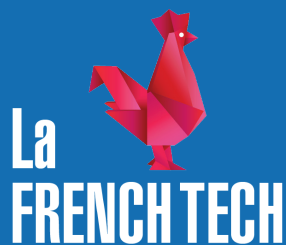


LA FRENCH TECH

A booming
HealthTech Ecosystem
#BioTech #MedTech #E-Health



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#HealthTech	
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Welcome to France!

From high-speed trains to luxury goods to vaccines, France has a long-standing reputation for creativity and innovation. The French are early and strong adopters of new technologies, and today they are strongly committed to the new digital age.

Recent years have witnessed a growing trend – the majority of young French people now aspire to be entrepreneurs. They have been inspired by a generation of successful entrepreneurs who have propelled the French Tech ecosystem forward.

The entire French economy is now following suit, and regulations are being adapted to stay in step with the new reality. As an example, in terms of cost, time and red tape, it is now much easier to start a business in France than in any other G20 country.

This innovative spirit is embodied by pioneering startups with disruptive business models. Global successes like Criteo, BlaBlaCar, and DBV Technologies have paved the way for a long list of promising startups who are on the verge of becoming tomorrow's international market leaders.

Let us introduce you to French Tech.

France has an incredible innovation potential in HealthTech, and is definitively one of the most leading sector in France.

PEOPLE BEHIND FRENCH HEALTHTECH



Karen Aiach
Founder of Lysogene



Laurent Alexandre
Founder of Doctissimo



Philippe Archinard
CEO of Transgene



Pierre-Henri Benhamou
Co-founder of DBV
Technologies



Alexander Eggermont
CEO of Institut Gustave
Roussy



Clémence Franc
Co-founder of Novagray



Philippe Genne
CEO of Oncodesign



Bernard Gilly
Chairman of Pixium vision
and co-founder of Gensight
biologics



Jacques Marescaux
Director of IRCAD



Hugo Mercier
Co-founder of Rythm



Antoine Papiernik
CEO of Sofinnova



Christine Placet
CEO of Horama



Gil Beyen
CEO of Erytech



Hervé Brailly
Co-founder of Innate Pharma



André Choulika
Co-founder and CEO
of group Collectis



Xavier Duportet
Co-founder and CEO of
Eligo Bioscience and Hello
Tomorrow



Florence Grenhassia
CEO of Sparingvision



Gerard Hascöet
Chairman of EOS Imaging
and executive chairman
of MD Start



Maryvonne Hiance
Co-Founder of OSE
Immunotherapeutics,
President of France Biotech
Association



Bertin Nahum
Founder of Medtech



Philippe Pouletty
CEO of Truffle



Sidarth Radjou
Co-founder of Biomodex



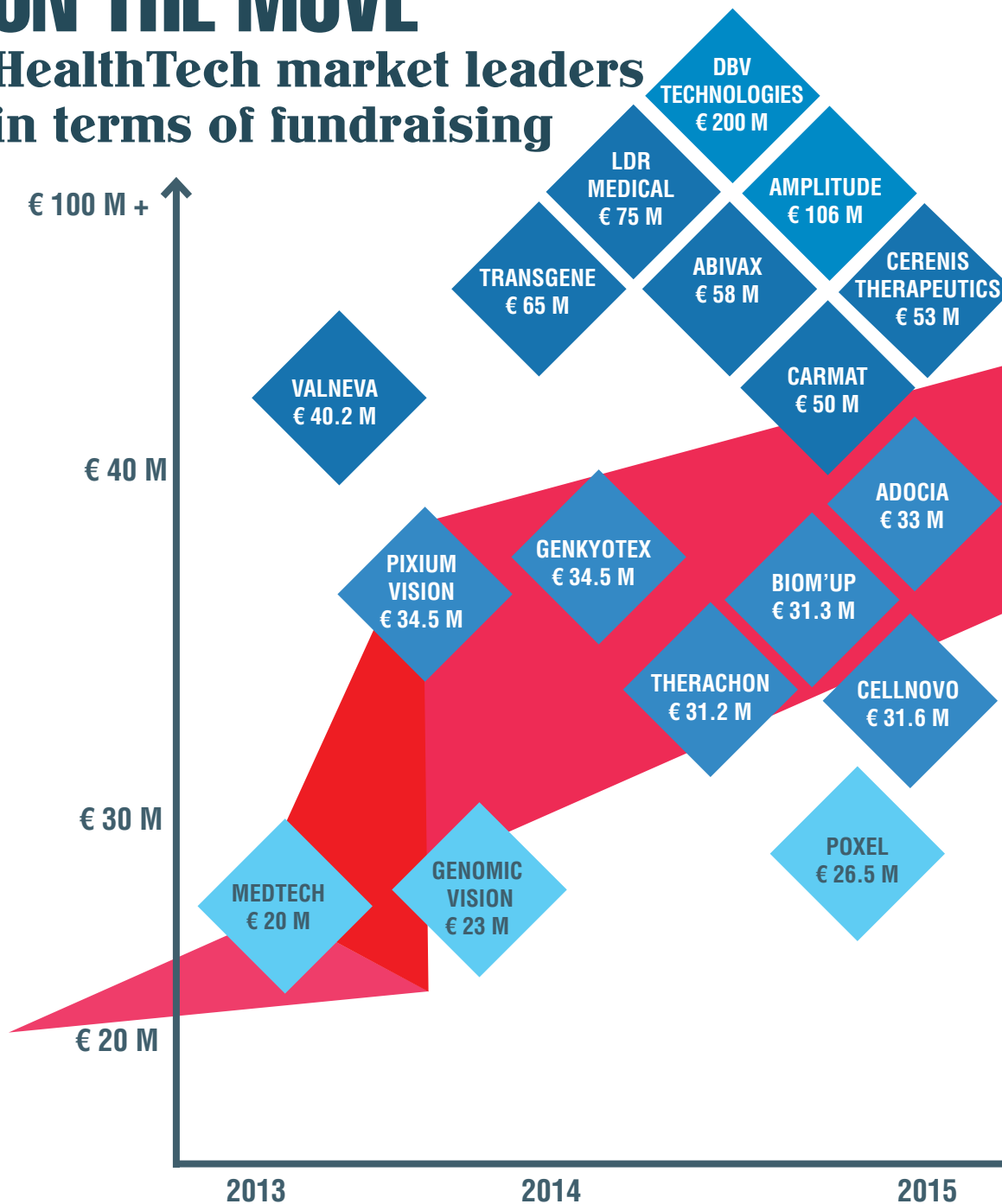
Cécile Réal
CEO of Endodiag

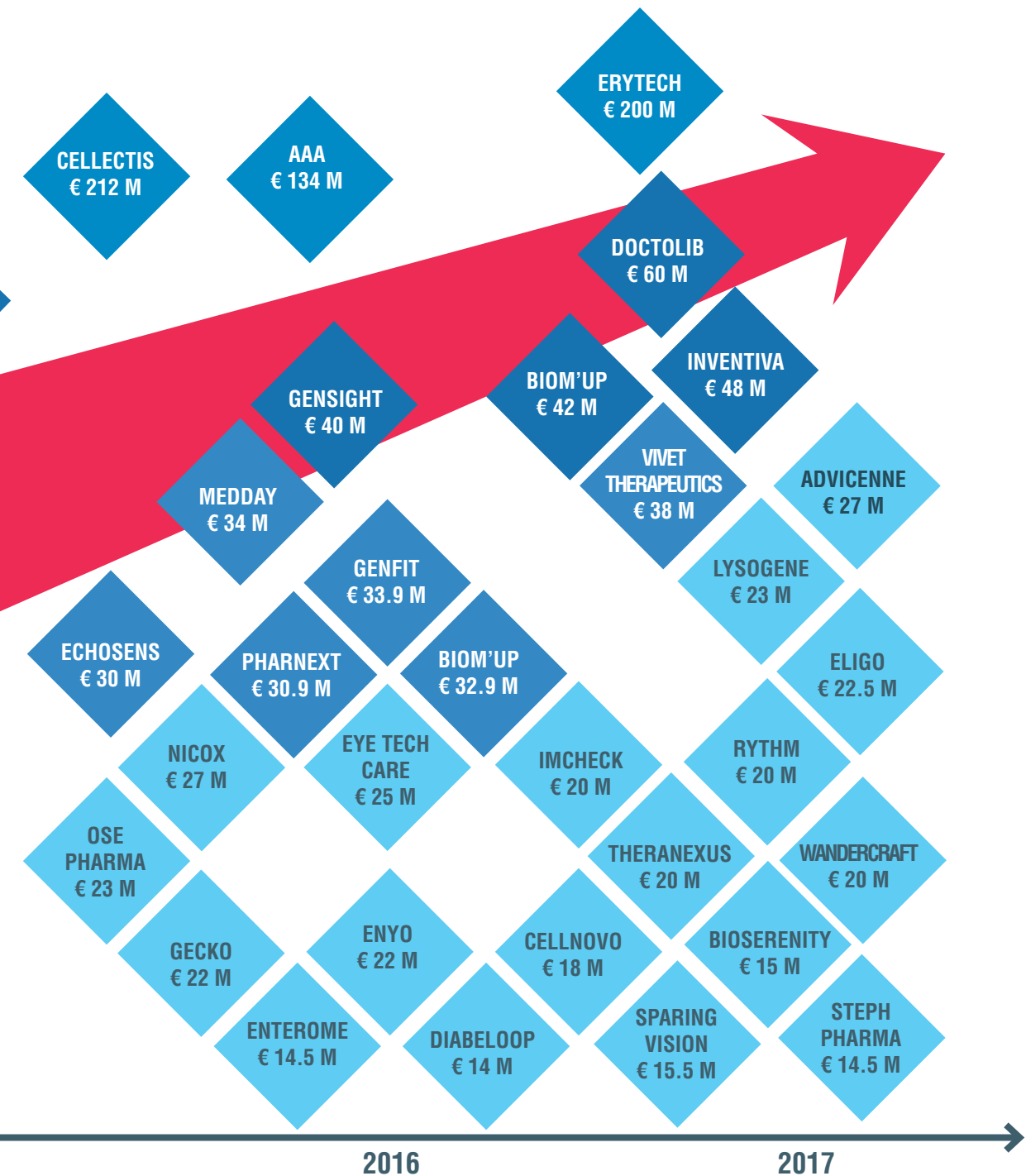


Rafaèle Tordjman
CEO of Women Innovating
Together in Healthcare
association

#A STARTUP ECOSYSTEM ON THE MOVE

HealthTech market leaders in terms of fundraising





#SECTORS LEADERS

BioTech



DBV Technologies is focused on discovering, developing, manufacturing and commercializing treatments for food allergies.



Innate Pharma works on an innovative approach against cancer and inflammatory diseases: monoclonal antibodies designed to stimulate anti-tumor activity of NK cells and other cells of the innate immune system.



Stallergenes Greer is a fully integrated global biopharmaceutical company specialising in the diagnosis and treatment of allergies.



Collectis is a clinical-stage biopharmaceutical company that harnesses the immune system to target and eradicate cancer cells.



Genfit is a biopharmaceutical company at the forefront of developing therapeutic and diagnostic solutions to address high unmet patient needs in metabolic and inflammatory diseases, with a particular focus on the liver.

TOP 4 MARKET VALUATION



Pierre-Henri BENHAMOU
Co-founder of DBV Technologies



Hervé BRAILLY
Co-founder of Innate Pharma



André CHOULIKA
Co-founder of Collectis



Jean-François MOUNEY
Co-founder of Genfit

MedTech



Advanced Accelerator Applications is an innovative radiopharmaceutical company developing, producing and commercializing molecular nuclear medicine theragnostics.



Carmat is developing an orthotopic and biocompatible artificial heart which is completely implantable, as well as its electrical power supply system and remote diagnosis system.



Pixium Vision is developing innovative Bionic Vision Restoration Systems (VRS), which are active implantable medical devices intended to treat blindness resulting from the degeneration of retinal photoreceptor cells.



Vexim is a specialist in the design and sale of minimally invasive solutions for the treatment of traumatic spine pathologies.



Amplitudes Technologies is the global expert in the science, design and manufacture of high performance laser systems for a variety of specialist applications.



EOS imaging is a global medical device company that develops and markets advanced imaging and image-based solutions for musculoskeletal pathologies and orthopedic surgical care.



Medtech designs, develops and markets a new generation of robotic assistance for the express purpose of improved surgical techniques.

TOP 4 MARKET VALUATION



Alain CARPENTIER
Co-founder of Carmat



Olivier JALLABERT
Co-founder of Amplitude Surgical



Marie MEYNADIER
Co-founder of EOS Imaging



José-Alain SAHEL
Bernard GILLY
Co-founders of Pixium Vision



E-Health



Ad Scientiam mobile applications integrate proprietary algorithms capable of steering patients more rapidly to a consultation, adapting its date to the patient state and reducing loss of chance for patients.



The Cellnovo System is the world's first mobile diabetes management system, including an insulin pump, activity monitor, cellular-enabled wireless touchscreen handset with integrated blood glucose meter and automatic connectivity to secure servers.



BIO SERENITY™

BioSerenity designs connected clothing that can be used to monitor more effectively people with epilepsy.



DAMAE Medical has developed an innovative technology called OCTAV providing dermatologists with a new in vivo imaging modality capable of producing in-depth images of the tissue, similar to histology without the need for skin tissue excision and processing.

Cardiologs

By applying the latest research in Artificial intelligence, Cardio-logs provides a web solution to streamline this process at large scale, enabling the highest diagnostic yield, for the least physician effort.



Diabeloop is a connected device mimicking the pancreas function: Diabeloop system integrates a telemedicine program, where patient glycemic data is sent. Thus, clinicians have access to patients data to modify treatment as necessary, for an improved long-term regulation for Type 1 diabetes.



Doctolib helps you finding a specialist near you and making a free appointment online in just a few clicks.



Kap Code is dedicated to improve the care of chronic diseases and the detection of drug safety signals on social networks.



OpenHealth Company provides healthcare data analysis applied to marketing studies for healthcare industries and also epidemiological, public healthcare and medico-economic research for all health sector stakeholders.



Dreem is the only active sleep solution that merges the latest and greatest in neuroscience research and advanced technology.



This innovative technology company is specialized in digital solutions for healthcare industry. It advises hospitals and clinics management teams on their digital tools evolution and how to improve patient services, ease internal process and optimize staff's daily tasks.

TOP 5 FUNDRAISING 2017



Erik HUNEKER
Founder of Diabeloop
€ 14 M



Pierre-Yves FROUIN
Founder of BioSerenity
€ 15 M



Sophie BARATTE
Founder of Cellnovo
€ 18 M



Hugo MERCIER
Founder of Rythm
€ 20 M



Stanislas NIOX-CHATEAU
Founder of Doctolib
€ 26 M

#A BOOMING HEALTHTECH ECOSYSTEM

3X
more BioTech
startups than in
2002

Source : Biomap 2017 – Biotech Finances

25%
Increase in number
of MedTech startups
since 2011 in France

Government funding
€ 600 M
for investment and
financing by
Bpifrance in the
HealthTech sector

Source: Bpifrance

BioTech is a key sector for Euronext:

86 startups on Euronext Stock Market: 49 BioTech & 37 MedTech worth € 21.8 Billion

IPO & VENTURE CAPITAL

#1

1st market in Europe for BioTech

#2

2nd in the world after USA

€ 12 billion

Market capitalisation of nearly € 12 billion. Between 2012 and 2016, the number of listed BioTech companies rose from 12 to 45

Source : Euronext – Biotech barometer

#FINANCING

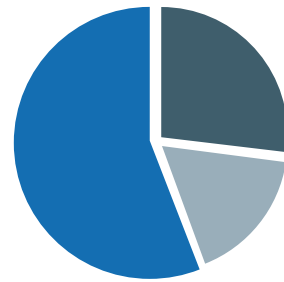
French BioTech and MedTech

1st semester 2017
€ 492 M RAISED BY FRENCH BIOTECH AND MEDTECH

 **€ 137 M in private equity**

 **€ 82 M in IPO**

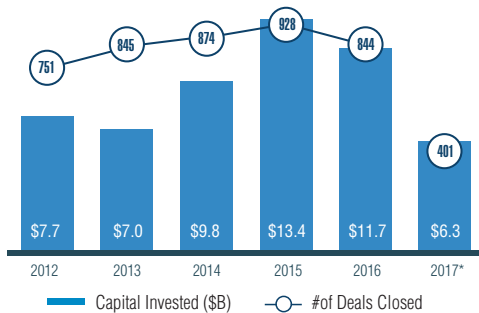
 **€ 273 M post-IPO**



■ Private equity (27.85%)
 ■ IPO (16.67%)
 ■ Post-IPO (55.49%)

PRIVATE EQUITY

Global pharma & BioTech investment activity



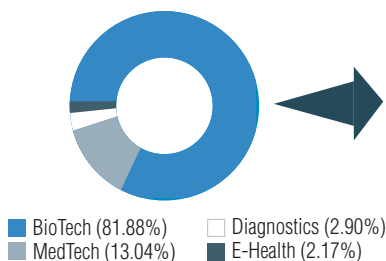
Global VC investments in BioTech

2016 **1st semester 2017**

€ 5.69 Bn **€ 3.32 Bn**

504 deals **259 deals**

FRENCH BIOTECH & MEDTECH (1st sem.2017)



€ 137 M in private equity

19 companies funded

€ 7.2 M funding on average

BioTech is the largest segment (80% of amounts)

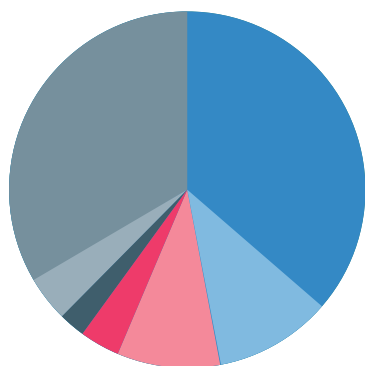
Largest funding round made by Vivet Therapeutics : € 37.5 M

Sources: BioCentury (July 2017); KPMG (2017); France Biotech

#STRATEGIC DEALS AND M&A

BioTech and MedTech

503 deals worldwide



■ Oncology (36%) ■ Neurology (11%)
■ Metabolism (8%) ■ Infectious diseases (5%)
■ Pulmonary (3%) ■ Cardiovascular (3%)
■ Others (3%)



**37% of deals
for biologics**



22% for small molecules



36% antibodies



13% cell therapies



12% proteins/peptides



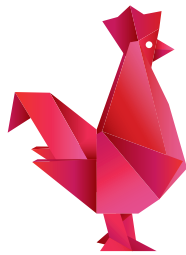
10% biomarkers

Dynamic Market

**Deals between startups and
large corporations:**

+70% Increase
in number of licences
between laboratories and
French startups between
2012 and 2015

#WHAT IS LA FRENCH TECH?



La
FRENCH TECH

For some years now, the French Tech ecosystem has seen a spectacular growth, driven by a new generation of entrepreneurs, investors, engineers and other talented people. The number of startups is exploding, fundraisings are exponential, and the number of international market leaders is growing: BlaBlaCar, DBV Technologies, Criteo, etc.

This vibrant ecosystem is called “La French Tech”, a movement for entrepreneurs and by entrepreneurs, backed by the French Tech Initiative, an innovative public policy created by the French Government in 2013. The French Tech Initiative is boosting this collective dynamic, and its actions have taken part in establishing this ecosystem within French economic landscape.

Startups are now considered serious players, that create economic value and inspire innovation.

What they say about us

“France is Silicon Valley of Europe”

John Chambers
Executive Chairman
Cisco – 2017

“France is home to some of the most innovative technology companies in the world”

Sheryl Sandberg
Chief Operating Officer
Facebook Inc – 2017

“A new wave of French startups are changing France’s economy and the way we do things”

Guillaume Princen
Director of France and Southern Europe
Stripe – 2017

“Paris is for lovers... of startups”

USA TODAY

110 business incubators and well-established accelerators within the Paris metropolitan area
(Apur, October 2016)

STATION F

Station F is the world's biggest startup campus gathering an entire entrepreneurial ecosystem under one roof in Paris. This campus is a unique co-living space for entrepreneurs: 34,000 square meters, 3000+ desks in the startup zone, 10+ international startup programs, including the first ever Facebook startup incubator.



Based in Barcelona, Bengaluru, Berlin, Casablanca, Mexico, Moscow, NYC and Paris, NUMA empowers mission-driven tech entrepreneurs to solve the global problems of 2030. NUMA is dedicated to subjects with an urgent need for a meaningful technological response: education, health, food, water, transportation, energy, work, transparency and security.



42 is developing a disruptive teaching method: participatory and project-based learning that allows students to unleash their creativity. It's free, open 24/7, and teaches 2,700 student developers per year. 42 opened a new school in 2016 in Silicon Valley and plans on teaching 10,000 students 5 years from now.



After the US, South Africa, UK and Germany, the prestigious American accelerator has expanded to Paris.

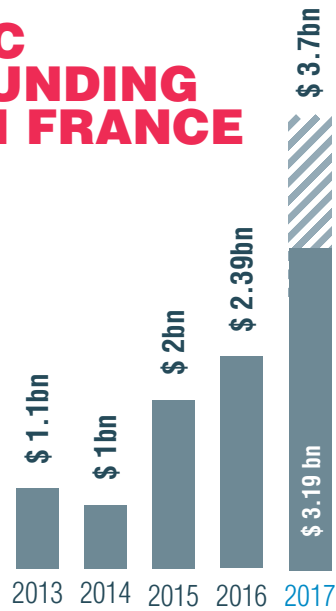
#VENTURE CAPITAL

**VC FUNDING IN EUROPE
(2016): \$17.6bn**

+56%
in two years

**3 COUNTRIES HAVE
76% OF THE MARKET:
FRANCE,
GERMANY,
UK**

VC FUNDING IN FRANCE



Source: EY Barometer
risk capital in France

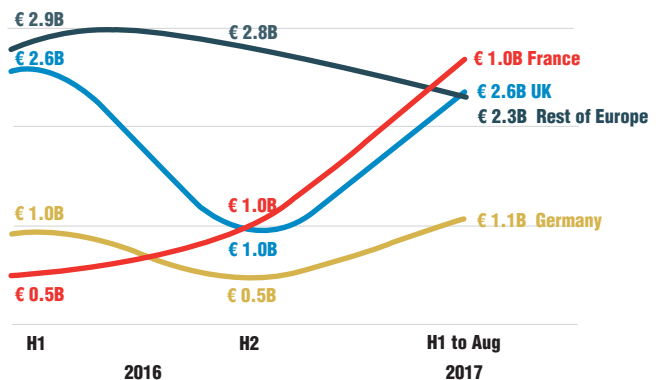
France within Europe

#1 IN VALUE

#1 IN VOLUME

Dealroom, Fundraising by European
venture capital funds, September 2017

VC funding in Europe



(Source: Dealroom.co analysis with help from Yannick Roux)

#A VC ECOSYSTEM

bpifrance

InnoBio is a venture capital fund managed by Bpifrance. Sanofi, GSK, Roche, Novartis, Pfizer, Lilly, Ipsen, Takeda and Boehringer-Ingelheim are among the other investors. The main aim of the fund is to make equity investments in innovative companies providing technology, products and services for health care.

Bpifrance Large Venture is a €600m fund investing in the healthcare, digital and green technology spaces. It funds high-growth companies with significant capital requirements for their international, industrial, or commercial development. Large Venture is the next step in the financing cycle for venture-backed or revenue-generating companies, after early-stage VCs. Its goal is to help French national champions emerge, and help them scale globally.



EDMOND DE ROTHSCHILD

Edmond de Rothschild Investment Partners invests in companies developing differentiated medical solutions, based on strong scientific hypotheses, supported by robust preclinical or clinical data, and protected by strong intellectual property.

Seventure

Seventure is a strong believer in the development of Microbiome research. It created the World-first €160M investment fund dedicated to this new and promising field. First investments includes Enterome and Eligo Bioscience (both France) two of the most promising Microbiome French startups.

SOFINNOVA

Sofinnova Partners is an independent venture capital firm based in Paris. Over the past 40 years, the firm has financed and accompanied almost 500 companies.



SOFIMAC partners capital investissement

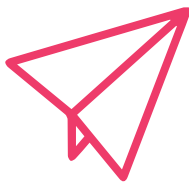
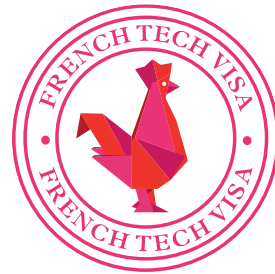
For over 30 years now the Sofimac Partners group has been specialising in the fields of investment in non-listed companies in the South East of France. With a critical mass of assets worth €200M, Sofimac Partners manage a portfolio of approximately one hundred lines and investments totalling approximately €10M per year through different investment mediums.

Truffle Capital Entrepreneurs Investisseurs

BioMedTech fund (FPCI) managed by Truffle Capital which specializes in investing in start-ups developing technologies and breakthrough products in the life sciences sector. Truffle is highly skilled in detecting radical innovations in American and European universities and innovative companies with high growth potential. It has contributed effectively to the structuring and optimization of many life sciences investments.

#FRENCH TECH VISA

A fast-track procedure
for top tech talent
to set up in France



Live and work in France
This fast-track gives you access to a 4-year
renewable residence and work permit.

French Tech Visa for FOUNDERS

Found your startup
in France in one of
our partner incubators.

French Tech Visa for EMPLOYEES

Join one of the
companies selected
specifically for their
hyper-growth status to
recruit via the French
Tech Visa.

French Tech Visa for INVESTORS

Invest in French startups
by opening a venture
capital firm in France,
investing directly as a
business angel, or being
recruited as an investor
at a venture capital firm.

visa.lafrenchtech.com

#TALENT

A huge pool of skilled and affordable talent

100,000 ENGINEERS ARE TRAINED EVERY YEAR IN FRANCE

70,000 PHD STUDENTS EVERY YEAR

(41% of them are from outside France)

THE FRENCH TOUCH IN MATHEMATICS

13 Fields Medals (out of 55)

THANKS TO FRENCH TAX INCENTIVES

an engineer costs 50% less in France than in Silicon Valley



60% of 18-29-year-olds in France would like to create their own business

Source:
Opinionway 2017

TOP GRADUATES NOW LAUNCH STARTUPS!

93% of French entrepreneurs have bachelor's degrees or higher (university, top business and engineering schools)

Source: BNP Paribas/TNS Sofres (2016)

#FRENCH TECH HUBS AROUND THE WORLD

The French Tech Hub program consists of a worldwide network of tech entrepreneurs, investors and executives. These French Tech communities are designed to build bridges between major innovation hubs and facilitate the international growth of French startups.



A Worldwide Network of French Tech Entrepreneurs



@lafrenchtech #frenchtech lafrenchtech.com



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MEMBERS OF
FRENCH TECH
#HealthTech :
BioTech - MedTech - e-santé