bpifrance
SERVIR L'AVENIR

DEEPTECH PLAN: WHERE DO WE STAND?

Review, findings and priorities

12 March 2025

FRANCE 2030

THE DEEPTECH PLAN WAS LAUNCHED IN 2019 TO DEVELOP THE BUSINESS LEADERS OF TOMORROW

Deeptech Plan

FRANCE 2030

500 deeptech start-ups created per year by 2030

1 Boosting **the emergence** of Deeptech start-ups

2 Ensuring the **growth** of Deeptech start-ups

3 Developing and strengthening **relationships between** industry **players**

10 unicorns by 2030

100 industrial sites per year*.

2019 — **Launch €2.5bn** initial allocation

2020 — **500m** top-up

2021 — Start-up of **France 2030**

2022 — Start-ups and SMEs Plan indus. industrial: **€2.4bn**

2023 — Deeptech plan boosted **to €500m**

DEEPTECH STARTUPS ARE DEVELOPING A TECHNOLOGY OR COMBINATION OF TECHNOLOGIES

Based on **research** enabling the in-house development of **a breakthrough technology or combination of** technologies**.

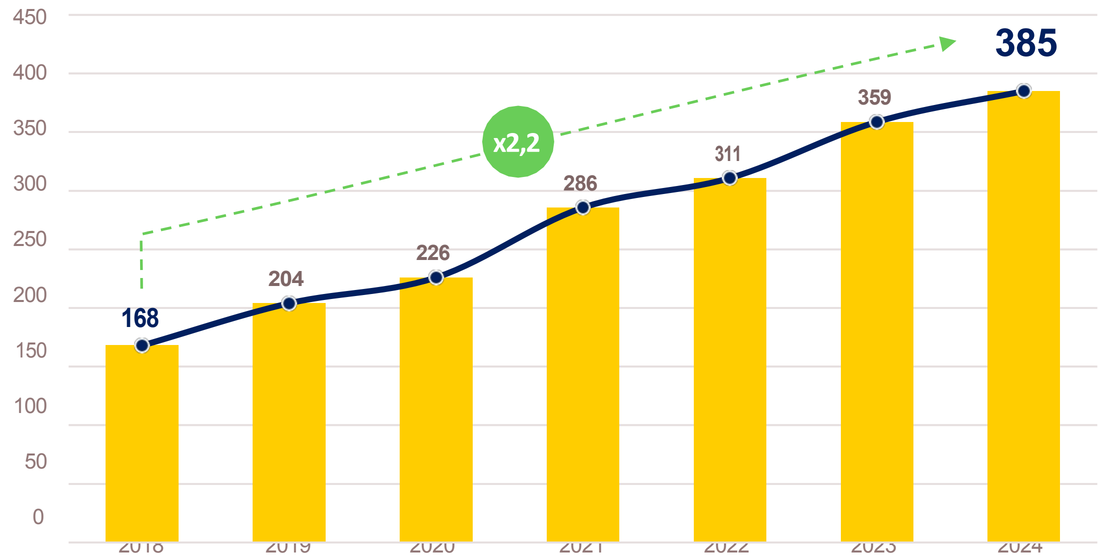
High barriers to entry, in the form of **technological hurdles that are difficult to overcome**

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

Characterised by a **long and/or complex go-to-market** (development, industrialisation, marketing) and therefore probably **capital-intensive**

CREATION OF DEEPTECH START-UPS: THE GROWTH DYNAMIC CONTINUES

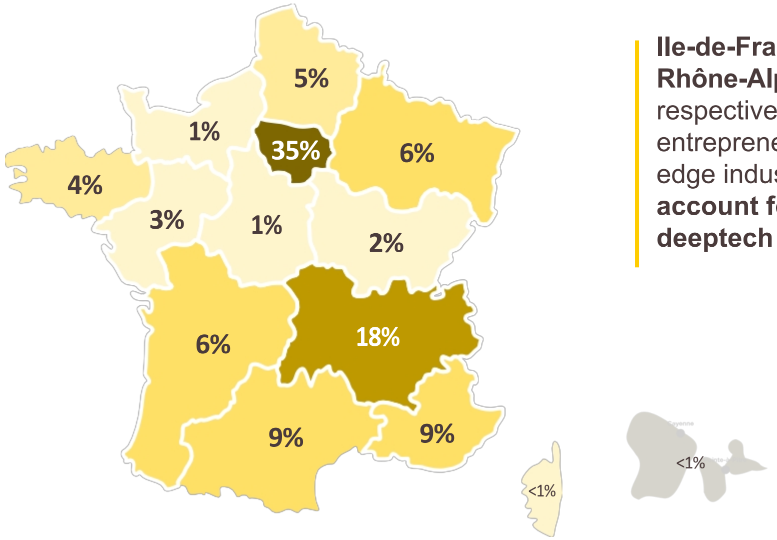
Growth in the number of Deeptech startups created per year in France *(2018-2024)*



* Estimates. Bpifrance analysis.

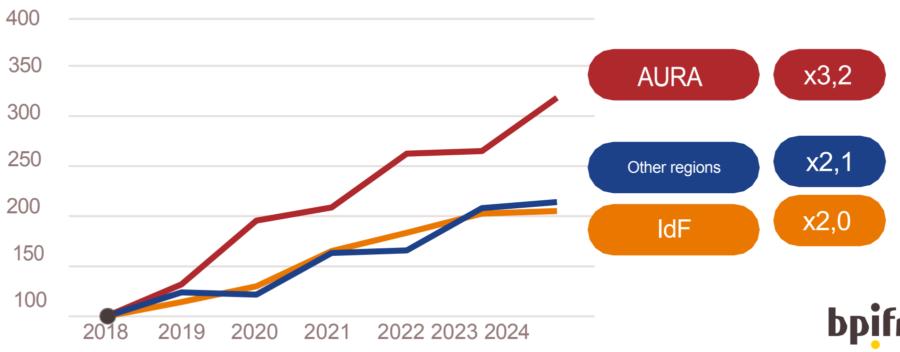
AN AMBITIOUS OBJECTIVE TO SET THE ECOSYSTEM IN MOTION

Geographical breakdown of deeptech start-ups



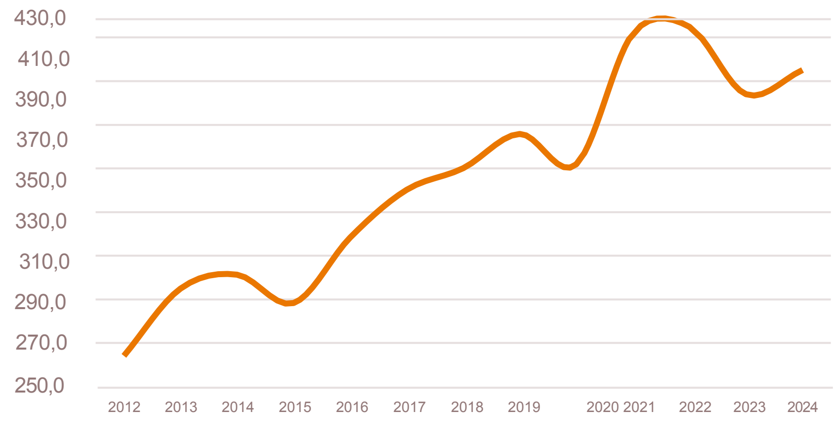
Ile-de-France and **Auvergne-Rhône-Alpes**, driven respectively by their strong entrepreneurial and cutting-edge industrial dynamism, **account for 53% of deeptech SUs**.

Regional trend in the creation of deeptech startups (2018, base 100)



THE NEW FACES OF DEEPTECH: A KEY GROWTH DRIVER FOR THE ECOSYSTEM

AN ENTREPRENEURIAL CULTURE TAKING ROOT IN FRANCE, FUELLING THE DEEPTECH ECOSYSTEM



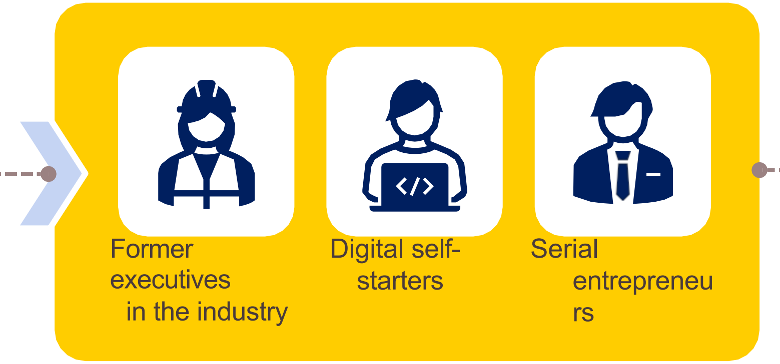
Growth in the number of business in France *(excluding micro-enterprises)*

1100+

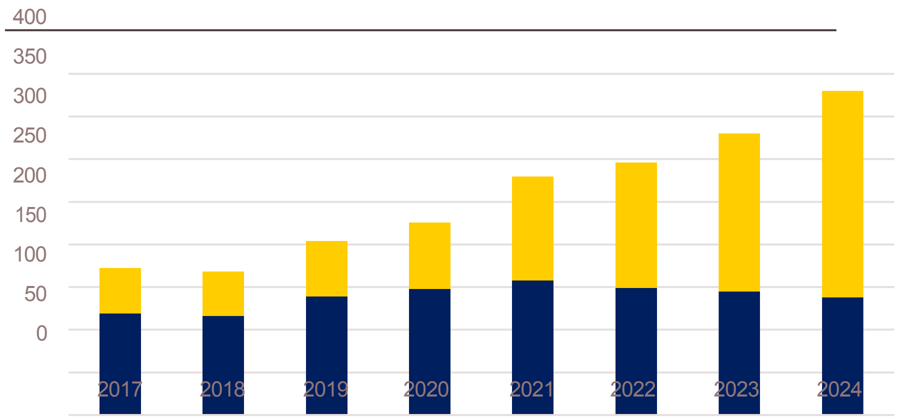
exits of French start-ups in 10 years

... many entrepreneurs to moving into deeptech

NEW HYBRID EMERGENCE
THE GROWTH DEEPTECH ENTREPRENEURSHIP



Deeptech start-ups created by project origin



Direct emergence from ESR* (higher education)

Other emergence pathways

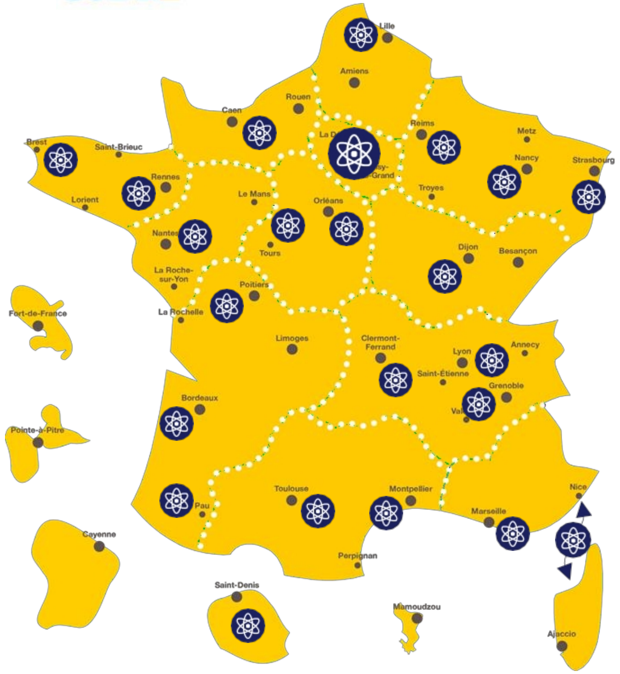
Sources: *INSEE, French Tech Observatory*

**ESR: Enseignement Supérieur et Recherche; corresponds to SUs* supported by an ESR player under an agreement or contract with one of the PUI's founding institutions (licence, collaboration contract with a laboratory, incubation or hosting agreement, student-entrepreneur status).

PUI ACTION: DEEPTECH ENTREPRENEURSHIP AT THE HEART OF THE REGIONS

A SECOND KEY GROWTH DRIVER: THE ACTION OF UNIVERSITY INNOVATION , THE LOCAL GATEWAY TO DEEPTECH ENTREPRENEURSHIP

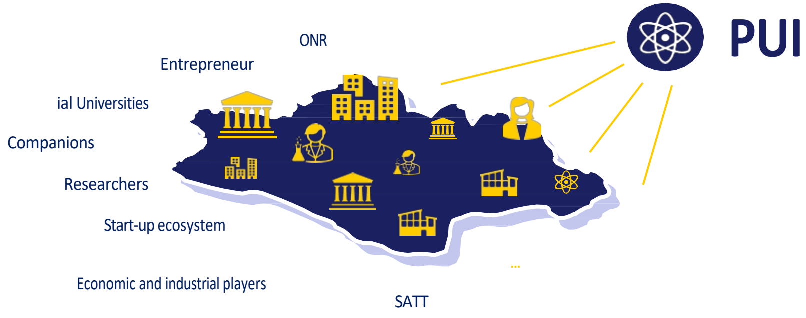
A system operated by bpifrance & anr for FRANCE 2030 GOUVERNEMENT



29 ecosystems

165M to be deployed over 4 years

254 founding members



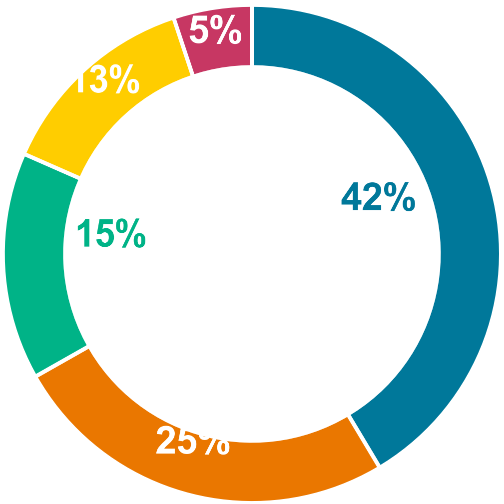
Already **€55M** deployed by 2024 and support structuring operated by Bpifrance for

strengthening the local capacity of ecosystems to stimulate the creation of deeptech start-ups, by coordinating, coordinating and equipping the players involved

A MULTI-SECTOR ECOSYSTEM WITH A STRONG REGIONAL IMPACT

2589
startups

Breakdown by sector deeptech startups



- Digital: AI and quantum computing
- Industry 4.0: Robotics and IoT
- Biotech, Medtech, e-health
- Agritech and Foodtech
- Energy and Greentech

Territorial impact of deeptech startups

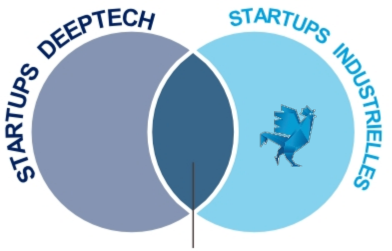
3.4 billion in sales
annual sales

50,000 direct jobs

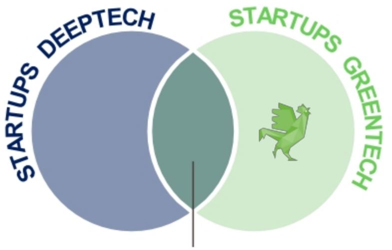
More than **150** industrial sites
including 16 inaugurated this year (vs. 26 in 2023)

Expliseat · Orius · U/SPACE · Mecaware · 3Deus Dynamics

Strong interdependencies with the other Plans operated by Bpifrance



1 083
startups

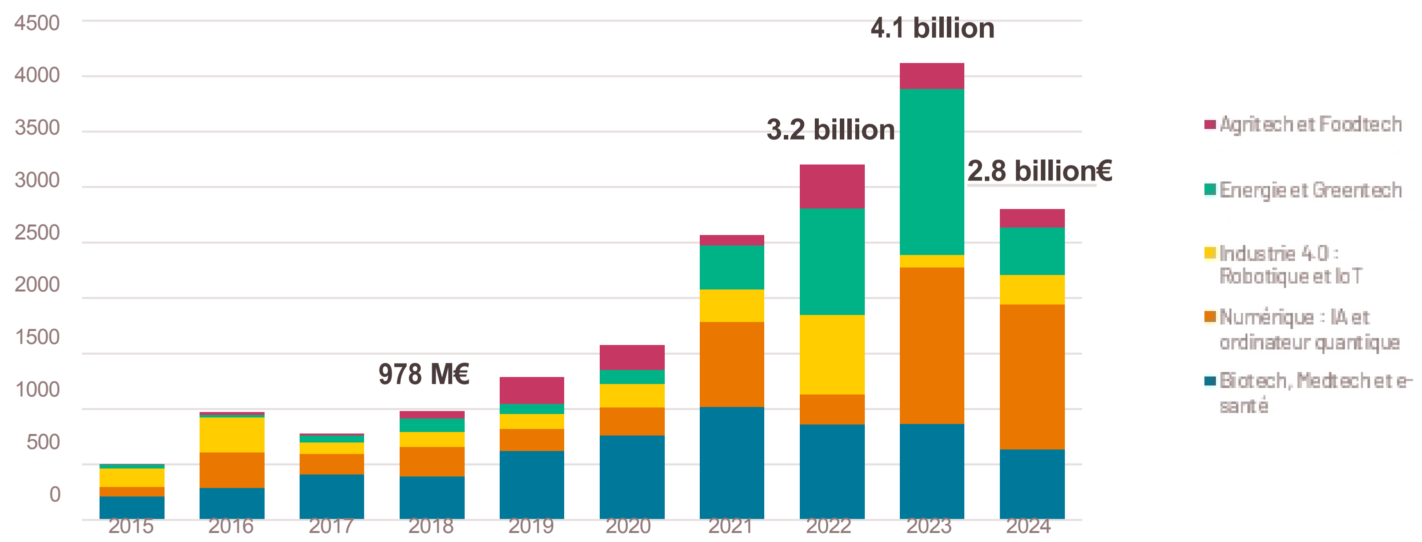


588
startups

Sources: Bpifrance - Deeptech Observatory, Industrial Startups Observatory, Greentech Observatory. Number of startups stopped at Feb. 2025.
Sales figures and the number of jobs are indicative only. They are collected by cross-checking different databases and cannot be considered exhaustive or accurate.

VENTURE CAPITAL MARKET SHRINKS BUT REMAINS STRONG, DRIVEN IA

Amounts raised by deeptech startups (€m)



31% drop in amounts raised by deeptech SUs, compared with **2023, a record year**

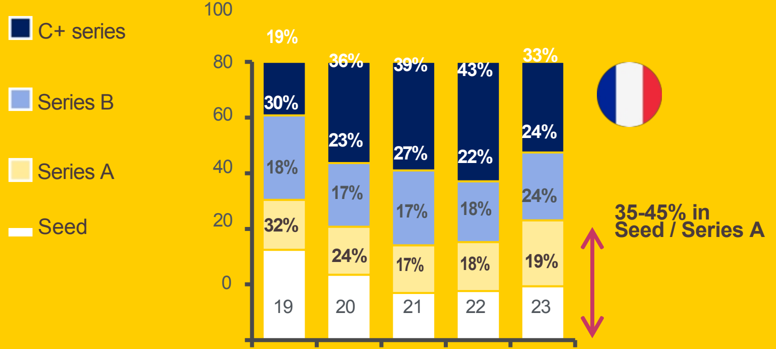
This decline **was made up for by the strong dynamism of funds raised in the digital sector** (AI), which fell by only 9%.

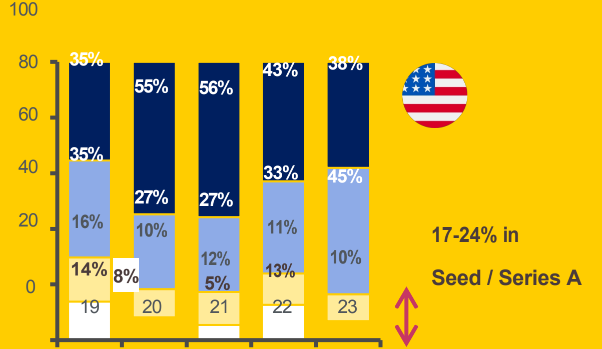
However, it is **having a major impact** on **industrial start-ups** (-61%), **greentech** (-63%) and **outside Ile-de-France** (-52%)*.

Gigas raised are also down sharply. Only **8 funds raised >40M in 2024**, vs. 18 in 2023.

* These sharp falls should be seen against the backdrop of an exceptional year in 2023 in terms of the volume of gigaleases, particularly that of Verkor (€850m), both Greentech and Industrial, and outside the Paris region.

VENTURE CAPITAL: THE NEED FOR PRIVATE FUNDS IS MAINLY IN THE LATE STAGE. *Comparison Fr vs. USA of the breakdown of amounts raised since 2019*



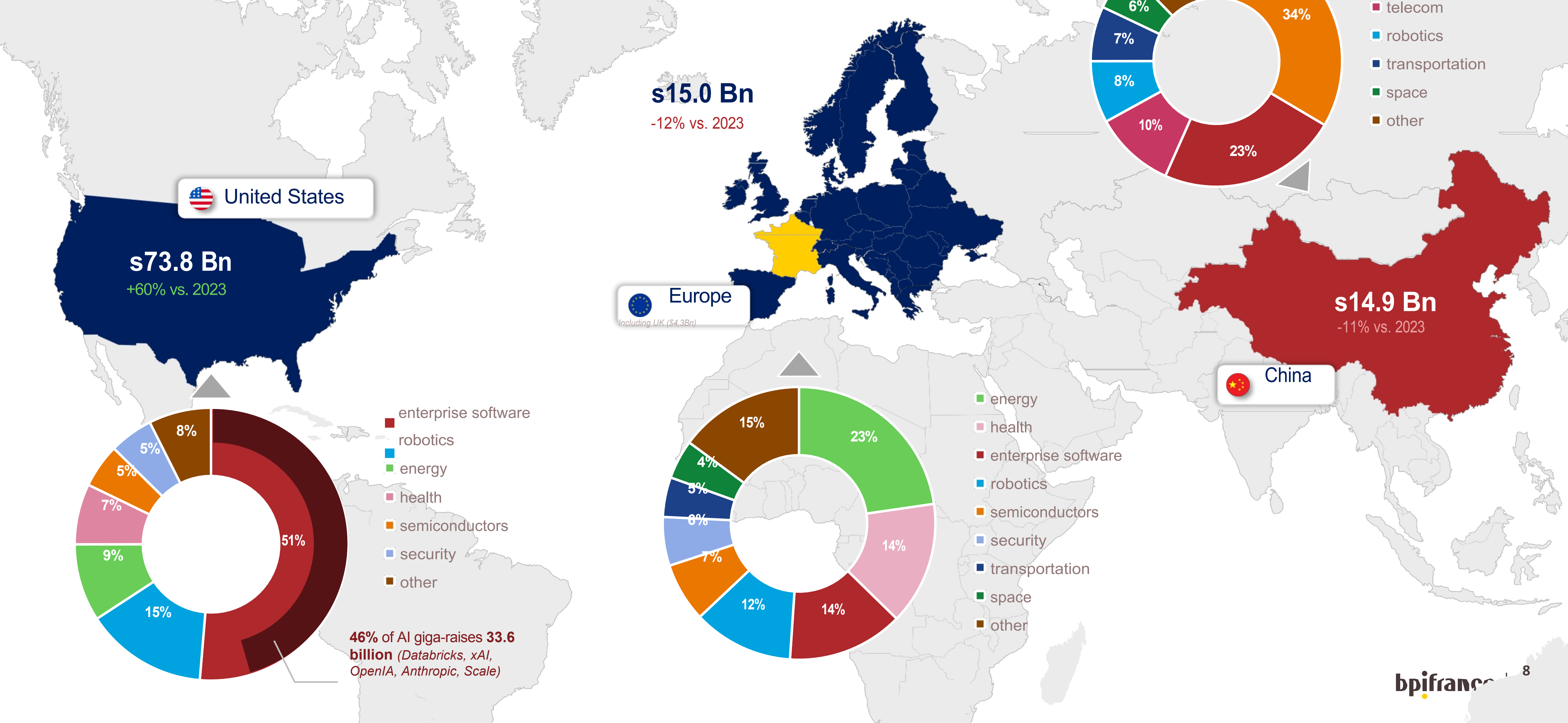


To reach a good level of maturity in VC ecosystem, **financing needs are mainly focused** on **growth** and exits, which requires :

- Attract significant private funding to the ecosystem
- **Start-ups capable of raising large sums of money**

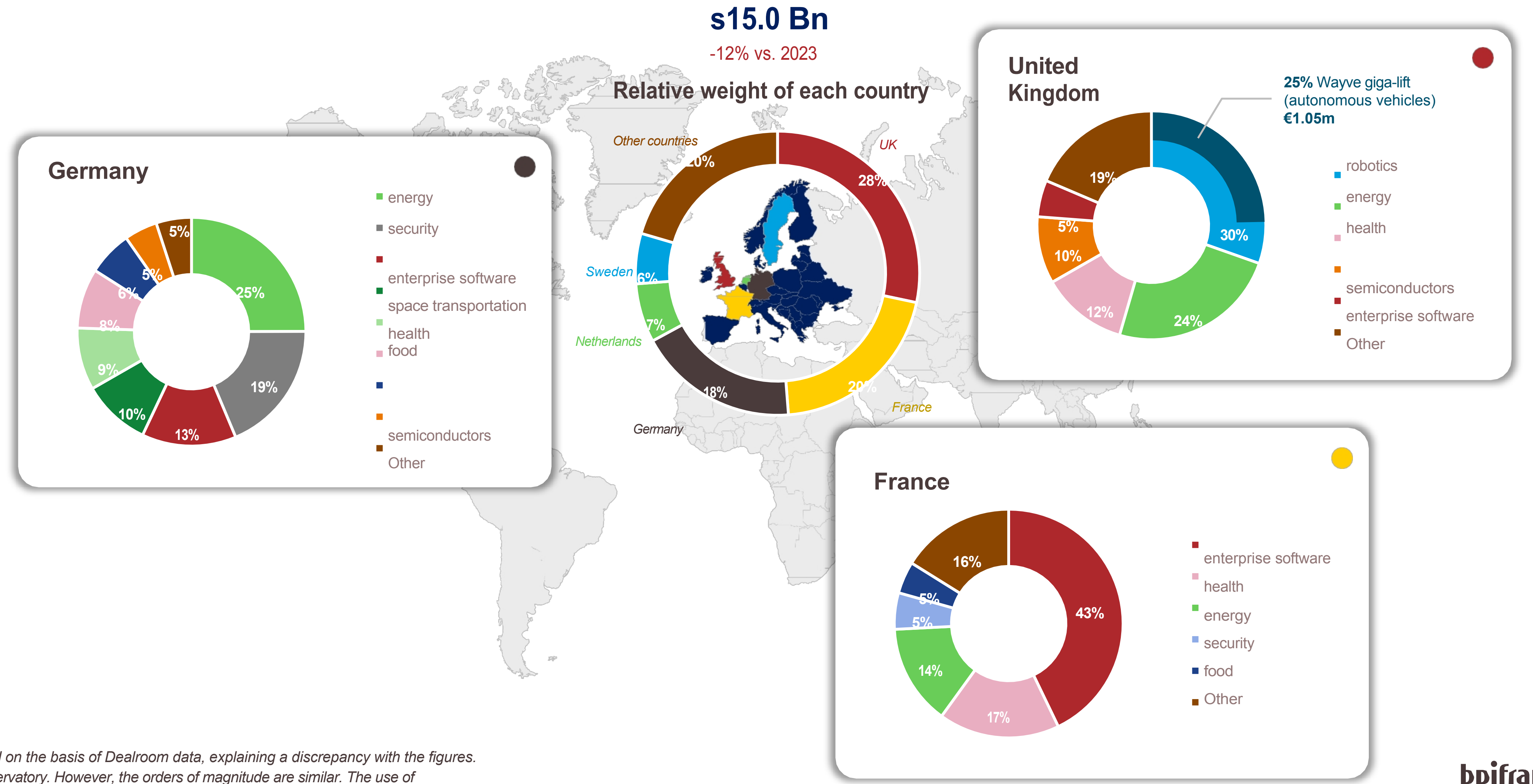
DEEPTECH FUNDRAISING WORLDWIDE

2024; Source: Dealroom



DEEPTECH FUNDRAISING IN EUROPE

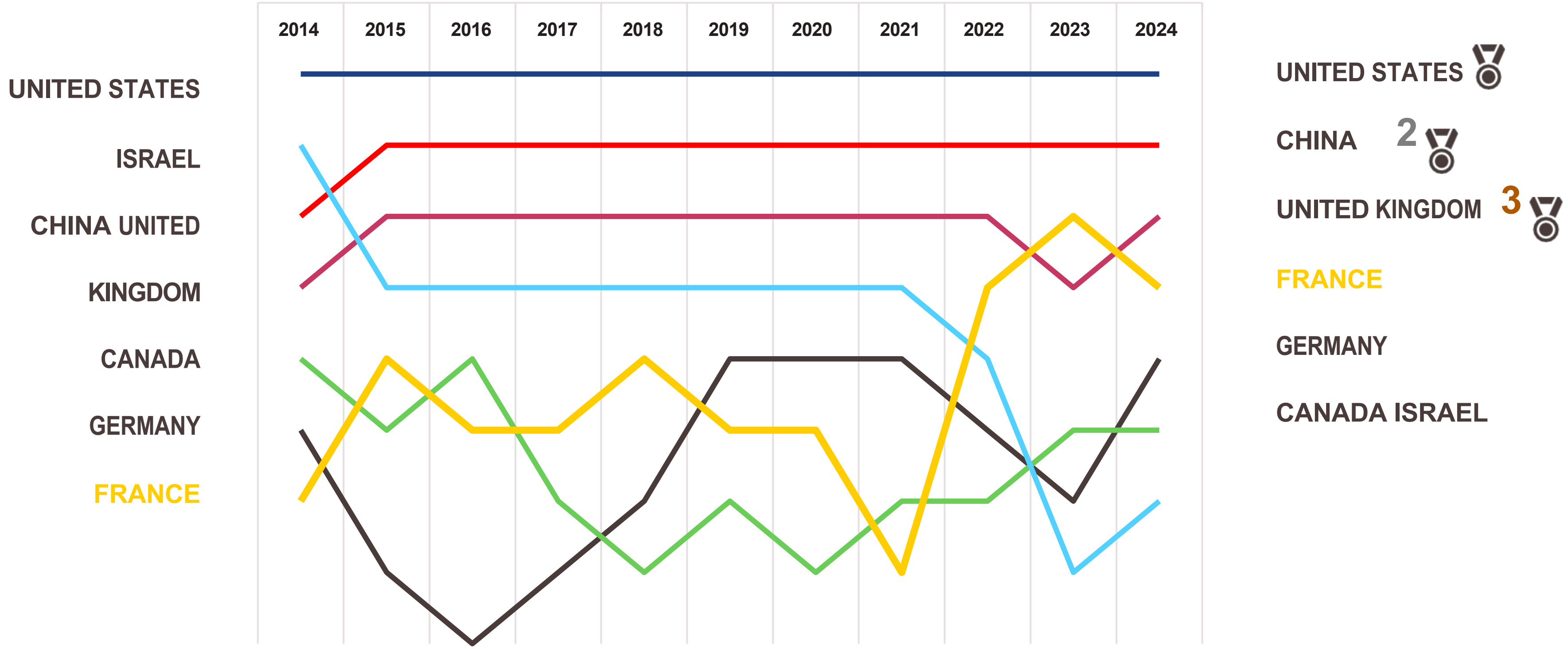
2024; Source: Dealroom



Figures established on the basis of Dealroom data, explaining a discrepancy with the figures. of the Bpifrance observatory. However, the orders of magnitude are similar. The use of to this source makes it possible to compare countries on the basis of a single source.

ATTRACTING PRIVATE CAPITAL: IN 10 YEARS, FRANCE HAS RISEN FROM 7TH TO 4TH GLOBAL ECOSYSTEM

World ranking of ecosystems by total amount raised per year by deeptech start-ups

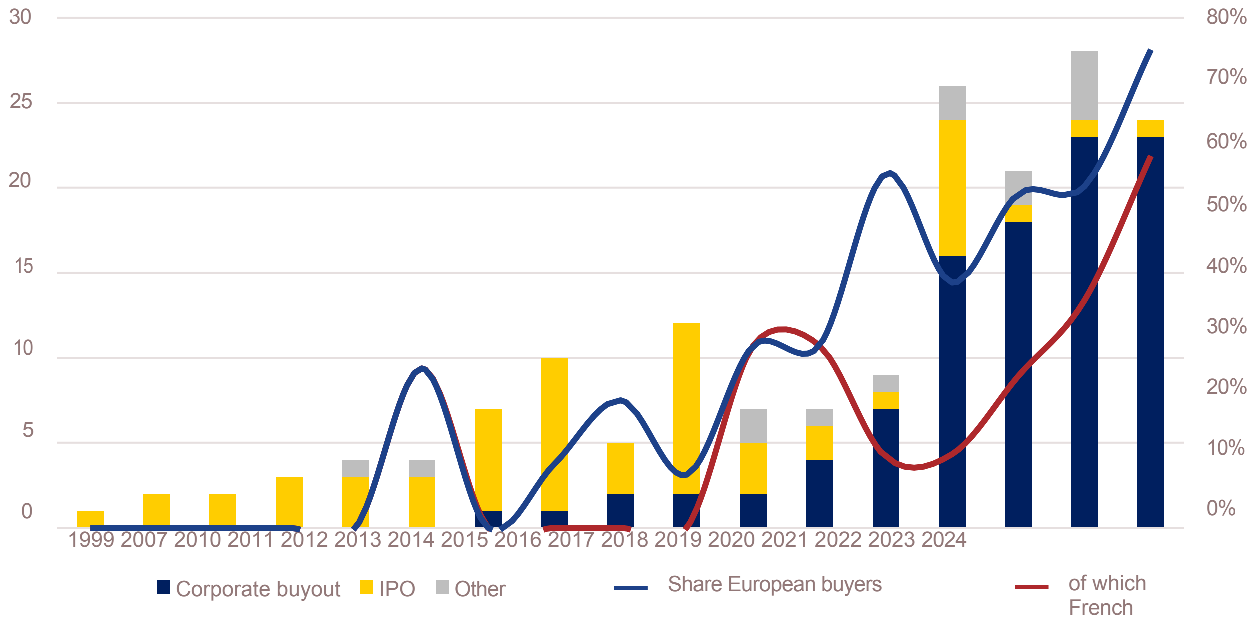


Source: Dealroom.
Only the top 7 countries today and in 2014 are shown, with countries that have joined and then left the group being shown.
Rankings are not shown for ease of reading, but they are taken into account in the rankings.

***Reading**: In 2021, France was the world's 8th-largest ecosystem in terms of amounts raised by deeptech startups; following year, it was 4th.*

MOMENTUM OF EXITS IS , IN TERMS OF BOTH VOLUME AND VALUE

Trend in the number and type of exits by deeptech startups (axis 1)**, and in the share of European and French acquirers** (axis 2)



2015-2019 — **39 M€**

2020-2024 — **118 M€**

x3

Average deal size based on amounts disclosed (25 out of 15-19, 29 out of 20-24)

The number of exits **has risen sharply**, to **around 25 a year, and** the amounts involved have tripled.

Drastic decline in IPOs in favour **of corporate buyouts**, mostly large groups (40%)

For the first time in 2024, **the majority of buyers will be French** (58%)

AMOLYT PHARMA *(Astra Zeneca takeover)*
Pharmaceuticals
800 M€
Mar. 2024

PRELIGENS *(acquired by Safran)*
AI applied aerospace
220 M€
June 2024

SONIO *(Acquisition by Samsung Medison)*
AI-supported medical imaging
84 M€
May 2024

FURTHER DEVELOP FRANCE'S POTENTIAL BY DRAWING INSPIRATION FROM THE BEST ECOSYSTEMS

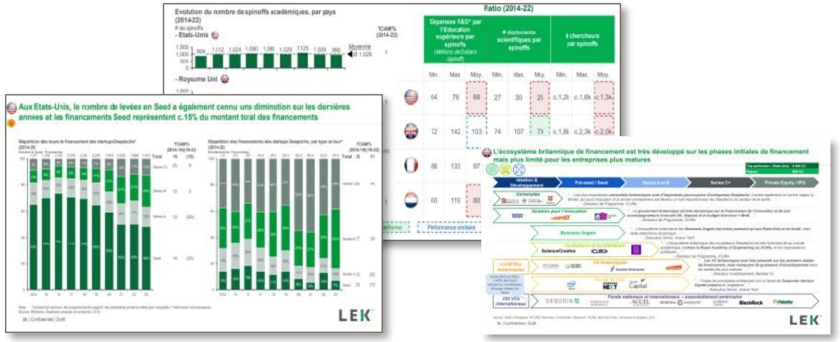
LAUNCH OF THE DEEPTECH PLAN

5-YEAR REVIEW

Structuring

Ramping up

French comparison with 6 major Deeptech ecosystems



Public R&D expenditure *(eq. DIRDA*)* per academic spin-off created

Netherlan
ds United
Kingdom
United States
France

96M$
134M$
147M$
150M$

CALIFORNIA
84Ms

ILE-DE-FRANCE
193Ms

Number of researchers per deeptech startup created**

Israel
Switzerla
nd
Netherlan
ds
United
States

0,3k
0,5k
0,6k
0,8k

United
Kingdom
France
Germany

0,9k
1,1k
1,9k

Number of start-ups with a series C or higher***.

1 035	114	103	81	49	45	19

**DIRDA: Government Domestic Research and Development Expenditure*

***Presents the entrepreneurial orientation of research - **Ratio**: number of researchers present in the ecosystem/nb of SUs created in the best year*

**** Includes start-ups created between 2004 and May 2024. Figures to end May 2024*

ASSESSMENT OF BPIFRANCE'S ACTION: A STRONG AND COUNTER-CYCLICAL INVOLVEMENT

1. SUPPORTING THE DEVELOPMENT OF START-UPS

Financing
2024
1.3 billion
-20% vs. 2023
1,077 unique beneficiaries

Investment
2024
390 M€
-21% vs. 2023
72 SU invested or reinvested

Fund of funds
2024
474 M€
+19% vs. 2023

Support
2024
350+ SU
sole beneficiaries

2. ATTRACTING TALENT TO DEEPTECH

TANDEM / TANGO
Organising talent meetings

8,500+ applications
in 2024
+35% vs. 23

DEEPTECH SEES BIG 2024
Bringing the ecosystem together and celebrating

4,500+ registered

DEEPTECH TOUR
4th edition of the PUI meeting

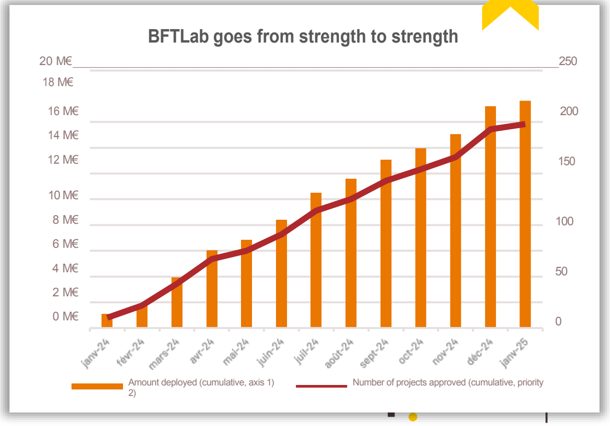
4,000 registrants, 15 stages *in 2024*

3. STURCTURING AND RENDERING THE ECOSYSTEM

PUI
Supporting local players in structuring their businesses their efforts to innovation and trans. tech.

The Platform and Obs. Deeptech
Providing project leaders and the ecosystem

in 2024 **320,000 visits**



STEPPING UP EFFORTS IN FRANCE AND RAISING THE PROFILE OF THE EUROPEAN ECOSYSTEM

CONTINUE TO STRUCTURE THE FRENCH ECOSYSTEM

Operational priorities :

TALENTS

Strengthen synergies between researchers and entrepreneurs to bring together the most promising technologies to the most successful teams.

Set up and strengthen existing schemes to **support** deeptech entrepreneurs **in raising funds.**

SIMPLICITY

Harmonising the conditions for public/private partnerships and transfers to maximise the creation of deeptech start-ups.

Supporting the growth of the University Centres of Excellence Innovation to facilitate local relations within ecosystems.

FINANCIN

Support late-stage funding to help French deeptech champions emerge.

+

MAKING THE DEEPTECH PLAN RESONATE ON A EUROPEAN SCALE

Operational priorities :

Strengthen the **European dynamic** by coordinating around **common priorities** and sharing **best practice**

Disseminate the lessons learned from the Deeptech Plan to stimulate collective reflection and **work on the development of common tools**

THANK YOU !