

STARTUPS FUNDRAISING IN FRANCE

KEY INFO IN

10
POINTS

1

2018: A RECORD YEAR FOR FUNDRAISING

2018 was a record year for fundraising in France, with 645 transactions recorded (+ 41% compared with 2017), representing €3.6 billion (+ 7%). (EY, 2019)

2

STOCK MARKET FLOTATIONS AND SUCCESSFUL ACQUISITIONS

In 2018, People Doc, which specializes in human resources management software, was bought by American company Ultimate Software Group for US\$300 million; German group Cewe acquired a €36 million majority stake in photo printing specialist Cheerz; and both Voluntis and Kalray were successfully floated on the stock exchange, valued at US\$123 million and US\$111 million, respectively. Furthermore, in early 2019, American company Getaround acquired car-sharing specialist Drivy for US\$300 million.

3

FRANCE: #2 IN EUROPE FOR VENTURE CAPITAL

France is second in Europe for the number of deals after the United Kingdom with 703, and third for the amounts raised after the United Kingdom (€7.4 billion) and Germany (€4.4 billion). (EY, 2019)

4

VALUABLE FRENCH STARTUPS

In March 2019, following a €150 million fundraising round, online medical appointment booking platform Doctolib became France's latest unicorn, joining a group of startups valued at over US\$1 billion. These include Deezer, which offers a music streaming service, car-sharing specialist BlaBlaCar, cloud computing company OVH and private sales website vente-privee.com.

5

SURGE IN BUSINESS ANGELS

There are currently around 5,000 business angels in France. In 2018, they invested €37 million through 455 operations. The top three sectors in terms of investment were IT and digital (42% of funds), pharma and biotech (22%), and industrial goods and services (10%). Since 2001, €600 million have been invested in more than 3,900 companies. (France Angels)

6

OVER €400 MILLION RAISED THROUGH CROWDFUNDING

In 2018, French crowdfunding platforms raised €402 million, up 20% from 2017 (€336 million). In all, a total of 33,381 projects were funded, with 80% of the total amount collected destined for VSEs, SMEs, mid-size companies and startups. (Baromètre du Crowdfunding 2016, Financement Participatif France – the French crowdfunding association)

7

LEADING FRENCH CROWDFUNDING PLAYERS

In 2018, there were 194 crowdfunding platforms registered in France. Since 2010, Ulule has funded 27,000 projects, raising more than €136 million. With nearly 2.5 million active members, it is Europe's leading crowdfunding site. KissKissBankBank, which was acquired by La Banque Postale in 2017, has raised more than €100 million since 2009 thanks to more than 1.4 million donors. (FPP)

8

EARLY-STAGE TAX EXEMPTIONS

The 'innovative new company' (JEI) status makes startups eligible for a number of tax breaks, including full exemption from corporate tax in the first year. These advantages can be combined with France's research tax credit and the innovation tax credit. Forty-seven percent of French startups have this status, with 55% benefitting from the research tax credit. (France Digitale)

9

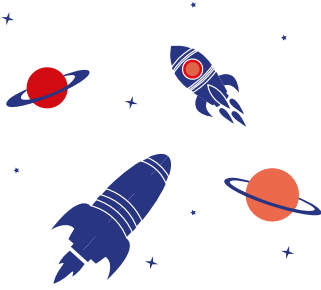
EASIER CREDIT THROUGH LOANS FROM BPIFRANCE

Startups can benefit from different types of financial support through France's public investment bank Bpifrance. These include the French Tech grant (up to €30,000), seed capital loans (ranging from €50,000 to €100,000, or even as much as €300,000 if regional authorities agree to stand as guarantor), and an innovation advance (up to €3 million).

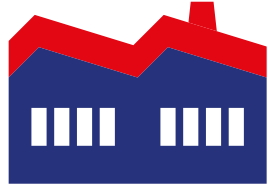
10

ACTIVE FUNDS

Bpifrance is the leading investor in the French market, followed in the private sector by Kima Venture, isai and idinvest partners. (CB Insights, 2019)



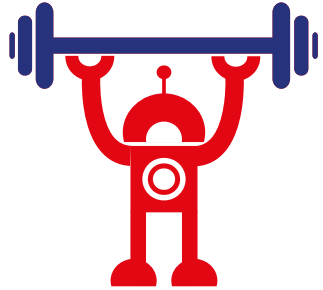
10,000
STARTUPS IN FRANCE
(EY)



STATION F:
THE WORLD'S LARGEST
STARTUP CAMPUS
(EY)



#2 COUNTRY IN
EUROPE
FOR FUNDRAISING
IN 2018
(645 OPERATIONS)
(DEAL ROOM)



€3.6 billion
RAISED BY FRENCH
STARTUPS IN 2018
(EY)

BUSINESS FRANCE
77, boulevard Saint-Jacques
75680 Paris Cedex 14
Tel. : +33 1 40 73 30 00

