

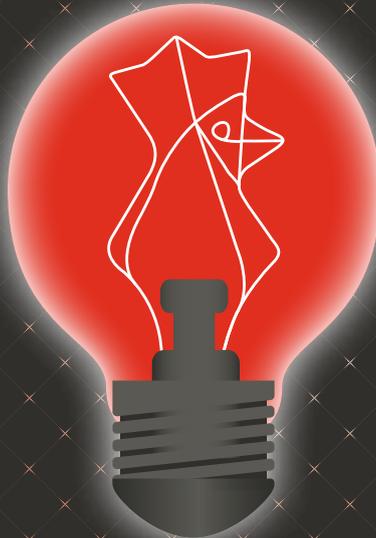


# GREAT MINDS THINK ALIKE

## FRENCH INNOVATORS AT EMTECH

CAMBRIDGE, MA, NOVEMBER 2-4, 2015

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France is undergoing a start-up renaissance driven by a new generation of entrepreneurs, investors, engineers, designers, and other talented people we can call “innovators”. It’s a new Startup Republic, home to vibrant tech hubs and a hotbed of talent, impregnated with a strong entrepreneurial culture.

The name of this movement is “La French Tech”, a banner shared by French startups and the French government which supports them. Launched in 2013, the €200 million initiative supports French startups and places them under a single and powerful brand, both in France and abroad.

In 2015, Business France was given the responsibility to promote the French Tech brand and initiative internationally. This means showing the world that not only is France an innovation hotspot, but that it is also going through a deep cultural and mentality change, making it more startup friendly than ever.

This catalogue is meant to break the myth of a closed-to-foreign investment country of bureaucrats where innovation is stifled. France has always celebrated creativity, but in the past we were too shy about marketing and

developing our ideas. Today, innovation is being unshackled from theory and encouraged to grow in the real world. While our English may still sound very French (and even that is changing!), we do speak the language of business and our startup communities are thriving. We did invent the word entrepreneur after all...

This is just a start. There is still much we can do to unleash the full potential of French creativity, but the ambition and talent are there, waiting to be unleashed as this silent revolution gathers pace.

The following pages present some of the young faces behind this silent revolution. They are the 10 winners of the French edition of the MIT Innovators Under 35, and they embody this generation of bright people trained in the best schools, who dream big, are open to the world and welcome the ideas of others. Their stories speak better than any graph, figures or complicated argument we could come up with. They show that France is breeding a new generation of entrepreneurs equipped to provide the most innovative solutions to world’s problems. See for yourself!

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**“FRANCE IS THE  
NEXT BIG THING”**

THE ECONOMIST NOTED  
**“AN EXCEPTIONALLY  
STRONG FRENCH  
PRESENCE”**

AT THE CES, WHILE BLOOMBERG WROTE ABOUT  
FRENCH BUSINESS BEING “OUT IN FORCE.”

**“FRANCE IS  
ABSOLUTELY  
CRUSHING  
IT AT CES”**

BY YAHOO’S TECHNOLOGY EDITOR  
JASON GILBERT, WHO PREDICTED  
“THE WINNER OF CES WILL BE  
FRANCE.”

**“FRANCE RECLAIMS  
‘ENTREPRENEUR’ ROOTS  
WITH LEADING NUMBER OF  
START-UPS IN EUROPE”**

CHRISTIAN SCIENCE MONITOR

## A GENERATION OF INNOVATORS AND ENTREPRENEURS

France has a track record in disruptive technology, from the Minitel service, a precursor to the internet, to the SIM card.

Today’s startups bathe in the same pools of creativity and innovative research, and enjoy world-class digital infrastructure and a supportive business environment.

For some years now, the French Tech ecosystem has shown an incredible dynamism, driven by a new generation of entrepreneurs, investors, engineers, designers, and other talented people. France is a new start-up Republic, home of vibrant tech hubs and talents impregnated with a strong entrepreneurial culture. The name of this movement is “La French Tech”, a shared brand by French startup and by the French government which supports them. Our well-known tech savvy and talented engineers have turned into business oriented entrepreneurs who think globally and dream big (in English!)

While startups make headlines abroad, in France, new generation of charismatic entrepreneurs are inspiring others to follow their lead. Belying its reputation as a nation of bureaucrats, now 37% of all French people say they want to start their own business (Source Viavoice, October 2014).

The rest of the world is starting to take note. At the Consumer Electronics Show in Las Vegas this year, the French delegation created quite a buzz.

◆ **Xavier Niel** managed to build a telecommunication and internet empire with his company Iliad which is valued at 14 billion dollars. Free,

Iliad’s telecommunication’s subsidiary has 15 million subscribers and a 5 billion dollar annual revenue. He’s invested in a software-writing school, called 42 – a homage to Douglas Adam’s “The Hitchhiker’s Guide to the Galaxy,” and Halle Freyssinet, destined to become the largest incubator in the world.

◆ **Jean Baptiste Rudelle**. A seasoned entrepreneur, in 2005 he co-founded Criteo SA, now the world’s foremost digital performance advertising company. Mr Rudelle remains CEO, overseeing Criteo’s recent IPO on NASDAQ and 1.7 billion dollar valuation. Previously, he was the founder and CEO of K-Mobile Kiwee, one of the leaders in the emerging mobile content market, acquired by American Greetings Interactive in 2004.

◆ **Jacques Antoine Granjon** launched ventee.com in Europe in 2001, when e-commerce had barely started. The website, which pioneered ‘flash-sales,’ has enjoyed phenomenal success and is now available in 8 European countries (France, the UK, the Netherlands, Germany, Spain, Italy, Belgium and Austria) and the United States, in partnership with American Express.

◆ **Loïc Le Meur** is a serial entrepreneur based in San Francisco. Loïc cofounded the #1 European tech event LeWeb. Each year in Paris, LeWeb brings together in Paris 3,500 entrepreneurs, brands, geeks, investors and press from 76 countries.

## INNOVATORS UNDER 35 FRANCE

**“INNOVATORS UNDER 35” IS THE LEADING GLOBAL COMMUNITY OF INNOVATORS, PIONEERS AND SOCIAL CHANGE-MAKERS IN THE WORLD.**

Created in 1999, this community is curated by MIT Technology Review. “Innovators Under 35” is organized by the MIT Technology Review, the oldest technology magazine and a world authority on the future of technology. Its mission is to promote knowledge in the innovation of emerging technologies and to analyze their commercial, political and social implications.

To this end, the MIT Technology Review offers annual awards to young innovators, who by combining technology, innovation and creativity, provide answers to various challenges facing society.

The aim is to showcase young talent and leaders in science and technology who are at the cutting edge of economic and social development.

2015 marks the third “Innovators Under 35 France” event, selecting and rewarding projects with the potential to have a real impact and positively affect millions of lives.

The first two “Innovators Under 35 France” events have already distinguished 20 exceptional young minds working in a number of different technological fields.

More than 150 applications were presented this year. We are proud to present the 10 winners and their remarkable projects on the following pages. These bright young people, who have all benefitted from an education system best fitted to train the best of tomorrow’s innovators, have found creative solutions to the world’s problems in a unique and unprecedented way.

# 10

# PROFILES

# INNOVATORS

# UNDER 35

GREAT MINDS THINK ALIKE  
FRENCH INNOVATORS AT EMTECH

NOVEMBER 2-4



## Anais Barut, 22 Revin

DAMAE Medical

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### **She has created a system for diagnosing skin cancer uninvassively, quickly and painlessly.**

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Biopsies for diagnosing skin tumors require extracting a tissue sample from the patient, freezing it and then analyzing it. The diagnosis process may take up to 15 days and can be painful. Anais Barut has managed to carry out this process without bodily damage and more quickly. Her start-up **DAMAE Medical**, launched in 2014, has created a device that can diagnose skin aqnomalies visually. The apparatus is placed on the skin and generates an image that allows doctors to analyze the patient's tissue and determine if there is a tumor. This way, no extracts are taken, and there is no need to wait 15 days to obtain results, as the test works instantly. Also, *"the specialist can save the images and conduct another test months after to see the evolution without the need of a biopsy"*, Barut explains.

In order to generate the image that will be later studied by doctors, the device uses a technique known as interferometry. This method projects two rays of light onto different surfaces and compares them. *"One of the rays is reflected onto the cells and the other on a mirror that serves as a reference"*, Barut explains. She adds *"the two rays recombine to form an image by contrasting what is projected on the skin and what is reflected on the mirror"*.

Barut compares the method to a sonogram, although she points out that *"it has 100 times the resolution"*. One of the keys that sets this device apart from others is that it uses a halogen light patented by DAMAE Medical that allows for better quality imaging.

## David Cohen-Tanugi, 28 Paris

Massachusetts Institute of Technology

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### **His nanoporous graphene membranes cheapen water desalination.**

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David Cohen-Tanugi, a doctoral student in the Department of Engineering and Materials Science at the **Massachusetts Institute of Technology - MIT** (USA), was well aware of this when he started to contemplate how nanotechnology could help improve water quality in the 21<sup>st</sup> century. Five years later he has an answer: a nanoporous graphene membrane capable of desalinating water more efficiently and with much lower power consumption than the current methods based on polymers.

Graphene is a conformation of carbon sheets, a single atom thick. Through special treatments it may generate controlled sized pores in a uniform layer so that the sheet becomes permeable to particles smaller than a certain size, preventing the passage of bigger ones. Cohen-Tanugi computationally showed in 2012 that the nanoporous graphene thus created could let

water molecules pass but filter salt ions in it. While studying for his degree in Physics at Princeton University (USA), Cohen-Tanugi spent one summer working with an environmental organization specialized in cooperative projects for sustainable energy development in China. After completing his studies, he worked for them in Washington (USA) for a year. From these experiences he was motivated to go to MIT intending to *"make a contribution to clean energy based on new technologies."*

The energy savings of his invention accounts for about 40% of the economic cost of the desalination process. According to the calculations of this young researcher, nanoporous graphene membranes will reduce the electric bill of desalination plants by 15%, for those using seawater, and up to 45% for those that use brackish water.



## Xavier Duportet, 28

Lyon  
Eligo Bioscience

### His techniques in advanced geneditedition allow for the creation of custom-made antibiotics.

The trillions of bacteria that make up the human microbiome play an essential role in people's health. An imbalance in the amount and proportion in the digestive tract, skin or mucous membrane triggers conditions such as diabetes, colitis, Crohn's disease and obesity. Unfortunately, conventional antibiotics used to fight harmful bacteria don't distinguish them from good bacteria, which help digest food or develop the immune system. Instead, treatments sweep the bacterial flora, causing imbalances in their communities (dysbiosis) and favoring that surviving harmful bacteria become resistant. Xavier Duportet has decided to substitute the "weapons of mass destruction" that can be current antibiotics, for "snipers" that work more precisely. The PhD in Synthetic Biology from the Massachusetts Institute of Technology - MIT (USA)

and INRIA (France), is designing a new type of medicine able to eliminate specific bacteria and leave the other intact.

Duportet cofounded in 2014 the company **Eligo Bioscience** (formerly Phago X), a spin-off from MIT and the Rockefeller University (USA), where, together with his partner David Bikard, he has developed a system that involves genetic edition techniques and nanotechnology. On one hand, they use nanoscopic vehicles to take a fragment of synthetic DNA to a specific type of bacteria. On the other hand, they apply CRISPR technique of DNA edition, which was selected as one of the 10 Emerging Technologies of 2014 by MIT Technology Review. Thanks to this, they are able to cut part of the genetic material of these bacteria killing or deactivating them, while leaving intact the rest of microorganisms that make up the flora.

## Antoine Hubert, 32

Paris  
Ynsect

### His robotized insect farm could helpachieve food security in the world.

FAO has been advising for years that humans should find more sustainable ways to include more animal protein in their diet. A solution to the problem, according to FAO, would be to replace beef, salmon and pork for beetle, ant and cricket larvae, given that insects are more efficient converting biomass into protein. While an insectivorous menu is socially rejected, the young Antoine Hubert poses that other less scrupulous species exploit this diet, such as birds and fish, other species. Hubert is the executive director of the company **Ynsect**, dedicated to insect breeding and derivative bio-products manufacturing, such as oils and flours. Hubert, is Agricultural Engineer with a Masters in Ecology, Biodiversity and Evolution by AgroParisTech Institute (France), has a goal

to sell these products to farmers and pet food manufacturers that year after year see how feed prices increase. He also seeks to produce, more effectively, chitin and chitosan, materials obtained from the shells of insects and that are of high demand in several industries; as well as insect excrement, rich in nitrogen, phosphorus and potassium, which may be used as a plant fertilizer. According to Hubert, the insect producing industry is about to explode and in less than half a century the market will be enormous. He explains that "The last time there was such a revolution was 40 years ago when aquaculture grew from a traditional system to a real industrial production system of millions of tons annually in Norway". He adds "We are now the same point in the insect industry".



## Nicolas Huchet, 31 Niort

BionicoHand

### He made a prosthetic hand entirely on open source and printed in 3D.

In 2002 an accident changed the life of young Nicolas Huchet. At 18, this Industrial Mechanic had to learn to live with a myoelectric prosthetic hand that looked nothing like what he had seen in the movies. After 10 years of functional limitations, in 2012 the market offered new and better models but he couldn't afford them. The high price of these prostheses isn't covered by the French social security system.

That same year, coincidentally, Huchet discovered the 'maker' culture at LabFab in Rennes (France), and he immediately thought whether it would be possible to build his own prosthesis. He now proudly presents his Bionic Hand in various electronics exhibitions, a prosthesis he made for himself with 3D printed parts and open source hardware.

Huchet's aim is to provide greater mobility to achieve other functions such as a lateral gripper to make a fist gesture and grasping

something tightly, or using only the index finger to point, or press keys and buttons. The result would be similar to the advanced prosthesis commercially available, but at a fraction of the cost. *"This requires more sensors and motors, which increases the weight of normal prostheses and would make regular prostheses unviable, but Bionic Hand is made entirely of 3D printed plastic, so it will be lighter,"* says the young French.

The Bionic Hand design has been awarded in several exhibitions in Rome (Italy), Paris (France) as well as San Francisco and New York (USA). Thanks to this success, Nicolas Huchet has created My Human Kit, a foundation to channel the project and collaborate with institutions like Johns Hopkins University (USA) and the Biorobotics Institute in Pisa (Italy) and, in the future, extend the range of products developed in an open and economical way for people with special needs.

## Romain Lacombe, 31 Paris

Plume Labs

### He is creating an open data platform on atmospheric pollution to empower citizens.

On the 21<sup>st</sup> of March public transport and parking in Paris and its surroundings became free of charge by order of the Town Hall, which could seem like great news for its citizens. However, behind it hid something much worse: a spike in atmospheric pollution had transformed the air in the most unbreathable on earth. It was that situation that compelled authorities to adopt extraordinary measures such as free public transport and forbidding half of the cars from using the roads, except hybrids, electric cars and commercial vehicles. **Plume Labs** raised the alarm after five consecutive days of Paris surpassing the suspending particle levels considered safe for human health. This air quality monitoring company had detected that the Parisian atmosphere had even surpassed that of Shanghai (China), a city that usually leads international rankings of air pollution. According to the OMS, this type of contamination could cause millions of deaths a year from cancer and cardiovascular diseases.

Plume Labs, founded in 2014, managed to alert of the problem thanks to the use of open data on air quality. Its creator, innovator Romain Lacombe, defines himself as a *"transparency engineer"*. Having graduated from the Ecole Polytechnique (France) and with a Masters from the Massachusetts Institute of Technology (USA), he considers that open data plays a fundamental part the fight against pollution. For five years he has been working so that citizens can make better day-to-day decisions thanks to this type of information. This led him to cofound Etalab in 2011, the French Government's Open Data Commission. Now, with Plume Labs, he wants make information about levels of air pollution in cities available to the general public. The data used is public, coming from air quality measuring points from all over the world. Plume Labs collects it, analyses it and publishes the results on their company website and on Twitter. In the next few months they will launch an app for iOS with their analysis and recommendation software.



## Séverin Marcombes, 27

Paris

Lima

### His storage system is accessible from any device and does not need the Cloud.

Between desktops, laptops, tablets and smartphones, the number of devices that a single person handles is getting larger. Each one will store certain documents, which may cause the user to not know what's where. To solve this problem, Séverin Marcombes has developed **Lima**, a shared and automatic storage system that does not require a service in the cloud.

This small device connects to the user's router and to a high capacity hard drive. The devices that will be sharing files also need to be configured so that Lima can control their storage. After this, Lima is ready to move documents from each device to the hard drive, to which all will have access, regardless of their storage capacity. *"The biggest difference between Lima and Cloud services is the user experience,"* explains Marcombes.

There is no need to create a specific folder to save the files you want to have available, or move documents one by one and wait for the devices synchronize. The engineer continues *"If we want to see a movie on an iPad we don't need to go to the computer, transfer the file to the shared folder and wait for it to upload on the Cloud. It is immediately accessible."*

It has other advantages; for instance, the limit of shared storage space is related only to the capacity of the hard disk that and not to the capacity of each device. It will be user preferences that determine how much space the system has. On the other hand, the user is the only person who can access the files and no personal data is transferred to external servers like Dropbox.

## Mathieu Nebra, 29

Montpellier

OpenClassrooms

### Created an online learning platform that works through mutual collaboration between students.

The messages sent to Mathieu Nebra from his Sub-Saharan African students speak for themselves: *"God bless you!"* they exclaim, and you can see why. In an environment where educational opportunities are scarce, this French entrepreneur has opened a virtual classroom just a click away from thousands of Internet surfers eager to gain knowledge in digital technologies. Nebra is the co-founder of **OpenClassrooms**, a platform in which thousands of young people learn programming, design, animation, digital marketing strategies and many other disciplines, helping each other along the way. Furthermore, he is the creator of many of the videos, topics and exercises that make up more than a thousand online courses that his company offers for free. His project started in 1999, when Nebra was 13. He couldn't have imagined that the hobby he invested a few hours in after school would

become a start-up with 25 employees and more than three million unique visitors per month. The OpenClassrooms embryo was called Site du Zero and emerged as a response to what angered Nebra most in the world: to see someone leave their studies because they felt unable to learn. The young businessman wanted to create a website that would work *"as that friend who helps you move forward in a course,"* he recalls. It is precisely the teaching method the platform uses, its review and student support system, what differentiates OpenClassrooms from other massive open online courses (MOOC). Nebra built an algorithm that automatically assigns users exercises and other classmate's homework that they must evaluate and comment on as part of their own work. Each reviewer, in turn, gets marked by three other students. *"Although they are beginners, having to correct others forces them"*.



Julie de Pimodan, 31  
*Levallois Perret*  
Fluicity

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**Her platform allows local governments to incorporate citizen participation into their politics.**

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Almost 40% of the French population with voting rights decided not to exercise that right in the latest municipal elections that took place in March of 2014, a number that represents an all-time high in local elections. In addition to that, 85% of French people think that politicians don't care about what citizens think, according to a **CNRS barometer** (the most prestigious French scientific institution) published in January of 2015. Julie de Pimodan developed **Fluicity** with the intention that citizen demands are heard by local politicians in a responsible and constructive way. This platform allows local governments to establish communication channels with the population to let them know of the steps they are taking and receive in real time their opinion about them. Furthermore, citizens can propose ideas to solve the problems they consider relevant, receive feedback from the municipality and follow up on the actions taken.

Residents of the cities that have incorporated Fluicity can download the app and create personalized profiles featuring their interests so they can receive news, proposals and answer surveys about them. They can indicate if they believe a measure taken has been positive or negative, and the municipality's control panel will generate statistics for each issue. Also, through the application the citizens will be able to start a conversation with decision-makers. In her opinion, *"A lot of innovation is needed at the civic level; both in emerging markets where democracy is not yet fully established, and in countries like France, that established democracy hundreds of years ago."* In 2014 she decided to leave Google and create Fluicity so that decision-making processes could include actual data from citizens' opinions. The first version was launched in March and there are already advanced talks with several French municipalities for its implementation.

Pierre Valade, 28  
*Paris*  
Sunrise

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**He has developed an online calendar that consolidates in one service, all planning applications.**

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Fed up with calendar applications not fitting his needs, innovator Pierre Valade decided to create his own. He wanted to have all the information about his plans in one service. Valade remembers, *"Being often absentminded, I needed a good calendar."* That's how **Sunrise** was born, launched into the market in 2014, first as an application for iPhone and then after a year with Android and websites versions. From the beginning, he was certain that he wanted the calendar to be, apart from useful, intuitive to the user. The innovator explains, *"We want the user experience to be as enjoyable as possible, whether they're planning their next weekend trip or a work meeting."*

For this, the calendar appeals to simplicity so that the user can see all plans at a glance. This variety of options is what has gained the app popularity since its launch. Currently, the application is one of the highest ranked in Apple and Android stores. This success spurred Microsoft to buy the company for 92 million Euros in February of 2015. Before founding Sunrise and working with the technology giants, Valade was working in various technological start-ups of which he highlights his job as a designer for Foursquare. He studied IT at Paris **National School of Roads and Bridges** (France) and has participated in a design and innovation programme at **Stanford University** (USA), experiences that helped him launch this business.

## THE FRENCH RECIPE FOR SUCCESSFUL INNOVATORS

### ADVANCED RESEARCH PROGRAMS

France is ranked sixth in the world for gross domestic expenditure on research and development (US\$45.7 billion). The CNRS is the world's leading research body. (Nature Index, 2015)

### LARGE PROPORTION OF R&D PERSONNEL

With 14.9 researchers per 1,000 members of the labor force in 2012, France is ranked among the leading countries in the world. (OECD)  
With 55% of tertiary education graduates employed in scientific or technological occupations, France is well above the EU average (47%). (OECD)

### AN ATTRACTIVE DESTINATION FOR FOREIGN STUDENTS

With almost 300,000 foreign nationals enrolled in higher education (MENESR, 2014), France is the third leading host country in the world for foreign students after the United States and the United Kingdom. (UNESCO, 2014)

### RENOWNED BUSINESS SCHOOLS

Eighteen French establishments in the global rankings of the 70 best Management Master's degree programs, including two of the top three: HEC and ESSEC. (Financial Times, 2014)

### FOREIGN EXECUTIVES PRAISE FRANCE'S WORKFORCE

Eighty percent of foreign business executives surveyed believe that the education and training of France's workforce make France attractive for foreign investment. (TNS-Sofres/IFA opinion poll, 2014)

### TAX INCENTIVES FOR INNOVATION

Boasting not only France's research tax credit but also its innovative new company (jeune entreprise innovante – JEI) status, the French tax system offers the most generous R&D tax treatment for companies in Europe.

### VIBRANT ACADEMIC R&D PARTNERSHIPS

Foreign entrepreneurs love the possibility of partnerships with academic research teams (76%). (TNS Sofres-IFA, 2014)

### AN INNOVATION-FRIENDLY ENVIRONMENT NATIONWIDE

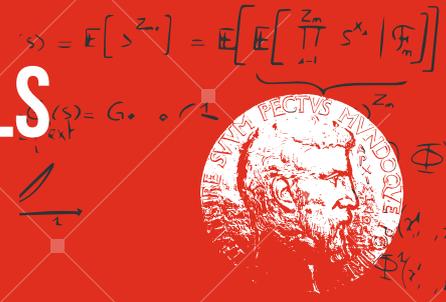
Proximity to markets (77%), to France's innovation clusters (70%), and highly qualified R&D personnel (75%), as well as the amount of state aid available for R&D (65%) create an ideal environment for business growth. (TNS Sofres-IFA, 2014)

## A HUGE POOL OF TALENT

THE 'FRENCH TOUCH' IN MATHEMATICS,  
A WORLD-CLASS ACADEMIC SYSTEM:

# 13 FIELDS MEDALS (OUT OF 55)

AT LEAST ONE FRENCH WINNER AT EVERY  
AWARDS CEREMONY SINCE 2002.



# 70,000 PHD STUDENTS EVERY YEAR

(OF WHOM 4.1% ARE FOREIGN)

# 100,000 ENGINEERS

ARE TRAINED EVERY YEAR IN FRANCE (15% ARE FOREIGN).

PARIS ALONE IS HOME TO **38** ENGINEERING SCHOOLS.  
THE COST OF AN ENGINEER IN FRANCE IS HALF THAT OF AN  
ENGINEER IN CALIFORNIA.

# R&D TAX CREDIT PROGRAM

COVERING 30% OF ALL R&D EXPENSES  
UP TO €100 MILLION, AND 5% ABOVE THIS THRESHOLD.



## LA FRENCH TECH IN BOSTON, NOVEMBER 2 - 6, 2015

This year, Business France and La French Tech are proud to give the 2015 French Innovators Under 35 the opportunity to take part in a technology discovery tour of Boston and Cambridge and attend such a prestigious event as Emtech, where they will get a better understanding of what's next through conferences and workshops. They will also be French Tech ambassadors to Massachusetts as they embody what France does best; producing innovative and creative minds who have the potential to build a better

tomorrow, not just in France, but throughout the world.

This "French Tech tour" of Boston is designed to foster idea-swapping between great minds from both sides of the Atlantic, as well as to demonstrate the ambition and talent of a generation of bright entrepreneurs and innovators who are at the heart of a broader cultural change that has been at work in France for some years now.

## BUSINESS FRANCE La French Tech Tour of Boston - Program

EVENT/VENUE	ADDRESS	PHONE NUMBER	COMMENTS
FACCNE* FORUM	Sullivan & Worcester, 1 Post Office Square, Boston, MA 02109	1(617) 338-2800	Delegation to take part in networking cocktail at the FACCNE forum.
ENTREPRENEURS CAFÉ	194 Brattle Street, Cambridge, MA 02138	TBC	Café des Entrepreneurs, French Consulate's Residence.
MASS CHALLENGE	21 Drydock Avenue, 6 <sup>th</sup> Floor, Boston, MA 02210	1(888) 782-7820	- Breakfast and tour of Mass Challenge - Presentation of "La French Tech" (VIPs to be invited if Minister Emmanuel Macron attends).
WORKING LUNCH	TBC	1(617) 520-2121	Lunch with Boston-based entrepreneurs and VCs, FACCNE, AFDEL**, Open Innovation Club board members, etc.
ELEVATOR PITCH SESSION	TBC	1(508) 881-5664	'Elevator pitch' workshop / training session with Alyssa Dver, American Confidence Institute.
TOUR OF CAMBRIDGE INNOVATION CENTER (CIC), FURTHER DETAILS TBC	Cambridge Innovation Center, 1 Broadway, Kendall Square, Cambridge, MA	1(617) 758-4128	Tour of Cambridge Innovation Center (CIC) and then the Venture Café.
VENTURE CAFÉ	Cambridge Innovation Center, 1 Broadway, Kendall Square, Cambridge, MA	1(617) 758-4128	Networking evening at the Venture Café.

\* FACCNE: French American Chamber of Commerce, New England

\*\* AFDEL: French Software and Internet Solutions Association

## FRANCE IS AT THE CUTTING EDGE OF INNOVATION

### France is a fast-growing technology hotspot

- ◆ The Deloitte Technology Fast 500 EMEA once again ranked France top in 2014 for the fourth year running with 86 high-growth technology companies.
- ◆ It is ranked third in the Thomson Reuters Top 100 Global Innovators 2014, with seven of the world's 100 most innovative companies or institutions.
- ◆ France is also ranked sixth in the world and second in Europe for gross domestic expenditure on research and development.

### A thriving business landscape

Criteo's recent IPO on NASDAQ and 1.7 billion dollar valuation as well as Sigfox's 113 million dollar capital raising illustrate how dynamic and fruitful the French business landscape is.

As a matter of fact, 1 billion dollars are invested every year in more than 700 companies, 30% of them being in the Software and internet sectors. The success of emblematic companies like Criteo and Sigfox speaks for itself. They deliver sustainable business models while establishing themselves as leaders in their respective fields. And it all started in France!

### Other success stories are illustrated by high profile exits...

- ◆ Neolane was acquired by Adobe for 600 million dollars.
- ◆ Lafourchette.com was acquired by TripAdvisor for 140 million dollars.
- ◆ Webedia, allociné.fr and jeuxvideo.com were acquired by the Filmalac group for 275 million dollars.

### ...significant fundraisers...

- ◆ BlaBlaCar raised 100 million dollars in June 2014.
- ◆ Intersec raised between 15 and 25 million dollars in the past 12 months.

### ...And sustainable growth models:

- ◆ Coyote achieved 120 million dollars in sales last year.
- ◆ Archos made a 165 million dollar turnover in 2013.

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**SPHÈRE** ■  
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**Business France** is the national agency supporting the international development of the French economy, responsible for fostering export growth by French businesses, as well as promoting and facilitating international investment in France. It promotes France's companies, business image and nationwide attractiveness as an investment location, and also runs the VIE international internship program.

Founded on January 1, 2015 through a merger between UBIFRANCE and the Invest in France Agency, Business France has 1,500 personnel, both in France and in 70 countries throughout the world, who work with a network of public- and private-sector partners.

For further information, please visit:

[www.businessfrance.fr](http://www.businessfrance.fr)

[www.bonjourlafrenchtech.com](http://www.bonjourlafrenchtech.com)

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