

Impact Report 2017

410 BUSINESSES
ACHIEVED BIQ
STATUS (BUSINESS
OF INTERNATIONAL
QUALITY), WITH
101
REACHING BIQ LEVEL
THIS YEAR.

SMALL/MEDIUM ENTERPRISES

5000+ business owners enabled by The Icehouse programmes, workshops, or coaching.

START-UPS

240 start-ups have been enabled by The Icehouse through Incubation, Acceleration and Investment.

REVENUE



WITH A **7.5% INCREASE** YEAR ON YEAR, THE AVERAGE PER ANNUM REVENUE OF AN OWNER MANAGER PROGRAMME (OMP) ALUMNI BUSINESS IS

\$17.6 MILLION

PRE PROGRAMME WAS \$8.9 MILLION.

TOTAL REVENUE GROWTH THIS YEAR **\$1.1 B**

OUR STARTUPS CREATE

\$226 MILLION

PER ANNUM IN REVENUE AND GROW **3.6X FASTER** THAN THE AVERAGE ESTABLISHED BUSINESS.

Start-ups have a relatively slow start, with a growth rate of 12% for the first three years. **The average annual growth from Year 4 onwards is 26%.**

JOB CREATION

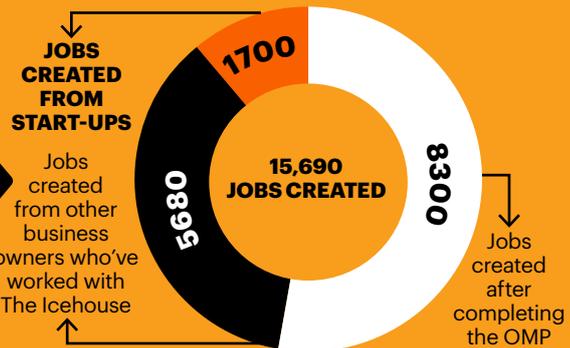


OMP ALUMNI BUSINESSES EMPLOY

38,200 PEOPLE

Icehouse alumni businesses have created an estimated **\$158 million** in new export revenue in the last 12 months.

TOTAL JOBS CREATED THIS YEAR **1290**



EXPORT



THE AVERAGE INCREASE IN EXPORT EARNINGS SINCE COMPLETING THE OMP IS

134%

TOTAL EXPORT REVENUE GROWTH THIS YEAR **\$175M**

EXPORT EARNINGS



On average **67% of income from startups is from export**, taking export earnings per employee to around \$90,000.

OMP ALUMNI BUSINESSES...

CREATED \$11 BILLION IN REVENUE TO DATE

EARNED \$2.1 BILLION IN EXPORT REVENUE TO DATE

GROW TWICE AS FAST AS OTHER NZ BUSINESSES

STARTUP ECO-SYSTEM

