VENTURE FURTHER AWARDS 24
The Masood Entrepreneurship Centre is the focal point for entrepreneurship at The University of Manchester and the annual Venture Further Awards event is the showcase that allows us to celebrate the amazing entrepreneurial talent of our students and recent graduates.

Launched in 2003, the competition has gone from strength to strength launching many successful new ventures, and we continue to encourage and support the development of new businesses based on the innovative opportunities identified by our students and recent graduates.

There are now five categories of award—environment, healthcare, services, social enterprise and technology—and I would like to congratulate all the finalists, who have made it to the final round. Once again, the standard of entries has been incredibly high, these ideas have the potential to make a real difference and I am excited to see how they develop. This year’s winners will receive prize money totaling £100,000 with additional support offered by expert groups across the University and our wider networks, enabling the winners to take their ventures forward.

As we uncover real talent for business, I hope you will agree that here at Manchester we are developing the next generation of entrepreneurial graduates with the skills and confidence to identify and act upon new opportunities.

I hope this brochure will serve as an inspiration to other students who aspire to be entrepreneurs and problem-solvers. Finding financial support to go from an idea to an actual business is one of the most difficult hurdles that entrepreneurs face, and the cash prizes in this competition enable the winners to really make a difference and take their businesses forward.

I would also like to offer a special thank you to the judges, our alumni, colleagues from across the University and the wider support partners who continue to contribute so much to fostering innovation and entrepreneurship amongst our students.

I extend a warm welcome to all of you and I hope you enjoy the evening.

Lynn Sheppard
Director, Masood Entrepreneurship Centre
I have been involved with Venture Further for over a decade – as a judge, presenting the awards and meeting the winners and guests at the Venture Further dinner. It gives me both pride and pleasure to see so many of the businesses going on to succeed in the market. In the University’s Bicentenary year, we are reminded that innovation and enterprise have always been core to our University’s strategy. For our students, entrepreneurship is a defining feature of the Manchester experience.
Venue
Whitworth Hall
The University of Manchester

Programme
18:00
Drinks reception

18:45
Welcome and Guest Speaker
Mustafa Khanwala

19:00
Dinner

20:45
Awards Presentation

Environment
Healthcare
Services
Social
Technology

21:45
Close

Guest Speaker
Mustafa Khanwala
MishiPay

Mustafa is the founder and CEO MishiPay, a Mechatronic Engineer and an entrepreneur at heart. He applied for the Venture Further Awards with MishiPay and won £10K to start the business. It was at the University of Manchester that Mustafa met his co-founder Tanvi Bhardwaj who was pursuing Computer Systems Engineering there. He built the first MishiPay prototype himself and launched it in the first ever store at a pop up in Shoreditch Market in London. He also won the UCL ‘Bright Ideas’, and Mayor of London’s International Student awards. In 2019 he was named in the prestigious Forbes ‘30 Under 30’ list.

It was when he was standing in a queue waiting to buy a can of coke for 20 minutes at Lidl that he identified the need to digitize the in-store shopping experience. Customers needed a faster, simpler way to checkout and stores needed customer insights into shopper behaviors to serve them better. This realization eventually led to the launch of the first product Scan & Go which has since then evolved into a full product suite which can now cater to different types of checkout journeys in store.

Today Mishipay products are deployed in hundreds of stores across the globe. Mustafa and the team have taken MishiPay to a company with over 1M users a month and over £3M in ARR. Along the way investors like Nauta Capital, American Express, United Ventures, Commerce Ventures, Juno Capital and others have provided invaluable support. MishiPay has to date raised around £15M in equity financing.

Amidst the ever evolving retail landscape and the growing pressure on costs and staff shortages, MishiPay remains committed to providing sustainable solutions that enhance store efficiencies and elevate the customer experience.
The judging panel

**Competition Organiser**
Matilda Page  
Enterprise Business Development Executive,  
Masood Entrepreneurship Centre,  
Alliance Manchester Business School

**Chair**
Lynn Sheppard  
Director,  
Masood Entrepreneurship Centre,  
Alliance Manchester Business School

**Professor Lee Pugalis**  
Deputy Director,  
Masood Entrepreneurship Centre,  
Alliance Manchester Business School

**Environment**
Dr. Shirley Jenner  
Associate Director of Employability & Professional Learning, Senior Lecturer in the School of Environment, Education & Development, The University of Manchester  
Dinali de Silva  
Head of Investment & Licensing, The University of Manchester Innovation Factory  
Paul Argyle  
Founder/Director of Alternative Airlines Ltd, Exec. Chairman of Flight Directors  
Mario Chisholm  
Partner at Urban Input Group

**Healthcare**
Dr. Katherine Boylan  
Director of Innovation, Manchester University NHS Foundation Trust  
Duncan Henderson  
Head of Innovation Discovery, University of Manchester Innovation Factory  
Dr. Craig Alexander  
Business Engagement Officer, School of Biological Sciences, The University of Manchester

**Services**
Rochelle Trup  
Director, Saxon Investments Ltd  
Sam Patchett  
Investment and Portfolio Manager, GC Angels  
John Darbyshire  
Founder & Managing Partner, The Beneficial Beverage Company LLC  
Dr. Ryan Humphrey  
Lecturer in Arts and Cultural Management, Arts History and Cultural Practices, The University of Manchester

**Social**
Meredith Greer  
Head of programmes at Hatch  
Dr. Julian Skyrmie  
Director of Social Responsibility and Civic Engagement, The University of Manchester  
Dr. Leandro Vallati  
Senior Lecturer in Creative and Cultural Industries, The University of Manchester  
Professor John McAuliffe  
Director, Creative Manchester

**Technology**
Professor Aline Miller  
Associate Dean for Business Engagement & Innovation in FSE, Professor of Biomolecular Engineering and Director of the NW Industrial Biotechnology Innovation Catalyst  
Natalie Jameson  
YZen AI, Inventor, Investor, Venture Builder, CoAuthor  
Professor Luke Georgiou  
Deputy President and Deputy Vice-Chancellor, The University of Manchester  
Gareth Jones  
Senior Business Analytics Manager, University of Manchester Innovation Factory
UrbanWatt revolutionises mobility offering out-door, sustainable charging for low-power electric vehicles. Our cutting-edge wireless tech provides safe, fast charging, eases range anxiety and reduces the risk of domestic charging fires. Operating in both public and private sectors, we’re leading the push toward sustainable inner-city transport.

OptiSpark uses buildings as batteries to store energy. We can reduce the cost of heating or cooling a building by 25%, and help to decarbonise space heating and cooling, and the electricity system.

ReMAKE is the Vinted of construction! Why is there a marketplace for cars, clothes, and even food, but not the industry that creates the most waste! ReMAKE is the only Marketplace platform for left over construction materials for DIY and Home-Renos for businesses and individuals.

ALGAVERSE Ltd revolutionizes the agriculture sector with microalgal biotech, replacing chemical fertilizers sustainably. Championing making CO2 capturing bio-fertilizer, which combats food insecurity, energy crises, climate change. Her pioneering work in sustainable agriculture and carbon capture marks significant strides towards global environmental sustainability globally.

Josiah Edebiri
PhD Electrical & Electronic Engineering, School of Engineering

Dr Gus Cheng Zhang
Co-applicant

Lead Entrant:

Nayab Raza
PhD Environmental Biology, School of Natural Sciences

Timothy Capper
PhD Power Networks CDT, Alumni Class of 2023

William Murphy
PhD Computer Science, School of Engineering

Kieron O’Sullivan
MA Architecture, School of Environment, Education and Development, Alumni Class of 2021

Ozge Aygunoglu
BA Architecture, School of Environment, Education and Development, Alumni Class of 2017

Josiah Edebiri
PhD Electrical & Electronic Engineering, School of Engineering

Dr Gus Cheng Zhang
Co-applicant

ALGAVERSE Ltd

OptiSpark

ReMAKE Materials

UrbanWatt

Environment

Lead Entrant:

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Airyn

At Airyn, our mission is to revolutionise treatment of nasal allergies by applying evidence-based medicine, and harnessing the power of telemedicine, to deliver convenient, effective, and personalised healthcare solutions.


Zeus Biologics Ltd

Zeus Biologics is a manufacturer of high-value biological molecules for the research use market. We have developed an innovative manufacturing bioprocess that leverages state-of-the-art technology and advanced bioprocess engineering to deliver high-quality low-cost products to serve the scientific community and accelerate scientific discovery globally.

Yacana

Biomedical engineering venture on a mission to establish the single most effective tattoo aftercare solution by simplifying fast, comfortable, and infection-free healing. Our vision extends to becoming a global leader in wound care, offering tailored bioengineered solutions for various wound types.

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MouseAble

MouseAble uses advanced electronics and materials to improve the wellbeing of animals in research. Their non-invasive system for monitoring rodent physiology will reduce reliance on surgically implanted devices in pre-clinical science. This will empower researchers to be more humane, efficient and ambitious when planning experiments.

Lead Entrant:

Liam Johnson
PhD Advanced Biomedical Materials, School of Natural Sciences

Edward Hayter
PhD Neuroscience, School of Biological Sciences, Alumni Class of 2022

Lead Entrant:

Steven Mayers
PhD Developmental Biology, School of Medical Sciences, Alumni Class of 2023

Lead Entrant:

Joel Yupanqui Mieles
PhD Mechanical Engineering, School of Engineering

Lead Entrant:

Tunde Oremulé
PhD Medicine, School of Biological Sciences

Healthcare
UGAFARM

UGAFARM links African small-scale farmers to global buyers like restaurants, food markets, and supermarkets. Prioritizing transparency, fair pricing, and quality assurance, we eliminate middlemen exploitation. Our mission is empowering farmers, and improving market access, to ensure consumers access high-quality, ethically sourced products.

Skinpli

Skinpli is reshaping skincare in Nigeria with a science backed approach. Co-founded with a dermatologist, we offer expert guidance, prescription grade personalised products, and a subscription model. Our mission is to demystify skincare for Nigerian consumers with formulations tailored to their skin, delivering real results.

Lead Entrant:

Moradeke Orekoya
MBChB, School of Medical Sciences
Dr Fikki Orekoya
MBChB, School of Medical Sciences, Alumni Class of 2014

PurFetch

An App to create a vibrant community for pets and people, by integrating social functions and an online marketplace. We build social connections through matching, chatting and memory sharing. We provide online access to pet care services and e-commerce channels for pet products.

Lead Entrant:

Raymond Zheng
MBA, Alliance Manchester Business School
Laurence Trinh
MBA, Alliance Manchester Business School
Fancy Fan
MBA, Alliance Manchester Business School

TFM Overseas Education Consultants

TFM mentors Indian students aspiring to pursue Master’s abroad. TFM has garnered 5-star Google reviews, aligning with its vision to become the most customer-centric education consultancy. Within a year, TFM achieved a seven-digit profit and is poised to achieve 100% growth in profits this year.

Lead Entrant:

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MSc Marketing, Alliance Manchester Business School, Alumni Class of 2023
Narayani Ramalingam
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Mark Cuthbert Kashumba
BSc Management (Innovation, Strategy and Entrepreneurship), Alliance Manchester Business School
Omar Hydara Balajo
Co-applicant

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Omar Hydara Balajo
Co-applicant

Lead Entrant:

Fancy Fan
MBA, Alliance Manchester Business School
EHI

EHI is a brand committed to social change, on both small and larger scales. It aims to deliver this through high-quality hair products for type four hair, building a community through social events and reinvesting into communities through various ventures.

I3Italy CIC

I3Italy (www.i3italy.org) is a non-profit community interest company with the mission of helping Italians in England. It consists of an online hub of up-to-date, sourced and reliable information on topics relevant to them, a helpdesk service, and social media pages that focus on current news.

The Onyx Group

A tech-enabled community dedicated to solving racial inequity in higher education and early careers. We envision a world where black young professionals thrive regardless of their background. By fostering collaboration among individuals, universities and companies, we will transform lives, one success story at a time.

BasicX

BasicX stands at the forefront of a sustainable revolution, turning period poverty into a catalyst for empowerment. Our eco-friendly pad manufacturing machines enable women in economically challenged communities to become entrepreneurs, overcoming poverty with dignity and sparking lasting change.

Social

Lead Entrant:

Cesare G. Ardito
PGCert In Higher Education,
School of Environment, Education and Development,
Alumni Class of 2022

Danielle Fatunla
MSc Chemical Medicine,
School of Medical Sciences

Chanel Ehi-Palmer
MChem Chemistry with Industrial Experience

Lead Entrant:

Muhammad Asad Butt
Bachelor of Laws (LLB),
School of Social Sciences,
Alumni Class of 2022

Chenze Ma
MSc International Development,
School of Environment Education and Development,
Alumni Class of 2020

Muhammad Ansab
PhD Mechanical Engineering,
School of Engineering

Lead Entrant:

Lead Entrant:
Technology

Arcube
Building the future infrastructure of travel loyalty programs. We make sure all travellers, frequent and infrequent, make the most of travel loyalty programs. Using predictive behaviour models to understand passengers’ true needs, we offer the travel ecosystem personalized loyalty benefits at no extra cost.

Flashaid
FlashAid is a first-of-its-kind mobile app designed to address health emergencies efficiently. It enables users to summon a private ambulance to their GPS location with just one click, effectively circumventing the lengthy NHS ambulance wait times.

Altaia
Altaia produces advanced custom drones for niche use cases. We leverage our unique design methodology in combination with rapid manufacturing technology to produce cost-effective products with tangible value to bolster health and safety and productivity in industry.

Aerospace Group 7 (AG7)
At Aerospace Group 7 (AG7), our mission is to lead the way in the drone industry by creating environmentally friendly drone solutions. We are driven by a commitment to innovation, sustainability, and accessibility, striving to revolutionize the aerial industry.

Lead Entrant:
Grigorii Rodionov
MEng Mechanical Engineering with Industrial Experience

Co-applicant
Maksym Korotych

Lead Entrant:
Ed Engleback
MEng Aerospace Engineering, Alumni Class of 2022

Lead Entrant:
Harvey Lowe
BA (Econ) Finance, School of Social Sciences

Pritheesh Nalamilli
BSc Biotechnology, School of Biological Sciences

Qasim Mushtaq
BSc Immunology, School of Biological Sciences

Jakub Zemek
MEng in Aerospace Engineering, School of Engineering, Alumni Class of 2023

Sam Fok
MEng in Aerospace Engineering, School of Engineering, Alumni Class of 2023
Over the past 20 years, the Venture Further Awards have empowered students to take control of their futures and launch successful new ventures. Many of the Venture Further Award winners have gone on to secure seven-figure investments to scale and grow their businesses.
**Strengths of the Masood Entrepreneurship Centre**

- **68%**
  - Our start-up database of 433 businesses shows 297 are still active, achieving a very high survival rate of 68%.

- **£29.5m**
  - UK-registered MEC start-ups have received £29.5m in equity fundraising, and nearly £220k in grants, in the last 6 months.

- **43%**
  - 43% of all MEC start-ups were created in the last 5 years.

- **36**
  - On-curricular taught units offered across the Campus at all levels.

- **Closely linked with UMSU and student groups across the campus**

- **Well connected with key regional, national and international groups**

- **Closely integrated within the institution - working closely with internal groups**

- **Highly experienced team of staff bringing theory and practice together**

- **Wide range of co-curricular activities**

- **Highly connected with key regional, national and international groups**

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- **If we tried to think of a good idea, we wouldn’t have been able to... You just have to find the solution for a problem in your own life.**
  - Brian Chesky
  - Co-founder of Airbnb

- **What Manchester does today, the rest of the world does tomorrow.**
  - Benjamin Disraeli

- **You will be defined not just by what you achieve, but by how you survive.**
  - Sheryl Sandberg
  - Former COO, Meta

- **Passion, creativity, and resilience are the most crucial skills in business. If you’ve got those, you’re ready to embark on the journey.**
  - Jo Malone
  - Founder of Jo Malone

- **If we tried to think of a good idea, we wouldn’t have been able to... You just have to find the solution for a problem in your own life.**
  - Brian Chesky
  - Co-founder of Airbnb

- **What Manchester does today, the rest of the world does tomorrow.**
  - Benjamin Disraeli

- **You will be defined not just by what you achieve, but by how you survive.**
  - Sheryl Sandberg
  - Former COO, Meta

- **Passion, creativity, and resilience are the most crucial skills in business. If you’ve got those, you’re ready to embark on the journey.**
  - Jo Malone
  - Founder of Jo Malone
An entrepreneur is someone who looks on change as an opportunity rather than a threat.

Peter Drucker

Be your own boss, venture further...

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