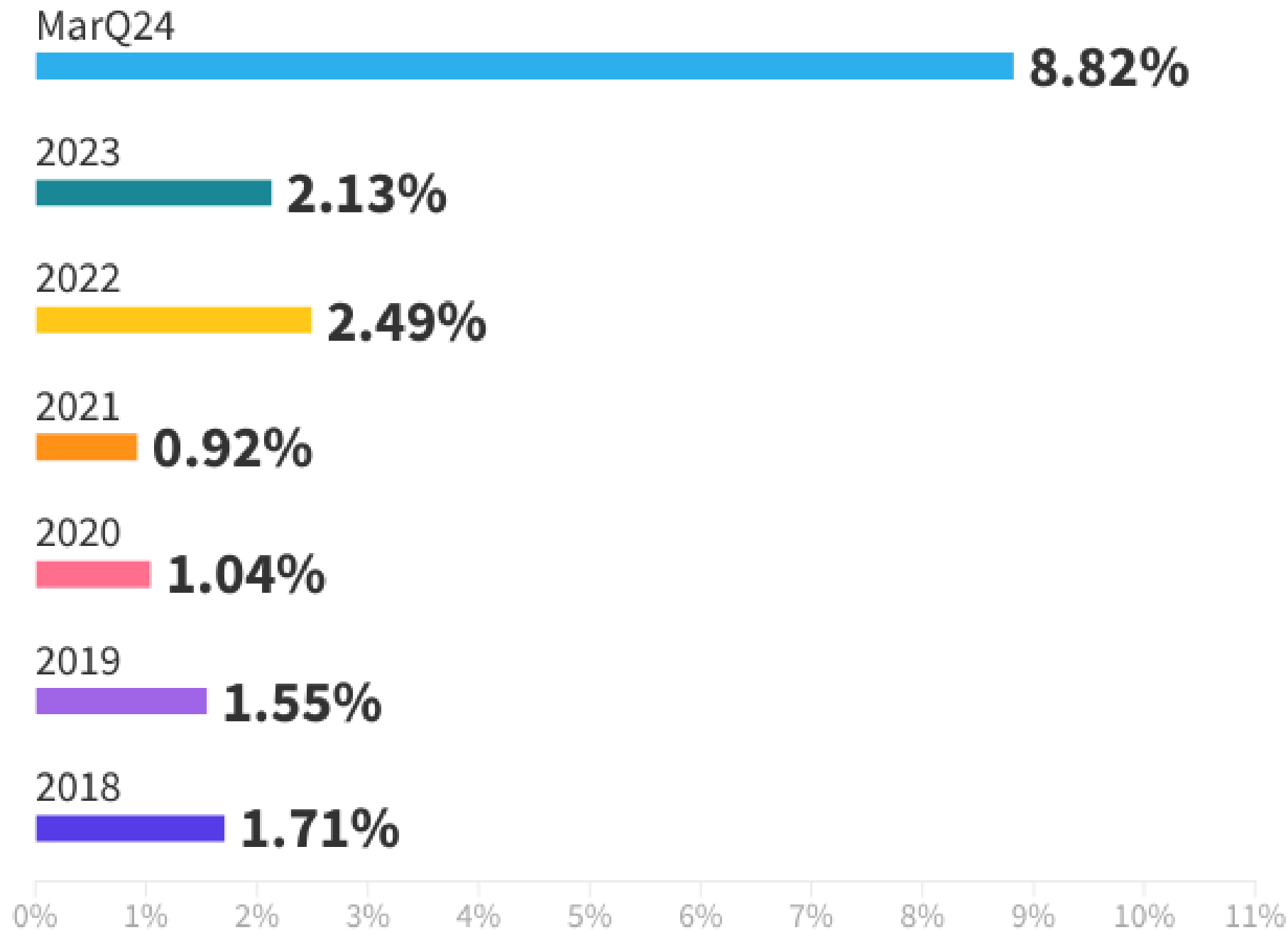


Private Investment in Western Australian Startups 2018-2023



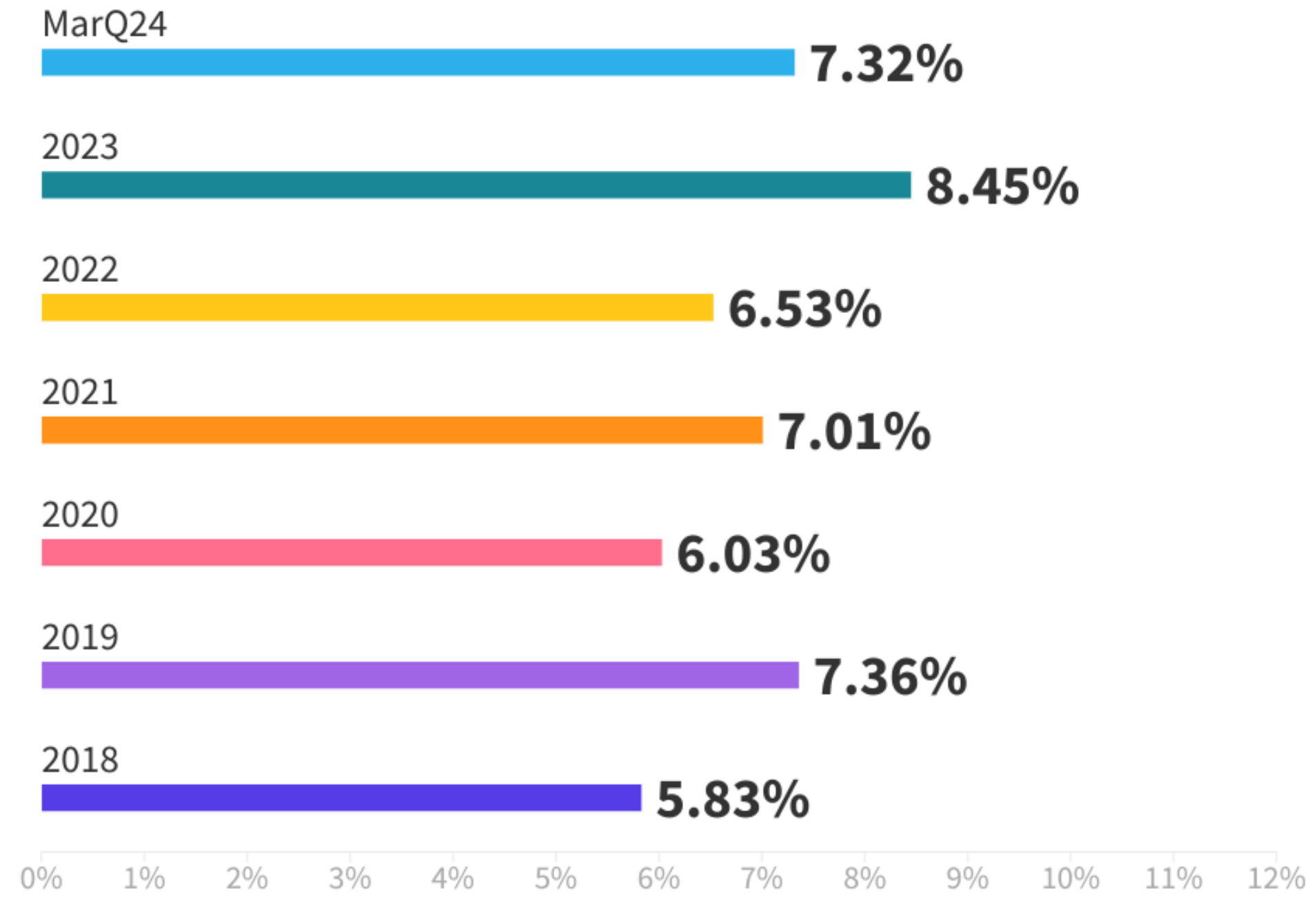
WA's Proportion of National Private Investment 2018-2023

By Dollars



Percentage of National Private investment

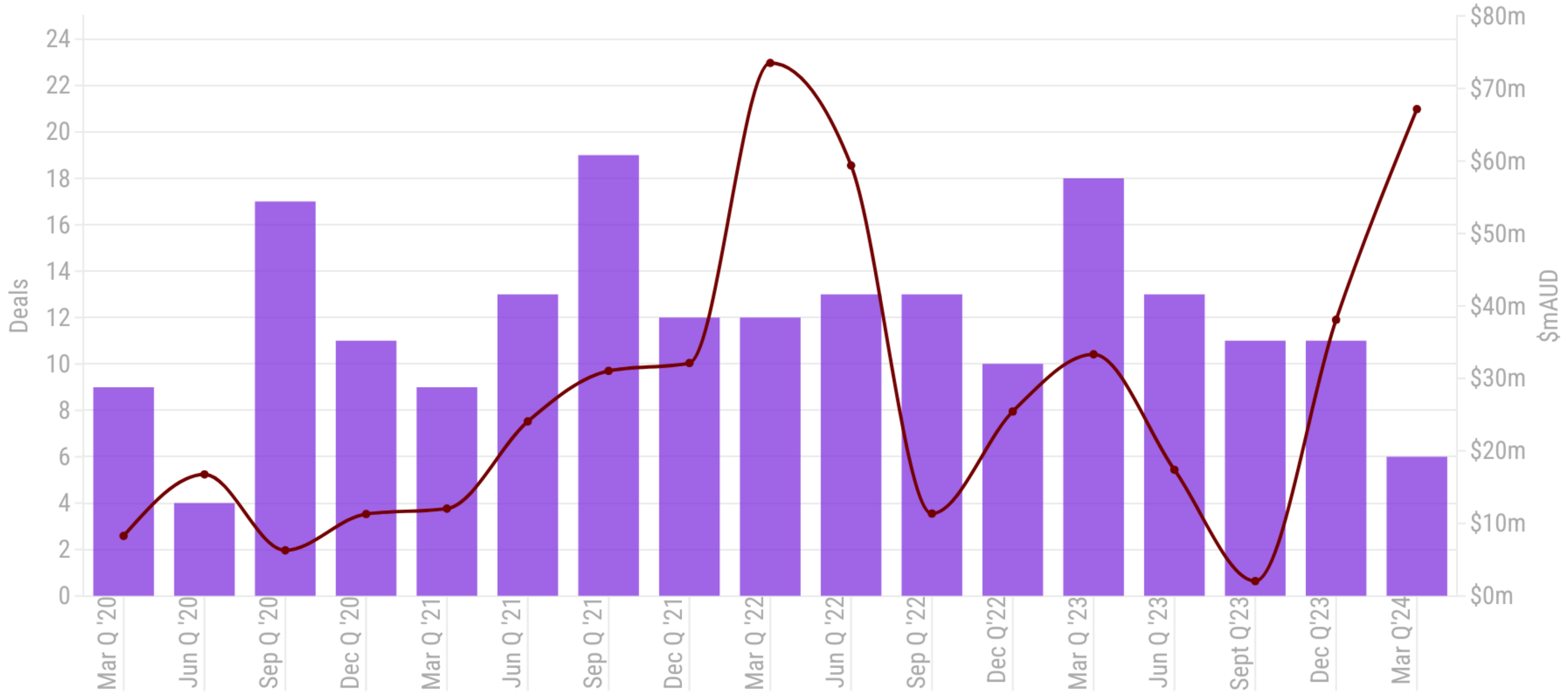
By Deals



Percentage of National Private investment

Private Investment in WA Startups by Quarter 2020-Mar Q'24

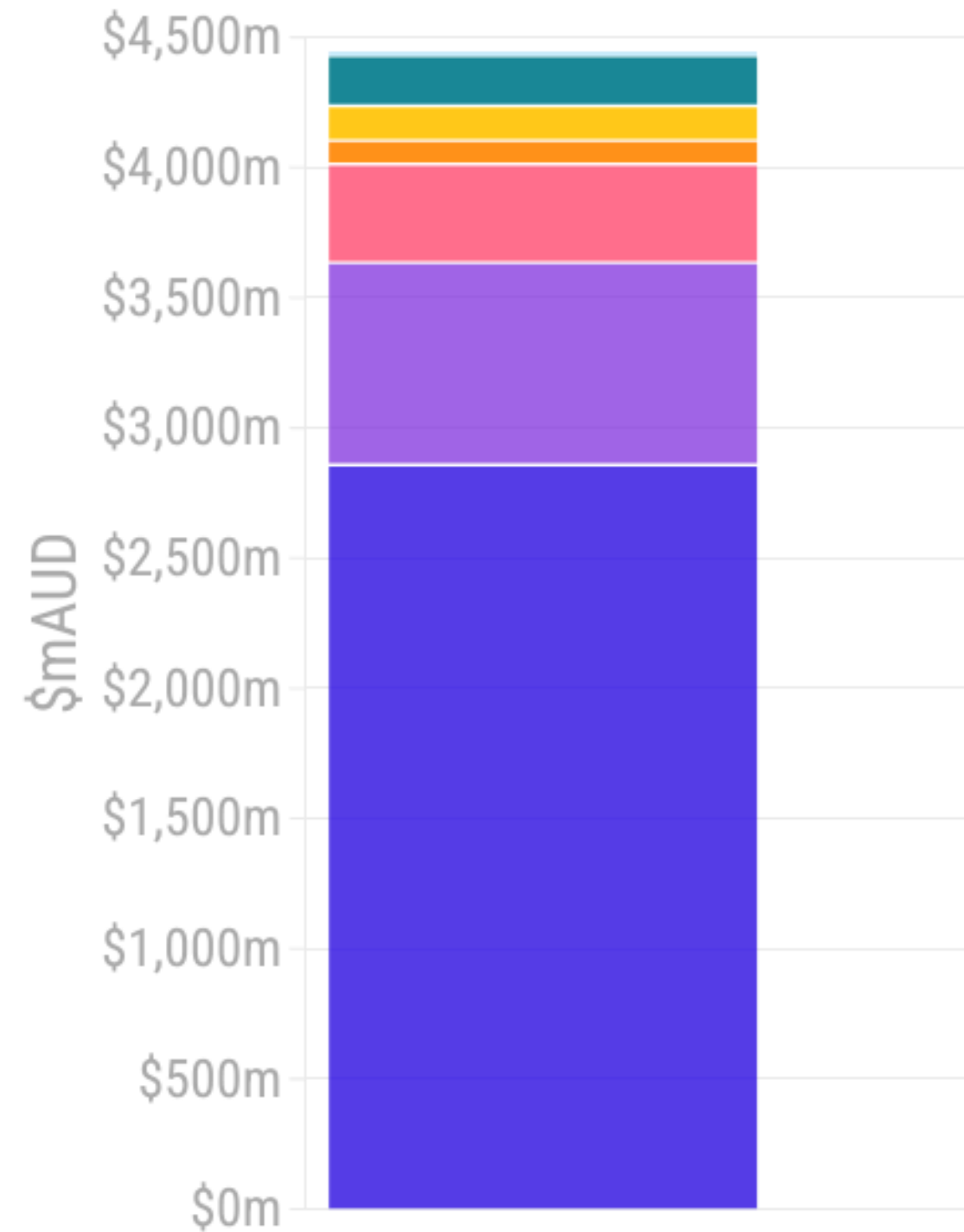
■ \$ ■ Deals



Private Investment by State (Dollars)

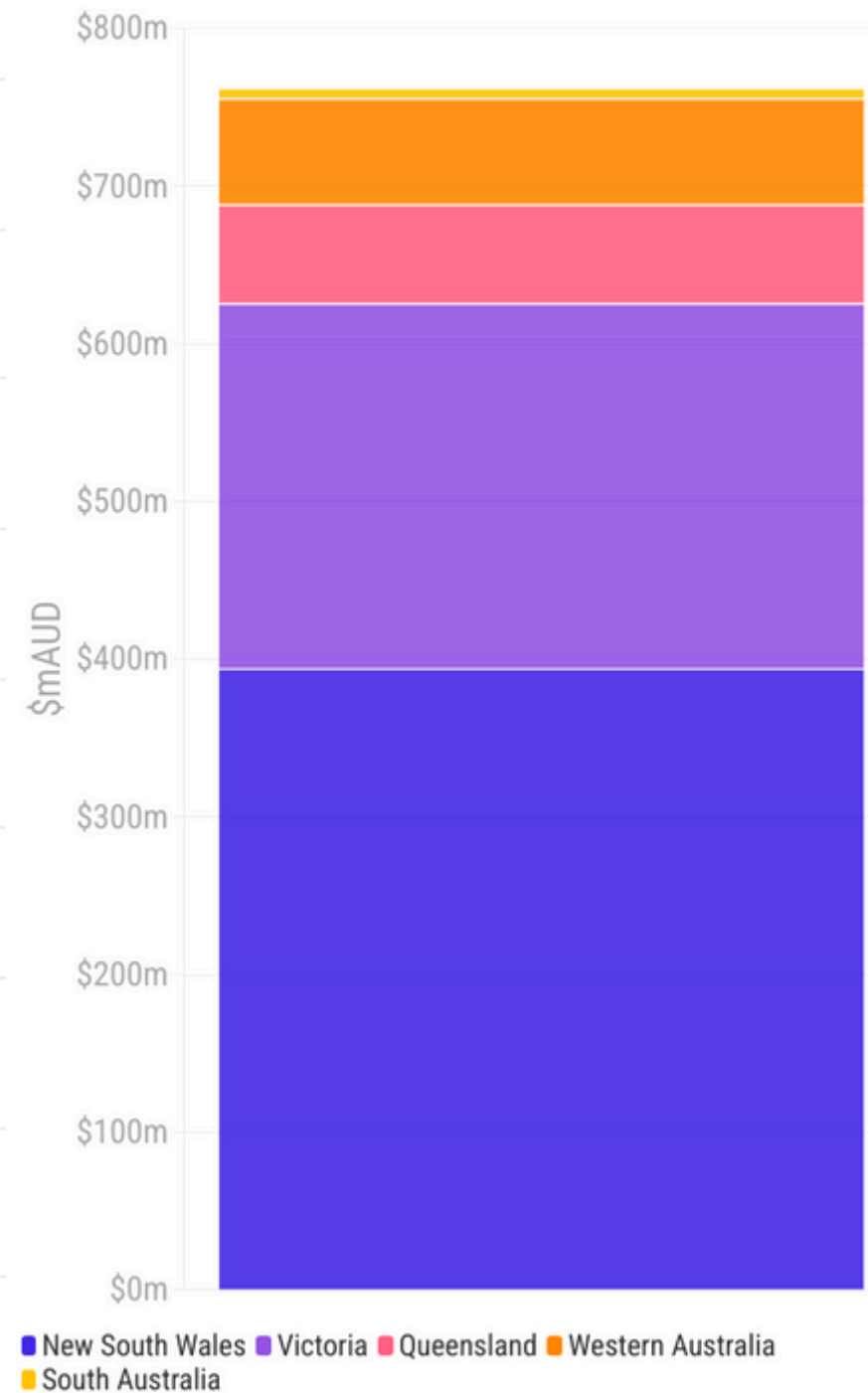
2023

Dollars



Mar Q 2024

Dollars



■ New South Wales
 ■ Victoria
 ■ Queensland
 ■ Western Australia
 ■ South Australia
 ■ Australian Capital Territory
 ■ Tasmania

In 2023, New South Wales companies accounted for around 2/3 of all investment. The proportion of Investment and deals in the other states followed the usual trend.

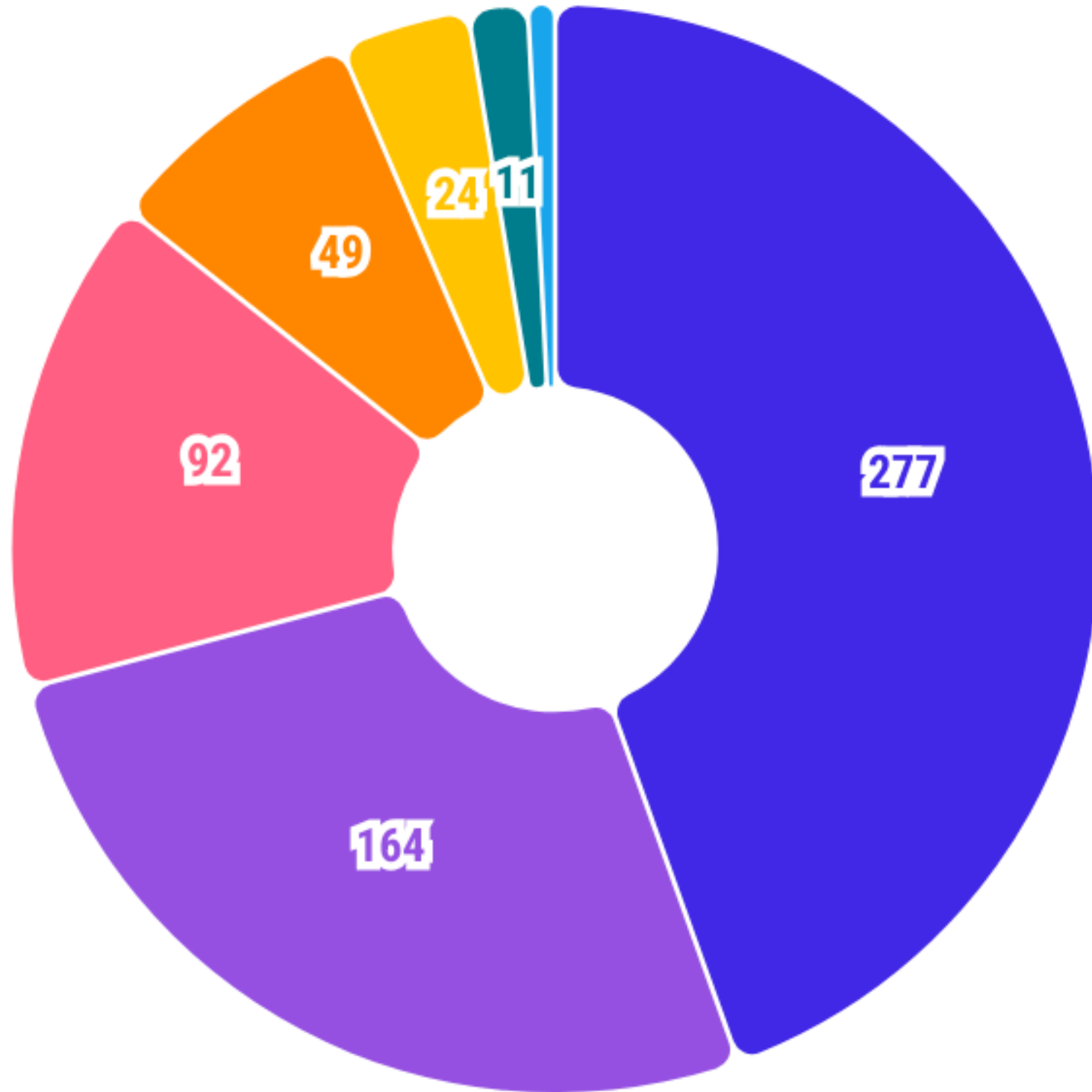
In the March Quarter, the dominance of NSW (on a dollar basis had dropped to closer to 50%, with Victoria starting to close the gap (moving from around 18% to closer to 30% of all funds. Western Australia also moved much closer to Queensland’s proportion of the action in terms of both dollars and deals.

If we examine the historical funding curves for each state, we can see that New South Wales, Victoria and Queensland all share a similar trends with significant drops in funding from the highs of 2021-22. The funding curves for the less populous states of Western Australia, South Australia and the Australian Capital Territory do not show a drop of a similar magnitude, with all three states showing significant spikes in funding since 2021-22.

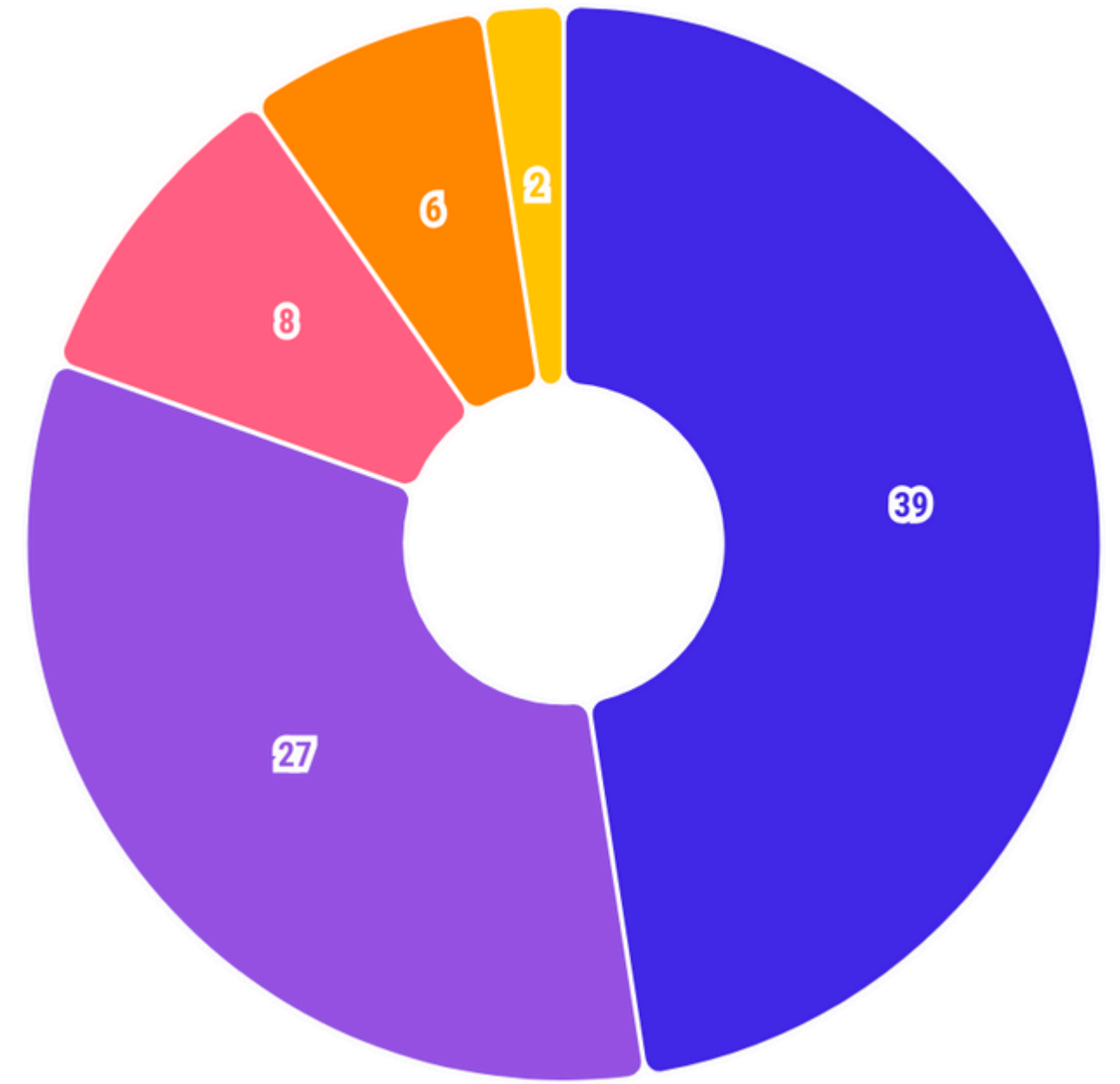
Viewed on a per capita basis all states show a continued decline since 2021 or 2022 except the ACT who has experienced a continuing increase in funding. Smaller states experienced a slower decline than larger states.

Private Investment by State (Deals)

No. of Deals 2023



No. of Deals Mar Q 2024



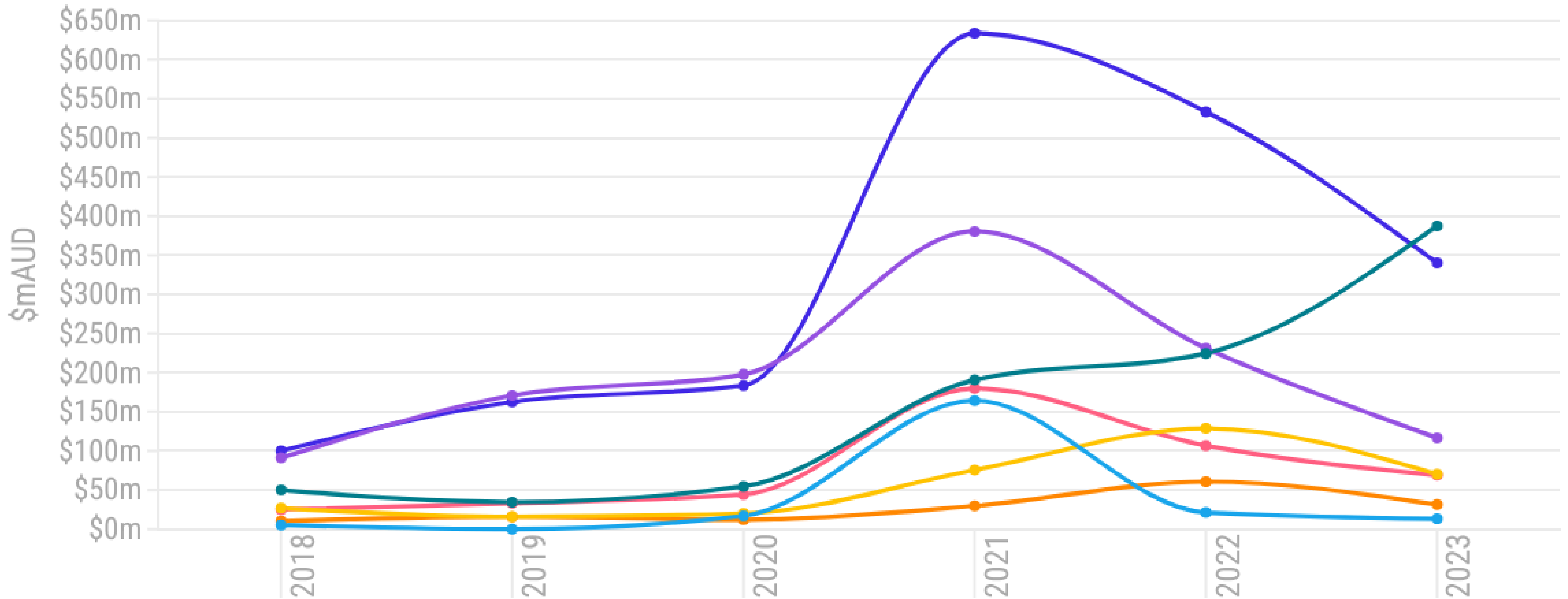
■ New South Wales ■ Victoria ■ Queensland ■ Western Australia ■ South Australia

■ New South Wales ■ Victoria ■ Queensland ■ Western Australia ■ South Australia ■ Australian Capital Territory ■ Tasmania

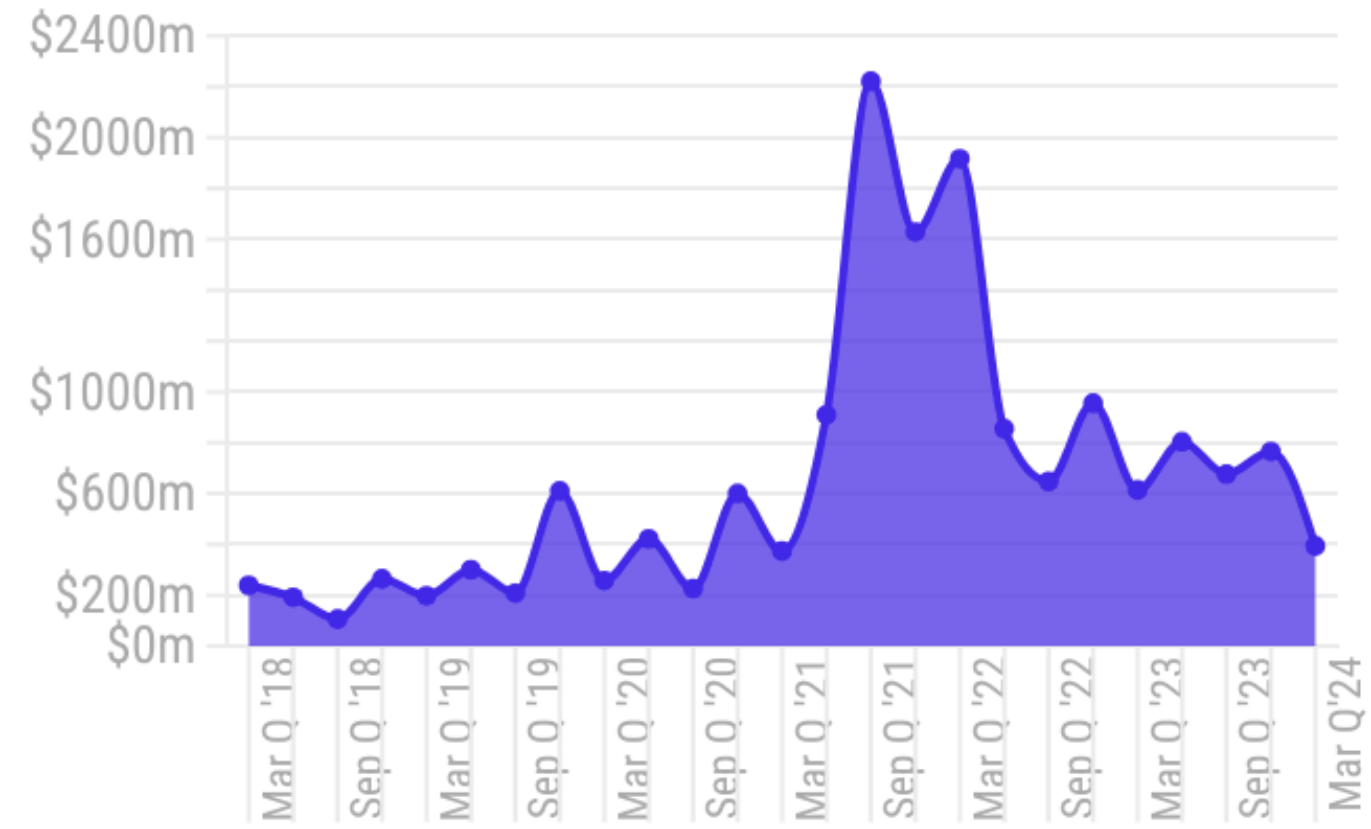
Private Investment by State per Capita (Dollars)

\$ per 1m pop.

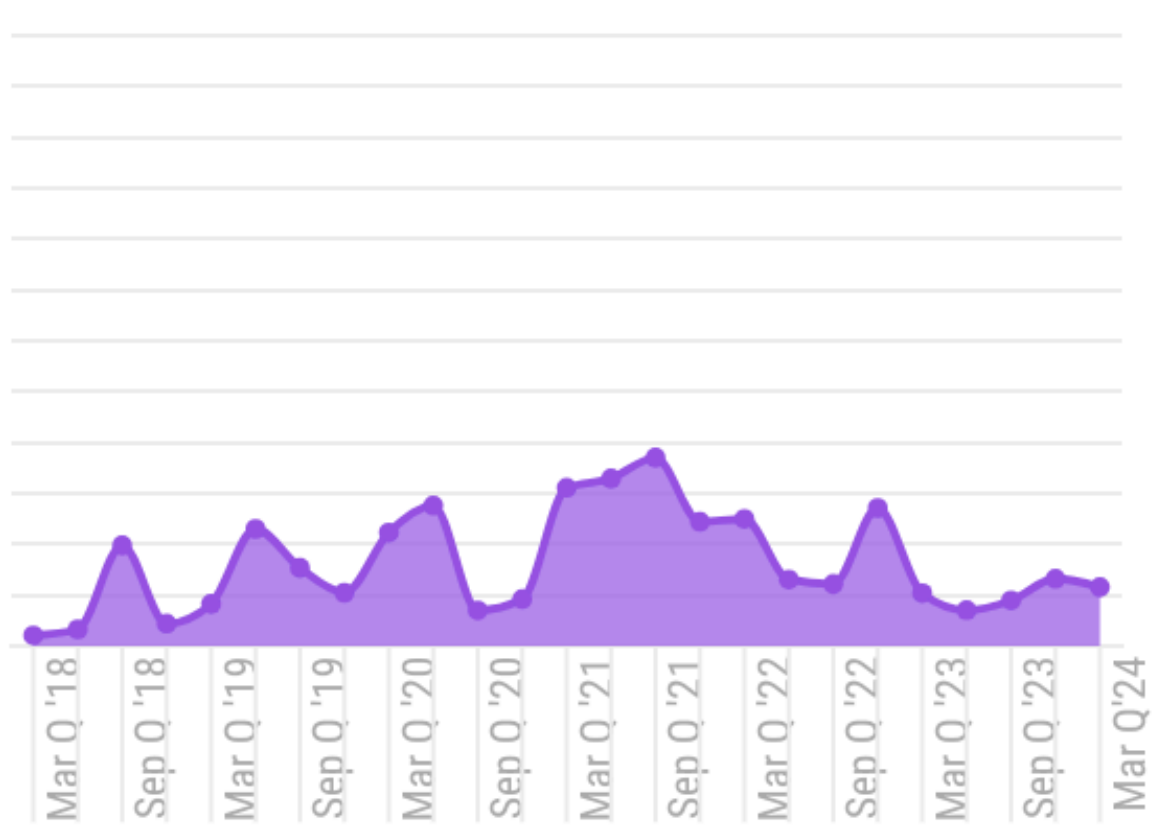
■ New South Wales ■ Victoria ■ Queensland ■ Western Australia ■ South Australia ■ Australian Capital Territory ■ Tasmania



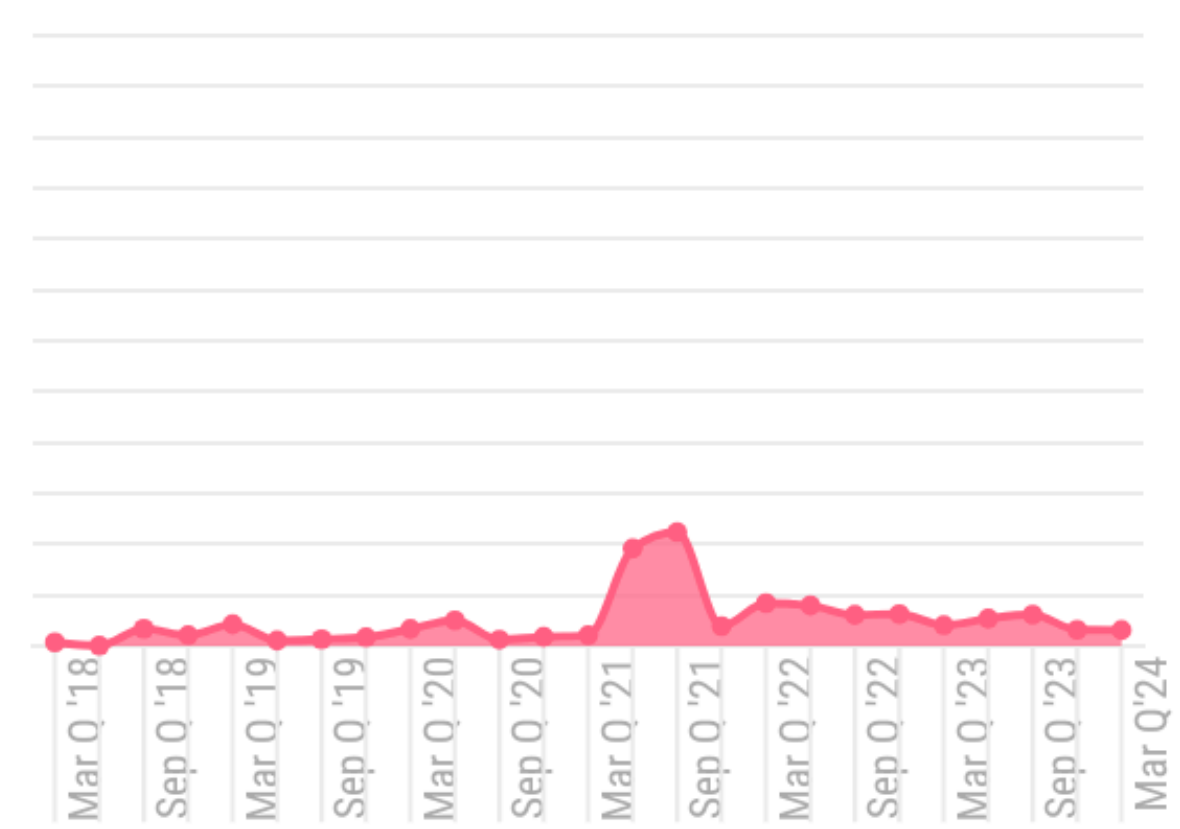
New South Wales



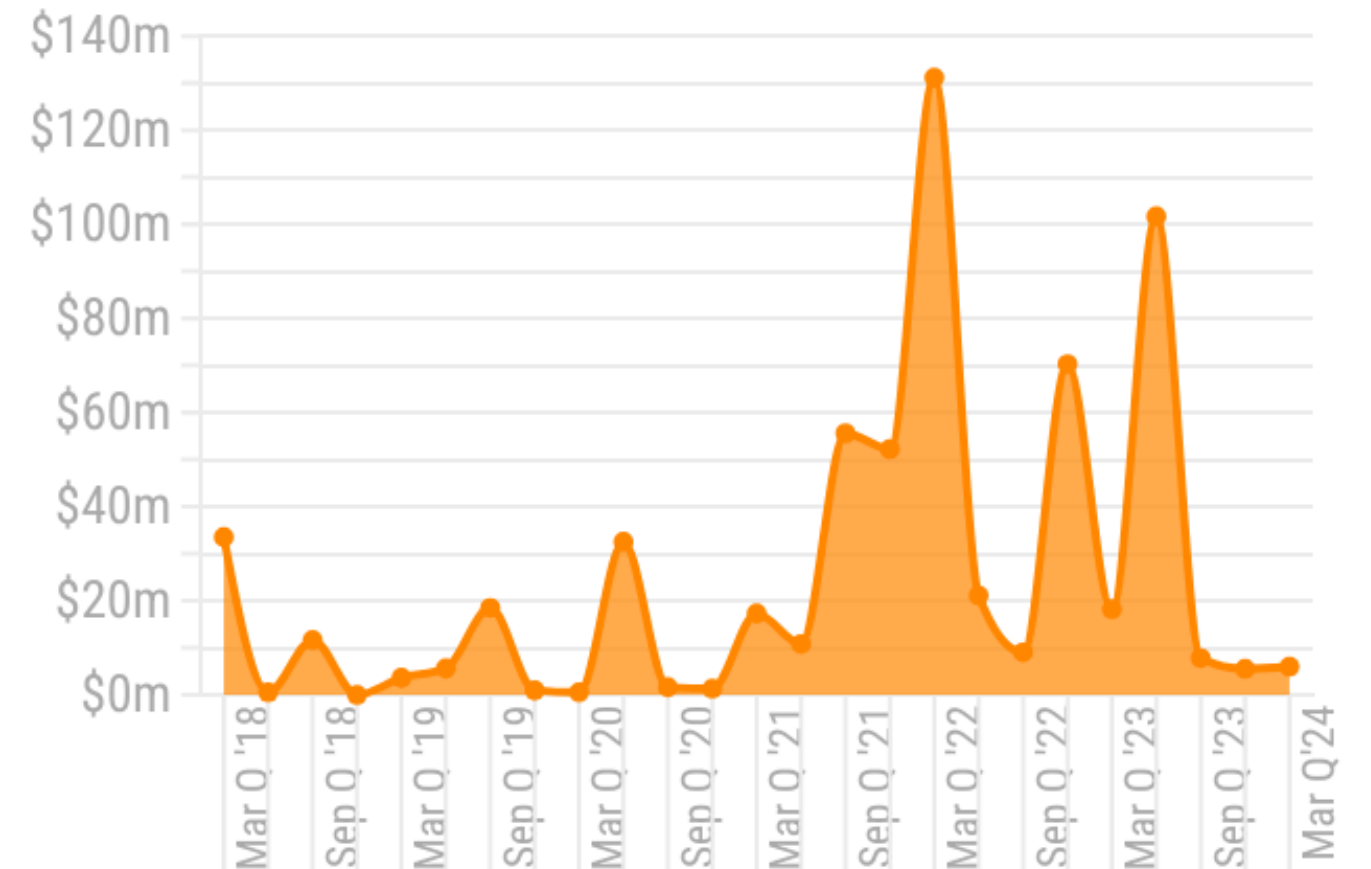
Victoria



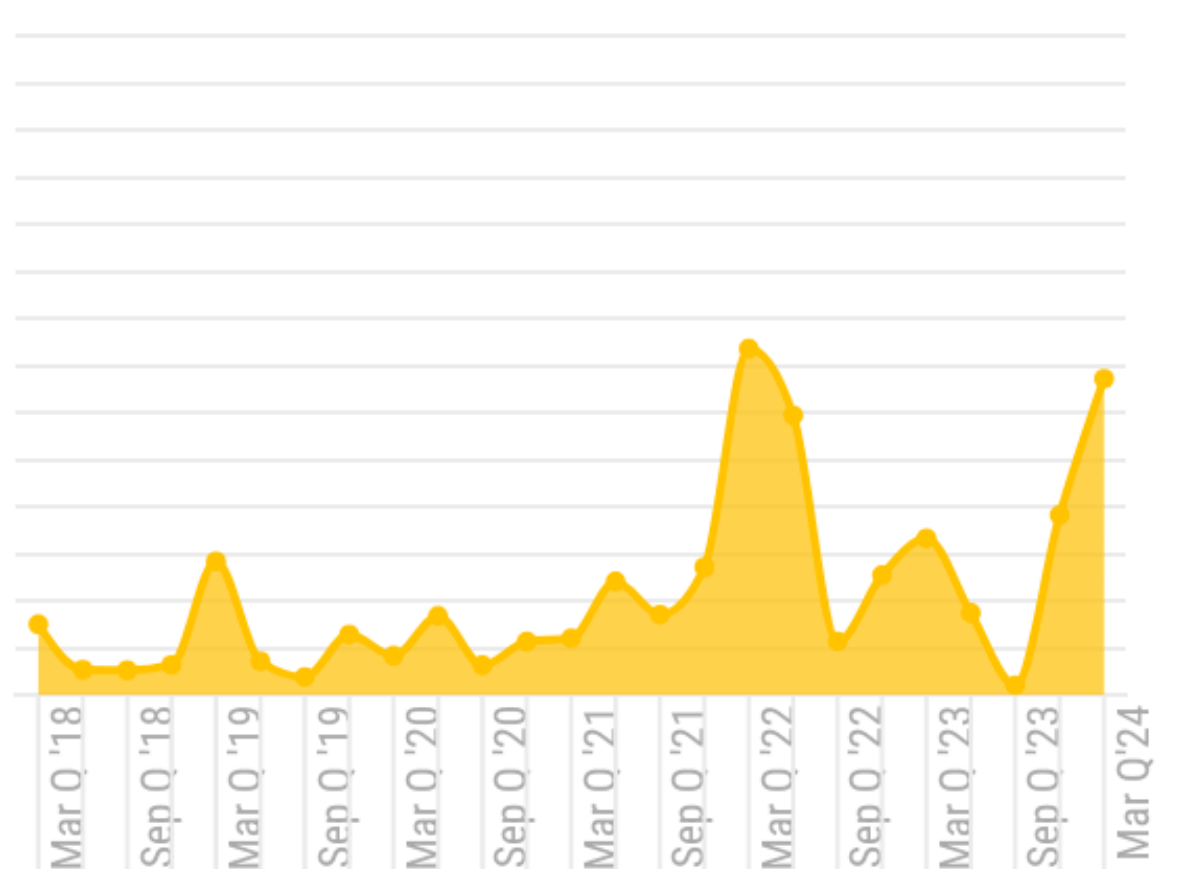
Queensland



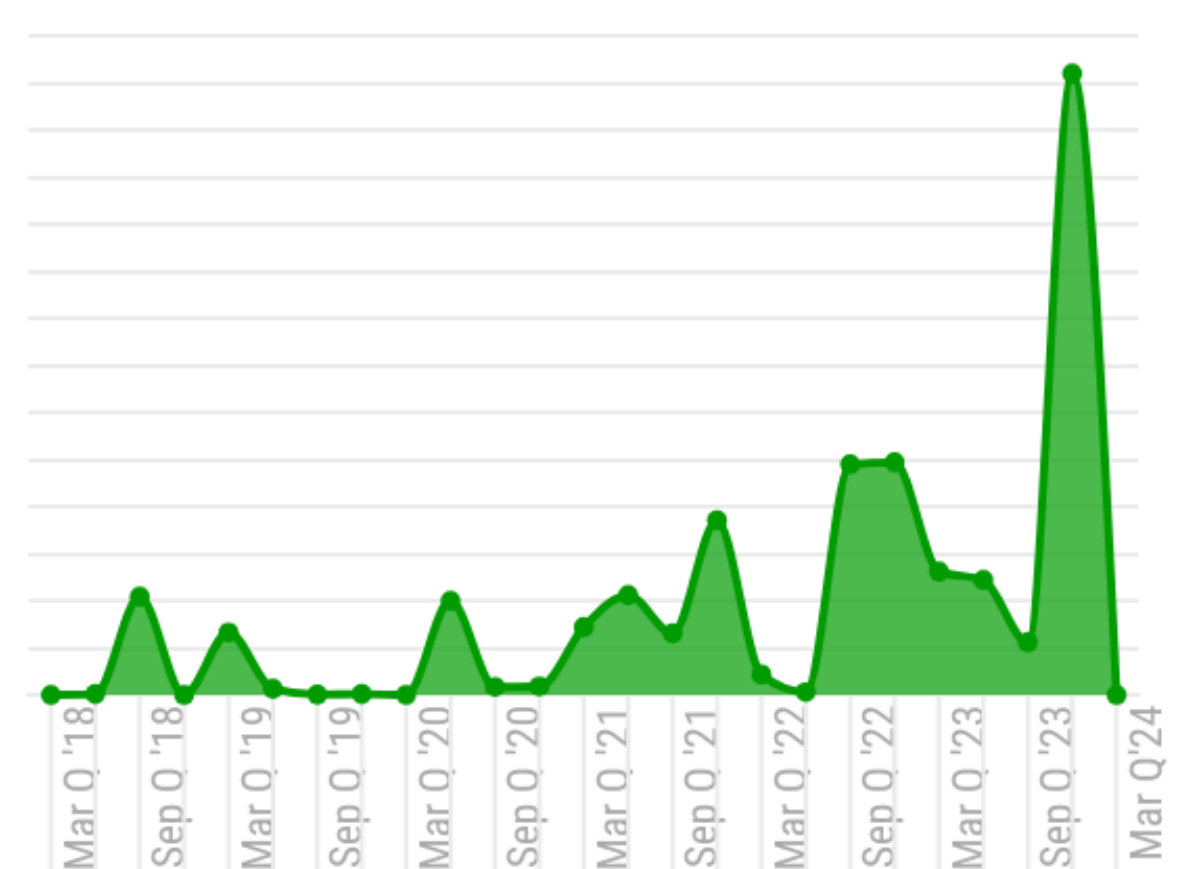
South Australia



Western Australia



Australian Capital Territory



Analysis by Deal Size 2018-2023

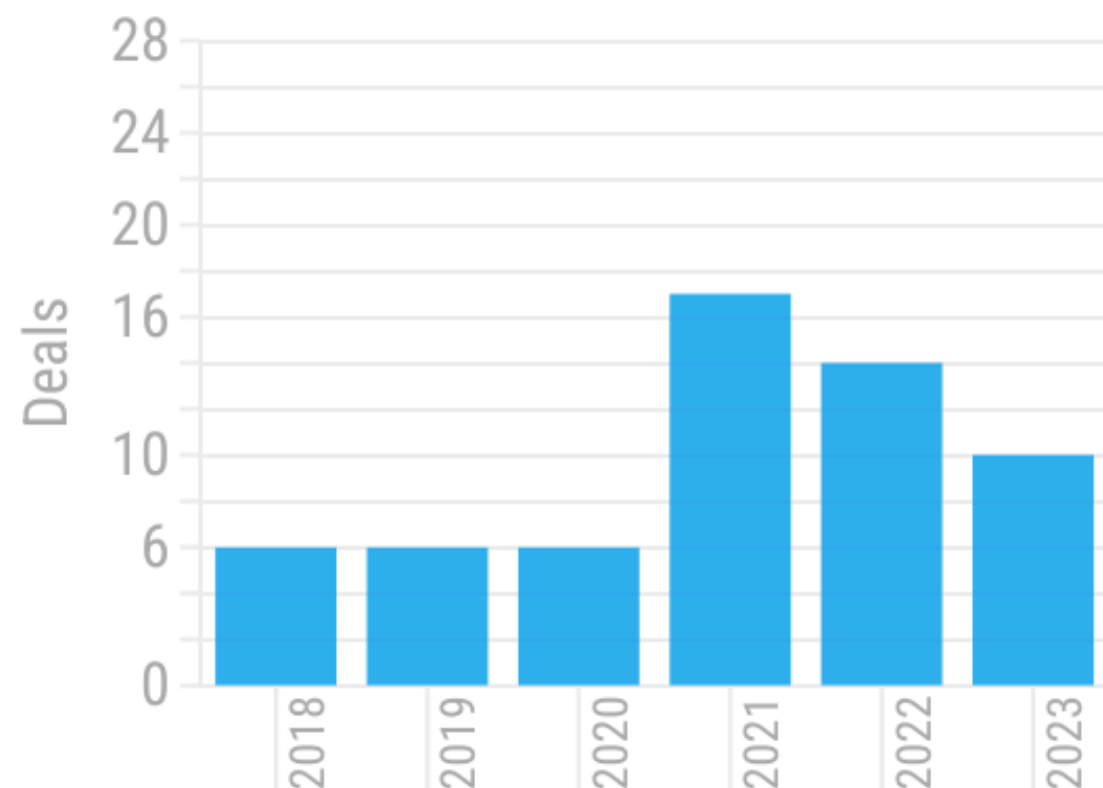
The numbers of deals in one size band, deals of up to \$1m, saw an increase, jumping from 21 deals to 25 deals, however significant drops were seen in the \$10m-\$20m band (4 deals to no deals), the \$5m-\$10m band (4 deals to 2 deals) and the \$1m-\$5m band dropping from 14 deals to 10 deals. The \$20-\$50m band remained static at two deals. The number of announced deals of undisclosed value jumped from 3 to 8 deals.

The two largest announced investments for Western Australian Companies in 2023 (Rumin8's \$25m and Vitruvian's \$21.8m) comprised 52% of total Western Australian funding.

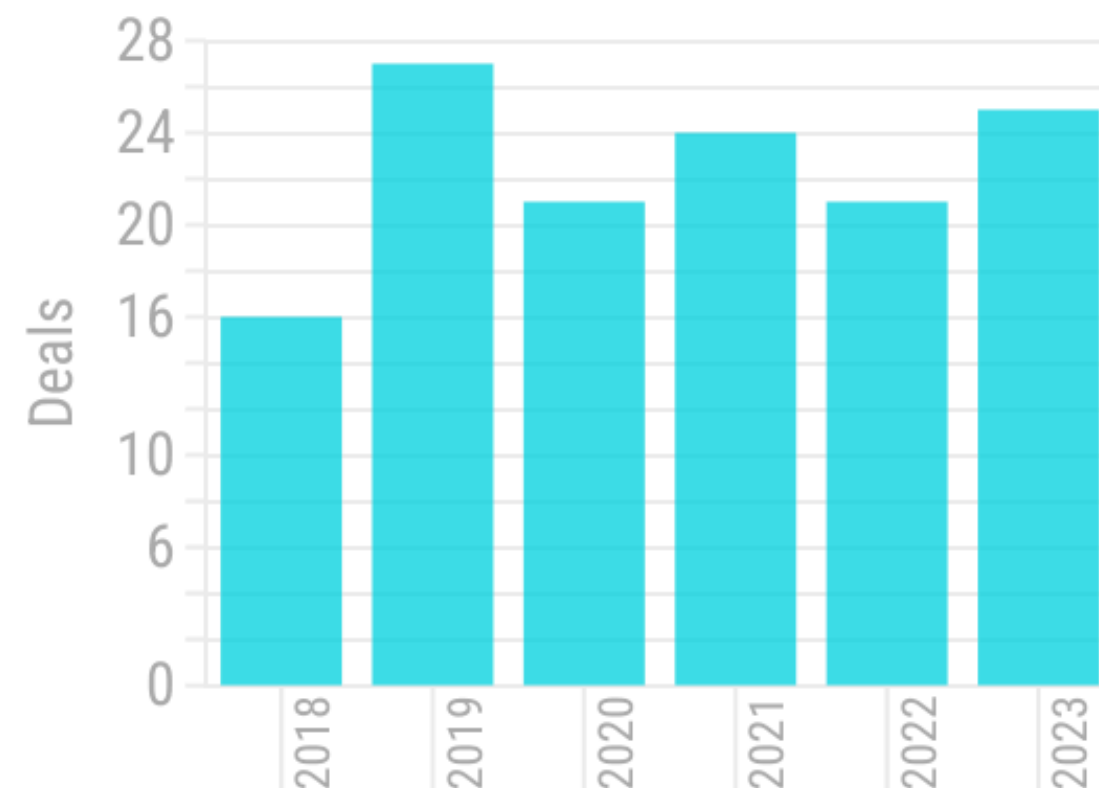
For the March Quarter 2024, one single transaction for RealtyAssist (for \$38.7m) accounted for 58% of the quarter's raises by dollar amount.

Private Investment (Western Australia) by Deal Size (Small Deals) 2018 - 2023

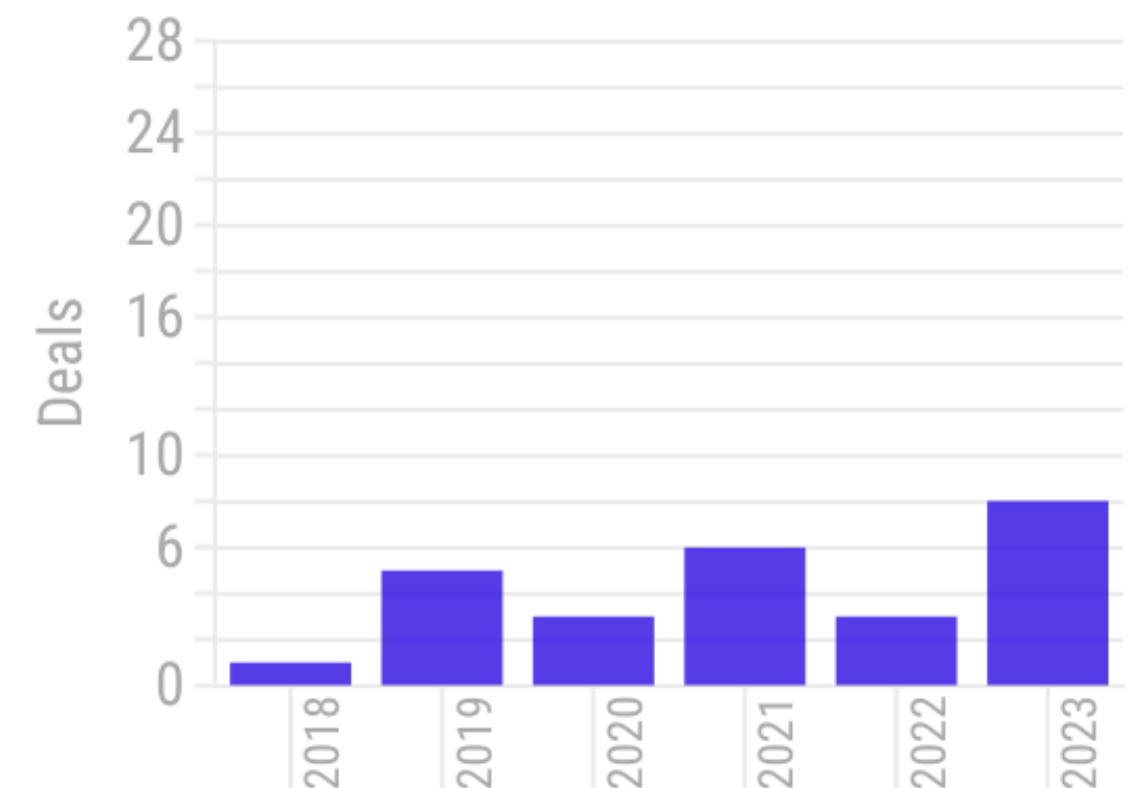
\$1m-<\$5m



up to \$1m

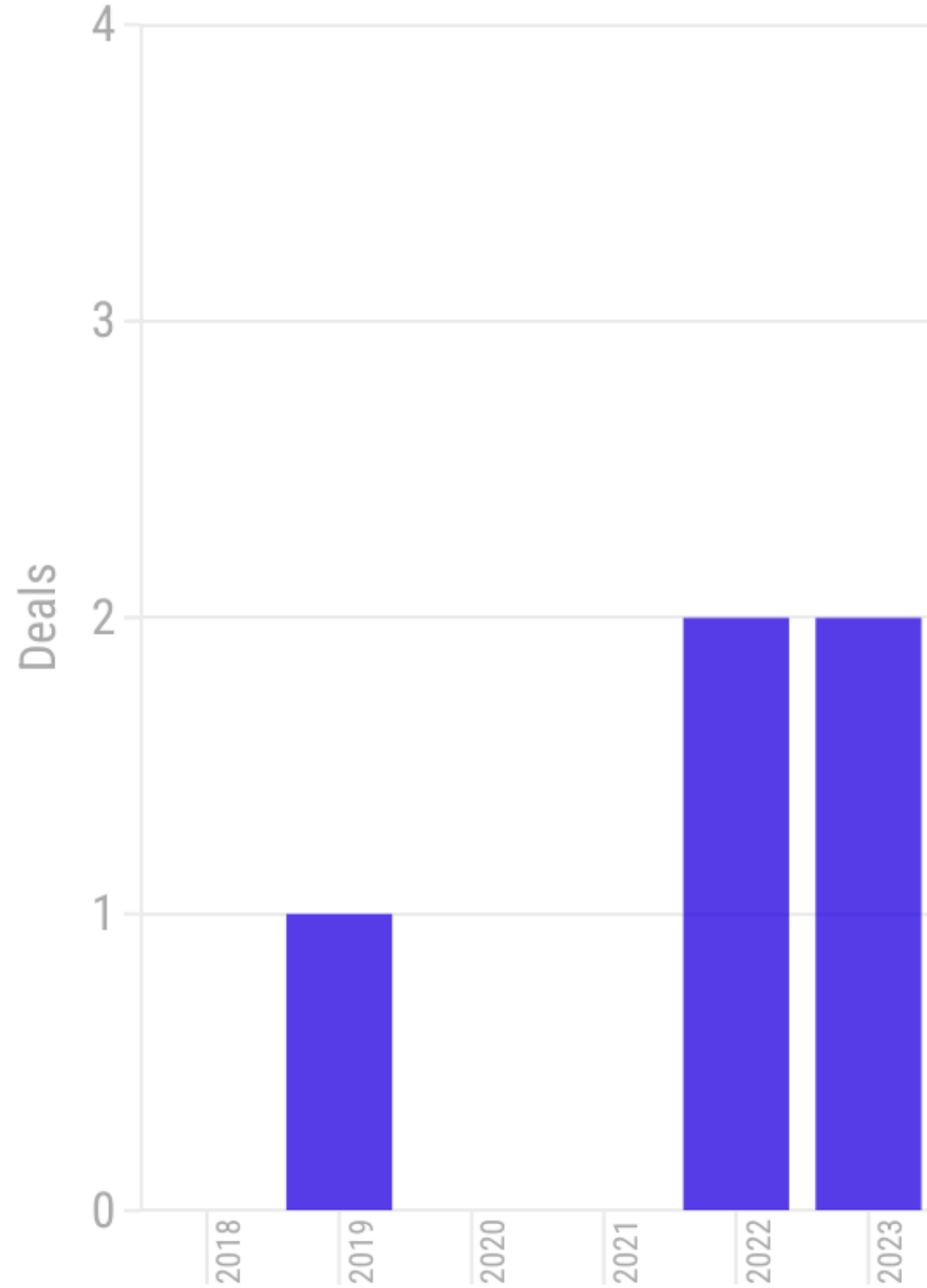


Undisclosed Amount

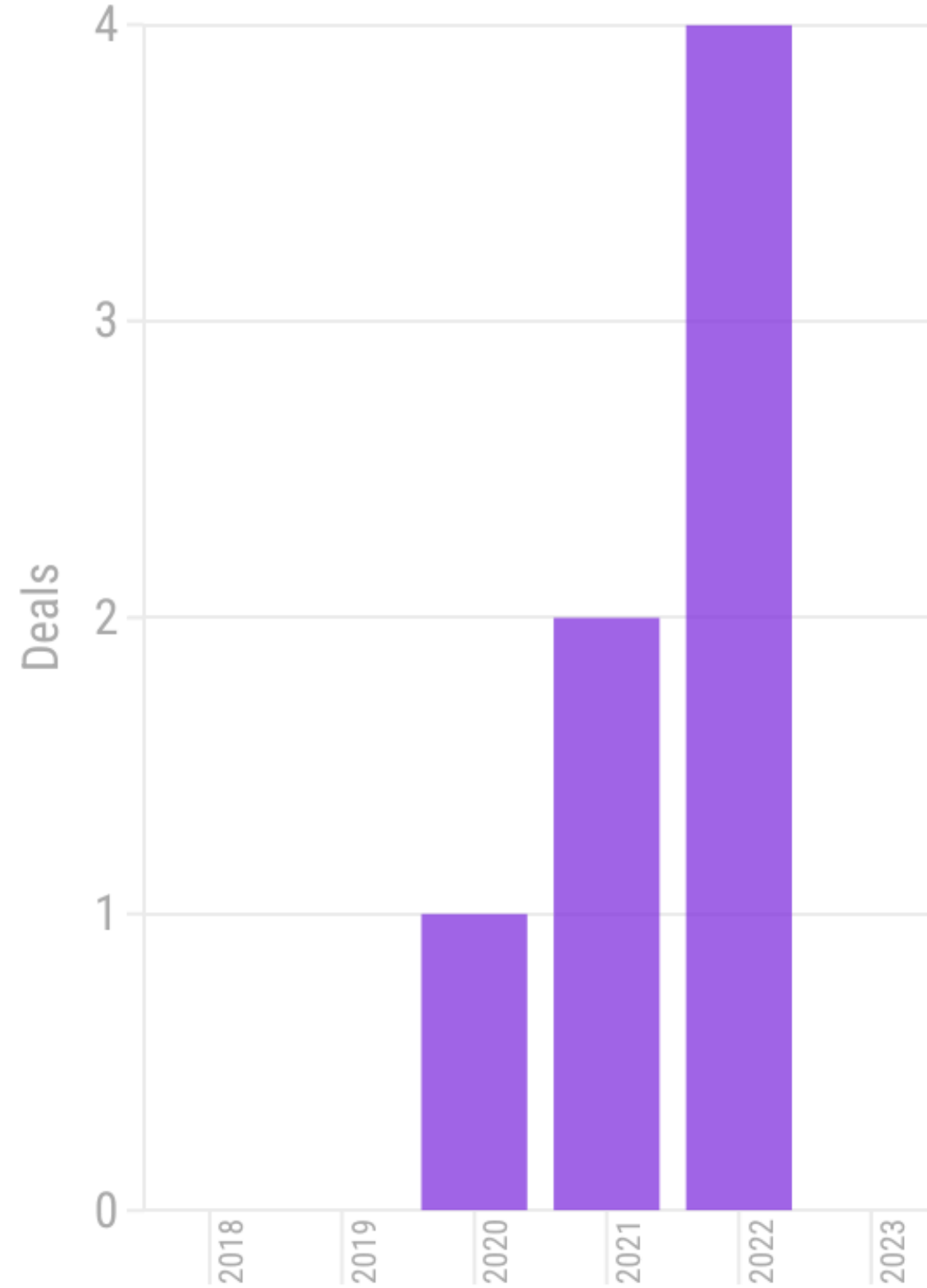


Private Investment (Western Australia) by Deal Size 2018 - 2023 - Large Deals

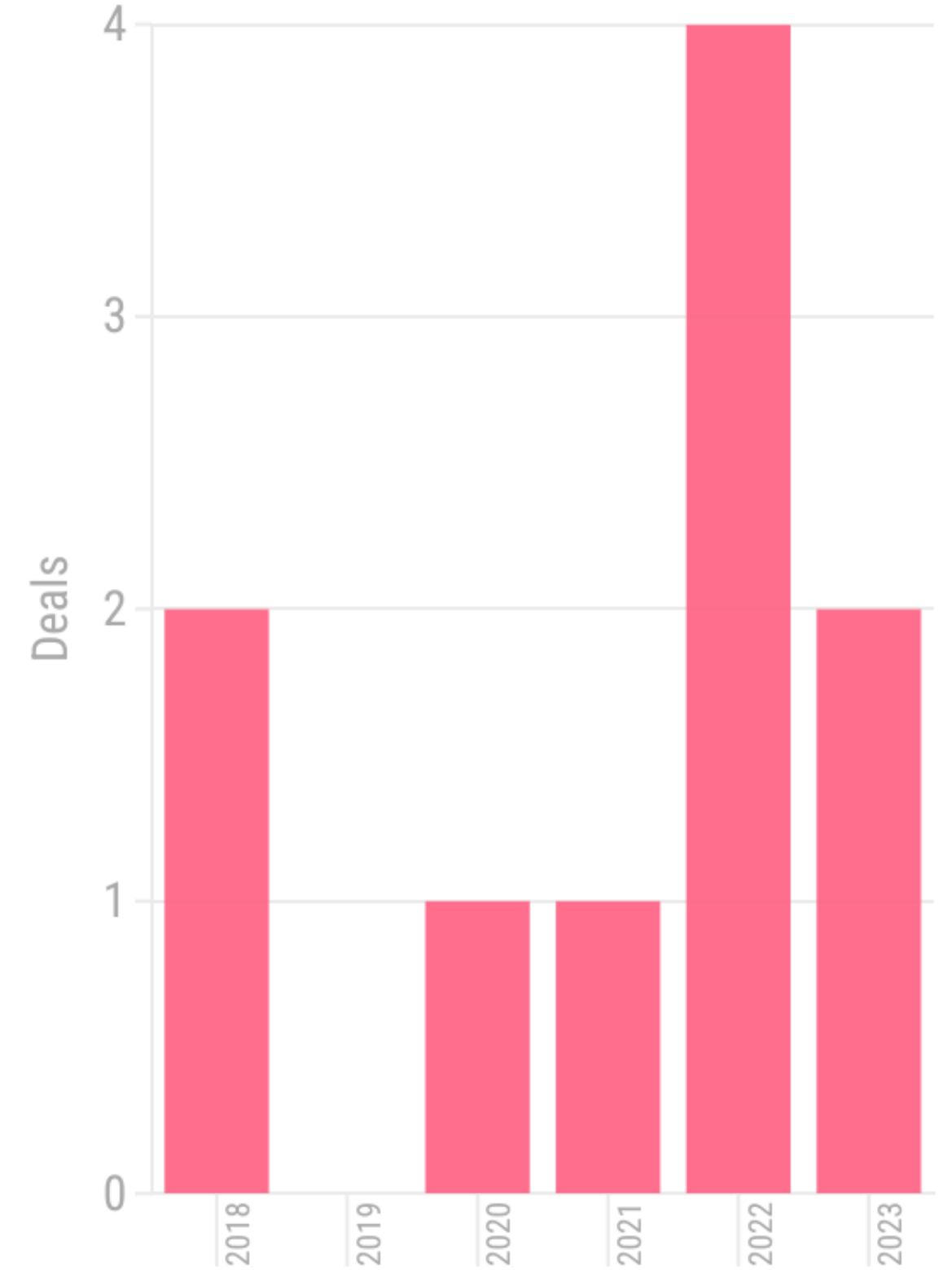
\$20m-<\$50m



\$10m-<\$20m



\$5m-<\$10m



Analysis by Deal Label 2018 - Mar Q 2024

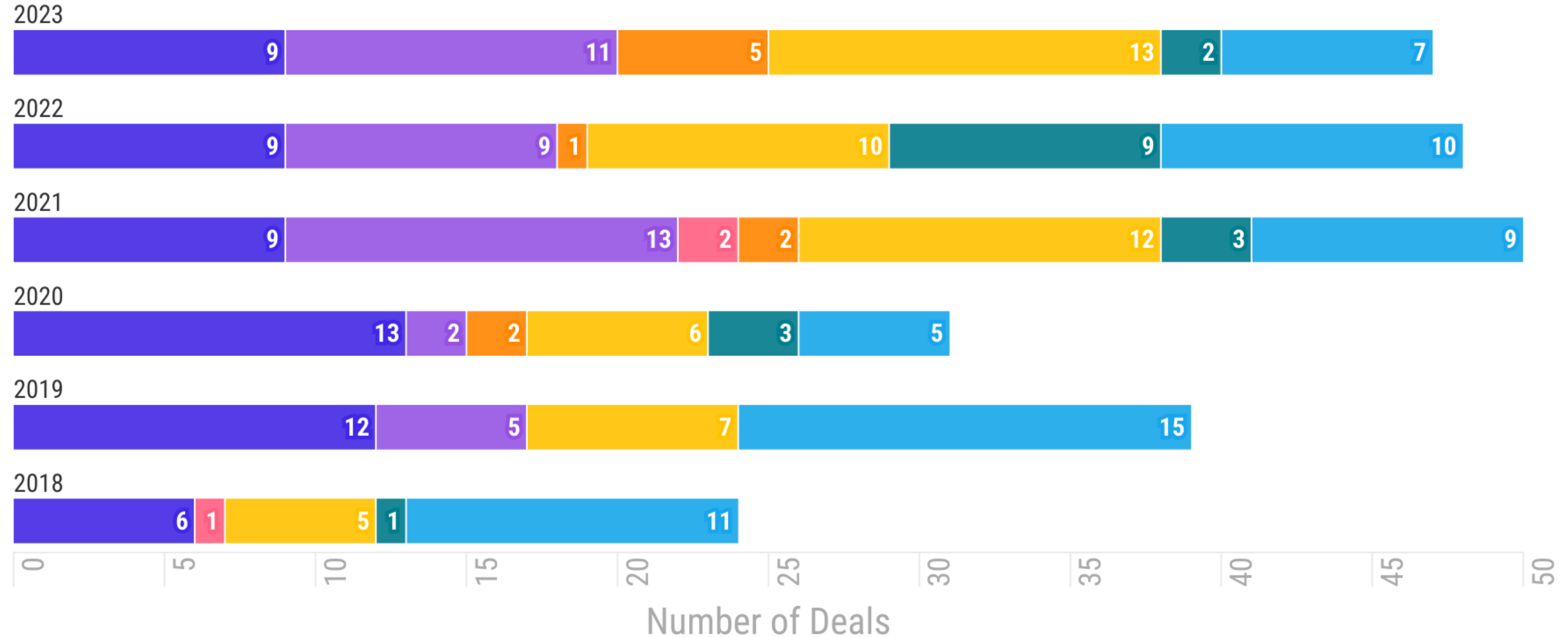
Notable trends in 2023 include:

- Significant decrease in the number of announced series A deals from 9 to 2 with the average size of Series A rounds spiking, largely due to Vitruvian's \$21.8m series A.
- An increase in pre-seed deals as a proportion of total deals but at the same time an increase of the labeling of rounds as “pre-seed”, suggesting again a possible change of nomenclature.
- A continued lack of any deals labeled as ‘Series B’ or later.
- A maintenance of the significance of Equity Crowdfunding and maintenance of the average deals sizes for Equity Crowdfunding raises
- Marked growth in the number and size of Seed rounds with the average size of seed rounds also growing. This increase is almost mostly due to the very large (even on a national scale) Seed round for Rumin8 who raised a massive \$25m Seed round from investors including the Forrest's Harvest Road and Microsoft's Bill Gates' Breakthrough Energy Ventures.

The March Q 2024 was dominated by Seed rounds which represented half of all deals.

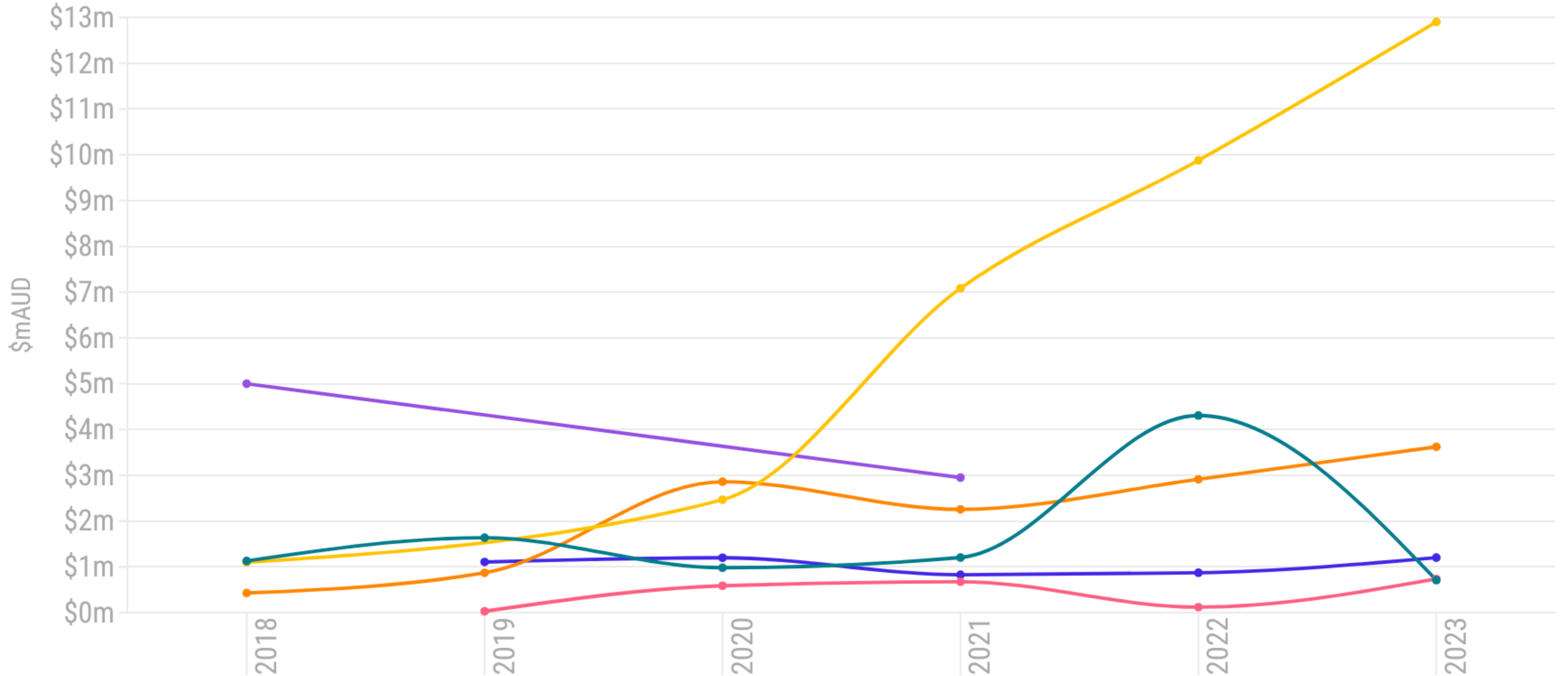
Private Investment by Deal Label (Western Australia) 2018 - 2023 - Deals

■ Accelerator
 ■ Equity Crowdfunding
 ■ Pre-IPO
 ■ Pre-Seed
 ■ Seed
 ■ Series A
 ■ Unnamed round



Average Investment Size (WA Startups) by Deal Label 2018- 2023

■ Equity Crowdfunding ■ Pre-IPO ■ Pre-Seed ■ Seed ■ Series A ■ Unnamed round

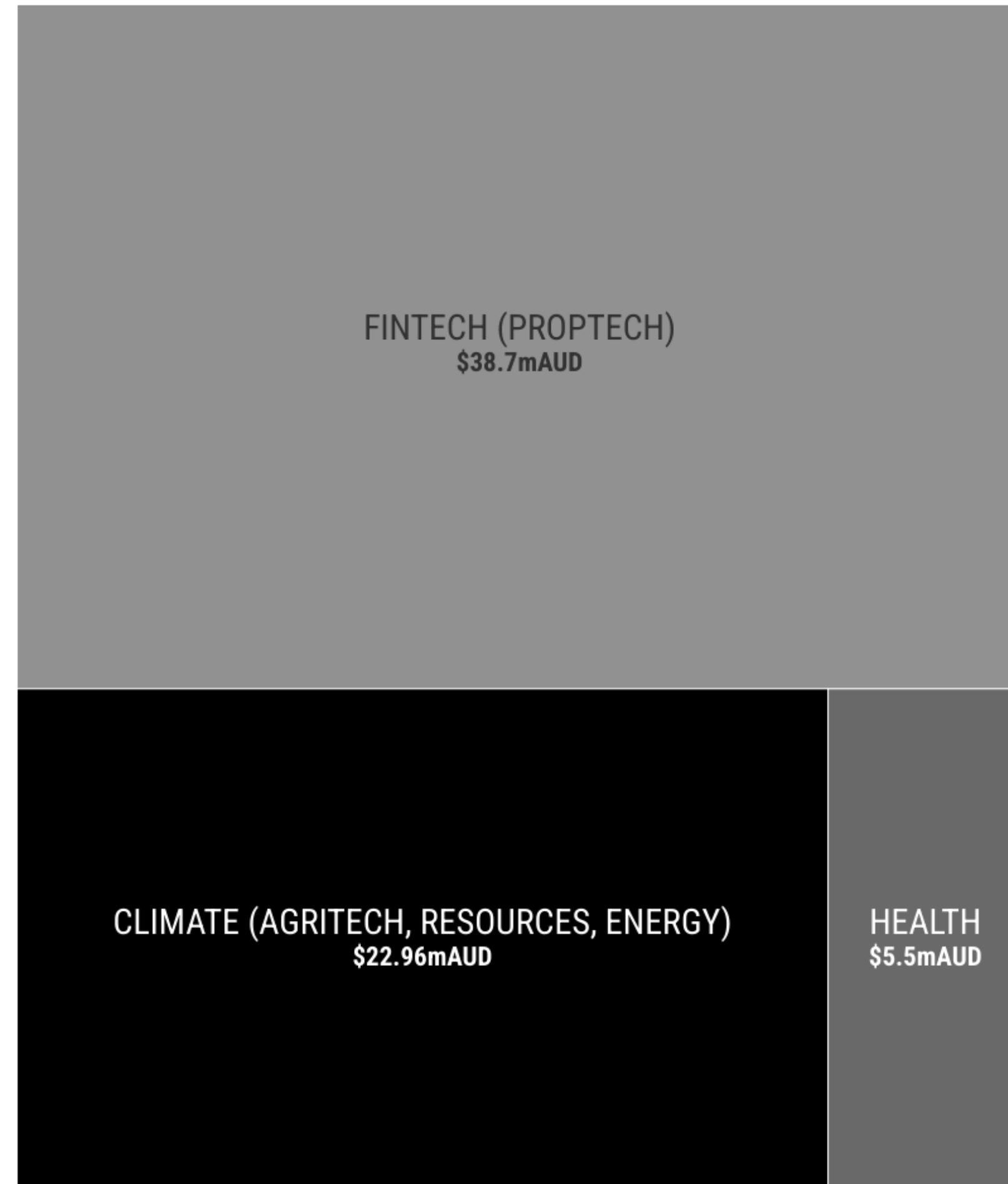


Analysis by Category 2023 + Mar Q 2024

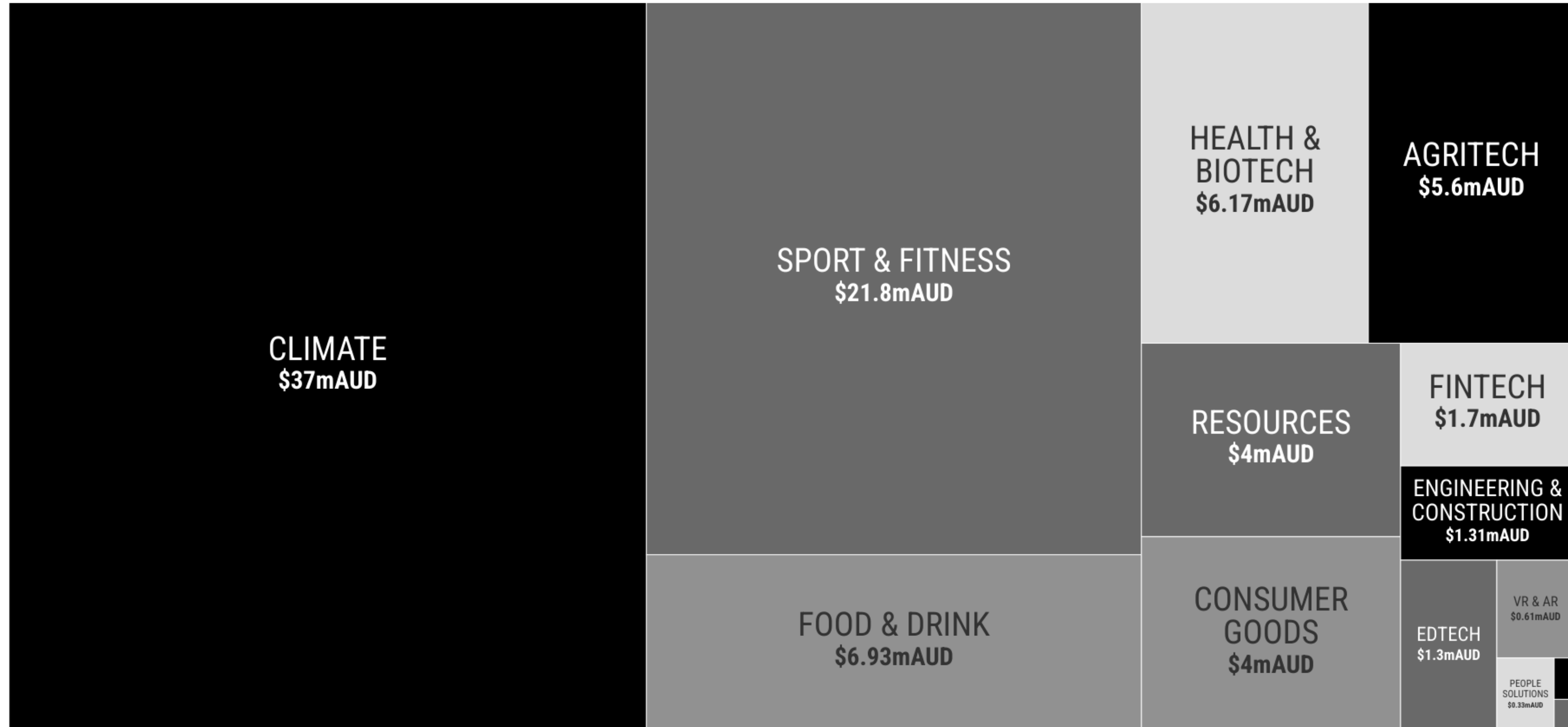
For this report we have undertaken two analyses, one including the broadly encompassing “super” category of Climatetech, which includes some Agritech, Cleantech, Energy, Food & Drink, Resources startups... essentially those which focus on carbon reduction and energy efficiency and another with these categories kept separate. Bundling climatetech companies together resulted in climatetech being the most funded category for 2023, with a relatively broad range of climatetech companies being backed, raising a total of \$37m. The largest individual investment was the \$25m seed round by Rumin8, with only one other larger raise being Renewable Metals who raised \$8m for Lithium battery recycling. Sport and Fitness was the second most funded category, largely due to Vitruvian’s \$21.8m round.

Interestingly, the two sectors that usually would be expected to rank very highly, namely, Health and Biotech and Fintech, saw much lower levels of announced deals than they have seen in past years although it should be noted that the value of many reported Health and Biotech deals were not disclosed.

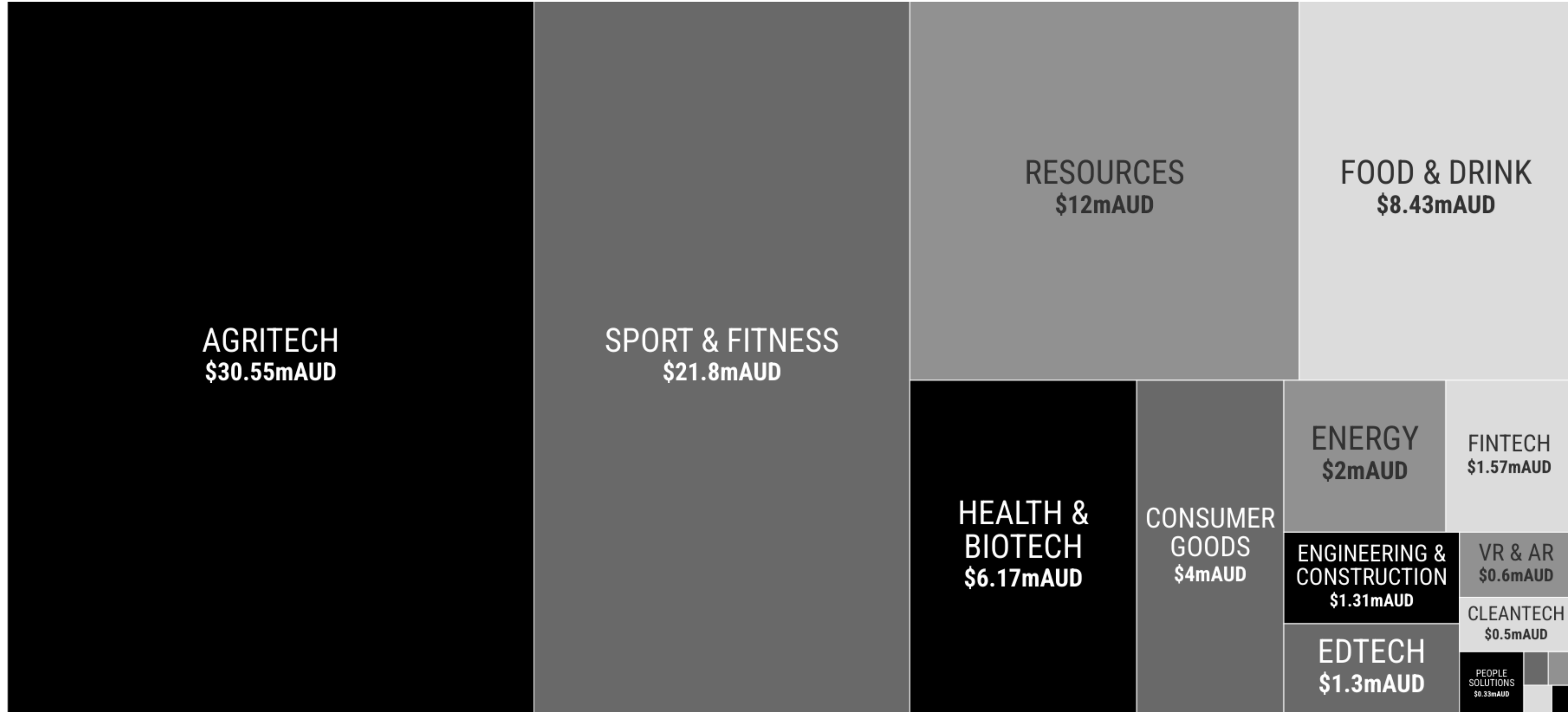
In the March Q 2024, Fintech had a resurgence with RealtyAssist’s \$38.7 raise. The other rasies captured for the quarter were all Climatetech and Healthtech.



WA Private/VC Investment by Category (ClimateTech) 2023



WA Private/VC Investment by Category 2023



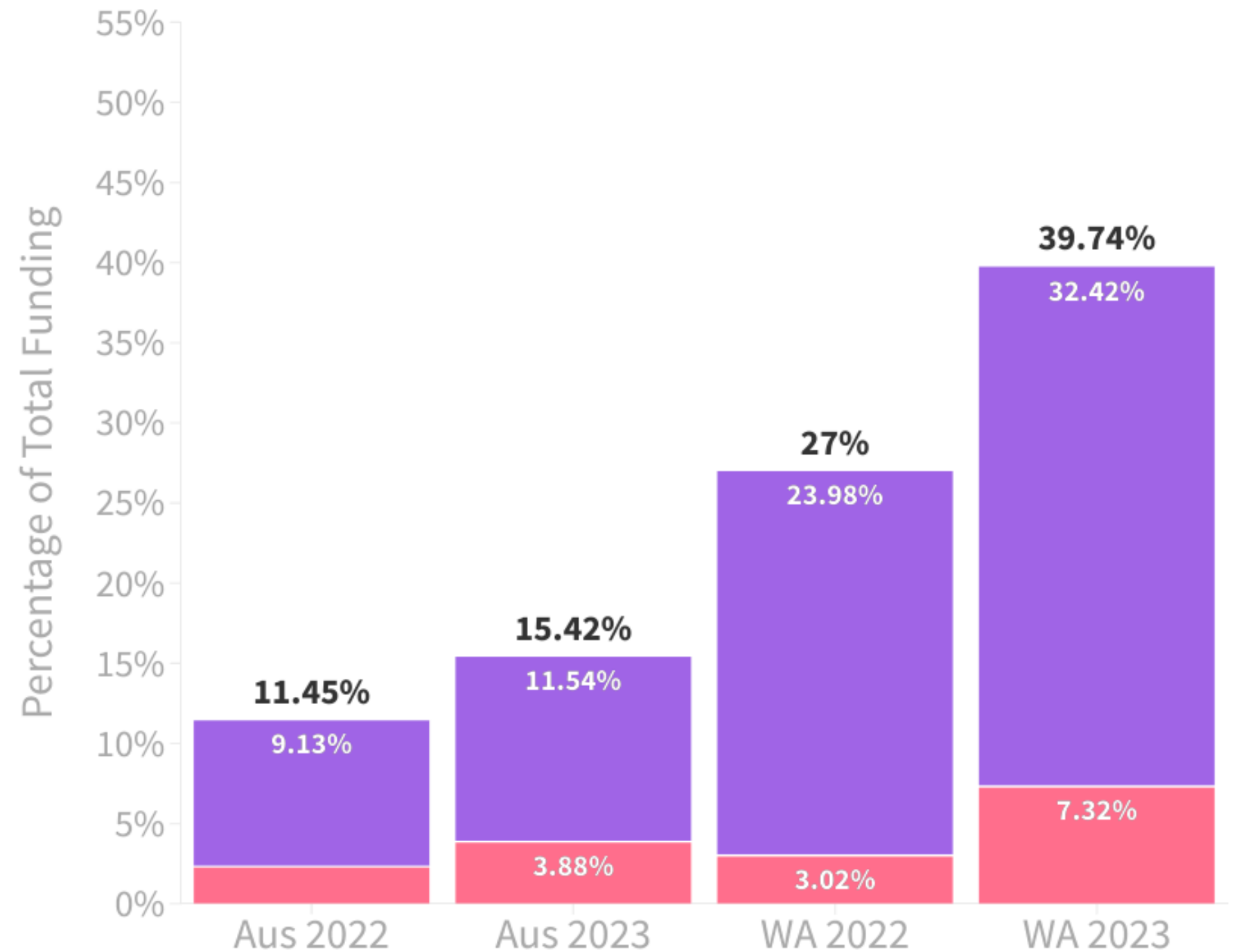
Analysis by Gender

The trend of Western Australian being ahead of the nation for gender diversity in startup investments on a proportional dollar basis continued in 2023, with solely women founded ventures securing just over 7% of announced private investment. Companies with at least one woman founder accounted for just under 40% of all private funding for the year. This compares very favourably to whole of Australia results of 3.88% of total private investment for solely women-led ventures and 15.42% for companies with at least one female founder.

For the March Quarter 2024 the preferred position of Western Australia was unfortunately reversed, with the quarter producing best quarterly result captured for solely women led ventures for the last six years at 16.36% of all capital raised, while Western Australia faced its worst result for three years with no announced investments into solely women-led ventures.

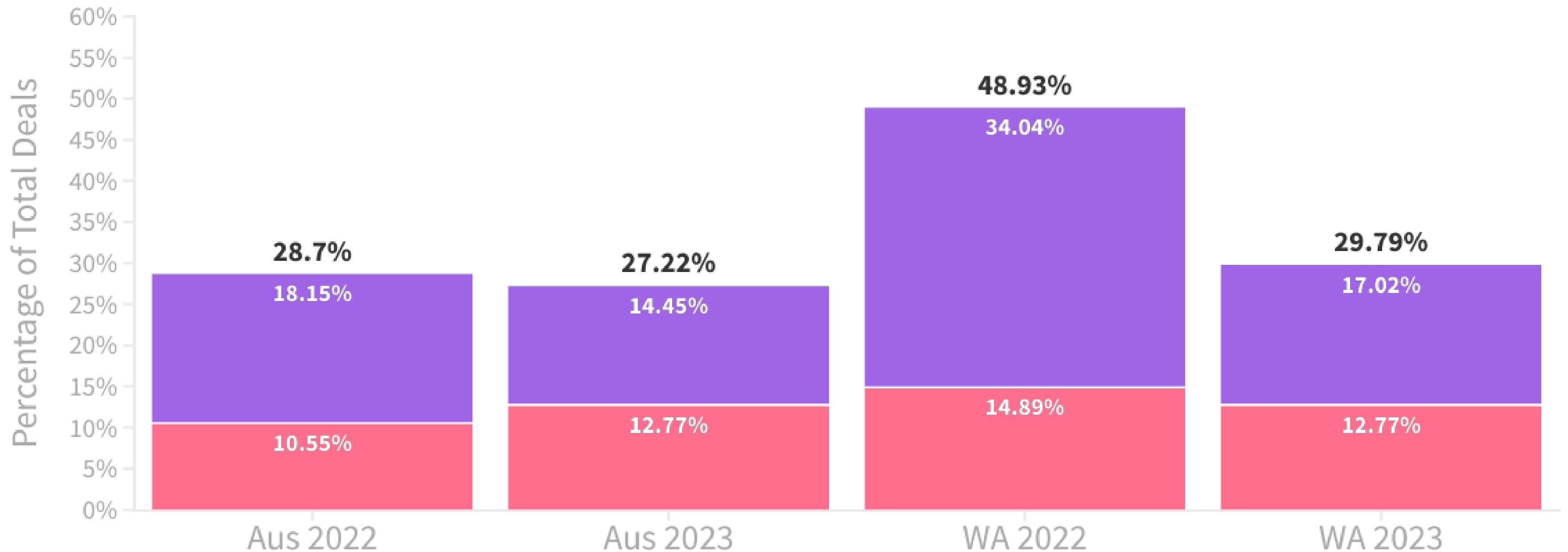
National & WA Private/VC Investment by Founding Team Gender - Proportional By Dollars

■ Solely Women Founded ■ At Least 1 Woman Founder



National & WA Private/VC Investment by Founding Team Gender - Proportional

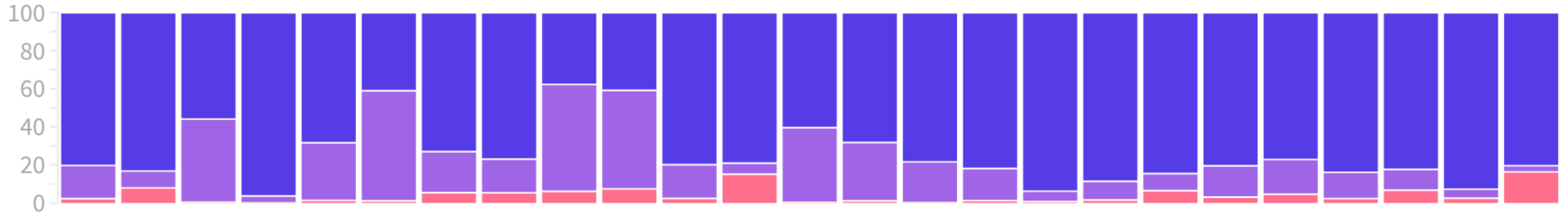
By Deals



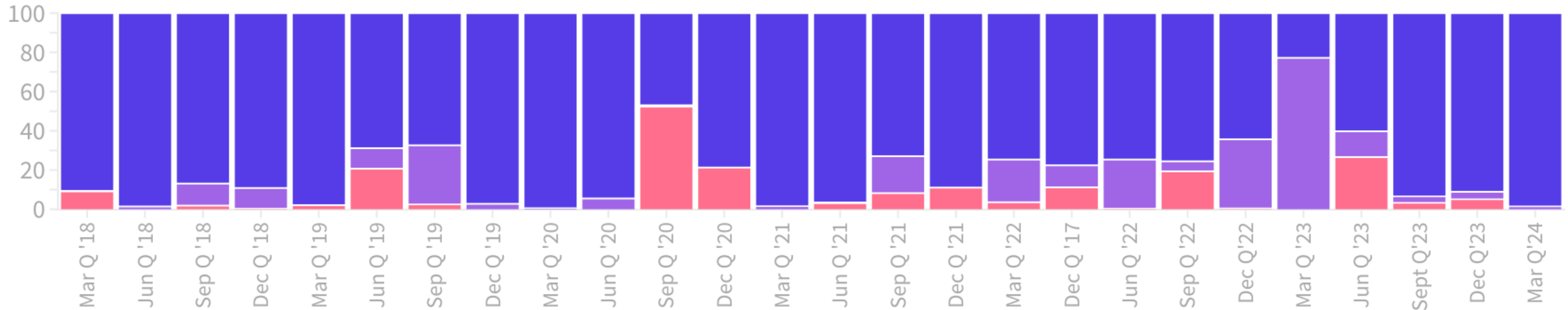
Private/VC Investment Australia/WA by Founding Team Gender - Proportional by Dollars 2018 - Mar Q 2024

Australia

■ Solely Female
 ■ Mixed
 ■ All Male



Western Australia



WA deals (>=\$2m) for 2023

Companies	Amount (\$mAUD)	Funding Event Description
Rumin8	25	Rumin8, a climate-tech startup, closes a \$25m Seed raise.
Vitruvian	21.8	Home fitness startup Vitruvian has raised \$21.8 million in Series A funding
Renewable Metals	8	Battery recycling startup Renewable Metals raises an \$8 million Seed round
Cannaponics	5	Cannaponics, a medicinal cannabis startup, completes a \$5m ECF raise.
The Volte	4	The Volte, a circular economy fashion platform, closes a \$4m Series A raise.
CorePlan	4	Drilling platform CorePlan has raised a \$4m round
Vedi	3	Vedi, a digital animal medical record startup, closes a \$3m raise.
Australian Distilling	2.7	Gin Distillery Old Youngs raises \$2.7m on Birchal
Wevolt	2	Wevolt, an EV charging software startup, closes a \$2m Pre-Seed raise.

WA Deals for March Q 2024

Companies	Amount (\$mAUD)	Funding Event Description
Realty Assist	38.7	Prop-tech company RealtyAssist has raised \$38.7 million
Element Zero	15.3	Green materials platform company Element Zero Raised US\$10M (AUD\$15.3) in Seed Funding
Gridcog	6.4	Clean energy software company Gridcog has secured \$6.4 million in new funding.
Hola Health	4.5	Medicine delivery company Hola Health secures \$4.5m pre-Series A funding
Fremantle Seaweed	1.26	Sustainable agricultural company Fremantle Seaweed has raised \$1.26 million in funding
Anni	1	Health tech startup Anni raises \$1 million in seed funding

Analysis by Investor - WA 2023

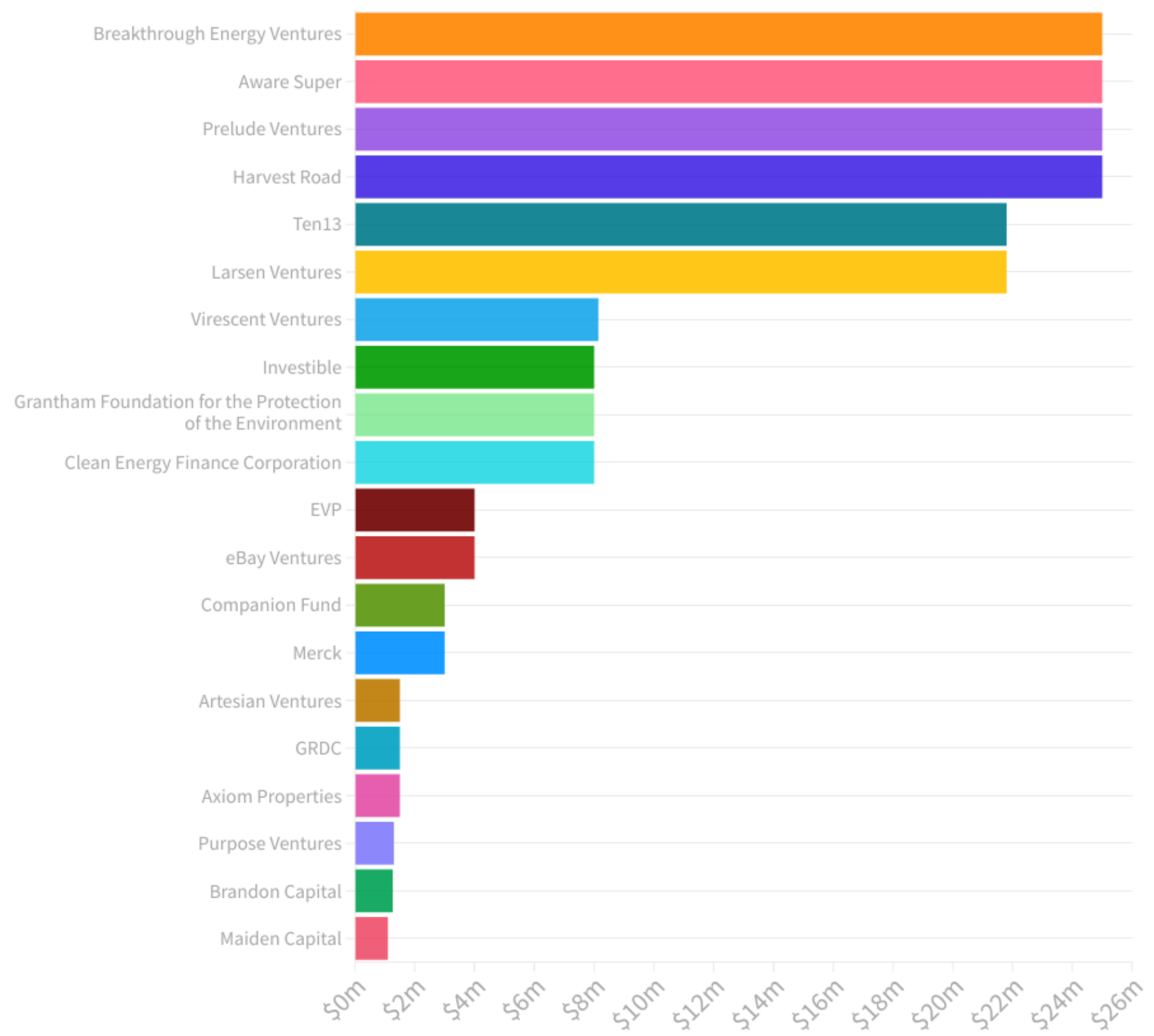
Thirty six investors were identified for the 42 of the 47 private investments made in 2023. Only 4 investors backed more than one announced investment. The most significant investor type accounting for 53% of the investors were categorised as venture capital, investing in 63% of private investments by value across 12 deals or 23% of total deals.

Few of the larger Australian VCs invested in WA companies in FY23, with CSIRO's Main Sequence Ventures, Brandon Capital and Artesian being notable exceptions. Other significant investor types include Corporates, Individuals and Angel Investors.

The largest group of investors geographically, were from Western Australia with. 80.5% of all investors identified were Australian, with the largest group from WA being 16 or 44% of all investors (noting that investments from Angel Groups come from multiple unnamed individuals), followed by NSW with 7 investors. Just over 30% (11) of all investors were from the USA, with a total of 15 foreign investors identified, who collectively contributed to 72% of investments by value and 19% by number.

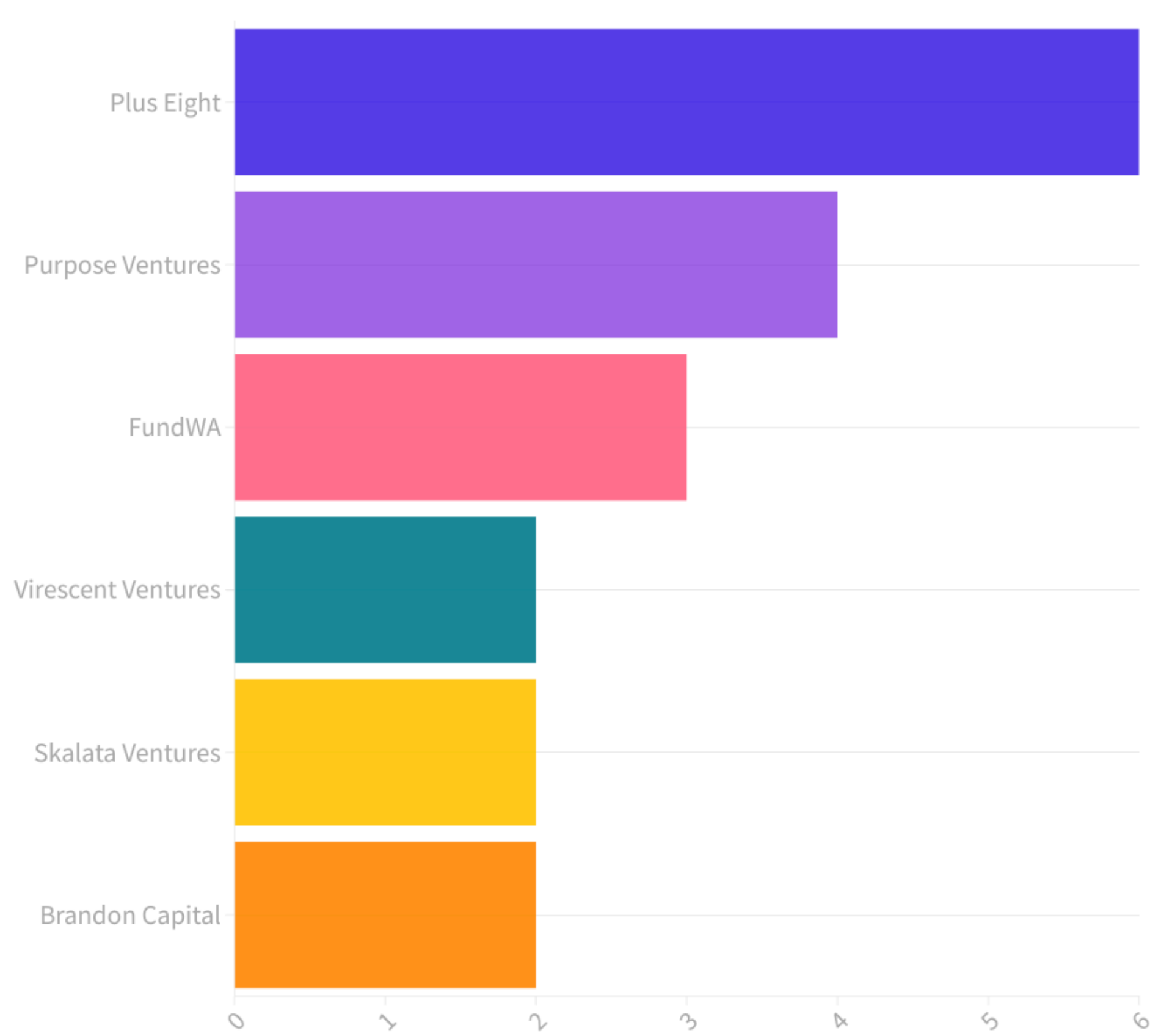
Investment in WA Startups by Investor 2023

Deal value >\$1m

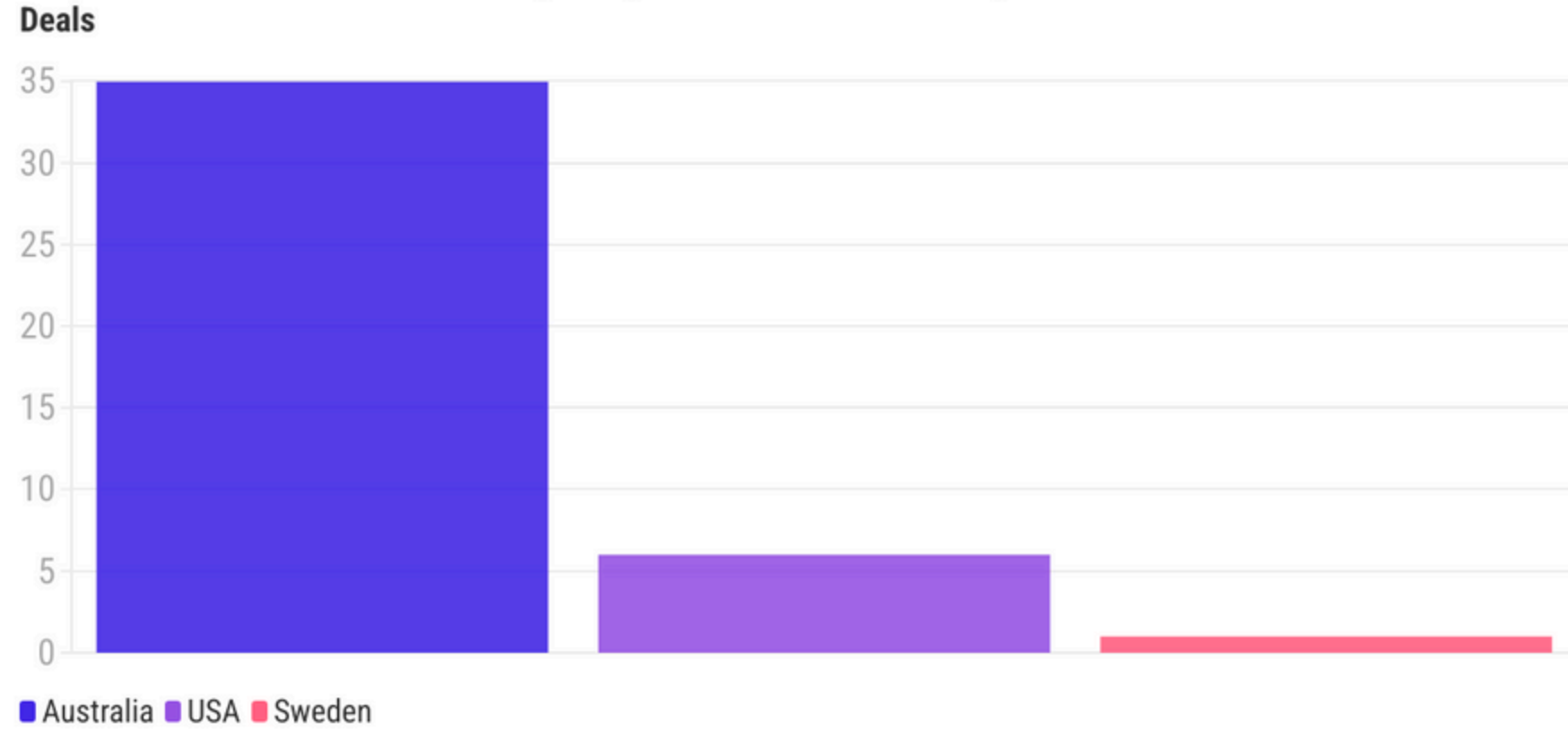


Investment in WA Startups by Investor 2023

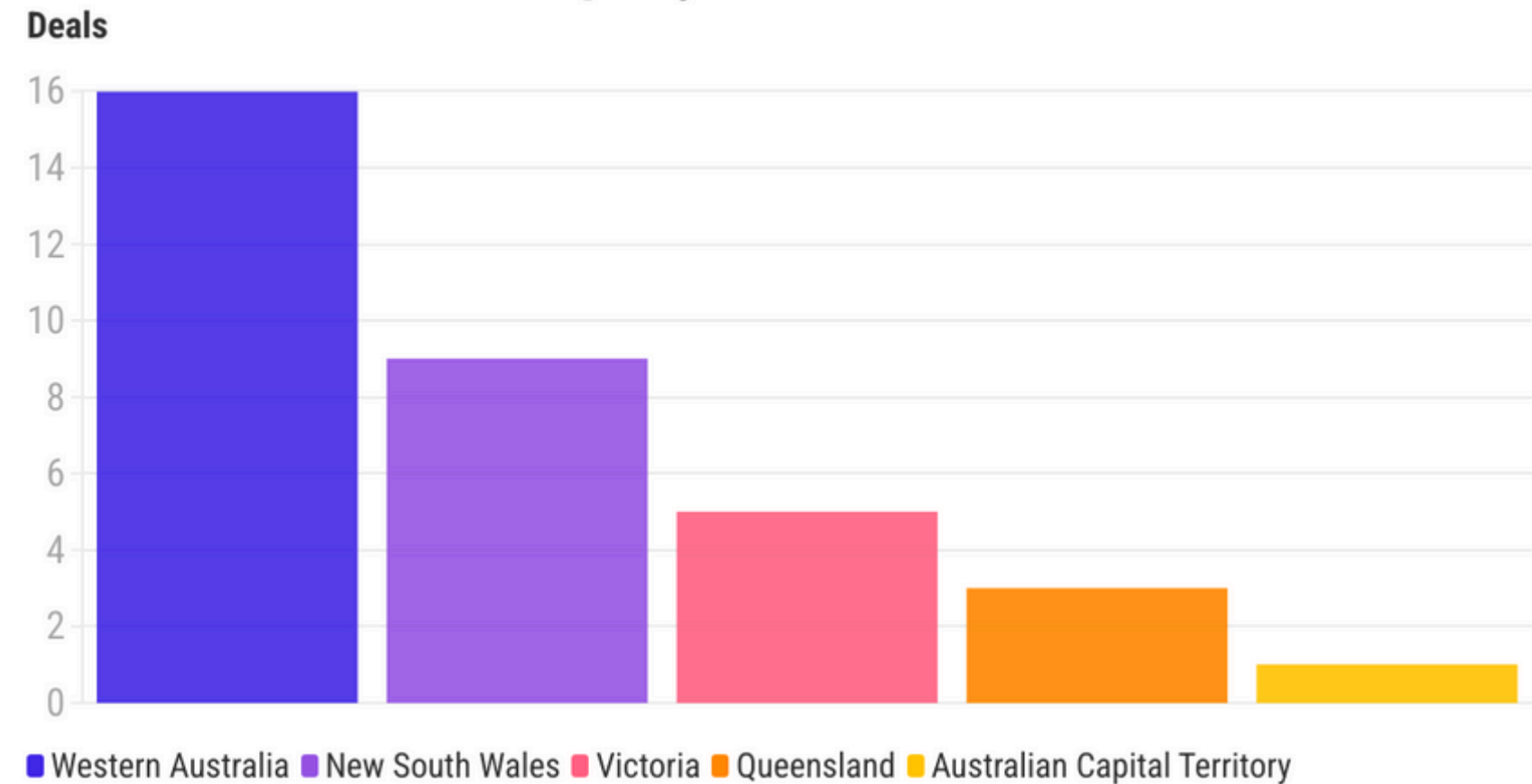
>1 Deal



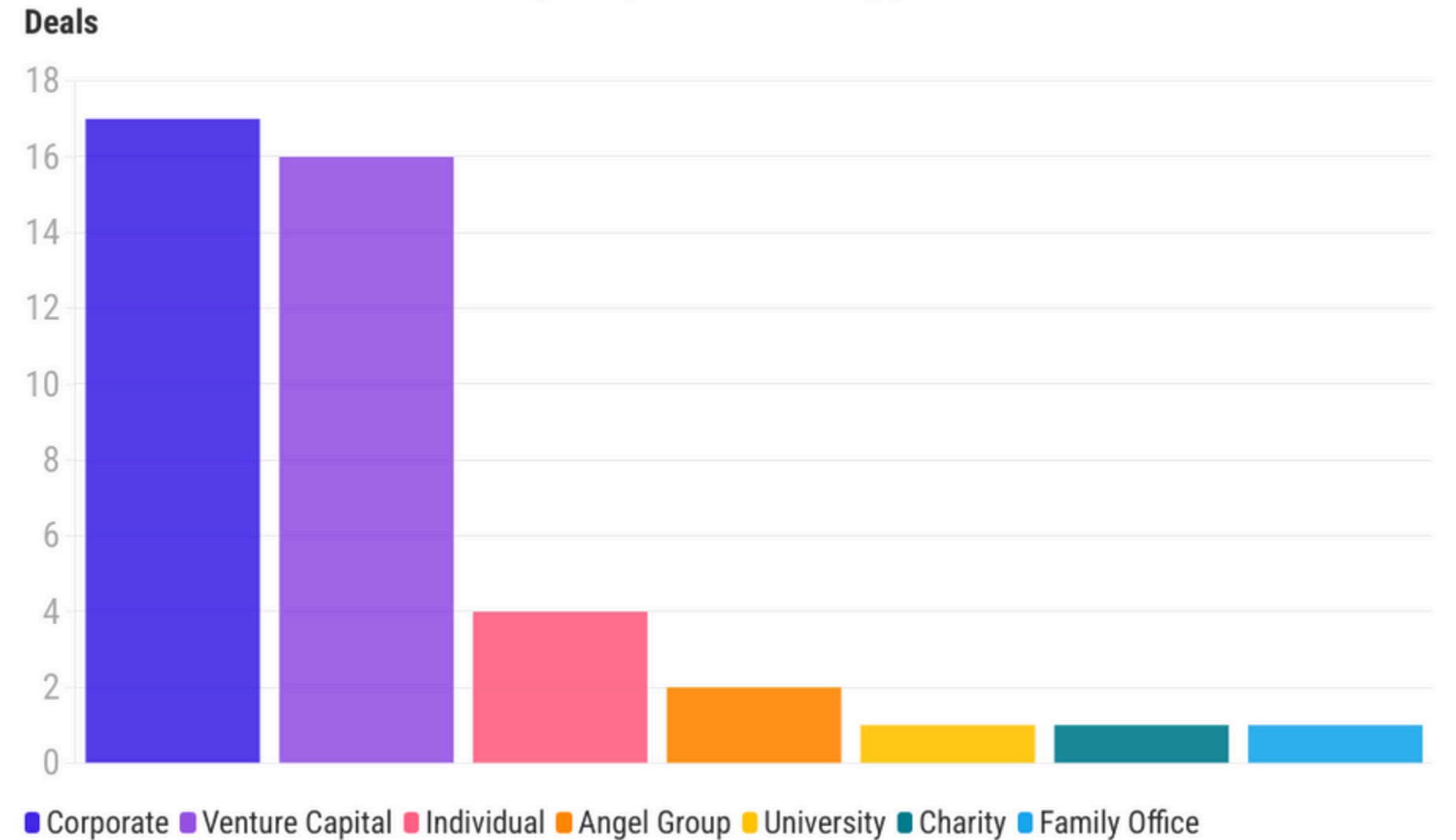
Investment in WA Startups by Investor Country 2023



Investment in WA Startups by Investor State 2023



Investment in WA Startups by Investor Type 2023





**THE FINTECH
FUNDING PROJECT**
TRACKING UNANNOUNCED
CAPITAL RAISES

A PREVIEW

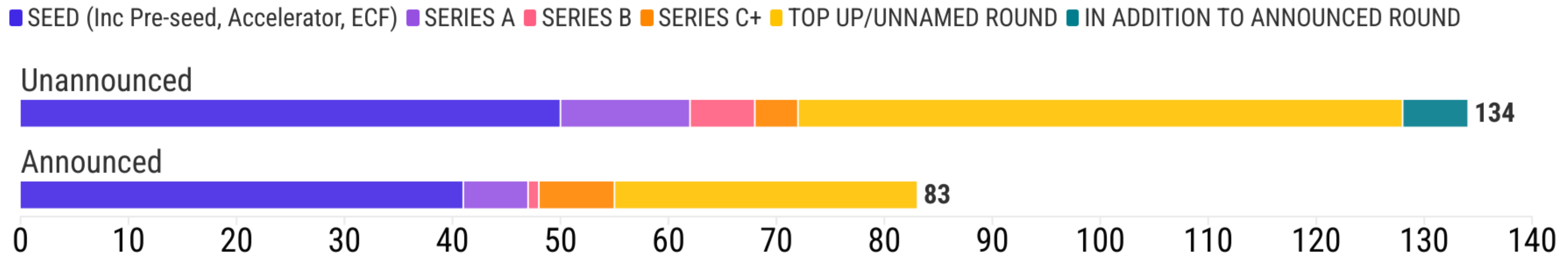
Fintech Funding Project - A Teaser

During 2023 Techboard undertook a project to monitor investments into Australian privately-owned Fintech Companies, based on their non-confidential lodgements with the Australian Securities and Investments Commission. The purpose of this project was to see what sorts of insights we can obtain from analysing ASIC data. Insights from this work include revealing unannounced deals, shareholders/cap table, the extent of foreign ownership and details of the investor mix.

As a teaser, this chart shows the extent of unannounced deals we were able to identify. These range from sub \$100k to \$50m+.

We are currently preparing a report on this project and readying the underlying data for delivery to customers.

Unannounced vs announced Fintech Deals by Deal Label 2023 No of Deals



NOTE: Deal Stage/Label has been estimated based upon factors such as size of investment and proportion of shares issued

Thanks for reading this report. I hope you found it useful and enlightening.

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