

# SATT Webinar

18 December, 2018  
17:00 – 18:00

[www.euroquity.com](http://www.euroquity.com)

[www.techtour.com/FTTI](http://www.techtour.com/FTTI)

#FTTI18



# France Tech Transfer Invest

Paris - 13 - 14 February 2019

[WWW.TECHTOUR.COM](http://WWW.TECHTOUR.COM)



**Facilitator: William Stevens**  
**CEO, Tech Tour**

[www.euroquity.com](http://www.euroquity.com)

[www.techtour.com/FTTI](http://www.techtour.com/FTTI)

**#FTTI18**



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



## Organiser



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#FTTI18



# 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"

### 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	<b>Venture Academy presentation sessions</b> Interactive Sessions with selected companies to “dry-run” and coach their presentations
13:15 – 14:30	Networking lunch
14:30 – 16:30	<b>Venture Academy presentation sessions</b> 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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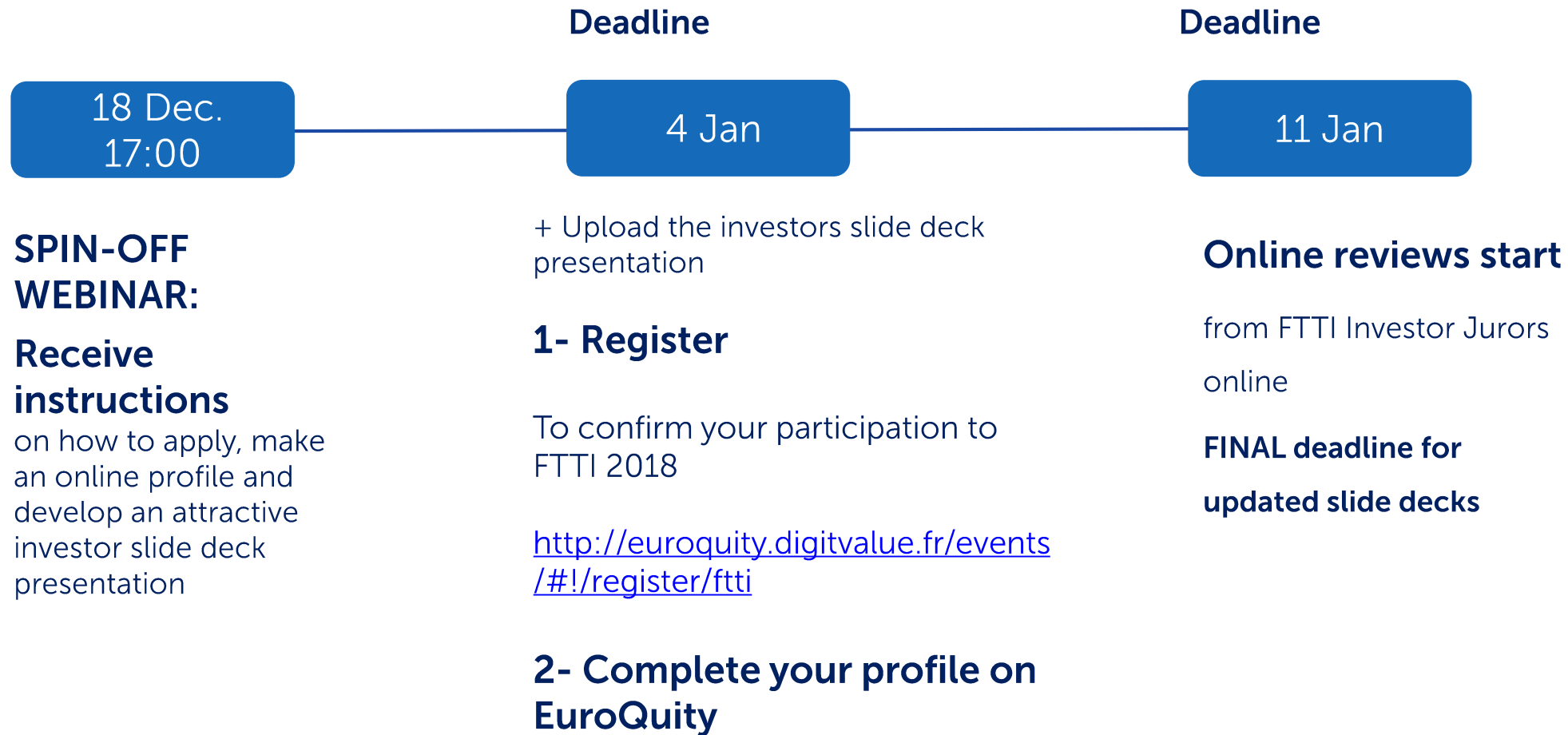


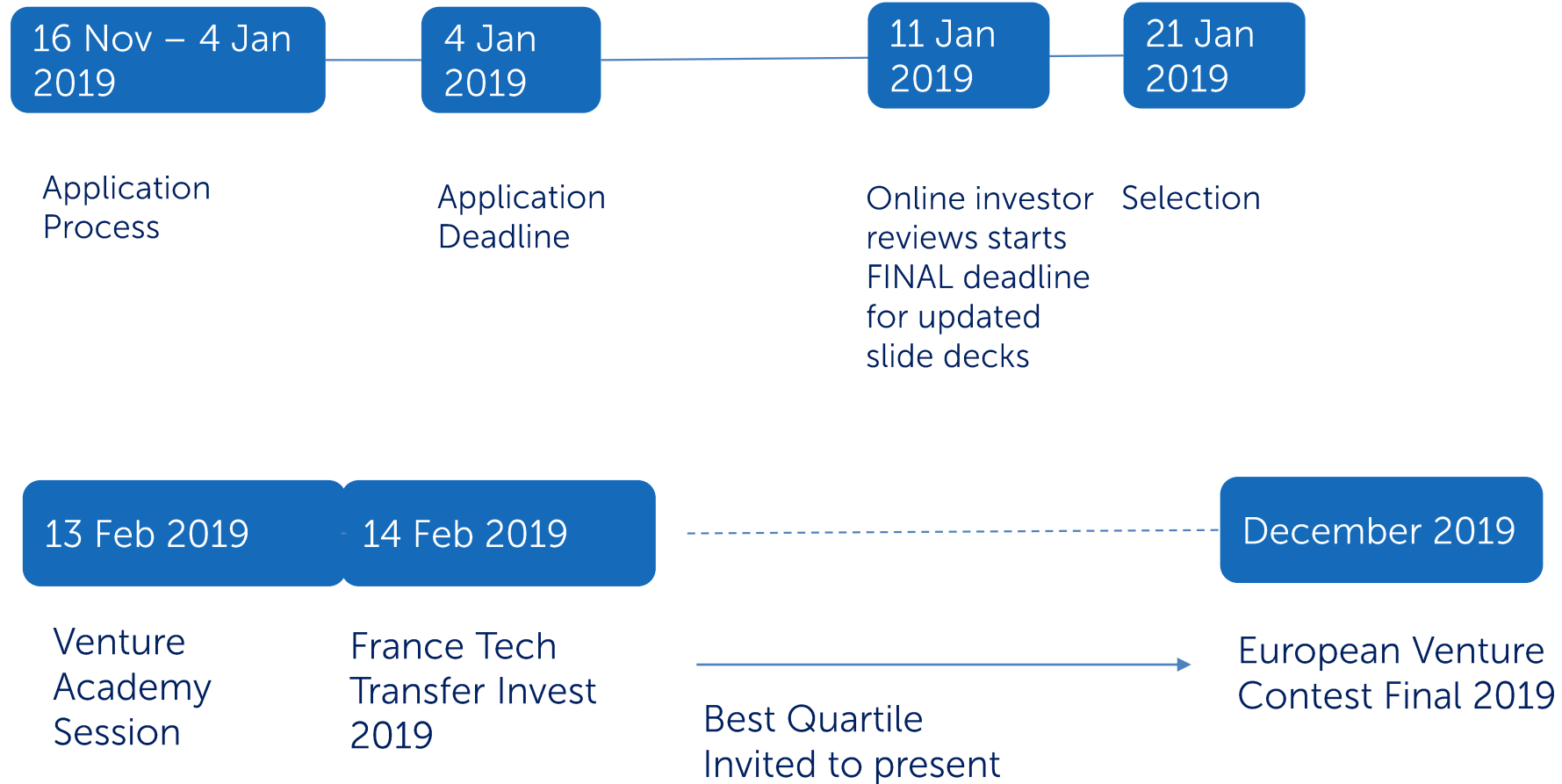
<b>08:45 – 09:30</b>	Networking breakfast & registration	
<b>09:30 – 11:00</b>	Presentation Sessions ICT/Digital – Deep Tech	Presentation Session Cleantech – Sustainability & Mobility
	Presentation Session Biotech – Therapeutics & Drugs	Presentation Session Medtech – Diagnostics & Health Monitoring
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



☐

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


 Shine, Match & Deal

Search by company, investor, community, ...

Dashboard My space


English


Last update **March 28, 2017**




Fundraising in progress

€50,000 0 %

 COMPANY

 2



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

### 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](#)

### 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

**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

**SATT**  
Société d'Appui Technologique et Technologique

**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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## EuroQuity check list

**euroQuity** Shine, Match & Deal

Search by company, investor, community, ...

Dashboard My space

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**€50,000** 0%

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We are looking for investors

Join this organization

- ☐ 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

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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

## Length

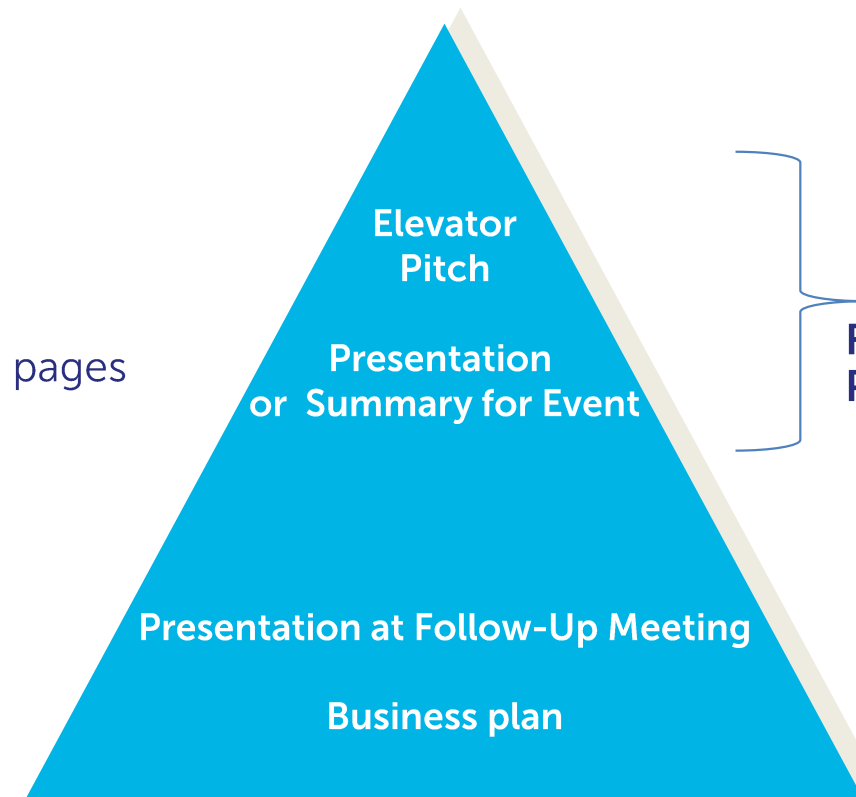
30-120 sec.

10-12 slides or 2 pages

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

15+ slides

30-40+ pages



Focus of Programme

## 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***



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Annalisa@techtour.com

**Main contact for Spin-Offs**