



FACULTY OF SCIENCE
THE UNIVERSITY OF HONG KONG
香港大學理學院

SHKU
Science

Minor in Science Entrepreneurship

Introduction

for UG students from ALL faculties

IF YOU WANT TO BECOME YOUR OWN BOSS?

BUT YOU LACK...

**GOOD SKILL SETS / IDEAS / PRODUCTS / TEAMMATES /
MENTORS / BUSINESS NETWORKS / PRACTICE OPPORTUNITIES**

MINOR PROGRAM in SCIENCE ENTREPRENEURSHIP
*for UG students (max 20) from **ALL** faculties*



Knowledge of
entrepreneurship



Insights into forming business
from technological
innovation & customer need



How to produce investment
and business proposals



Pitching skills for
fundraising

It is anticipated that students from different faculty will form their own startup companies upon completion of this minor program.



Minor in Science Entrepreneurship

Dr. Rocky Law
Program Director
rockylaw@hku.hk

Dr. Rocky Law



- **Program Director of Minor in Science Entrepreneurship at HKU**
- **Former Director of Praxis Green Consulting Limited**
 - ⇒ Clients from many different types of industries that covers Block chain, Energy, Biotech, Medical Devices, TCM, IOT, TMT, Nanotech, Materials and IC design...etc.
- **Former Director of Entrepreneurship Center at HKUST**
 - ⇒ Founding and responsible for the Center operation and nurturing in-house startup companies, e.g. DJI
- **Former Associate Director of Technology Transfer Center at HKUST**
 - ⇒ Responsible for all biotech related IP management (from creation to commercialization) and setup university-industrial collaboration, e.g. setup of GSK-HKUST joint laboratory
- **Former Research Manager of Amoy Limited (Groupe Danone)**
 - ⇒ Responsible for all soy sauce technical matters (from laboratory to post-production) and carried out scientific research, e.g. concurrently leading 6 research groups in HK Amoy, Shanghai Amoy, HKU, UMIST, R&D Center at Crealis and Tepral in Danone Group

Objectives of the Minor

- To create a new career path for students in HKU to excel
 - Building a career in professional fields is more difficult now, e.g.
 - Graduate works in Big 4 accountant firms does not have good starting point (HK\$ 14-18K)
 - Hong Kong government has started to invest a lot of money in innovation and entrepreneurship recently, e.g. extra HKD 50 billion budgeted in 2018
- To equip students to set up more viable business ventures
 - Training students with in-house experienced faculty and external professional trainers
 - Teaching students essentials of business venture with real cases and startup founders
 - Assisting students to build their business ventures starting by writing business plans and investment proposals in the final 6 credits bearing course ENTR4999 “Entrepreneurship Project”

Structure of the Minor Program

Phase 1

Learning the fundamentals

Course 1

IIMT1611 Principles of
Technology
Entrepreneurship

Fundamentals of
Entrepreneurship

Course 2

ENTR2001 Professional
and Leadership
Development

Soft skills of
Entrepreneurship

Target achievement:

- Get familiar with entrepreneurship environment
- Understand those essential soft skills for running a startup

Phase 2

Forming the business

Course 3

ENTR3001 Science-based
Innovation Development

Develop business from
technology

Course 4

ENTR3002 Customer
Analysis and Strategic
Marketing

Develop business from
market need

Target achievement:

- Identify business potential
- Write business plan, investment proposal & government funding application

Phase 3

Practice with a real startup

Course 5

ENTR4966
Entrepreneurship
Internship

Practice with a
real startup

Target achievement:

- Work on a specific project in a startup

Phase 4

Prepare own startup

Course 6

ENTR4999
Entrepreneurship
Project

Set up a startup
venture

Target achievement:

- Prepare a detail business plan and investment proposal that are ready for fund raising purpose

10/4/2019

Structure of the Minor Program

Phase 1

Learning the fundamentals

Course 1

IIMT1611 Principles of Technology Entrepreneurship

Fundamentals of Entrepreneurship

Course 2

ENTR2001 Professional and Leadership Development

Soft skills of Entrepreneurship

Target achievement:

- Get familiar with entrepreneurship environment
- Understand those essential soft skills for running a startup

Course Content



➤ 1st Semester

➤ ENTR2001 Professional and Leadership Development

➤ Personality Reflection & Team Building:

- Entrepreneurship Prerequisites – (1) Personality and Skills, (2) Team Building and (3) Student Presentation on Creativity and Team Building; MBTI: Personality and Career; Meet the Insiders

➤ Communication Skills:

- Professional PowerPoint Presentation; Presentation Skills & Impromptu talk;

➤ Networking Skills:

- Networking Skills

➤ Teamwork & Leadership Development:

- Case Analysis & Presentation; Creativity & Innovation at Work; Communication, Teamwork & Leadership;

➤ Final Project:

- Presentation with Coaching Sessions

➤ Experiential Learning Activities:

- Other entrepreneurial or course-related workshops / events organised by CEDARS

Course Content

► 1st Semester

► IIMT1611 Principles of Technology Entrepreneurship

► **Learning the landscape of Entrepreneurship**

- Dr. Charleston Sin is one of the key entrepreneurship experts in Hong Kong. Dr. Sin will introduce students to the entrepreneurial process of the technology industry in general. Student will learn:
 - the fundamental aspects of launching a technology entrepreneurial venture to complement the research and development activities in science and technology
 - common practices in venture development process such as opportunity identification and verification, to technology transfer and commercialization
 - topics on legal subjects, e.g. intellectual properties & patent laws, and simple financing & strategic approach in the business plan...etc.



Dr. Charleston Sin
Former CEO of MIT Node in HK

Structure of the Minor Program

Phase 2

Forming the business

Course 3

ENTR3001 Science-based Innovation Development

Develop business from technology

Course 4

ENTR3002 Customer Analysis and Strategic Marketing

Develop business from market need

Target achievement:

- Understand key points for business setup
- Write business plan, investment proposal & government fund application form
- Identify new business areas for exponential growth possibility

Course Content

➤ 2nd Semester

➤ ENTR3001 Science-based Innovation Development

➤ **Technology/product to Market approach**

➤ Student learn

- how business opportunities can be generated from science and technology.
- the process of translating scientific ideas to commercial products and/or services and the challenges therein.
- to understand the different regulatory requirements for science and technology based business opportunities, including the different stages of clinical trial required for biomedical-related products/ services.
- to identify potential business ideas from science and technology research and to synthesize a feasible action plan for a start-up company



Mr. Fred Yung
Former Head of
Incubation Program in HKSTP

Course Content

➤ 2nd Semester

➤ ENTR3002 Customer Analysis and Strategic Marketing

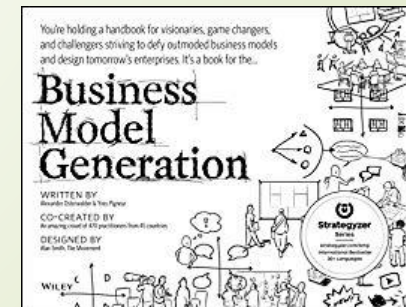
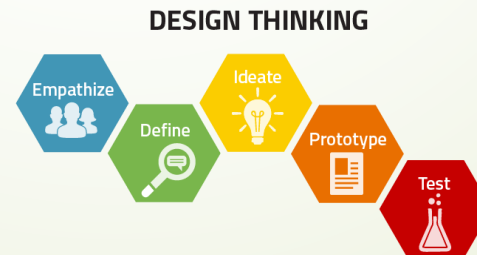
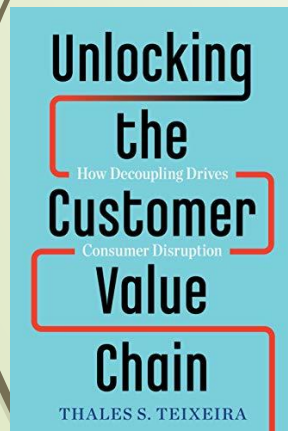
➤ **Market to technology/product approach**

➤ Students learn to

- identify customers' needs and market situations.
- define strategies to satisfy customers' needs and to capture market shares
- develop systematic approaches for developing a solution from the result of analyzing the current market condition and customers' need.
- develop a business plan to commercialize such a solution for the need, and an investment proposal to attract investors.



Dr. Rocky Law



Structure of the Minor Program

Phase 3

Practice with a real startup

Course 5

ENTR4966 Entrepreneurship Internship

Practice with a real startup

Target achievement:

- By working on a specific project in a startup in group or individual
 - Gain hand-on experience on startup operation
 - Learn how to complete a commercial task in a limited time frame
 - Gain opportunity from commercial collaborator to further work on the project that can form a new startup

Course Content

- 3rd Summer Semester (160 hours in June)
 - ENTR4966 Entrepreneurship Internship
 - **Learning from real startup**
 - Students group themselves as a 3-4 member team (preferably from different faculty)
 - Each team will be working for a real early stage startup in HK
 - To work on a specific project that setup by a startup company



Dr. Rocky Law

Structure of the Minor Program

Phase 4

Prepare own startup

Course 6

ENTR4999 Entrepreneurship Project

Set up a startup venture

Target achievement:

- Prepare a detail business plan and investment proposal that are ready for fund raising purpose (with or without prototype as it depends on each project nature)

Course Content



Dr. Rocky Law

► 4th Semester

► ENTR4999 Entrepreneurship Project

► **Work on your own startup venture**

- Solicit 2-3 business opportunities (better to be a billion Idea) for their own business venture or continue to work on the one from ENTR3002
 - From Market
 - From Professors at HKU
 - From students themselves
- Do due diligent for the business opportunities
 - Market / Product / Technology
- Produce a detail business plan and an investment proposal that are ready
 - for pitching and fund raising

Key Factors of the Minor

- Multi-disciplinary Creativity-Entrepreneurship Approach
 - Each team should be formed by
 - Science Student + Engineering Student + Business Student + Law Student...
- Unique Hand-in-Hand Walk Through Process to Create a Business Venture
 - Learn the essentials of entrepreneurship
 - Practice in startup before forming own business venture
 - *Learning the real business of a startup*
 - *Helping to write the business plan for the startup*
 - *Expand the business potential of the startup*
- Assist Students in Post Minor Follow-up Activities
 - Business Plan competition
 - Application of incubation Program
 - iDendron at HKU
 - HKSTP/CyberPort
 - Fund raising activities
 - Government TSSSU Fund at HKU
 - Angel investors

Key Factors of the Minor

► Mentor Pool

► Selected seasoned mentors



Dr. Samson Tam,
Chairman of Group
Sense (International)
Limited



Dr. Wai Shun Lo,
General Partner
of DL Capitals
(點亮資本)



Mr. Mingles Tsai, CXO
of ParticleX



Mr. Johnny Chong,
Founder of S.T.A.R.S
Foundation



Mr. Fred Yung, Former
Head of HKSTP
incubation program,

► And more.....

Key Factors of the Minor

➤ Angel Fund Networks

➤ HKBAN



➤ Up to HKD 20 million

HONG KONG
BUSINESS ANGEL NETWORK
香港天使投資脈絡

➤ Individual Angel

➤ Family Funds

➤ Individual billionaires

➤ Seasoned investors

Student Testimonials



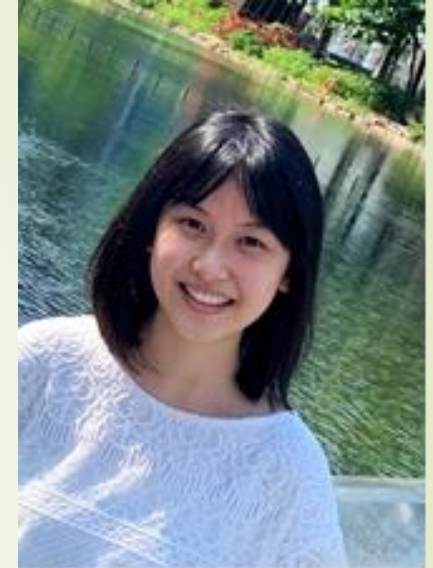
Mr Cameron Xavier
van Breda (BSc)
Major: Molecular
Biology and
Biotechnology
Minor: Science
Entrepreneurship



Mr Keith Chau
[BBA(IBGM)]
1st Major: International
Business and Global
Management
2nd Major: Business
Design and Innovation
Minor: Science
Entrepreneurship



Mr Harry Chu (BSc)
1st Major: Chemistry
2nd Major: Finance
Minor: Science
Entrepreneurship



Ms Sara Yue (BSc)
Major: Decision analytics
Minor: Science
Entrepreneurship

<https://www.scifac.hku.hk/prospective/ug/minor-in-science-entrepreneurship>







Key Achievements of the Minor

► Companies setup with the students

1 st Cohort		
	<p>Hollo Co-founder: Mr. Cameron Xavier van Breda (BSc) Major: Molecular Biology and Biotechnology Minor: Science Entrepreneurship https://www.hollo.hk/</p>	
	<p>Foundation Biotech Co-founder: Mr. Harry Chu (BSc) 1st Major: Chemistry 2nd Major: Finance Minor: Science Entrepreneurship</p>	
	<p>Tamee Co-founder: Mr. Hon Kiu Edwin Yau (BSc) Major: Environmental Science Minor: Science Entrepreneurship https://tamee.cc/</p>	

Key Achievements of the Minor

► Companies setup with the students

2nd Cohort		
	<p><u>OppServe</u></p> <p>Founder: Ms. Juliana Yuk Wai Leung</p> <p>Major: Environmental Science</p> <p>1st Minor: Science Entrepreneurship</p> <p>2nd Minor: Kinesiology</p> <p>https://www.youtube.com/c/Oppserve/featured</p>	
	<p><u>Sweet On</u></p> <p>Founder: Mr. Jason Pak Hei Luk</p> <p>Major: Environmental Science</p> <p>Minor: Science Entrepreneurship</p> <p>http://sweeton.hk/</p>	
3rd Cohort		
	<p><u>Metalympics</u></p> <p>Co-founder: Mr. Christopher Lee</p> <p>1st Major: Information Systems</p> <p>2nd Major: Computer Science</p> <p>Minor: Science Entrepreneurship</p> <p>https://metalympics.org/</p>	



Key Achievements of the Minor



Team

Cofounders:

Cameron van Breda (Biotechnology)
Ajit Krishna Namakkal Raghavendran
(Computer Science)

Data Science Lead:

Saranya Prakash (Masters Data Sci)

Psychology Assistant:

Su Hyun Cho (Bachelors Psych)

Achievements:

- iDendron Seed Program
- iDendron Incubation Cohort 2
- Cyberport CCMF (Accepted); STEP (Rejected offer)
- HKU Entrepreneurship Society Ideation (2nd Runner Up)
- Microsoft Imagine Cup Asian Champion (8k USD)
- HKSEC Semi-Finalist
- Microsoft Imagine Cup Global Champion (100k Usd, 50k usd credits)
- Good Seed SIE Fund (200k HKD)
- AMCHAM 7th Startup Award Winner
- 2021-2022 TSSSU (HKU recommended, awaiting ITC)
- Cyberport Incubation (waiting acceptance)
- Fundraising USD\$ 1 Million 2021

Product:

Hollo Integrated Care Platform:

Simplifies the detection and management of mental well-being for provider's clients.

Provider Dashboard

Making your practice streamlined - aligned with clinical standards.
Let us make sense of your data.

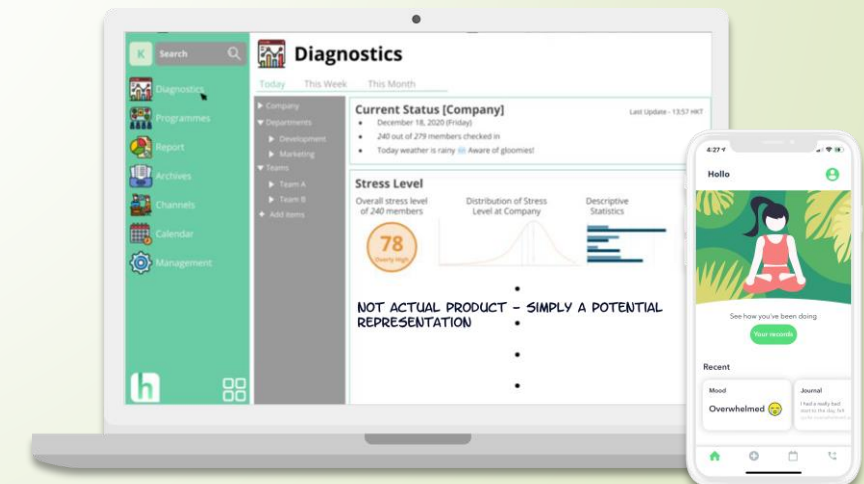
- **Value-Driven Data** Insights on Clients
- **Simple, Prioritized Care, and Structured Clinical Resources & Activities**
- **Automated Business & Charging Process**

Client Companion App

Providing quick and simple assessment, tracking and care delivery.

- **MH Screening and Identification (AI*)**
- **Gamified Self-Help Experience**
- **(Private) Tracking Behavior Health Data, Smart Journal**
- **Recommended Providers on client's needs**

*Moving Beyond Questionnaires...
Our AI uses video, audio, behavioral health data and text to evaluate and track mental health!

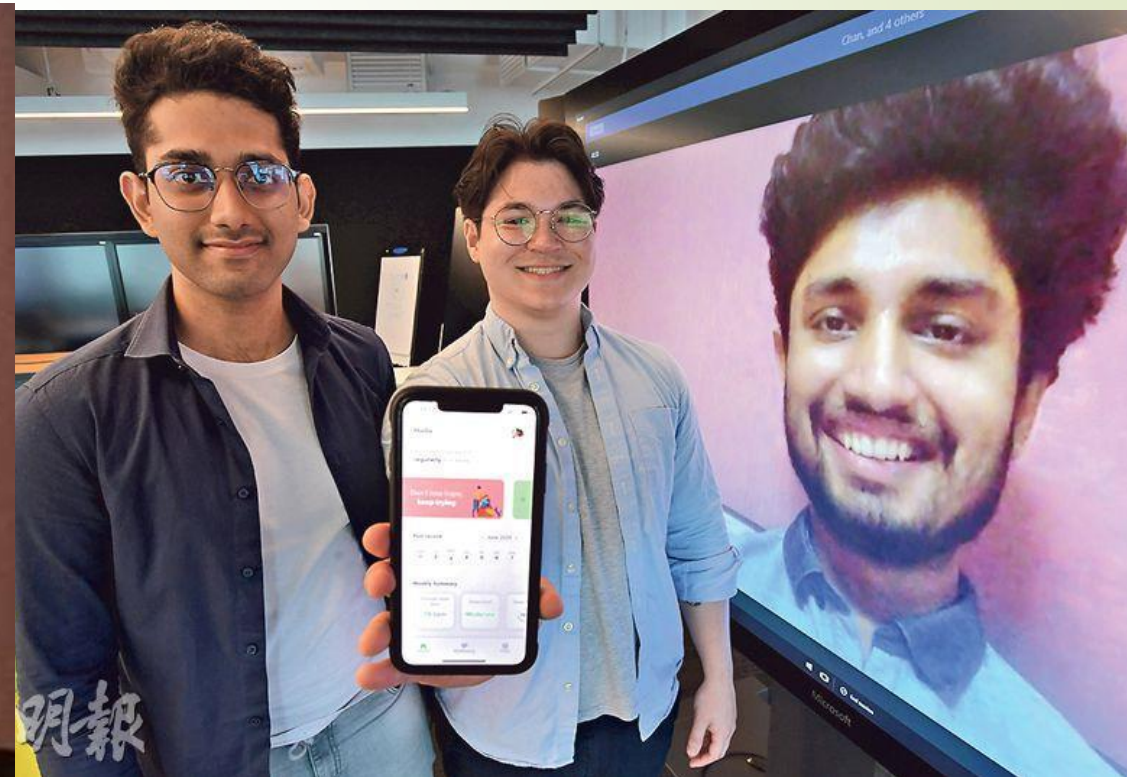


Key Achievements of the Minor



► Award winning

- Team Hollo from Hong Kong wins Microsoft 2020 Imagine Cup World Championship



Key Achievements of the Minor

- Companies setup
 - Metalympics

The screenshot shows the Twitter profile of 'metalympics' (@metalympics). The profile picture is a colorful logo consisting of five interlocking hexagons in orange, green, blue, and purple. The header shows the name 'metalympics' and '1,467 Tweets'. Below the header is a banner image of a virtual building with the 'METALYMPICS' logo. The bio states: 'Visit the Metalympics park here 📍: metalympics.cryptovoxels.net Token Smart: [@nftsmart](https://nftsmart.com/discord.gg/nft) discord.gg/nft YouTube: youtu.be/d1CN3uShLTQ'. It also mentions '@nft42_' and 'Joined July 2020'. The follower count is '808 Following' and '2,191 Followers'. The 'Tweets' tab is selected, showing a tweet from 'Rizzle @NFTland' dated Jun 17, 2021, which says: 'I GUESS @theWIPmeetup FORGOT TO INVITE/BRIBE @60Minutes or they don't know Metaverse history and/or they'. To the right of the profile is a 'New to Twitter?' section with options to 'Sign up with Google', 'Sign up with Apple', and 'Sign up with phone or email'. Below this is a 'You might like' section featuring 'tokensmart @nftsmart' with a 'Follow' button.



Key Achievements of the Minor



PayPhone enables users to access their **funds with their digital identity** anywhere and anytime without using their cards or phone through **Vacuum Payments**.

- Offline Payments
- Facial Recognition



Incubated in Cyberport and iDendron.

Received the Cyberport Creative Micro Fund (HKD 100,000)



PRADYUT BHATNAGAR

HKU, Economics & Finance
CFO & Co-Founder



AMAN SELARKA

HKU, IS and Finance
CEO & Co-Founder



SIDDHARTH AGARWAL

HKU, Computer Science
CTO & Co-Founder

Key Achievements of the Minor

➡ Companies to be setup soon

➡ Envest

Our Team



Suyash Lohia

Data Engineer, 4th Year HKU



Siddharth Agarwal

Software Engineer, 4th Year HKU



Aayush Batwara



ENVEST

Invest in the Environment, for the Environment



30°C / 74°F

A A A



繁體

简体

[Cyberport](#) [Programme Details](#) [What's New](#) [Happy Memories](#)



Cyberport University Partnership Programme

is a life-changing experience

Anticipated Outcome

➤ With

- Teaching and coaching by internal and external expertise
- Practicing what have been learned with a real startup
- Coaching and mentoring by professional *consultant and angel investor*

➤ We anticipate

- Students will
 - Form their teams with different disciplines during studying
 - Setup their own startup companies and
 - **Successfully raise fund within the first year after completion of this Minor**



hollo



ENVEST

Invest in the Environment, for the Environment



Minor graduates' updates

Name	No. cohort of Minor in Science Entrepreneurship / Major/Faculty	Company name & Website	Role/Position	Remark
Cameron Xavier, van Breda	1 st Cohort / MBB / FoS	Hollo https://www.hollo.hk/	Co-Founder / CEO	World Champion of Microsoft Imagine Cup 2020
Chun Ting Harry Chu	1 st Cohort / Chem / FoS	Foundation Biotech Limited http://www.foundation-biotech.com/	Co-Founder / CEO	-This startup company is related to his final ENTR4999 project -Obtained HKU Deeptech 100 HKD100,000 funding
Chi Ting Silver Ng	1 st Cohort / BBA / FBE	Spartan Group https://www.spartangroup.io/team	Analyst	Set up a startup while doing the minor
Pradyut Bhatnagar	1 st Cohort / Econ & Wealth Management / FBE	Bloomberg in London https://www.bloomberg.com/	Financial Product Analyst - Fixed Income	Setup PayPhone and obtained HKD100k award from CyberPort
Aman Selarka	1 st Cohort /BBA / FBE	PWC https://www.pwchk.com/en	Consulting Associate	Setup PayPhone and obtained HKD100k award from CyberPort
Siddharth Agarwal	1 st Cohort / CS / FoE	Goldman Sachs https://www.goldmansachs.com/	Analyst	Winner of CyberPort University Partnership Programme

Minor graduates' updates

Name	No. cohort of Minor in Science Entrepreneurship / Major/Faculty	Company name & Website	Role/Position	Remark
Suyash Lohia	1 st Cohort / CS / FoE	Maven Securities in London https://www.mavensecurities.com/	Graduate Trader	2nd Runner Up - Tencent Fintech Competition 2020
Hon Kiu Yau	1 st Cohort / Environ Sci / FoS	Tamee https://www.tamee.hk/	Co-founder	This startup company is related to his final ENTR4999 project
Lok Fung Kwong	1 st Cohort / Biochem / FoS	BM Intelligence Group http://www.bmintelligence.com/	Assistant Analyst in Business Valuation	Also starting up a company called QuantumInno
Ohmey Zijing Wu	2 nd Cohort / Decision Analytics / FoS	Morgan Stanley https://www.morgansstanley.com/	Trader	He will definitely setup his own startup in a few years' time
Jason Pak Hei Luk	2 nd Cohort / Biochem / FoS	Sweet On https://sweeton.hk/	Co-Founder	This startup company is related to his final ENTR4999 project

Minor graduates' updates

Name	No. cohort of Minor in Science Entrepreneurship / Major/Faculty	Company name & Website	Role/Position	Remark
Timothy Tsz Chung Hsieh	2 nd Cohort / Acc & Fin / FBE	Credit Agricole Corporate & Investment Bank https://www.ca-cib.com/	Global Markets Graduate Trainee	He decided to become an investment banker
Christopher Lee	3 rd Cohort / Information System / FBE	Metalympics https://metalympics.org/	Co-Founder	Christopher setup his company while doing the minor
Johnathan Ho	3 rd Cohort / Molecular Biology & Biotech / FoS	AGBA https://www.agba.com/	All-rounded financial advisor	Will develop career in investment firm first then turn to found his own startup
Shuang Wu	3 rd Cohort / Physics / FoS	0xU Hong Kong Blockchain Club https://www.0xu.club/	Founding Chairman	This club will have huge commercial potential as many businesses will be setup by its members
Loffi Fard Marjan	3 rd Cohort / Molecular Biology & Biotech / FoS	Carbon Dragon	Co-founder	Won the HKU InnoWing HKD 100,000 funding support Part-time MSc student in HKU, Part-time Marketing Office in MetTactics

Selection Criteria for the Intake

■ General expectation

- Students have strong desire and passion to form their own companies

■ Bonus points

- Students have entrepreneurial experience, e.g. forming startup or attending business competitions...etc.
- Students have already partnered with other students to form a very strong team
- Students come with an excellent idea/product

■ Preferred students

■ Year 2 students

- They need to show their specialties, e.g. any of the bonus points mentioned above

■ Year 3 students

- Complete the Minor in Year 4 -1st Semester then start fund raising in 2nd Semester then graduate
- Investor will not need to wait for them another year to operate the company

■ Can consider

■ Year 4 students

- They must decide to defer one semester in order to complete the Minor

Selection Procedure of the Minor

- Only *20 seats* of this Minor *for Students from All faculties*
 - *Ideally 10 science students + 10 non-science students*
- To help students to build a better team, it is recommended for each student to write a one page proposal (to rockylaw@hku.hk any time before 25 July) that shows
 - Who you are
 - Name, Student No., Faculty, Major, Year of Study, email address, Tel No., Date
 - How special you are
 - Why you should be chosen, e.g. because you have
 - Excellent team (Preferably including at least science, engineering, business students)
 - Excellent idea
 - Excellent experience...etc.
- Interviews start from March
- Students will be notified in August at the latest

Remark

- What is required by the University
 - Complete 6 courses in order to get the minor
- My Goal
 - You become my boss in the near future
- My experience and network
 - I can help you but you have to convince me first..... As I only have 24 hours a day
- Mutual respect
 - We work as a partner
- You perform
 - It is all based on your performance with your sincere heart
- I observe
 - I don't judge but just observe, as I am also looking for my future boss

What's Next

- Go to tell your friends whom you think have potential to be your future business partners as CEO, CTO, COO or CCO
 - Convince him/her to join you to take this Minor
 - Write a simple one page proposal for the Minor application
 - Send it to me ASAP
 - Any questions are welcome
 - rockylaw@hku.hk
 - Remember
 - Only 20 seats are available each year
 - *Ideally 10 science students + 10 non-science students*



Thanks

Hope to see you in the Minor soon

Any questions are welcome
rockylaw@hku.hk