

# France Tech Investment Tour

Dec. 12-13, 2019

Side events Dec. 11 & 14

Paris



## ORGANIZERS:



**ORSINI**

INVESTMENT CLUB



## AMONG TOUR PARTNERS:

**STATION F**



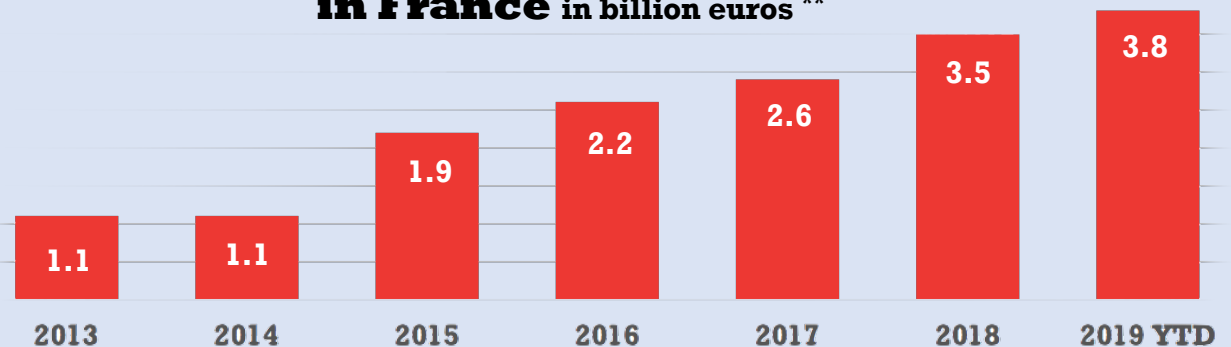
AND OTHER TOP PLAYERS OF FRENCH INNOVATION

# Why invest in France\*

- **A strategic position:** France has more than 67m inhabitants. It has direct access to more than 500m consumers in the EU single market and easy access to EMEA and African markets. The country has largest concentration of headquarters in Europe.
- **An open economy:** Foreign companies contribute 16 % of value added in the French economy, while more than 45% of the equity of companies listed on the CAC 40 is owned by non-residents. France is among the leading host countries in the world for foreign investment in industry.
- **A deep talent pool:** Hourly labor productivity rate is high, ahead of Germany and the UK. 1.6m scientists and engineers and 44% of 25- to 34-year-olds have a tertiary education qualification, compared with 30.5% in Germany. France has some of the best business schools in the world. It is the second leading source country of Fields Medal winners (13 medals).
- **A vibrant startup scene:** With around 13k companies, the French ecosystem is mature. It combines the capacities of numerous research organizations, tech parks, corporations, local authorities and other players across the country.
- **Massive venture activity:** After years of constant growth, startup investment reached around €3.5bn in 2018 and €1.4bn in Q2 2019, putting France near Germany at the 2nd place in Europe after the UK.
- **One of the most generous countries in the world in terms of state support:** The benefits for startups and investors include matching grants, tax credits, easy work permits for foreigners, big investment programs such as those of BPI or a recently announced €5bn later-stage investment stimulus.

By VC volume in absolute terms, the French startup market cannot be compared with that of Silicon Valley or China – but it is in the same range as the UK and Germany... and about 5 times as big as the Russian market!

## VC investment volume in France in billion euros \*\*



\* Sources via Business France <https://bit.ly/2zUQyGO> \*\* Source: Dealroom.co <https://bit.ly/2ITlcnF>

## Why you should participate in this Tour

- You will **get acquainted with some of France's best IT and related startups** (from seed stage to Series A), including those from elite investor network Club Orsini, top university network Institut Mines-Télécom (IMT) and a variety of thematic accelerators on demand
  - You will have the opportunity to **discover French unicorn success stories** (Deezer and Doctolib) and meet top investment funds and BA networks
  - You will visit some of the most **vibrant hotspots of the French tech ecosystem**, including Station F (one of the largest startup venues in the world), IMT and others.
  - You will get to know virtually all business, tax and legal things to **invest in France** and enjoy this country's exceptional **corporate innovation** and **R&D opportunities**. For example, IMT alone accounts for 250 corporate partnerships and 1,500 researchers!
- enough business contacts and knowledge to do business with France for years ahead!*

# French unicorns today and tomorrow

## TODAY'S UNICORNS:



## TOMORROW'S POTENTIAL UNICORNS:\*



**TALENTSOFT**

**Vestiaire Collective**

among others...

\* Sources: Trophées des futures licornes 2019, Les Echos, insider information

France Tech Investment Tour

# **Program**

Side-events on Dec. 11

Main activities on Thursday Dec. 12 + Friday Dec. 13



## Side events: Wednesday, Dec. 11\*

### Afternoon: Finale of the Paris City Innovation Grand Prix

- Meet the best innovators of the French capital
- Network with the city's top executives

Venue: Grand hall of the Paris city hall



### Evening welcome cocktail party

Meet the organizers of the Tour while enjoying one of the world's finest champagne!

Venue: Mumm Showroom

\* Indicative program, subject to changes

# Main activities: Thursday, Dec. 12\*

## 9:00-12:00: Morning at Station F.

- Visit Europe's largest startup space
- Presentations and Q&A about the French startup ecosystem. The benefits for foreign investors and startups coming to France, from easy visas to tax exemptions.
- Discussion with top French BA Gabriel Jarosson: Startup life in France from inception to IPO; international comparisons



## Lunch at 'Le Ciel de Paris'

Enjoy exquisite French food and a Paris panorama from the skies!



## 15:00-17:00: Meeting with French VCs

- 50 Partners
- Olma Fund
- Other funds upon request



## 17:30: Meeting with legal counsel

- What foreign investors need to know when dealing with French startups: presentation by legal counsel Arnaud Touati

## 18:30: Cocktail reception with startup entrepreneurs

\* Indicative program, subject to changes

# Main activities: Friday, Dec. 13\*

## Morning: Visit of Paris incubators and accelerators

According to tour participants' preferred themes: Blockchain, Construction, Creative tech, Cybersecurity, Data & AI, Deep tech, Fashion & luxury, Green Tech, Health & biotech, Industrial, IoT & connected hardware, Realty tech, Retail tech, Smart cities & mobility, Social impact, Sport tech, Women's entrepreneurship. **As many opportunities to meet great startups!**

## Early afternoon: Deezer, a French unicorn story

Meet the Deezer team – and get to know this astounding success story!



## 17:00-19:00: Meet top French startups at Institut Mines Télécom!

IMT is the number 1 group of engineering and management schools in France (12,300 students). It is also the leading French institute of industry-oriented technology (250 corporate partnerships). IMT has 8 incubators across France hosting some 200 startups.

- Discover the French R&D and deep tech map
- International investment and R&D opportunities with IMT
- Meet some of the best startups from IMT and other networks (selected according to tour participants' criteria)



\* Indicative program, subject to changes



# Top French experts and networkers at your service

## Matching you with France's best IT startups, from pre-seed to Series A

The France Tech Investment Tour is an opportunity to get connected with startups from some of the best French innovation pools: IMT, Club Orsini, Paris city Grand Prix, thematic accelerators, etc.

These startups are being selected based on tour participants' criteria. These are high-quality startups operating in the fields of IT, raising funds at the early stage (pre-seed, seed and Series A). Later-stage startups can be invited on demand. Tour participants will meet these startups during their stay in Paris as well as remotely afterwards.

## Personalized service

A part of the program will be customized depending on the centers of interests expressed by tour participants.



A **fully-personalized service** is also available to address:

- Specific investment criteria
- Specific networking needs in France
- Such other needs as market research, local business development, PR, etc.

## Get to know the French and EU legal environment and protect your investor interests

Arnaud Touati, founding partner of the Paris legal firm Hashtag Avocats, will offer a presentation on the specifics of the French and EU legal environment for startup investment.



Hashtag Avocats provides full legal support to investors:

- Legal requirements to foreign investors in relation with the anti-money laundering regulation;
- Negotiation of shareholder agreements;
- Further on-going legal information and involvement in company life as a shareholder (including remotely);
- Protection of your shareholder's rights in case of any issue.

Business angels will benefit from the special 'Foreign BA Package' which we have designed with Mr. Touati, addressing the specific situation of foreign individual investors. The cost of this Package has been adjusted to take into account the relatively small amounts involved in seed or pre-seed stage BA investment.

# Examples of startups you'll meet in Paris

or may get it touch with remotely upon request

## Proptech / construction

- **Imope** – An energy saver enabler dedicated to residential real estate <http://www.imope.fr>
- **Tatou** – A SaaS platform which allows real estate agencies to optimize short duration rentals in touristic areas <https://www.tatou.co>

## Digital healthcare

- **BrainTale** – A SaaS approach for accessible and effective diagnosis and prognosis tools for brain injured patients. <https://www.braintale.fr>
- **Cibiltech** – Predictive medicine for transplantation <https://www.cibiltech.com>
- **Jib** – Smart, simple and affordable solutions to help people with disabilities live a more independent life [www.jib-home.com](http://www.jib-home.com)
- **Loum** – enables practitioners to follow at distance and precisely the exercises of their patients - the so called “non-observation” process <http://www.loum.fr>
- **Tilakhealthcare** – Fun mobile medical games to monitor patients with chronic diseases [www.tilakhealthcare.com](http://www.tilakhealthcare.com)

Other quality startups may be presented to you based on your specific criteria

## Foodtech

- **ConnectingFood** – Blockchain-based platform to track and audit food chains in real time <https://connecting-food.com>
- **HomePotager** – Connected vegetable gardens for houses & offices buildings. <https://www.homepotager.fr>

## Transportation & mobility

- **Air Space Drone** – Unmanned air traffic management for low altitudes. Air Space drone allows drone delivery in urban areas <https://www.airspacedrone.com>
- **eVoPods** – Alternative transportation modes for cities. Studies on smart mobility and solutions for mobility issues. <https://www.evo-pods.eu>
- **Wintics** – leveraging deep-learning algorithms to turn urban video streams into insightful data <http://wintics.com/en/>

## Customer experience

- **Shopopop** – Delivery services between neighbors - consumer daily packaged goods <https://www.shopopop.com>
- **Calldesk** – AI for next-gen customer service <https://calldesk.ai>

# Suggested Culture & Gastronomy program\*

## Friday, Dec. 13 (evening)



- **A breathtaking show at Moulin Rouge\*\***  
– champagne included!
- **Paris-by-night cruise:\*\***  
An unforgettable sightseeing experience  
face to face with Paris monuments



## Saturday, Dec. 14

- **Lunch at 'Le Procope':\*\***  
The oldest café in Paris (est. 1686). Taste fine French food on the seats where Rousseau, Diderot and Verlaine sat!
- **Guided tours:\*\*** Top-level individual guides will share their passion of Paris, its history, and culture! Examples of available programs: "Cracking Da Vinci code at Le Louvre," "Versailles unlocked," "A murder mystery tour of the French Revolution," "The age of the Impressionists"...
- **Private cocktail at Galerie W:\*\***  
Discover some of the best creations of today's Paris artists in this art gallery in the heart of Montmartre



\* The cost is included in the Tour participation fee.

\*\* An additional fee will be required

France Tech Investment Tour

**How to participate**



**Three-day tour package: €1,900**

**One-day only: €900**

**Included in the 3-day package:**

- All the events included in the business program (Dec. 11, 12, 13)
- All cocktail parties (Dec. 11 and 12)
- Lunch at 'Le Ciel de Paris' (Dec. 12)
- Most in-city transfers during the business program, usually by taxi
- Visa support (invitation letter to get your Schengen visa)

**Not included:**

- Travel and accommodation costs
- Visa costs
- Activities from the Culture and Gastronomy program (Dec. 13 evening, Dec. 14)
- Transfers from or to the airport
- In-city transfers from or to individual meetings

**In addition to the standard tour program individual business networking and support services are available on-demand. Feel free to contact us for any inquiry.**

**Register now**

to have your investor criteria taken into account  
in startup selection and visits to thematic accelerators

Contact us to register or for any question:  
via email: [events@ewdn.com](mailto:events@ewdn.com) or Whatsapp +336 2166 9113

## Co-organizers:



Founded in 2014, Club Orsini is an invite-only French investor club. Among its members are French tech entrepreneurs, HNWI as well as several VC funds.



EWDN is an international news and business services agency dedicated to bridging Eastern Europe with the global tech markets [www.ewdn.com](http://www.ewdn.com)

## Associated partners:



Based in Vienna, ESAC is a pan-European co-investment and networking club for super business angels, HNWI, family offices, VC firms and corporate innovation units <https://superangels.club>



The National Alternative Investment Management Association is one of the leading investor associations in Russia <http://naima-russia.org>



The UVCA is the venture capital and private equity industry association of Ukraine <http://uvca.eu/en>

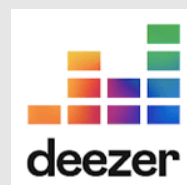


Digital Business News and Digital Business Club organize events in the heart of the Paris tech ecosystem <https://digitalbusinessclub.fr>

## Involved organizations and visited venues:



**STATION F**



**#HASHTAG**  
CABINET D'AVOCATS

