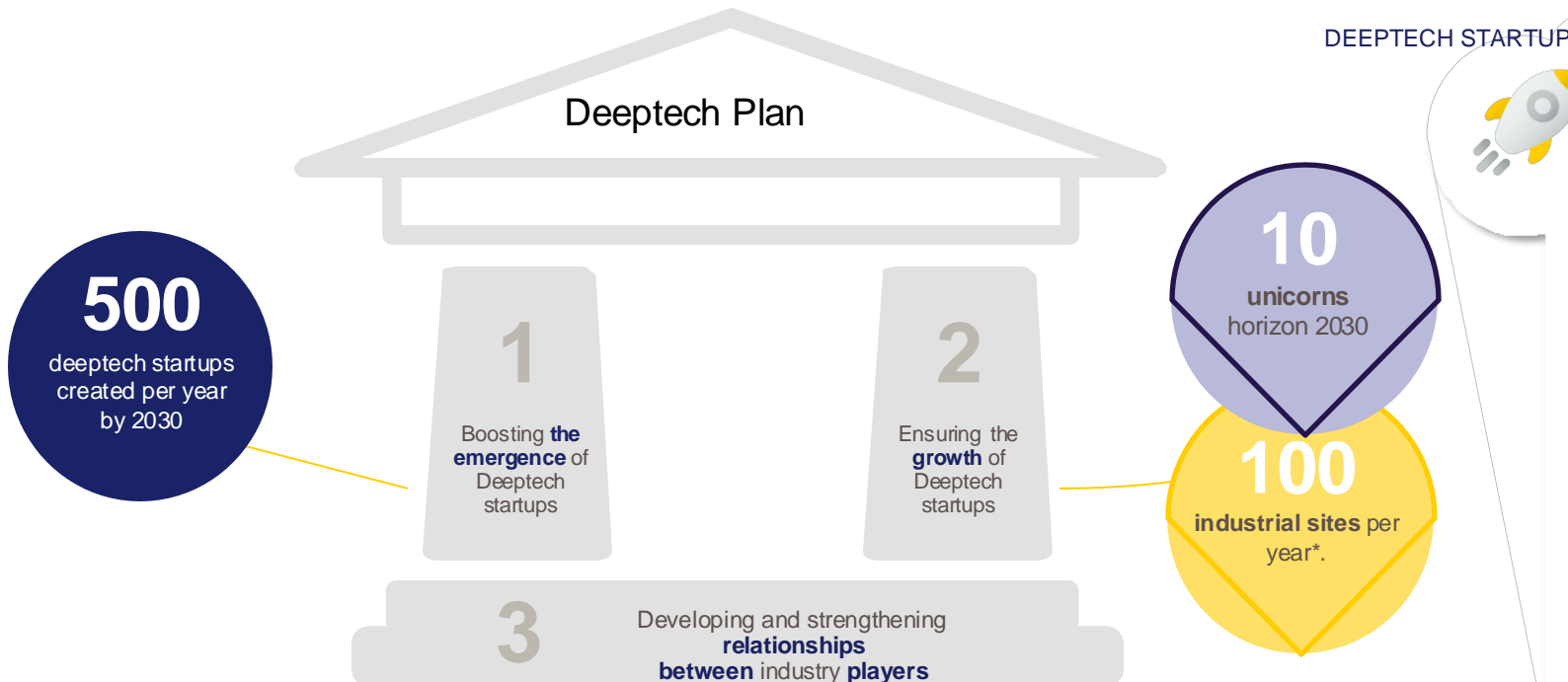


Deeptech products and services

April 2024

The Deeptech Plan was launched in 2019, to foster the economic leaders of tomorrow



DEEPTECH STARTUPS DEVELOP A TECHNOLOGY OR COMBINATION OF TECHNOLOGIES

Relying on **research work** to develop in-house a **technology or combination of technologies that breaks with the existing****.

High barriers to entry, in the form of **technological hurdles that are difficult to overcome**

A **highly differentiating advantage** over the **competition**

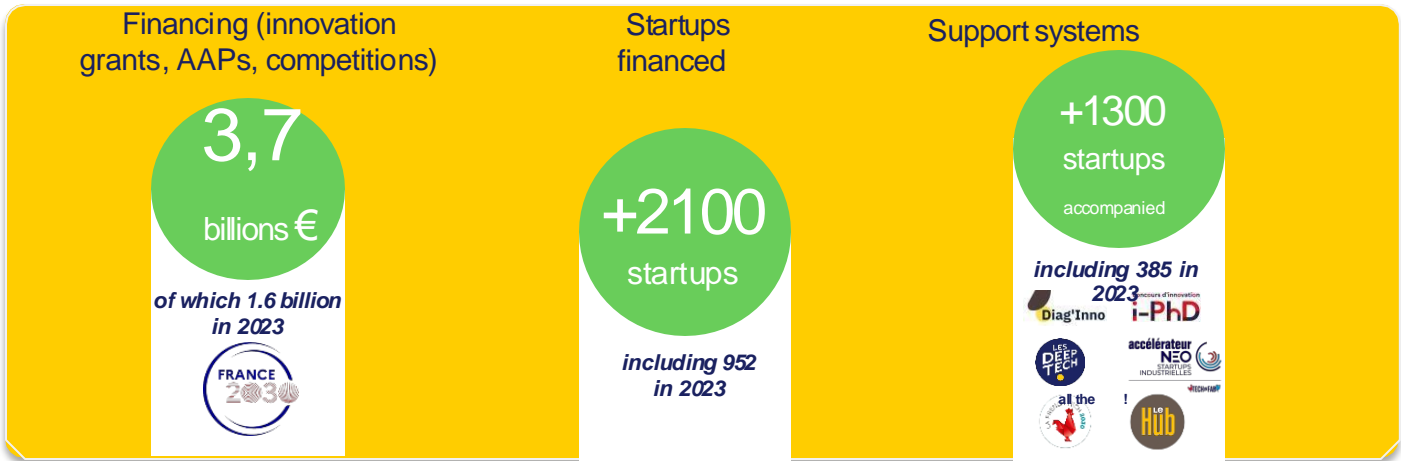
Characterized by a **long and/or complex go-to-market** (development, industrialization, marketing), which is probably **capital-intensive**.

2019	2020	2021	2022	2023
Launch €2.5 billion of initial endowment	Top-up of €500M	Start-up of France 2030	Startups and SMEs Plan indus. 2.4 billion	Reinforcing the plan Deeptech for €500m

*Objectif issu du plan startups industrielles
 **R&D as part of a technology or knowledge transfer, and/or integrating in the team operation, direction or governance of high-level scientific or technical projects

WHICH DIRECTIONS TO TAKE?

FINANCING AND SUPPORT FOR STARTUPS FROM 2019 ONWARDS

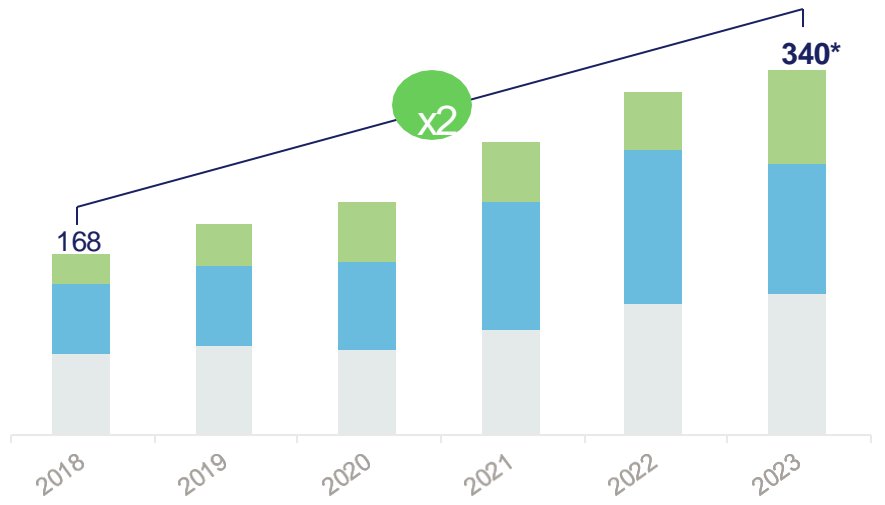


INDUSTRY DEVELOPMENT



L'OBJECTIF
500
 in 2030

Annual number of deeptech startups created (2018-2023)

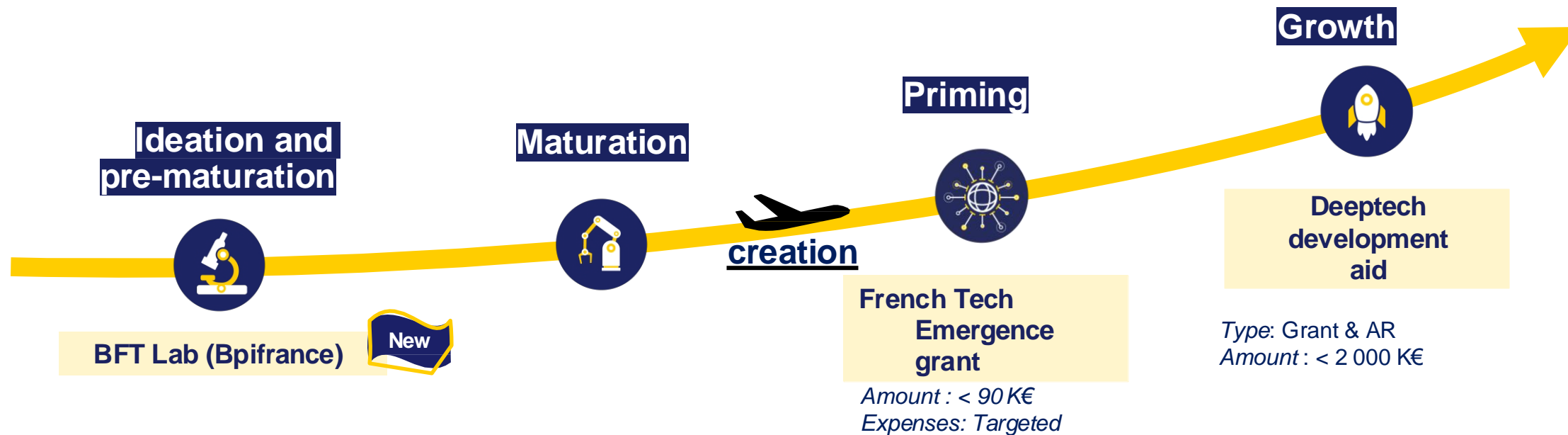


■ Biotech sectors medtech and e-health
■ Industry 4.0 sectors: Robotics and IoT and Digital: AI and Quantum
■ Energy and greentech sectors, agritech and foodtech





A continuum of financial support throughout the cycle of the Deeptech project



Inno Competition

i-PhD

i-Lab

i-Nov



Resources developed for startup deeptech

project developers and

1

The lesdeeptech.fr platform

Co-constructed with innovation players to increase the emergence and boost the growth of SU DTs, it provides :



- o News, events, articles and AAPs
- o The deeptech entrepreneurship toolbox
- o [TANGO](#), [TANDEM](#) and [MERCATO](#) services
- o [Local Pages](#)

2

Financial products and innovation competitions

Financial income

- o French Tech Lab Grant (BFT-Lab)
- o [French Tech Emergence Grant \(BFTE\)](#)
- o [Deeptech Development Aid \(ADD\)](#)



Innovation competition

- o [I-PhD](#)
- o [I-Lab](#)
- o I-Nov

3

The Deeptech Community

+600 members



The startup community
French deeptech.
Any SU can apply for
membership via [Lesdeeptech.fr](#)

1 Des outils de mise en relation

2 Des formats collectifs de partage, d'échange et de développement

3 De la visibilité et une identité

4

The Deeptech Fundraising Pathway



This support program is open to around twenty early-stage Deeptech startups. It aims to facilitate fund-raising, complementing the work of technology transfer organizations.

Resources for startup developers and deep tech startups

1

Le Deeptank



Once a problem has been identified, the Deeptech department may decide to launch a Deeptank: it invites various players to get together around a table to talk about these difficulties and build solutions. These deliverables are implemented on a small scale before being democratized.

2 The Deeptech Tour



Deeptech sees Big



The Deeptech Campus

Awareness-raising community with co-constructed resources and organization facilitation awareness-raising events

3

The lesdeeptech.fr platform



Co-constructed with innovation players to boosting the emergence and growth of SUs DT, it provides :

- o News, events, articles and AAPs
- o The deeptech entrepreneurship toolbox
- o TANGO, TANDEM and MERCATO services
- o The Observatory
- o Local Pages

4

Regional events



Co-organized by the network and the Deeptech Division, they are tailored to the needs and maturity of each ecosystem.

Developed on the basis of local needs, they can aim to federate the ecosystem or stimulate deal flow.



Financing income

Focus on BFT Lab



The French Tech Lab grant is designed to support the startup creation and market access potential of disruptive technology projects financially backed by the founding members of the Pôles Universitaires d'Innovation (PUI) on the technology side.

Features

- ✓ **Targets:** Research projects with entrepreneurial potential supported by a founding member in their technological development.
- ✓ **Amount:** from €30K to €120K
- ✓ **Type:** Grant
- ✓ **Funded expenses:** pre-creation expenses, external business expenses (consulting, research, intellectual property, legal and regulatory expertise, product design, etc.).
- ✓ **Intervention rate:** 100%.
- ✓ **Specific constraints:** research project for which technological development has begun within 12 years has been financially supported by a PUI founding member and shows potential for entrepreneurial development within 18 to 24 months.

Special features

The aim of this product is to finance exclusively pre-creation expenses. Projects are presented to the BFT-Lab development committee before being submitted to BEL.

Focus on BFTE



The French Tech Emergence grant is intended to finance expenses to validate the feasibility of a project. deeptech (technical, legal, economic or strategic studies).

Features

- ✓ **Targets:** Deeptech
- ✓ **Amount:** <90K€
- ✓ **Type:** Grant
- ✓ **Funded expenses:** costs associated with the feasibility program (support, intellectual property, etc.), studies, personnel costs, overheads, etc.)
- ✓ **Intervention rate:** 70%.
- ✓ **Specific constraints:** startup less than 1 year old, startup's eligibility for the product must be validated between Regional Management and Expertise Management.

Special features

As this product is designed to finance very specific expenses (feasibility expenses for a deeptech project), the eligibility of startups requesting it must be verified. To be eligible for a BFTE, startups must meet a number of criteria.

Focus on ADD



The Deeptech Development Grant is designed to finance disruptive technological innovation projects prior to their industrial and commercial launch, i.e. the launch of research and development activities with a view to product design.

Features

- ✓ **Targets:** deeptech startups
- ✓ **Amount :** < 2 M€
- ✓ **Type:** mixed subsidy (max 25%) and recoverable advance
- ✓ **Funded expenses:** R&D program-related costs (support, intellectual property, studies, personnel costs, overheads, etc.).
- ✓ **Intervention rate:** between 30% and 50% depending on company size
- ✓ **Specific constraints:** the startup's eligibility for the product must be validated by Regional Management and the Expertise Department.

Special features

This product is designed to leverage companies' fundraising efforts, and is therefore particularly aimed at deeptech companies looking to raise funds in the short term.



Competition innovation

The i-PhD competition

The competition to promote research results



Target

Young doctors from public research: from the 2^{ème} year of thesis and up to 5 years afterwards
Supported by a technology transfer organization



Reward

1 year of individual and group support
Advice/tools to help your project gain visibility
Access to the network of award winners and easier access to Bpifrance funding and financing solutions



Key figures

Number of winners in 2023: 50, including 10 grand prize winners

14 i-PhD winners were awarded i-Lab following the program

43 startup creations since 2019



[i-PhD innovation competition \(bpifrance.fr\)](http://bpifrance.fr)



Selection criteria

- Ability to significantly advance technological maturity (progress already achieved and **progress expected**) ;
- Potential for **technology commercialization** in the form of a deeptech startup;
- Entrepreneurial **motivation** of the young doctor ;
- Resources mobilized in the **support laboratory** ;
- Economic viability of the project with **financing from pre-maturation** (6 to 12 months) by OTT

The i-Lab competition

A competition to boost innovative technology start-ups



Target

Business start-up project Company < 2 years old



Reward

Project funding *Max. amount:*
600K€ *Grant rate:* 60%.



Key figures

Number of candidates 2023: 400
Number of 2023 winners: 79, including 18 women
(X9 compared with 2017)
Percentage of startups that have raised funds: 64%.

From 2019 :

- 490 I-Lab startups raise 4 billion euros
- 1/3 of jobs created in Deeptech were by startups winners of the I-Lab competition



[i-Lab innovation competition \(bpifrance.fr\)](http://bpifrance.fr)



Selection criteria

- **Innovative** nature of the technology and established POC ;
- **Economic** viability of the project ;
- Significant potential for development and **the creation of value**, including internationally;
- Motivation, availability and **ability** to create and develop a business, lead a team and forge partnerships;
- Candidate's ability to **get involved** in the project;
- Quality and complementarity of the **team** ;
- Mastery of **IP** and third-party rights

The i-Nov competition

The competition to finance a high-potential R&D project



Target

Start-up or SME (Deeptech or not)
Research, development and innovation project over
12 to 36 months



Themes

Digital / Health / Mobility and sustainable city /
Energy and natural resources



Reward

Project financing
Maximum amount: €5M
Rate of assistance: 45% or 35%.



Key figures

Total budget for 2024: €43.4m (including SASN envelope)
Number of 2024 bids: 149
Number of 2024 winners: 42



[Innovation competition - i-Nov \(bpifrance.fr\)](https://www.bpifrance.fr)



Selection criteria

- Robustness of the **business model** and proposed business plan;
- Potential **market** for the solution developed ;
- Degree of innovation **breakthrough** ;
- Sufficient **technological maturity** ;
- Ability of the **promoter** to carry out the project ;
- Ability to **industrialize** the project and access target markets;
- Project **environmental** performance

In a nutshell: Bpifrance's financing operations

i-PhD

i-PhD

Type : Support
+ grant if approved
Criteria: Young doctor
Relevance to SU DT: 100%.

Adding value to
research results

i-Lab

i-Lab

Type: Grant Amount : <
600 K€ Expenses:
Targeted
Criteria: Project or start-up
Relevance to SU DT: 100%.

Boost your business
start-up

i-Nov

i-Nov

Type: Grant Amount : < 5
000 K€ Expenditure:
Targeted Criteria: R&D
theme
Relevance to SU DT: 100%.

Financing an R&D
project



Services and support



Platform tools: Tandem

Tandem is a matching tool to facilitate the creation of a management team, a **team** that is **complementary and** is one of the key factors in a startup's success. The startup must work with an OTT / incubator / accelerator that subscribes to Tandem to use the service.

This tool is aimed both at **Deeptech project initiators**, and at those **wishing to join a Deeptech adventure**.

What's it for?

With the Tandem matching service, a Deeptech entrepreneur can, via the accompanying OTT :

- Leave a job offer for your team
- View proposed CVs

A person interested in Deeptech entrepreneurship can :

- Apply for a job
- Leave your CV if there's no suitable offer



[Tandem Deeptech - find your partner \(lesdeeptech.fr\)](https://lesdeeptech.fr)



Who to contact: Déborah Adda (Deeptech Division)



Platform tools: Tango



Tango is a matching tool for setting up the Advisory Board. This committee provides expertise 5 or 6 times a year on strategic subjects and acts in an advisory capacity. The startup must work with an OTT / incubator / accelerator that has subscribed to the service in order to use it.

This tool is aimed at both **Deeptech project initiators** and those **wishing to join a Deeptech adventure**.

What's it for?

With the Tango matching service, a Deeptech entrepreneur can, via the accompanying OTT :

- Post an Advisory Board position
- View proposed CVs

A person interested in Deeptech entrepreneurship can :

- Apply to become an Advisor
- Leave your CV if there's no suitable offer



[Deeptech Tango - answers to all your questions before you get started](#)



Who to contact: Déborah Adda (Deeptech Division)



Platform tools: Mercato



Mercato is a skills transfer service that enables employees of major groups to carry out high value-added assignments for a deeptech startup. This placement is carried out within the framework of the legal manpower loan system, which guarantees that the employee's remuneration will be maintained and that he/she will be reintegrated into the group in his/her original position.

This service is aimed at **employees of major groups** who want to carry out high value-added assignments for a deeptech startup.



What's it for?

With the Mercato skills exchange service, a Deeptech entrepreneur can :

- Post an assignment within your team
- Access to a pool of employees from major groups

An employee of a major corporation interested in working for a deeptech startup can :

- Apply to become an associate
- Join the Mercato breeding ground



[The Deeptech Mercato - answers to all your questions before taking the plunge](#)



Who to contact: Louise Caron (Deeptech Division)



The lesdeeptech.fr platform

The lesdeeptech.fr platform was created to be the reference site for Deeptech entrepreneurs.

It has been designed as a **lever** to increase the impact of innovation players and boost the emergence and growth of Deeptech startups. It is made up of **services offered by innovation players**: the Deeptech Community, the Deeptech Observatory, Tango, Tandem, Mercato, Envie d'entreprendre, Euroquity...



What's it for?

- Promote networking between players, especially OTTs
- Services and tools for Deeptech project developers
- News and specific information
- Tools for Deeptech startups



[Deeptech - Creating and developing your deeptech startup](#)



Who to contact: Déborah Adda (Deeptech Division)

Platform tools: the Deeptech Observatory



The Observatory is an online platform that **lists all existing Deeptech start-ups**; it is regularly updated by the Deeptech Department, which verifies compliance with the 3 criteria for being Deeptech.

Please note that not all Deeptech startups are eligible for a Deeptech product. To be eligible, they must meet the following criteria criteria mentioned in the BFTE or ADD eligibility grids presented in part 2.



What's it for?

- Identify new deeptech startups in your territory
- Tracking the **number and number of fund-raisings by deeptech startups**, by region, by sector
 - Identifying key factors for startup success Deeptech
- Understand the impact of these start-ups on society
- Zoom in on the success stories of Deeptech unicorns



[Deeptech Observatory \(lesdeeptech.fr\)](https://lesdeeptech.fr)



Who to contact: Déborah Adda (Deeptech Division)

Platform tools: Local Pages

The local pages are part of the lesdeeptech.fr platform: each page provides an overview of local deeptech ecosystems.

These pages are a **showcase for each local ecosystem**: the general public can find complete, up-to-date information, and thus become familiar with the specific features of the ecosystem that concerns them.

Qu'est-ce que la deeptech ? Nos services Envie d'entreprendre Rester informé Accompagner

Accueil / Qu'est-ce que la Deeptech / La deeptech en région / Clermont-Ferrand

Clermont-Ferrand et ses environs

Nom des départements

Description

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Maecenas varius tortor nibh, sit amet tempor nibh finibus et. Aenean eu enim justo. Vestibulum aliquam hendrerit molestie. Mauris malesuada nisi sit amet augue accumsan tincidunt. Maecenas tincidunt, velit ac porttitor pulvinar, tortor eros facilisis libero, vitae commodo nunc quam et ligula.

3 000 startups deeptech

96% de ces startups accompagnées par Bpifrance

782 M€ levés depuis 2018

25 chercheurs et doctorants sur ce territoire

84 sites industriels créés par des startups deeptech

Accéder à l'Observatoire

These local pages include :



A **description of the area** to provide an understanding of the context, the geographical location, and certain characteristics that help to understand local specificities (any sector specialities, etc.).



Key figures for Deeptech



A **mapping of** local Deeptech startups



A **listing of the main players** in the ecosystem (OTTs, academic players, etc.)



News and diverse content



The Deeptech community

The **Les Deeptech** Community represents **the trusted community** of French Deeptech startups. Any Deeptech startup that has been supported by Bpifrance can apply to join the community, either through its Account Manager or via an online form on the lesdeeptech.fr platform.

What's it for?

COMMUNAUTÉ ACTIVE

NOYAU 150+ startups

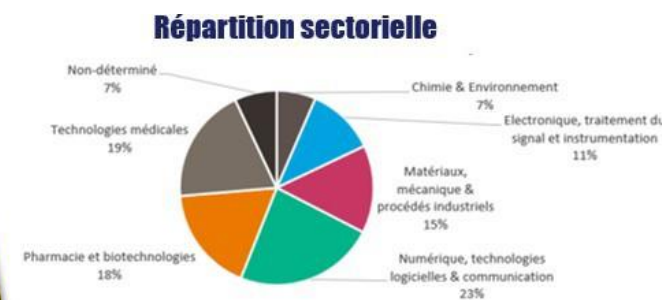
- Interactions régulières
- Investissement dans le développement de la communauté
- Participation proactive aux events et programmes

600+ startups

- Sollicitations ponctuelles
- Interactions avec les membres
- Participation régulière aux events

Env. 2400 startups

- Information sur la communauté
- Destinataires des communications Bpifrance
- Participation ponctuelle à des formats/ évènements



Links :

[Deeptech startup community \(lesdeeptech.fr\)](http://lesdeeptech.fr)

[Deeptech Community Members List - as of May 02, 2022 TT Innovation](#)



Who to contact: Louise Caron (Deeptech Division)

The community's offering is based on 3 pillars



Matchmaking tools



Direct channels for seeking advice and exchanging ideas with peers



Events to put you in touch with growth partners (VCs, SMEs, ETIs, etc.).



Collective formats for sharing, exchange and development



Community events and workshops

- System D
- Toolbox
- La Claque
- Champ Libre



Task Forces to co-create solutions to common challenges



Visibility and identity



A visual identity specific to deeptech



- ### Channels for spotlighting
- Press
 - Events
 - LesDeeptech.fr
 - BIG Media
 - Social networking

Deeptech **tour** - A fonds!

This support program is open to some fifteen Deeptech early-stage startups. Its aim is to **facilitate fund-raising**.



Objectives:

- Prepare for the fundamentals of fundraising (market, deck, pitch, etc.)
- Learn about and confront the world of investment
- Gain visibility with investors
- Accelerate access to funding, especially for regional startups (majority)

3 phases :

- **Preparation:** preparing startups to face investors (deck, pitch, corporate branding coaching, leadership coaching, workshops)
- **Apprehension:** diversify interactions with investors (mentoring lunches, events with Business Angels, etc.).
- **Achievements:** showcasing startups at special investor events (Invest - startups, FTI, etc.)



Startups wishing to apply must meet the following criteria:

- Age < 1 and a half years and / or being created
- Accompanied by an OTT with an IP transfer contracted or in progress / linked to public research
- Wishing to raise at least €300K and needing an investment within 6 to 12 months
- With a product at the POC stage and a clear go-to-market strategy



Who to contact: Louise Caron (Deeptech Division)



Deeptank



Once a problem has been identified, the Deeptech department may decide to launch a **Deeptank**: it invites various players to get together around a table to talk about these difficulties and build solutions. These deliverables are implemented on a small scale before being democratized.



What's it for?

The Deeptanks approach has already been tested on four subjects, and is behind a number of tools such as Tango and Tandem :

- Deeptank 1: Matchmaking (between startup profiles, between startups and SMEs)
- Deeptank 2: Market access
- Deeptank Special Issue: The synergy between Venture Capital and OTT
- Deeptank 3: Raising awareness of Deeptech entrepreneurship in the academic world



Who to contact: Déborah Adda (Deeptech Division)



[TT Innovation - Deeptank - All documents \(sharepoint.com\)](http://www.tt-innovation.com/Deeptank)



The Deeptech Tour

Organized by Bpifrance and the French government, the **Deeptech Tour is an interactive tour of university campuses** designed to put the spotlight on Deeptech. For the second edition of the Tour, 20 dates in 20 Universities have been organized over 2021/2022. With a TV set format, the discussions and testimonials are recorded to enable everyone to access the replay of the event online.

For 2023, a new format centered around the PUIs has begun its tour to federate ecosystems, demonstrate the strength of territorial support and promote deeptech entrepreneurship among students and researchers.



What's it for?

On site, speakers present Deeptech and the business creation process, and facilitate meetings between potential entrepreneurs and other players in the ecosystem (support structures, VCs, etc.), enabling researchers and doctoral students to :

- Give more impact to their research work
- Identifying bridges between Deeptech and laboratories
- Understand how to get started, innovate and shake up our daily lives



[The Deeptech Tour: the campus tour](#)



Who to contact: Magali Cauet (Deeptech Division)



Thank you!

