

SATT Webinar

18 December, 2018

17:00 – 18:00

www.euroquity.com

www.techtour.com/FTTI

#FTTI18





France Tech Transfer Invest

Paris - 13 - 14 February 2019

WWW.TECHTOUR.COM



Facilitator: William Stevens
CEO, Tech Tour

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1. **Opening and introduction – Nathalie Delorme, Bpifrance**
2. **Objectives & Actions – William Stevens, Tech Tour**
3. **Selection Criteria, application process & deadlines – William Stevens, Tech Tour**
4. **Demo of the Euroquity platform – Marie Dolle, Euroquity**
5. **Next steps – William Stevens, Tech Tour**

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Hosts

bpifrance

euroquity

SATT
Réseau
Les Sociétés d'Accélération
du Transfert de Technologies



 **Inserm**
La science pour la santé
From science to health

Inria

Organiser



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Summary

Tech Tour is a collaborative Community built over 20 years to bring together **tech entrepreneurs with strategic investors** through specialised live and online events and programmes

Every year, we bring together

750+

selected emerging & growth tech entrepreneurs

500+

venture capital & corporate investors review companies

25+

live events and online programmes hosted by partners

3 Tech Tracks

Health
Digital
Sustainability/
Cleantech

Statistics

- 47% of the spin-offs had contact with funds after the first edition of the event
- Half of the spin-offs were contacted by French funds only, 12% by European funds, and 38% by both French and European Funds
- The post-event meetings have resulted in serious discussions with a potential to raise 50% of desired funding
- As of November 2017, 2 spin-offs raised funds following the FTTI
- Amounts range from 340,000 euros to 1.2 million euros. The average is 817,000 euros
- These fundraisings were made from both investment funds and Business Angels (50/50)

Source: Bpifrance – "Reporting - FTTI 2017"

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Programme

- Helps spin-offs to meet and engage with international and French investors and corporate partners
- Aims to efficiently and effectively support French tech transfer spin-off companies, nurtured by five French government bodies: **SATT, CEA, CNRS, Inria and Inserm**
- Collaboration between the SATT, Bpifrance and its EuroQuity platform and Tech Tour

Type of spin-off companies

- 40 selected technology transfer spin-offs from France
- Nominated by the five French government bodies
- Selected by investors in the field of Digital, Biotech, Medtech and Clean Tech
- Spin-offs looking for a Seed and Series A round

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Programme – 13 Feb

09:50 – 10:30	Registration dry-run session
10:30 – 11:15	Introduction with best pitch and presentation format
11:15 – 13:15	Venture Academy presentation sessions Interactive Sessions with selected companies to “dry-run” and coach their presentations
13:15 – 14:30	Networking lunch
14:30 – 16:30	Venture Academy presentation sessions Interactive Sessions with selected companies to “dry-run” and coach their presentations
16:30 – 17:30	Networking Coffee Break & Individual time to improve the presentation and elevator pitch
17:30 – 18:15	Registration for main event
18:15 – 18:25	Welcome by William Stevens (Tech Tour)
18:25 – 19:15	1 Minute elevator pitches by the 40 selected companies
19:15 – 19:45	Keynote Speeches
19:45 – 22:00	Drinks and networking dinner



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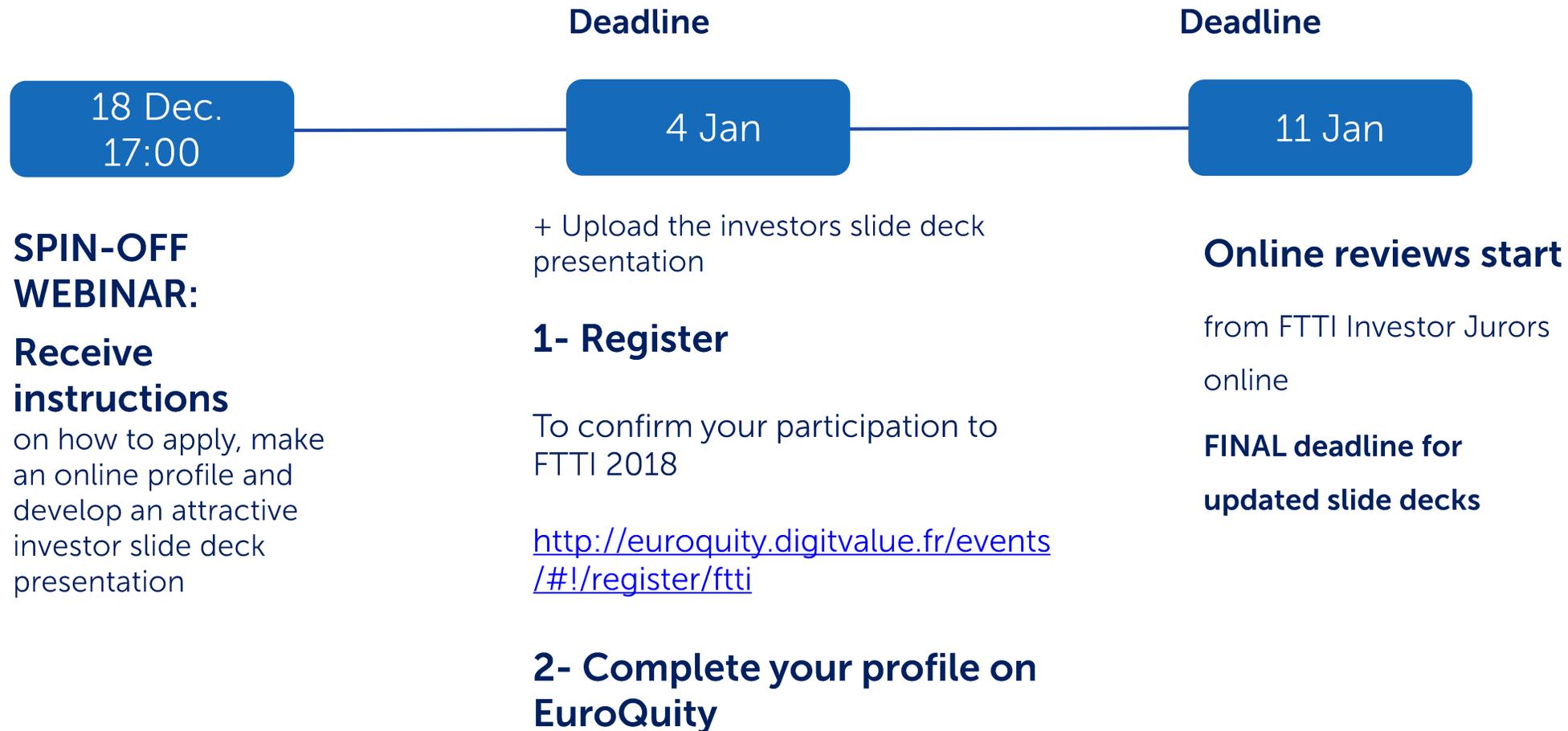
WWW.TECHTOUR.COM

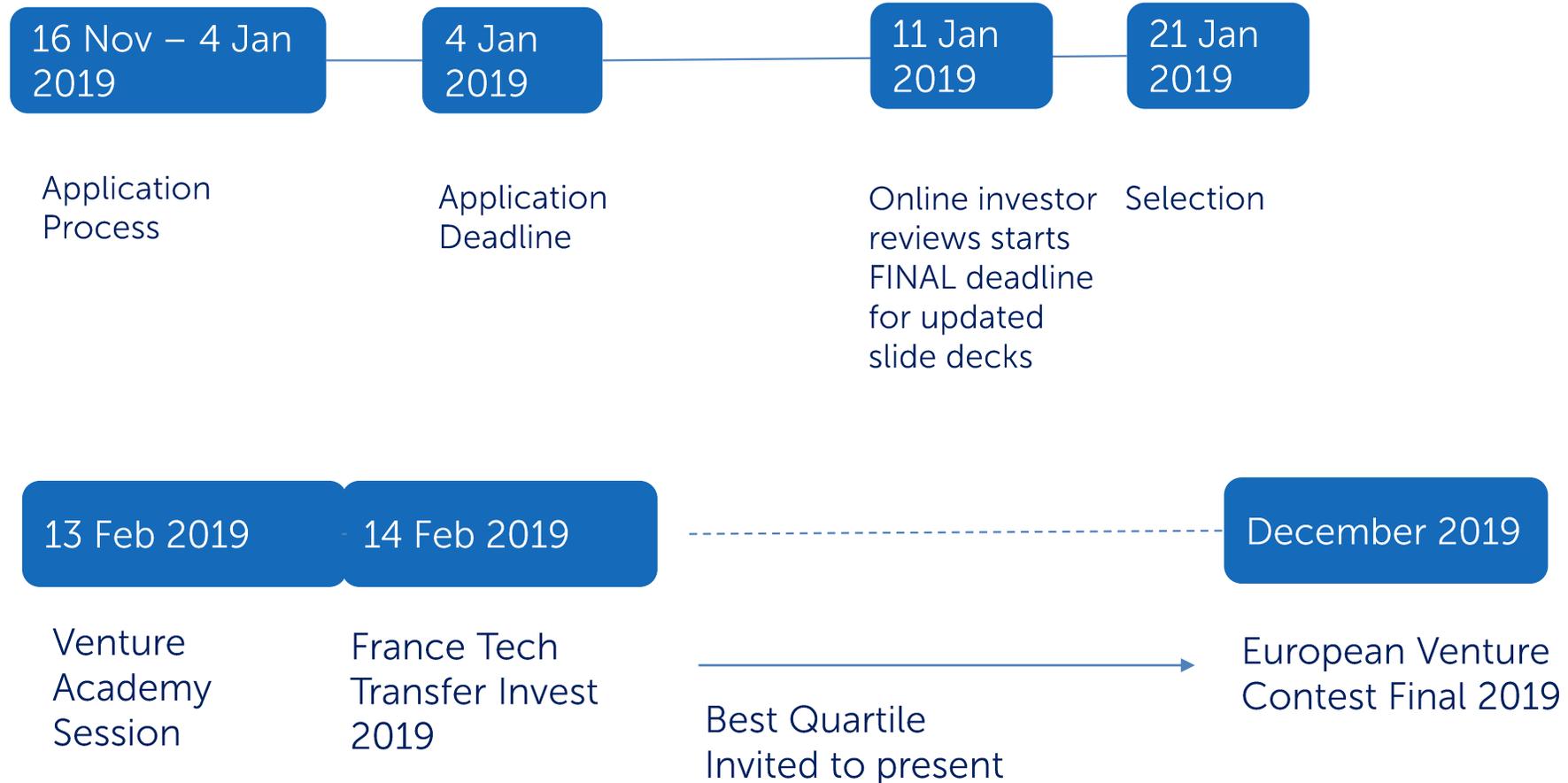


08:45 – 09:30	Networking breakfast & registration	
09:30 – 11:00	Presentation Sessions ICT/Digital – Deep Tech	Presentation Session Cleantech – Sustainability & Mobility
	Presentation Session Biotech – Therapeutics & Drugs	Presentation Session Medtech – Diagnostics & Health Monitoring
11:00 – 12:00	One2One Meetings	
12:00 – 13:00	Networking Lunch	
13:00 – 14:00	One2One meetings	
14:00 – 14:45	Opening Panel “Best Practices for Tech Transfer Invest”	
14:45 – 15:00	Move to Sessions	
15:00 – 16:30	Presentation Sessions ICT/Digital – Software/Wearables	Presentation Session Cleantech – Materials & Industrial IOT
	Presentation Session Biotech – Radiation Therapy & Cancer Treatment	Presentation Session Medtech – Devices
16:30 – 17:00	Networking Coffee Break	
17:00 – 17:20	Announcement of EVC finalists & Closing remarks by the organizers & Hosts	
17:20	End of the forum	

Purpose of the Venture Academy

- Helps spin-offs fine-tune their pitches and presentations
- They receive feedback from venture capital and corporate investment coaches on the presentation as well as the business and investor proposition
- Review of peers helps to bring new insights and ideas as well as fosters collaboration
- Takes place the day before the final pitching session – 13 February





Demo by:

Marie Dolle, Euroquity



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Register on the EuroQuity platform

France Tech Transfert Invest 2019 Registration



Your email

Your first name

Your last name

Your phone number

Your organization name

Your entity type

Your position

By joining the FTTI 2019, I agree to create my profile on EuroQuity, the matchmaking service of Bpifrance and to be part of the jury of investors

Register

4 Jan

Register

To confirm your participation FTTI 2019

Link for your startups
And for your investors

<http://euroquity.digitvalue.fr/events/#!/register/ftti>

After registration, each start-up will receive an email containing all the details to log in on the platform.

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EuroQuity profile

eurquity Shine, Match & Deal

Search by company, investor, community, ...

Dashboard My space

Last update March 28, 2017

English

About News feed Looking for investors Dataroom

GlioCure <

GlioCure aims to cure glioblastoma, the most frequent and aggressive malignant brain tumor, which has an incidence of 5 cases per 100,000 persons in the EU and US, and causes 200,000 deaths each year worldwide with a median survival time at diagnosis of 14-16 months with standard treatment.

To answer the challenge of glioblastoma, GlioCure has adopted an innovative approach based on hyper specialization and development of glioblastoma-specific drugs.

GlioCure is...

[See more](#)

Fundraising in progress

€50,000 0%

COMPANY

2

GlioCure

GlioCure is a biotech start-up company dedicated to the treatment of glioblastoma, the most frequent and aggressive malignant brain tumor.

We are looking for investors

Team member(s)

FOUNDER(S)

Louis-Marie Bachelot
CEO, GlioCure
English, French

Claire Lépinoux-Chambaud
Co-fondateur (actuellement Ingénieur R&D à la SATT Ouest Valorisation), GlioCure
French

+

Join this organization

KEY INFORMATION

My business sectors Biotechnology, medical, health

Creation date September 7, 2016

Intra-community VAT Number FR46822444840 ✓

Locations France

CERTIFICATIONS

Label InvestNet
InvestNet is the certification of innovative companies supported by Bpifrance, with a majority of start-ups in technology profile. 1174 Entities

Entreprises Innovantes des Pôles de Compétitivité
39 Entities

COMMUNITIES

Communauté SATT
SATTs are Societies By Simplified Actions created by several public research centers as part of the 'Investments for the Future' Program (french PIA); within the commercialization department. 131 Members

11 Jan

Complete your profile on EuroQuity (according to the checklist – next slide)

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The screenshot displays the EuroQuity profile for GlioCure. At the top, there's a search bar and navigation links for 'Dashboard' and 'My space'. The main content area is divided into several sections:

- Header:** 'Last update March 28, 2017' and a language dropdown set to 'English'.
- About:** A navigation menu with 'About', 'News feed', 'Looking for investors', and 'Dataroom'.
- Company Overview:** A photo of the team, a fundraising progress bar for €50,000 (0% complete), and the GlioCure logo. A description states: 'GlioCure is a biotech start-up company dedicated to the treatment of glioblastoma, the most frequent and aggressive malignant brain tumor.'
- Team member(s):** A section titled 'FOUNDER(S)' featuring two profiles:
 - Louis-Marie Bachelot:** CEO, GlioCure; English, French.
 - Claire Lépinoux-Chambaud:** Co-fondateur (actuellement Ingénieur R&D à la SATT Ouest Valorisation), GlioCure; French.
- Key Information:**
 - My business sectors: Biotechnology, medical, health
 - Creation date: September 7, 2016
 - Intra-community VAT Number: FR46822444840 ✓
 - Locations: France
- Certifications:**
 - investNet:** Investnet is the certification of innovative companies supported by Bpifrance, with a majority of start-ups in technology profile. 1174 Entities.
 - Entreprises Innovantes des Pôles de Compétitivité:** 39 Entities.
- Communities:**
 - Communauté SATT:** SATTs are Societies By Simplified Actions created by several public research centers as part of the "Investments for the Future" Program (French PIA), within the commercialization department. 131 Members.
- Footer:** 'We are looking for investors' and a 'Join this organization' button.

- Organization name
- Organization logo
- Short description
- Full description
- Team member(s)
 - First Name
 - Last Name
 - Photo
 - Title
- Key Information
 - Creation Date
 - Turnover
 - VAT Number (SIREN)
 - Sectors
- Looking for investors
- Join the « SATT Community »
- Download your presentation in the Dataroom

1. **Business potential**
2. **Team experience**
3. **Product / technology merit**
4. **Competitive position**
5. **Investment or partnering interest**
6. **Company presentation quality**

Each criteria rated 1 to 10 by min 3 investors as based on the available slide deck investor presentation

Best 10 ranked spin-offs for the average totals of all 6 criteria are selected in each of the 4 tech sectors (and 3 runner-ups invited)

Goal

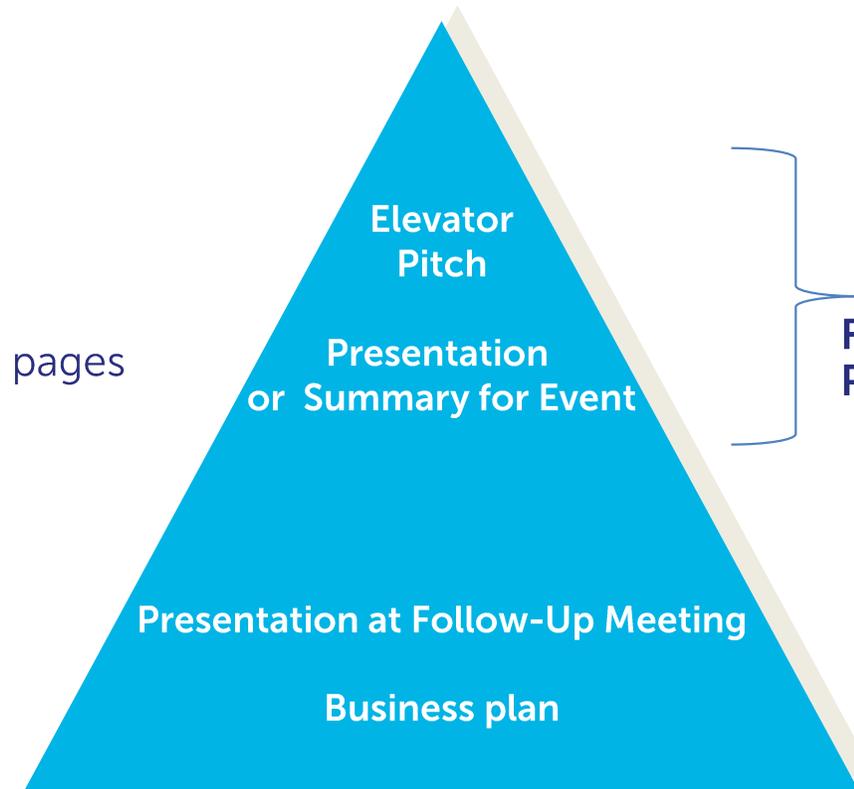
- Spark interest
- Get to the “top of the pile”
- Summary
- Get invitation to meet

- Generate genuine interest
- Start due diligence
- Structure your thoughts
- Underpin your strategy

Length

- 30-120 sec.
- 10-12 slides or 2 pages

- 15+ slides
- 30-40+ pages



Content of an ideal Slide Deck investor presentation

1. **Summary** – Key points
2. **Vision / Goals** – Why – what big problem are they solving? (elevator pitch)
3. **Team** – Who will execute, guide, invest?
4. **Target Market** – Which customer types in what segments will buy?
5. **Product/Technologies** – What solution is solving customer pain?
6. **Clients & Business Model** – How will they make money?
7. **Sales & Distribution Model** – How/via Whom will they sell?
8. **Competitors** – What are comparable companies?
9. **Metrics/Figures** – What size of business are they (past/future)?
10. **Partnering offer** – What do they offer partners?
11. **Investment need** – How much funding is needed for what?
12. **Contacts** – Where can we find more info? Who to contact?

Critical factors

- ✓ Cover all points
- ✓ Less than 15 slides
- ✓ Limit text on slides

- ✓ Tell a story (where the slides only support you)

Goal: Generate visibility & interest

Content:

1. Market problem / customer pain
 2. Your solution / benefits
 3. Validation / proof / examples
- Your company name + contact action / invitation

Critical factors

- ✓ Simple + short
- ✓ Establish “rapport”
- ✓ Passionate but clear
- ✓ Memorable

Next Steps

Other steps by Tech Tour

1. The five French government bodies: SATT, CEA, CNRS, Inria and Inserm, nominate and invite the relevant tech spin-offs ASAP and until 4 Jan. Application Deadline. Final selection by 21 January.
2. ***Confirm 60 venture & corporate investors - 40 international & 20 from France***
3. Make sure that all 60 tech spin-offs applicants load an investor slide deck
4. ***Get all the applicants reviewed by at least by 3 investors***
5. Invite the 40+ best rated tech spin-offs to present on 13 & 14 February
6. Join the FTTI event on 13 & 14 February
7. ***Promote those 12 tech spin-offs rated as 'best quartile' by the Forum investors after 14 February during the Tech Tour 2019 European Venture Contest Final***



William STEVENS
Group Managing Director
+32 26 44 65 80
wstevens@techtour.com



Annalisa GARDELLA
Team Leader
+32 2 643 3691
Annalisa@techtour.com

Main contact for Spin-Offs