

APPENDIX 1: THE NEXT40'S MEMBERS



Alan
SaaS Health Insurance.



BackMarket
Refurbished products marketplace



Believe
Solutions for music and video artists



BioSerenity
Wearable health monitoring devices



BlaBlaCar
Largest carpooling community worldwide



Blade (Shadow)
Cloud-based gaming computers



Cityscoot
Free-standing floating electric motor scooters



Contentsquare
Digital experience optimization platform



Deezer
Audio streaming platform



Devialet
Premium audio devices



Doctolib
HealthTech solution for appointments and teleconsultation



Evanéos
Customized travels marketplace

FINALCAD

Finalcad
Digital transformation solution



Frichti
Food delivery platform



HomeExchange
Home exchanging platform for tourists



HR Path
HR digital management



iAdvize
Conversational AI platform



Ivalua
Spend management



JobTeaser

Recruitment platform for students and graduates



Klaxoon

Collaborative apps suite



Ledger

Blockchain security expert



ManoMano

Gardening and DIY European marketplace



Meero

Online services for photographers



Mirakl

B2B marketplace solution



October

SMEs lending platform



OpenClassrooms

Education-to-employment online programs



OVH

Global cloud infrastructure provider



PayFit

HR and payroll management solution

re!commerce

Recommerce Solutions

Smartphone refurbishment and resale

 **sendinblue**

Sendinblue

Cloud-based customer relationship solution

 **sigfox**

Sigfox

IoT network solution

Shift Technology

Shift Technology

Insurance fraud AI detector

TALENTSOFT

Talentsoft

Cloud-based talent management platform

 **Vade Secure**
Advanced Email Protection

Vade Secure

Email security expert

Veepee 

Veepee

Event-driven online sales

Vestiaire Collective

Vestiaire Collective

Second-hand fashion platform

Voodoo

Voodoo

Mobile gaming publisher

 **wynd**TM

Wynd

Corporate sales SaaS

 **Ynsect**

Ynsect

Premium insect farming

younited credit.

Younited Credit
SMEs lending platform

APPENDIX 2: MEMBERS OF THE FRENCH TECH GOVERNMENT CORRESPONDENTS PROGRAM

ADMINISTRATIONS:



General Directorate for Employment and Vocational Training (Ministry for Labour)
General Directorate for Labour (Ministry for Labour)



General Directorate for Research and Innovation (Ministry for Higher Education, Research and Innovation)



General Directorate for Foreign Nationals in France (Ministry of the Interior)



General Directorate for Health Care (Ministry for Solidarity and Health)



Office for Sustainable Development (Ministry for the Ecological and Inclusive Transition)
Ecological Transition Contracts (Ministry for the Ecological and Inclusive Transition)



Ministry for Europe and Foreign Affairs



Agency for Defence Innovation (Ministry for the Armed Forces)



Interministerial Directorate for Government Transformation (Prime Minister)



France Stratégie (Prime Minister)



Directorate General for Enterprise (Ministry for the Economy and Finance)



France Experimentation (Prime Minister)



Directorate General of the Treasury (Ministry for the Economy and Finance)



Public Procurement Department (Ministry for the Economy and Finance)



Directorate General for Competition Policy, Consumer Affairs and Fraud Control (Ministry for the Economy and Finance)



Business Relations Mediator (Ministry for the Economy and Finance)



Customs (Ministry for the Economy and Finance)



General Directorate for Public Finances (Ministry for the Economy and Finance)

PUBLIC ESTABLISHMENTS AND AGENCIES:



ACOSS/URSSAF

Agency for social security organizations/ collecting social security payments



AFNOR

French national organization for standardization



ANFR

National Frequency Agency



APEC

Association for the employment of executive managers



Arcep

Independent agency in charge of regulating telecommunications



Banque de France

French Central bank



Bpifrance

French public investment bank



Business France

Public agency in charge of promoting investments in France and French international trade

GROUPE



Caisse des dépôts

Public financial institution in charge of long-term investments



CCI France

Chamber of commerce and industry



CNES

French national centre for space studies



CNRS Innovation

National Center for Scientific Research subsidiary for R&D and innovation



CNIL

French data protection authority



GENCI

French national high performance computing organization



INPI

National industrial property institute



INRIA

National institute for research in computer science and automation



Pôle emploi

National agency for employment



Radio France
French public service radio broadcaster



UGAP
French union of public purchasing groups

APPENDIX 3: FACTS AND FIGURES ON FRENCH TECH IN 2019

A strong appetite for Venture Capital

—
2nd
place for fundraising
among European countries
(Venture Beat)

2nd
in Europe for fast-growing
companies in the technology
sector
(Financial Times)

1st
in Europe for the number
of large companies
that created a lab,
incubator or accelerator
48% in France,
40% in Germany,
25% in UK
(Venture Beat)

1st country

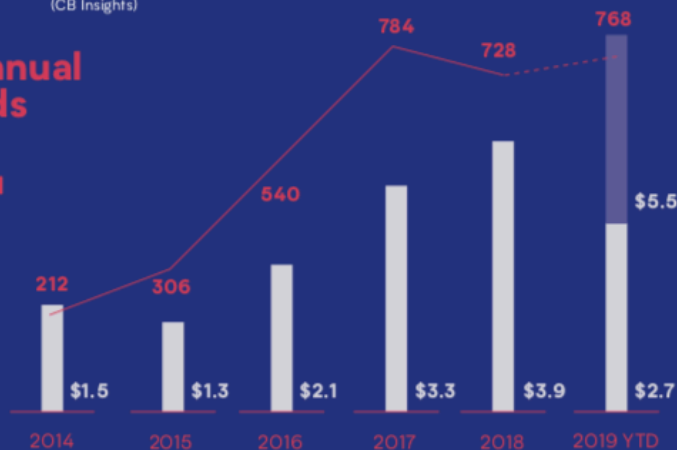
in Europe with 97 companies
among 500 tech leaders
(92 for UK and 50 for the
Netherlands)
(Deloitte Technology Fast EMEA Study)

\$2.7B
raised during the first
semester of 2019
(CB Insights)

x 4,3
number of deals > \$22M
between 2013 and 2018
(Bpifrance)

French Tech annual financing trends 2014-2019 (6/30/19)

Amount of funding (\$B)
Number of deals



Source : CB Insights

Tech giants are investing big in France. Not just for technology,
but for the teams that build them. Some examples:

Mobile

- **Snapchat**
Zenly: \$300M
- **IAC**
Meetic: \$500M
- **Trainline**
CaptainTrain: \$189M
- **Microsoft**
Sunrise: \$100M

Deeptech

- **Nokia**
Withings: \$190M
- **Softbank**
Aldebaran: \$100M

Marketplaces

- **GetAround**
Drivy: \$300M
- **TripAdvisor**
TheFork: \$150M

SaaS

- **Adobe**
Neolane & Fotolia: \$1B
- **SAP**
BusinessObjects: \$6B
- **Ultimate Software**
PeopleDoc: \$300M
- **BNP Paribas**
Compte Nickel: \$200M

The playbook from investment to IPO is clear thanks to Criteo
(NYSE: \$1.69B IPO) & Talend (Nasdaq: \$537M IPO).

An unlimited pool of tech talent

Startups grow faster when they have access to a sustainable source of talent. France has **1 million engineers** and trains 50.000 more every year – that's what you get when you invest in STEM education. Additionally, half of our 70.000 PhD students are international.



2nd largest mathematics institution in the world



Leading engineering school

INSEAD

1st MBA program in Europe



1st Master in Management in Europe



1st tuition-free computer programming school

Europe's AI Capital

France leads in field medals (per capital & total), so it's no surprise to find French innovators Luc Julia & Yann LeCun leading **Samsung** & **Facebook's** respective AI departments. Alongside **Google**, **Microsoft**, **Fujitsu** & **IBM**, they employ 1.000+ AI researchers in France.

US startups put down roots

Unicorns like **Datadog**, **Symphony** & **Bird** are investing big in France already, hiring technical & operations talent that will allow them to stay competitive in Europe and grow worldwide.

7 innovations in how the government supports startups

- ▶ **The world's most open talent visa:** 4 years, no diploma, no fees & no quotas: the FrenchTech Visa enables hypergrowth startups to recruit global talent at hypergrowth speeds.
- ▶ **Labor reforms that mean business:** standardized severance caps, flexible company level bargaining and simplified contract termination.
- ▶ **€1.6 Billion public investment fund:** including €300M earmarked for deep tech, we're funding the next generation of startups.
- ▶ **30% deduction of R&D expenses:** the most favorable tax incentive among OECD members; setting up an engineering hub is a no-brainer.
- ▶ **3 major tax reforms for startups:** 30% capital gains tax, elimination of wealth & exit taxes, and a 25% corporate tax rate by 2022.
- ▶ **We're bullish on crypto:** we've created a comprehensive legal, tax and regulatory framework for ICOs.
- ▶ **Rolling out the red carpet:** our newly launched French Tech 120 program unlocks access to dedicated "startup correspondents" across key ministries & agencies to fast-track services, procurement & invitations to join the President on foreign visits.

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