

# What is La French Tech?

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# 1. The tech ecosystem in France

## The tech ecosystem in France – A few figures



**25 000**

French start-ups

**30**

unicorns

**1.1M**

Direct and indirect  
jobs

**€13.5 bn**

Raised in 2022

## The tech ecosystem in France – A few figures

A zoom on

**French Tech Next40/120**

Sales of **€11.3 billion** euros by 2022

1 job in a French Tech Next40/120 start-up  
generates **5.2** direct and indirect jobs

**9/30** French unicorns are DeepTech

**3/5 of French people** use a service provided by a  
French Tech Next40/120 start-up at least once a  
month

# The role of the government – Supporting the French Tech ecosystem



- Bpifrance has injected **€67bn** in the French economy in 2022
- Financed the creation of **15,700** new businesses



- Providing **advice and administrative guidance** to anyone who wants to join the ecosystem



- Flat tax dividends of **30%**
- Corporate tax progressively lowered **from 33.3% to 25%**
- **Business Growth** and Transformation Action Plan (loi PACTE)



- The French Tech Visa welcomes **international talents, investors and founders** with open arms
- The benefits: valid to 4 years, diploma agnostic, family friendly

# The role of the government – Financing the French Tech ecosystem



- ? **The France 2030 Plan:** €54bn to finance the ecosystem
- ? Half of which is aimed at upcoming actors of innovation

- ? **Tibi initiative launched in 2019**
- ? Objective: increase the financing capacity of tech companies by directing savings from institutional investors towards VCs:
  - **Tibi 1:** 23 French institutional investors committed to investing €6 billion between 2020 and 2022,
  - **Tibi 2:** announced in June 2023 with €7 billion in private funding committed to develop the tech companies of tomorrow.

## 2. What is the French Tech Mission?



# The French Tech Mission



**The French Tech Mission** is an administration that was created in 2013 to support the structuring and growth of the French start-up ecosystem in France and globally. It is responsible for deploying public policies for start-ups and bringing together this ecosystem.

It reports to the Directorate-General for Enterprise (DGE), within the Ministry of the Economy, Finance and Industrial and Digital Sovereignty (MEFSIN).

## Our 3 missions

Promote the tech  
ecosystem



Leading a network  
of French Tech Capitals  
and Communities



Support start-ups



## Leading a network of French Tech Capitals and Communities

**16**

**Capitals** in France

**32**

**Communities** in France

**67**

International **Communities**

**6 000**

start-ups involved

**1 400**

volunteers

**70%**

of entrepreneurs

Present **in 52** countries

### Several objectives:

- Deploy regional programs ;
- Support the development of start-ups ;
- Strengthen French Tech's international reputation and leadership ;
- Attract talents and investments to the French ecosystem.

## Support the start-ups – French Tech Next40/120



**INNOVAFEED**  
**Industrial start-up upgraded from FT120 to Next40**, specialized in insect breeding for animal and plant feed.



**ECOVADIS**  
**New French Next40 unicorn**, Ecovadis is a platform for evaluating CSR performance and responsible purchasing.



**PAYFIT**  
**FT120 unicorn**, PayFit is a French company developing a SaaS payroll and human resources management tool.



**PLAYPLAY**  
**FT120**, Playplay is a video creation platform helping enabling companies to turn their messages into engaging videos

## Support the start-ups – French Tech 2030



### PASQAL

Start-up founded in 2019, designs a quantum computer at the Palaiseau optics institute.



### AGRIODOR

A natural alternative to insecticides to reduce crop damage while respecting the environment and biodiversity.



### U-SPACE

U-Space aims to provide its customers with a turnkey service based on next-generation modular nanosatellites.

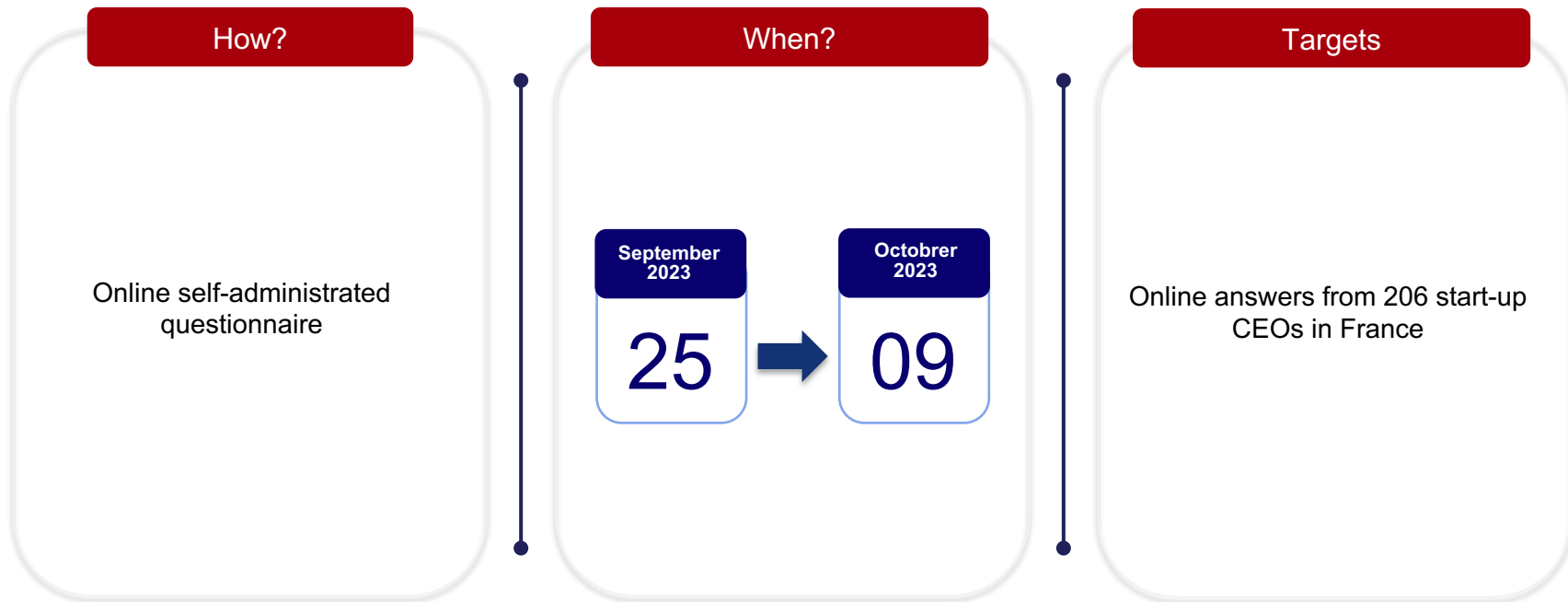


### KIRO

Kiro is a fast-growing start-up developing artificial intelligence solutions for medical biology.

# 3. Where will La French Tech be in 10 years time?

## Methodology



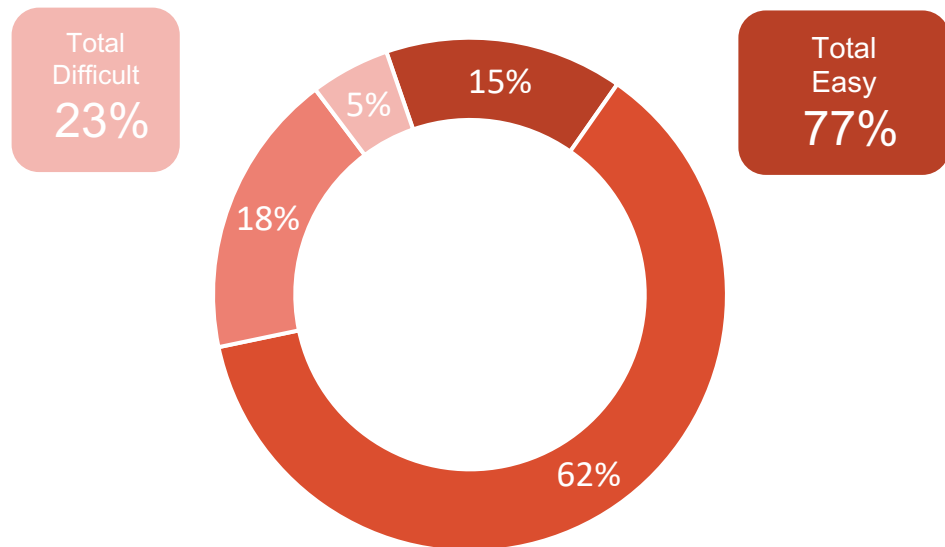
Survey carried out online by self-administered questionnaire among a sample of 1,800 start-ups from all business sectors supported as part of the French Tech Mission programs (FTNext 40/120, FT 2030, etc), and start-ups from the network of 16 Capitales French Tech (2/3 of the sample located outside Ile de France).

## France: a fertile ground for entrepreneurs

For 3/4 of the CEOs, France is a country that favors starting a business: **77% of them say that « it's easy to create a business in France ».**

### Actions of the French Tech Mission

The **French Tech Capitals and Communities network** is located in every French territory, from the Hexagon to the French Overseas Territories. It is developing the **French Tech Central** program, which includes more than 60 public administrations (such as Pôle Emploi, URSSAF, etc.) and more than 245 Correspondents meeting the needs of start-ups.

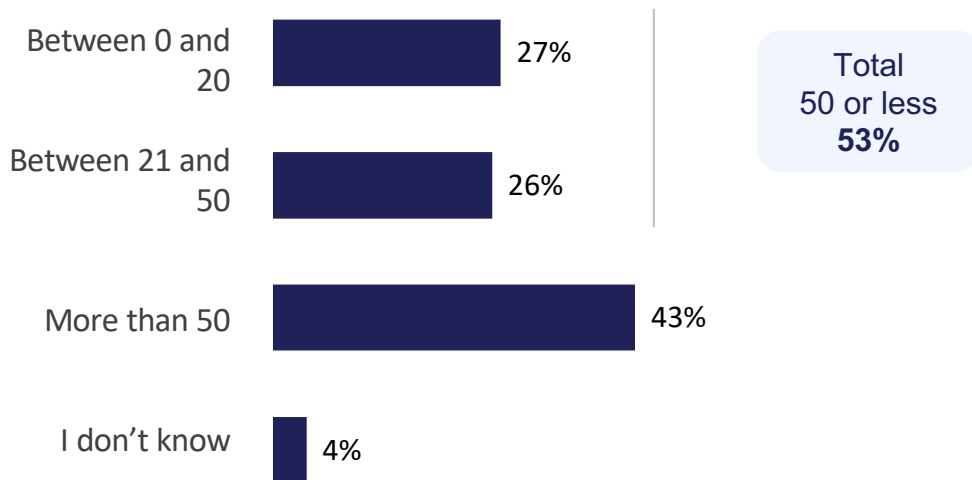




## A sector with high job creation potential

**Almost half of respondents (43%)** plan to **create more than 50 jobs** over the next 5 years.

**65%** plan to **recruit new graduates** (a much higher score than for employees of large groups (39%) or people undergoing retraining (22%)).

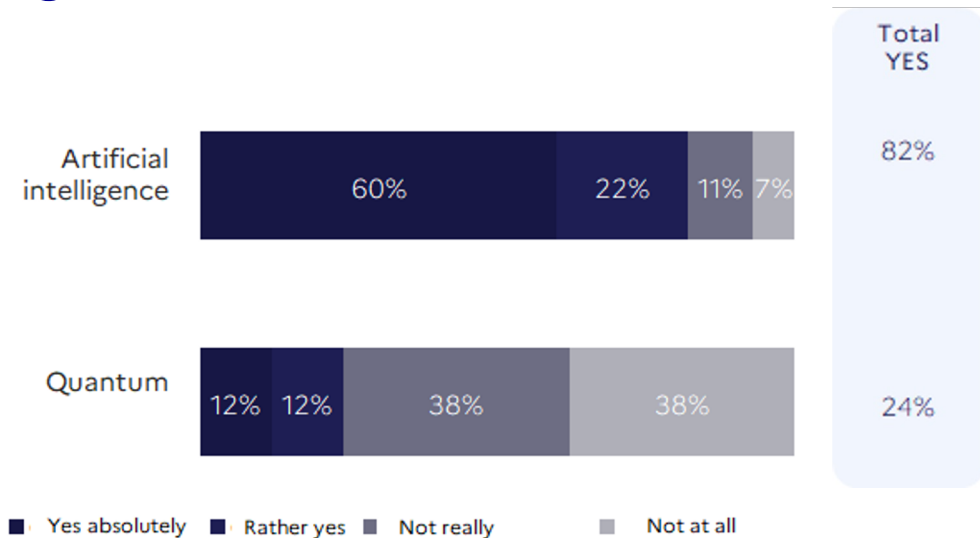


## A sector embracing new technologies

Artificial intelligence is seen as **an opportunity by 82%** of them (vs **only 24% for quantum**).

### Action of the French Tech Mission

**French Tech 2030** is a program for start-ups addressing major societal challenges, **10%** of the laureates are developing **artificial intelligence** solutions.

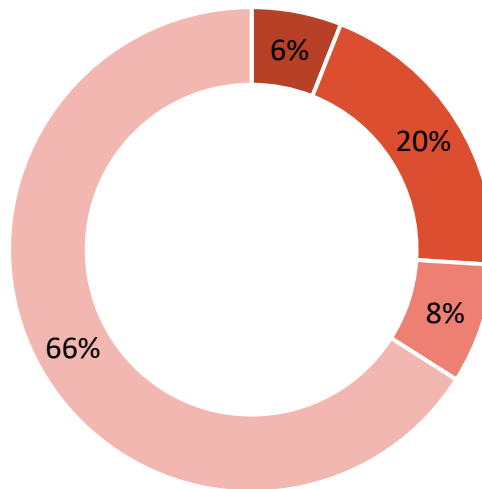


## Contrary to common beliefs, French Tech entrepreneurs are not focused on only creating platforms or services

**34% of CEOs of start-ups**, between 2 and 5 years old, **plan to build a factory** in the next few years.

### Action of the French Tech Mission

The French Tech Mission's program support industrial start-ups (**69% of French Tech 2030** laureates operate at least one factory or plan to build a factory, in France or abroad).



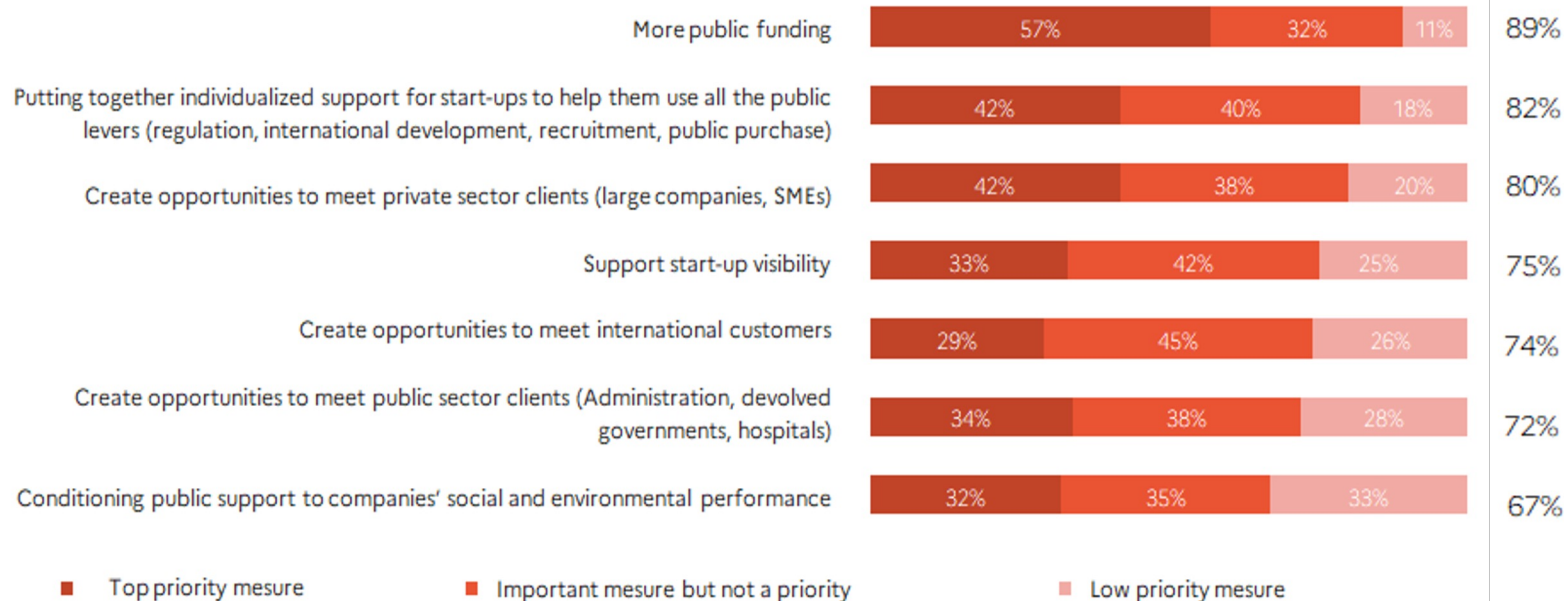
Total  
YES  
**34%**

Less than 50 employees:  
**41%**

Turnover under  
€2 millions **39%**

Outside of Ile-de-France:  
**39%**

## Entrepreneurs believe the French State has a role to play alongside them





RÉPUBLIQUE  
FRANÇAISE

*Liberté  
Égalité  
Fraternité*



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