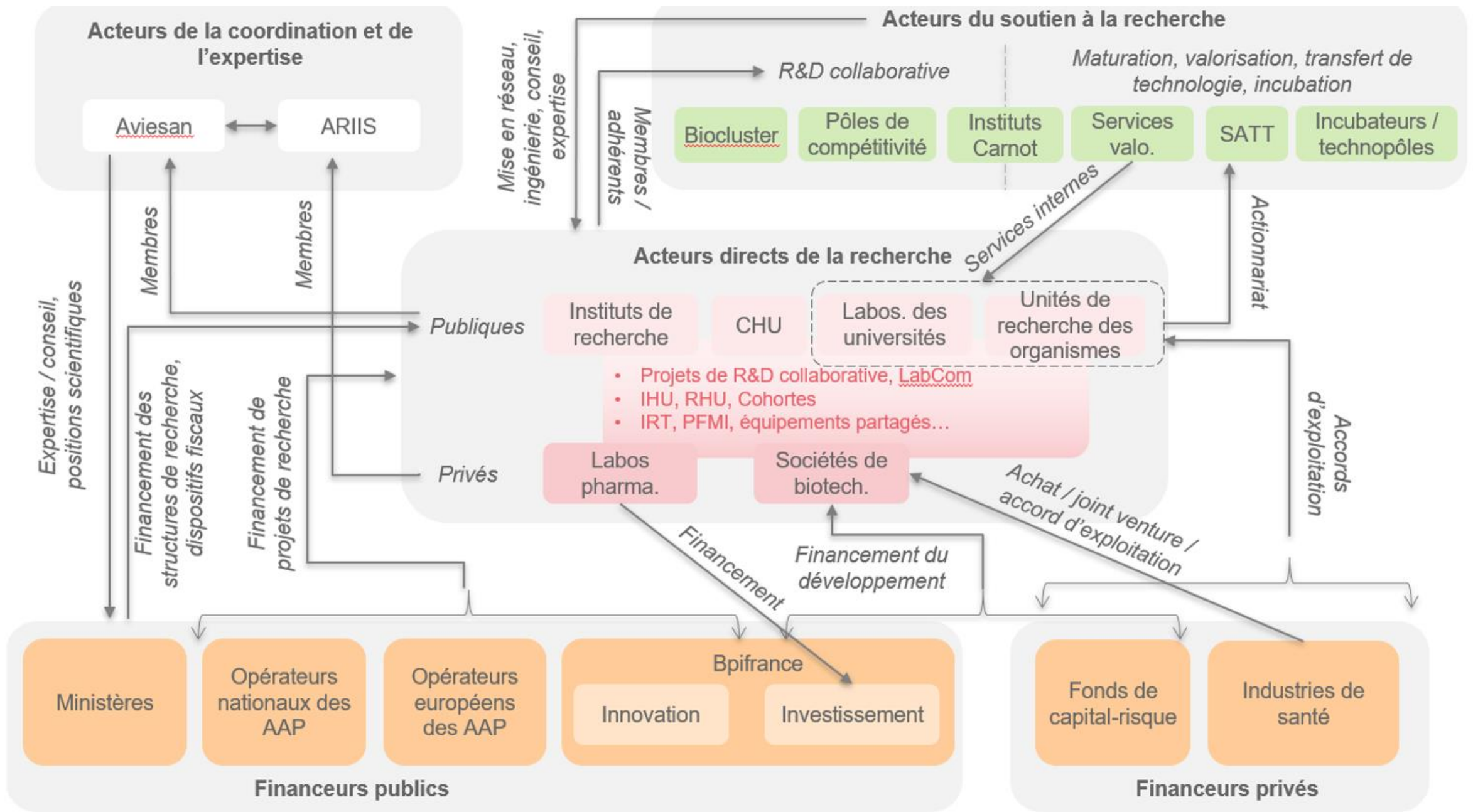


An integrated overview of the innovation ecosystem in Paris Region

Elodie Thierion, PhD
Healthtech project manager
Biotech & Pharma





The Main Players Of Health Innovation In Paris Region

Institutionals



Public fundings



Flagship investors



Technology Transfer Companies



Technology Transfer Offices



Trade associations



Incubators and accelerators



Business centers



Clusters



Research organisations



You are starting your company, or
you already have a project to scale.

 **How to fund your project?**

Funding your project and your new company

1

Non dilutive funds / grants

Grants

From regional, national or European funding programs



anr



CIR / JEI

To cover parts of your R&D costs



Bank loans

« Prêt d'honneur », equipment leasing...

WILCO



BNP PARIBAS

R&D

Pré-industrialisation

Industrialisation

Industrial lead

 **BFTE**


 **ADD**



 **i-LAB**


 **i-NOV**

 **i-DEMO****

 **1ère Usine** 

 **SA - Innovations en Biothérapies****

 SA – Evaluation du bénéfice médical et / ou économique des dispositifs médicaux numériques ou à base d’intelligence artificielle** 

 **Innov’UP Leader PIA**


 **EIC Accelerator**

 **i-DEMO Regions***


 **Grands Lieux d’Innovation**

Academic lead

 **i-PhD**

 **Horizon Europe* (Cluster santé, mission cancer...)**

 **EIC Pathfinder****

 **ANR Générique* (PRC,PRCE,JCJC)**

 **RHU***

* : collaborative project
 ** : individual or collaborative project

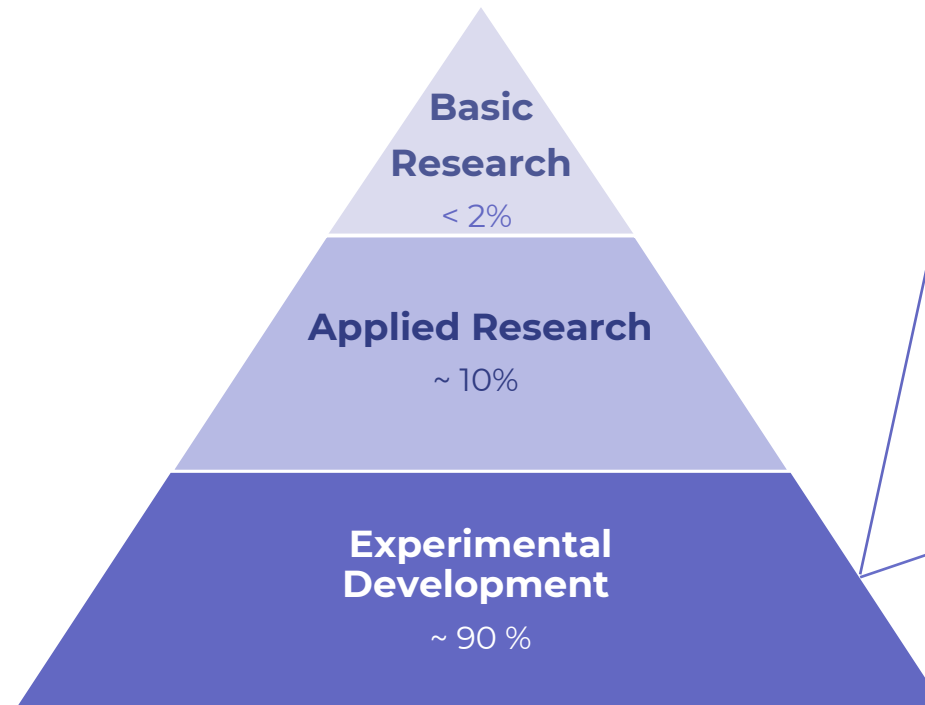


Research Tax Credit




Crédit impôt recherche (CIR)



- CIR = 3/5 of all public support for innovation in France
- **30%** for R&D expenses <€100,000,000, 5% after
- Eligible expenses: HR, depreciation charges, operating cost subcontracting, IP, technology watch, standardization
- **Grants** received for research projects **must be deducted** from the amount of expenses taken into account in the calculation of the CIR.
- Jeune entreprise innovante (JEI), young innovative company < 8 years old can benefit from **fiscal and social charge exemptions**.



CREATION OF NEW:

-  **Products**
-  **Fabrics**
-  **Softwares**
-  **Process**
-  **Systems**
-  **Services**

SUBSTANTIAL IMPROVEMENT:

- Not resulting from day-to-day engineering work
- Not resulting from the use of existing techniques

Funding your project and your new company

1 Non dilutive funds / grants

2 Dilutive funds / investors

Venture Capital

Institutional capital, equity investment
Expert advices, operational support,
strong network
MVP and early traction mandatory



Business angels

Invest earlier than VCs
As individuals or angel syndicates
Also offer expertise and
networking opportunities.



Corporate funds

Investments made by corporations
(usually large ones)



TTO/SATT/incubator

They can provide early financial support
for project maturation

Family offices

Private entities that
manage the wealth of one
or several affluent families.
Invest in various assets

Foundations

Non-profit organisations
Provide funding, resources,
support, and mentorship



Friends & Family (Love money)





I am a biotech company developing a therapeutic antibody in breast cancer. I am currently in pre-clinical phase and I plan to get ready to enter clinical phase by 2025. I have already got financed with a seed and I am a laureate of i-lab.

How can I finance my future development?

Congrats, you have money!
Now, it's time to grow the sprout! 🌱

🎯 **Who can support and
accommodate my company?**

● They support each step of your development



Research centers

TTO

SATT

PUI



Incubators

Accelerators

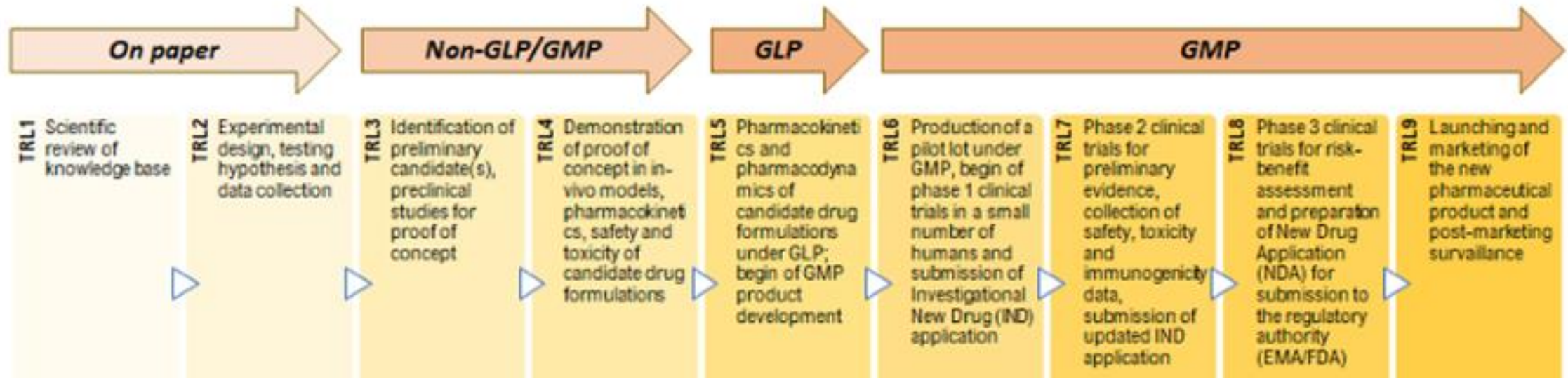


Bioclusters

Business centers

Competitiveness clusters

● They support each step of your development



Souto EB et al., Nanopharmaceutics: Part II-Production Scales and Clinically Compliant Production Methods. Nanomaterials (Basel). 2020

TTO & SATT

Incubators

Accelerators

Business centers

Bioclusters

Competitiveness clusters





Early actors from research...

imagine
INSTITUT DES MALADIES GÉNÉTIQUES

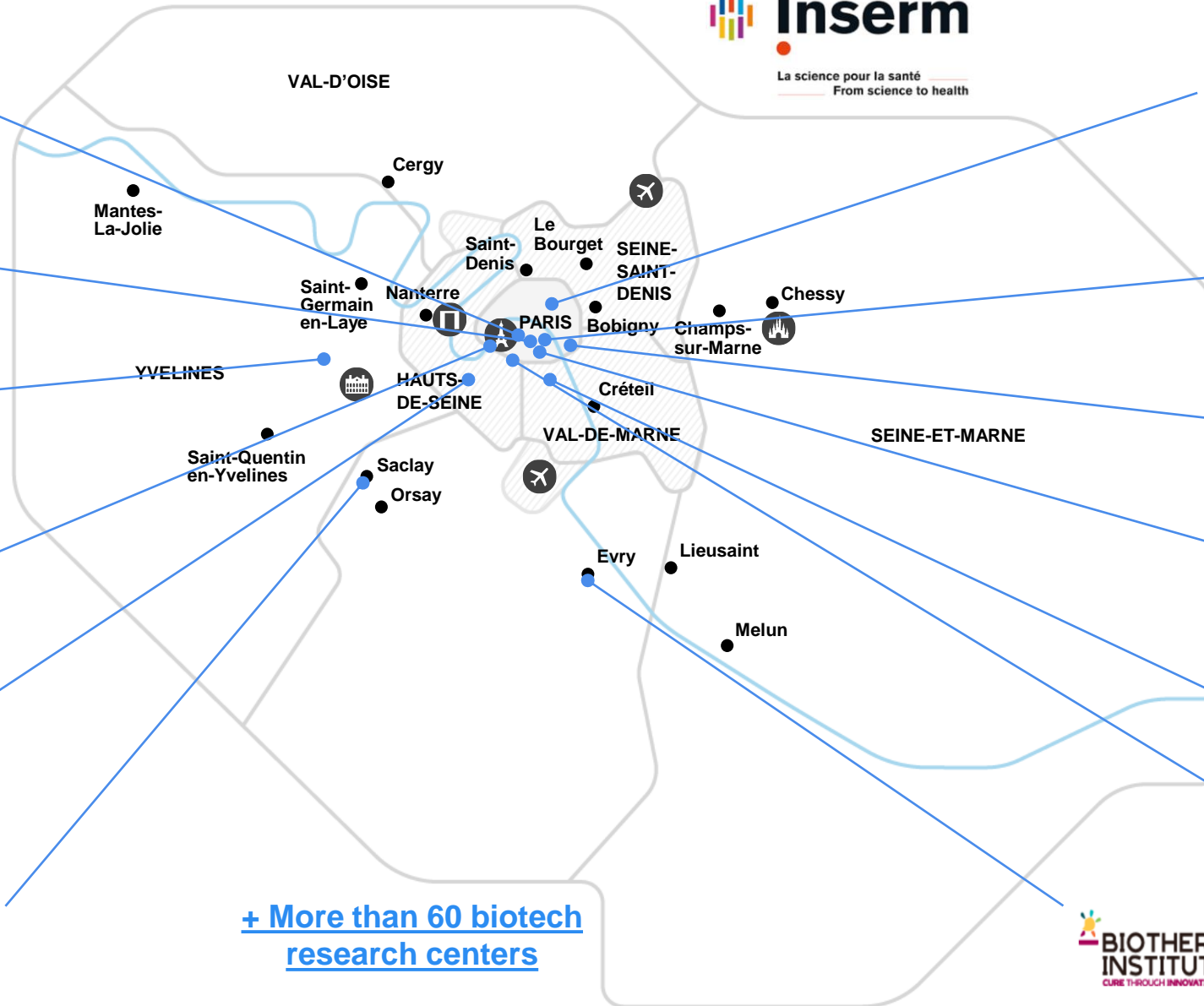
institut Curie

Inria

Paris Cardiovascular research Center
PARCC
H E G P

cea

Institut des sciences du vivant
Frédéric Joliot



+ More than 60 biotech research centers

Inserm
La science pour la santé
From science to health

MEARY CENTER
Medical Engineering and Research
in cell & gene therapy

Paris Brain Institute
ICM

INSTITUT DE LA VISION
PARIS

ICAN

GUSTAVE ROUSSY
CANCER CAMPUS
GRAND PARIS

INSTITUT PASTEUR

BIOETHERAPIES INSTITUTE
CURE THROUGH INNOVATION

CHOOSE PARIS REGION



Early actors ...to innovative companies..

TTO

= Technology Transfer Offices

Cellules de valorisation

- Specialised entity within a research institution, university or organisation

Missions :

- Identification of Commercial Potentiel
- IP management
- Licencing
- Spin-off and start-up creation

SATT

= tech transfer acceleration companies

Sociétés d'accélération du transfert de technologie

Missions :

- Finance technological development of innovations resulting from French public research (PIA)
- Detect, evaluate, protect and bring inventions to market



PUI

= university innovation cluster

Pôles Universitaires d'Innovation

- Reinforce innovation, tech transfert and start-up creation within the consortium.

Missions:

- Simplify processes and coordination,
- Identify innovation and acculturate scientists to it,
- build closer relationships with industry

CNRS
INNOVATION



Your partner in health innovation

Paris Region:



ERG\NEO

L'AVENIR EST FAIT D'AUDACE

Paris Region:



Université Paris Cité



SORBONNE UNIVERSITÉ

université PARIS-SACLAY





Incubators and accelerators *...to reach the market..*

Incubator

→ Provides physical accommodation for entrepreneurs in the creation or development phase

Duration: 6 months to 3 years

Missions:

- Turn an idea into a reality
- Validate a concept
- Help to define a viable business model
- Prepare to raise initial funds

Accelerator

→ Accelerate the growth of the start-up through short intensive programs

Duration < 12 months

Some of which target start-up growth (scale-up phase, sales, fund-raising) and strengthen the team members and their visibility.



[Interactive map from Institut Paris Region](#)





Bioclusters and business centers ...to go beyond!

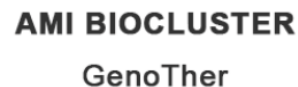


Biocluster

A biocluster is an innovation ecosystem gathering labs, research actors, healthcare centers, and companies.

Missions:

- Incubate and host start-up
- Accelerate companies' development
 - multi-disciplinary training and top-level research
 - access to platforms and other facilities
- Partnerships between private-public sectors, with academic partners and healthcare establishments
- Collaborations with national centers
- International visibility



Business center

Pépinières et hôtels d'entreprises

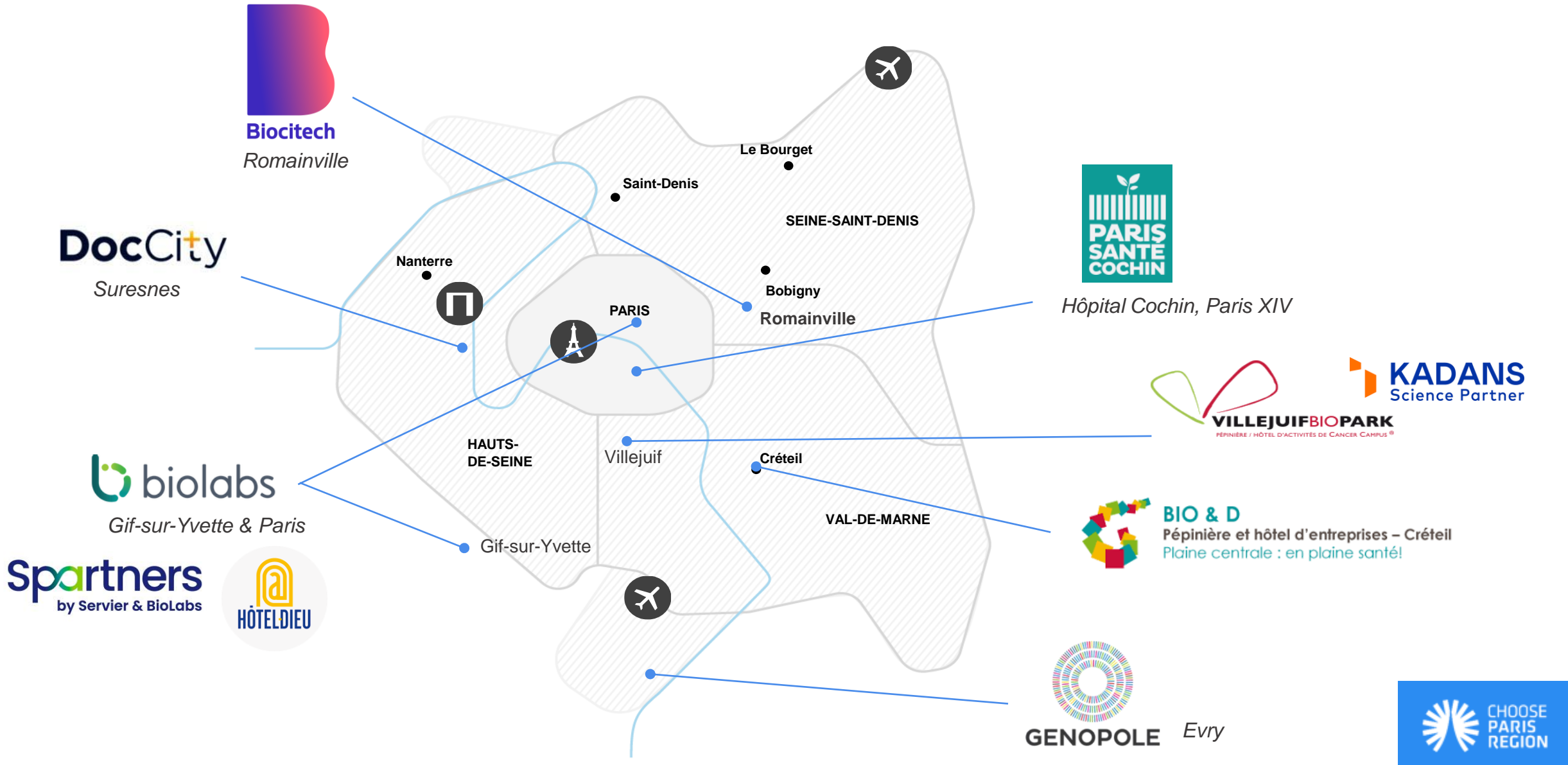
Missions:

- Real estate dedicated to life sciences comprising wet lab, dry lab, desks, shared platforms and main commodities.
- Some of them are offering start-up support and training.





Life science real estate in Paris Region





Competitiveness clusters

We are networks.

We support innovation by bringing together, in a well-identified territory and on a common area, companies, small and large, research laboratories and training establishments.

Our missions:

- Promotes the development of collaborative R&D projects
- Supports the development and growth of its member companies
- Strong territorial anchor while relying on existing structures (industrial fabric, campus, collective infrastructure, etc.)

55 in 2023 VS 71 in 2005

Paris Region : 3 clusters for healthcare actors:



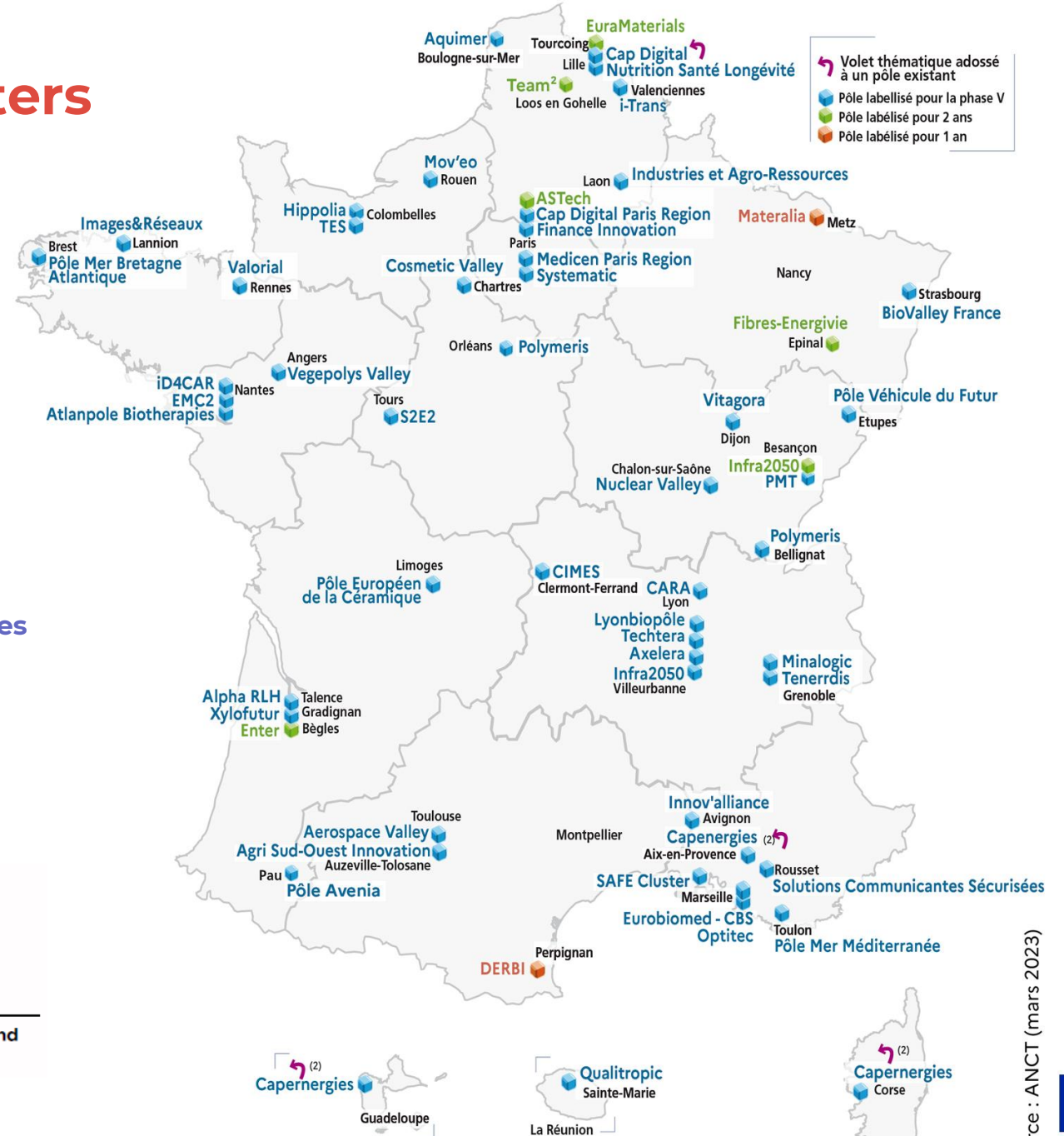
European innovation and technology cluster in digital and Deep Tech



Digital & ecological transformation



High-tech healthcare and new therapies



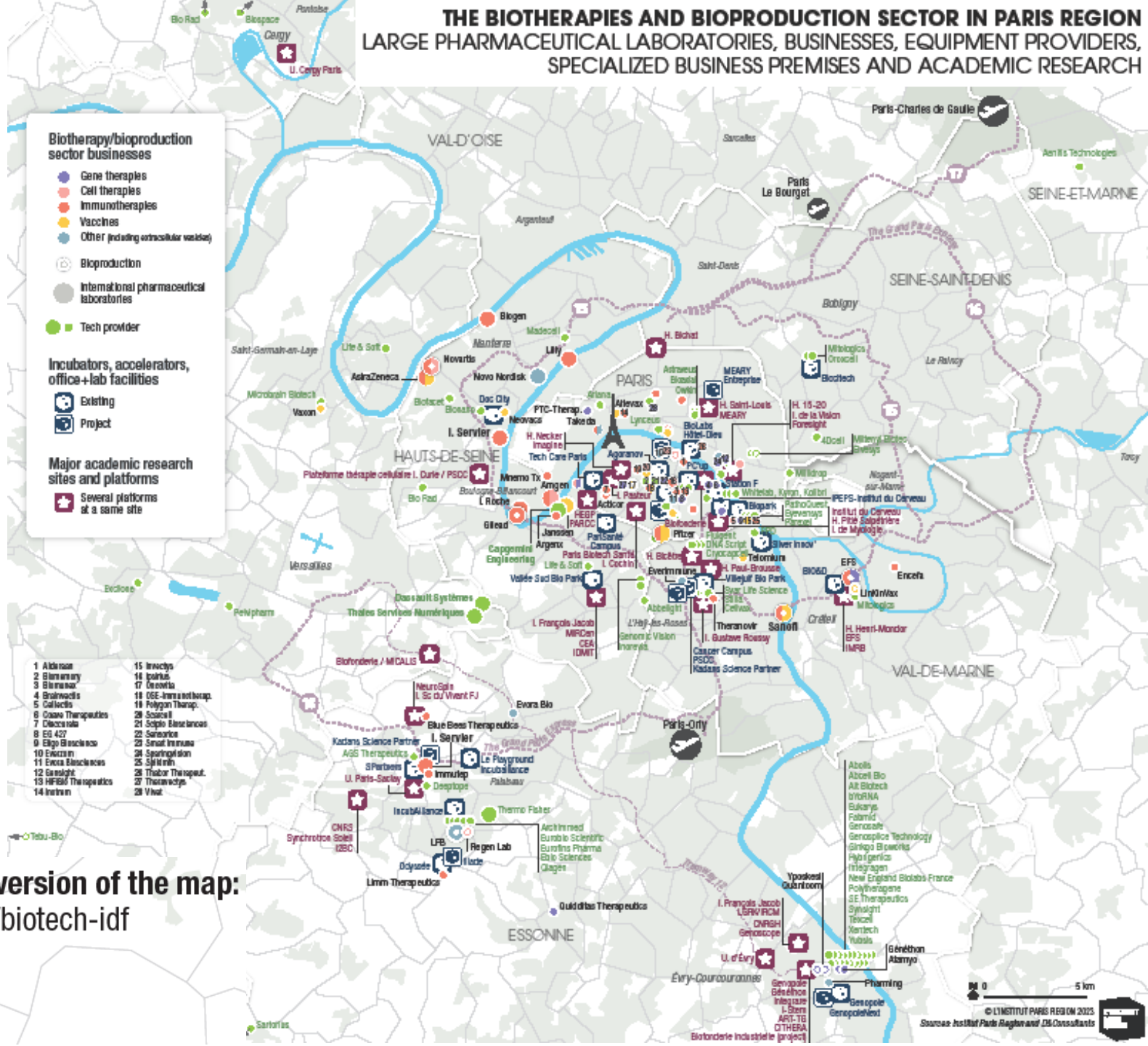
Source : ANCT (mars 2023)





BIOETHERAPIES AND BIOPRODUCTION SECTOR IN PARIS REGION

LARGE PHARMACEUTICAL LABORATORIES, BUSINESSES, EQUIPMENT PROVIDERS, SPECIALIZED BUSINESS PREMISES AND ACADEMIC RESEARCH



Interactive version of the map:
<https://bit.ly/biotech-idf>





I am a biotech company developing a therapeutic antibody in breast cancer. I am currently in pre-clinical phase and I plan to get ready to enter clinical phase by 2025.

- **I should leave my incubator by the end of the year, where can I relocate?**
- **And from who do I get support to grow?**

MEDI PARIS REGION CEN

The healthcare cluster of
Paris Region.

● **Medicen, your growth accelerator**



Our vision

Make the Paris Region the leading healthcare innovation ecosystem in Europe.



Our mission

Support healthcare innovations to create therapeutic and economic value



Our goals

Shape the ecosystem, creating the conditions for success, and fostering growth.

Our supports



Bringing together health innovation stakeholders

Medicen, a trusted third-party for the success of your projects

+40 Clinical & Academics



+40 Large and Midsize companies



A trusted, one-stop shop for innovators:

- Clinicians & Academics
- Large companies
- Startups & SMEs
- Innovation support stakeholders

Local authorities & economic stakeholders



430+ SMEs



The first Healthcare Innovation Network :

- The first European clinical network
- 6 Pharma from the Top10 – 2023
- 7 French Healthcare ETIs
- Leading and nationally recognized SMEs



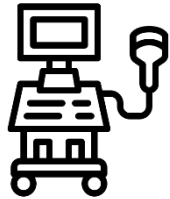
Cross-cutting expertise across all healthtech sectors.

3 Healthtech sectors

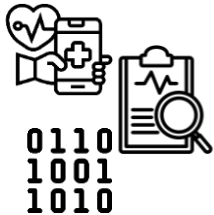
2 Translational Fields



Biotech - Pharma



Medtech



Digital health

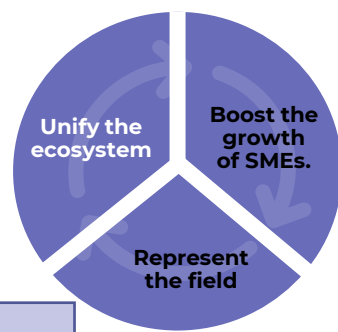
Diagnostic

Health data



Networking with the ecosystem

Meetings to expand your business



Events & information

France bioproduction congress
8th edition - 3rd & 4th april 2024



Webinars

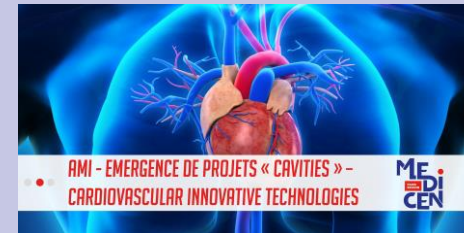


Studies and whitepapers



Find your partners

Emergence of collaborative projects :
Calls for expressions of interest

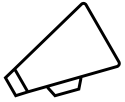
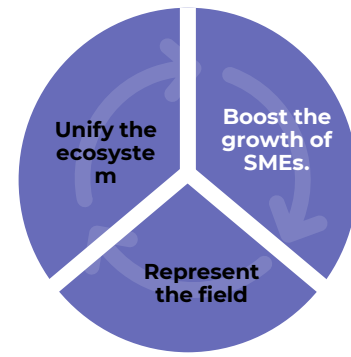


Informal **meetings** directly at our
members premises.

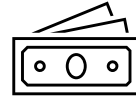


Boosting the growth of SMEs

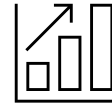
A range of services to support your growth



Attracting public funding



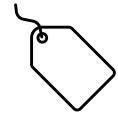
Raising dilutive funds



Accelerating growth



Mobilizing European projects



Benefitting from exclusive advantages

Zoom on a european project

SCI FI: From Scientists to Innovators for the Industry



Goal: strengthen the skills of researchers for a successful transition to the industrial world.



Made for researchers, doctoral candidates, post-docs, clinicians in the field of healthcare...

Light programme (1,5h/week)

follow-up of online modules and certificate

Full programme (4-5h/week)

- Assignment of mentors
- Work on real practical cases of large groups
- Pitch of solutions in front of a panel of industrialists
- Live networking with industrial partners

2023 edition:

98 participants from **20** european countries

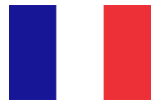
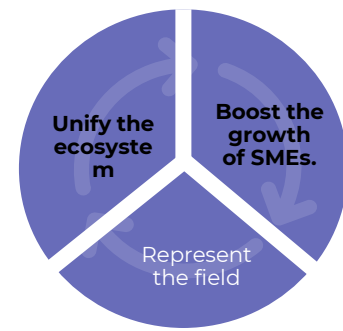
The 2023 practical cases :






Advocating for the voices of our members

Defending your interests at every level



 <p>CO-PILOTE SMART SANTE</p>	 <p>ENOSIS santé <small>L'ALLIANCE FRANÇAISE DES POLES SANTE</small></p> <p>FRANCE 2030</p> <p>AGENCE DE L'INNOVATION EN SANTE</p> <p>conseil national de l'industrie</p>	 <p>CEBR <small>COUNCIL OF EUROPEAN BIOREGIONS</small></p> <p>European Commission</p> <p>eit Health</p>
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Exchanges with political decision-makers



Strategic notes on topical issues



Involvement in major initiatives



**What can Medicen do for you? Would you
join our network?**



3 reasons to join us

- 1 Join **Europe's #1 healthcare innovation network**
- 2 **Financing and developing** your business
- 3 **Finding your way** in the innovation-health ecosystem

Follow Medicen news on our social networks !



@Medicen Paris Region



@PoleMedicen

ethierion@medicen.org

Our website
www.medicen.org

