



SOUTH OF FRANCE BUSINESS STARTER IN PROVENCE ALPES CÔTE D'AZUR



14-17 MAY 2019

3 DAYS, 4 SECTORS, UNLIMITED OPPORTUNITIES

COACHING

BUSINESS TOUR

CONFERENCES

BUSINESS MEETINGS



HEALTH



ENERGY



MARITIME



ICT



WHAT WE OFFER? A TAILOR-MADE PROGRAM

B2B MEETINGS



Short, sharp 20 minutes pre-arranged meetings to foster effective networking and investigate potential collaboration.

Top contacts with companies and R&D organizations from Europe and the rest of the world.

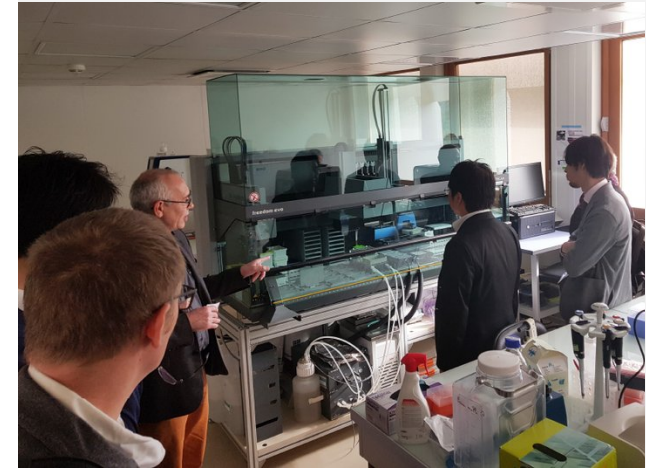
WORKSHOPS



Discover the different ecosystems, opportunities and get tips on how to develop your business in France.

Moderated by top experts and investors connected to the territory (experts, startups, researchers...)

SITE VISITS



Explore the specialized innovative sites of your sector on the territory and meet your potential collaborators.

Labs, Headquarters, Accelerators, Technopolises: the sites visited are adapted to the participant's profile.

AGENDA AND VISIT PROGRAM

DRAFT PROGRAM - 14 -15 - 16 - 17 MAY 2019

MONDAY 13 MAY IN NICE : ARRIVAL OF THE DELEGATION



@Mercure Nice Centre Grimaldi (TBC)
- 6 rue Grimaldi - 06000 Nice

Estimated price :
140€ / night

TUESDAY 14 MAY : NICE

Workshops, B2B meetings and sites visits
WILL DEPEND ON THE PARTICIPANTS PROFILES



@Hotel NH Collection Marseille
-37 Boulevard des Dames - 13002 Marseille

Estimated price :
127€ / night

WEDNESDAY 15 MAY : AIX-MARSEILLE

Workshops, B2B meetings and sites visits
WILL DEPEND ON THE PARTICIPANTS PROFILES



@Hotel NH Collection Marseille
- 37 Boulevard des Dames - 13002 Marseille

Estimated price :
127€ / night

THURSDAY 16 MAY & FRIDAY 17 MAY : 2 OPTIONS

OPTION 1: VIVATECH on Paris, the world's rendezvous for startup on the 400m² booth of the Région Sud

OPTION 2: Visits and workshops on Aix-Marseille or Toulon depending on your meetings

MORE DETAILS TO COME

The program will include custom-made meetings, group visits and networking events.

VISIT AND PITCHES BY HOSTED COMPANIES :

- Start-ups
- Incubators
- SMEs

EXAMPLES OF WORKSHOPS :

- Human Resources : talent pools and skills in the region.
- National and regional incentives : which tools to support your business ?
- Starting a business in South of France: the legal and fiscal aspects.

EXAMPLES OF VISITS :

THECAMP

thecamp foundation is a non-profit organization that supports initiatives in the field of sustainable models.

SYSTEM FACTORY

Hosted in the 1st European maritime techno park, the System Factory innovation platform brings together major actors of the maritime, aeronautics and environment sectors.

CEEI

The European Center of Enterprises and Innovation (CEEI) of Nice, hosts and supports young innovative companies of the territory since 2008

START YOUR BUSINESS IN SOUTH OF FRANCE

ZOOM ON VIVA TECH

VIVA MAY 16-18
2019 PARIS
TECHNOLOGY

VivaTech is **the world's rendezvous for startups and leaders to celebrate innovation**. It's a gathering of the international's brightest minds, talents, and products taking place in Paris on 16-18 May 2019.

4th
edition

100,500
Attendees

9,000
Startups

1,900
Investors

1,900
Journalists

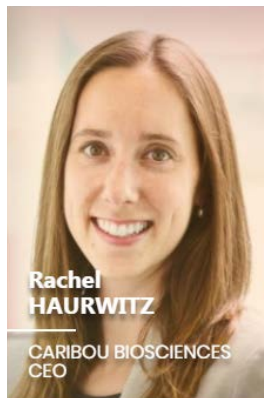
125
Countries

Some 2018 highlights:

400
speakers

150
sessions

Top speakers in every fields :



and also : Uber, Facebook, IBM, Engie, Slack ...

DISCOVER
the latest tech trends
in every sector

ATTEND
conferences and events

MEET
startups, Regional elected
officials and other
delegations.

NETWORK
with top world companies



More details on : <https://vivatechology.com>

START YOUR BUSINESS IN SOUTH OF FRANCE

WHY SOUTH OF FRANCE ? THE PERFECT LOCATION IN EUROPE TO START A BUSINESS

FRANCE:



R&D TAX INCENTIVES

30 % of eligible R&D expenses are tax-deductible up to \$114 million, and 5% above this threshold.



IDEAL LOCATION

France offers a central European location providing easy access to EMEA and African markets.



DEEP TALENT POOL

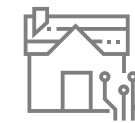
High hourly labor productivity rate, ahead of Germany and the United Kingdom.

PROVENCE-ALPES-CÔTE D'AZUR:



2ND LEADING ECONOMIC REGION

with a GDP of \$170+ bln
3rd region for business starts-up
3rd region for R&D (19k researchers)



3RD EUROPEAN INTERCONNECTED PLATFORM

13 submarine cables between Europe and major global networks to the Middle East, Indian Ocean, Africa and Asia



COMPETITIVE ENERGY COST

a cost of 20 to 40% cheaper than its European neighbors

START YOUR BUSINESS IN SOUTH OF FRANCE

WHY PROVENCE-ALPES-CÔTE D'AZUR?



A VIBRANT ECONOMY ALREADY
CONNECTED TO SAN DIEGO



A PARTNERSHIP SIGNED IN 2017



HEALTH: BIOTECH / MEDTECH

2nd
largest French region
for clinical trials

\$20
billions
Lifesciences GDP
in the region

170
laboratories
in the health
research



MARITIME: BLUETECH

1st
French region
in the maritime sector
120,000 jobs - 135 ports

1st
French cargo port
Marseille-Fos Port
with 81 MT (freight) in 2017

1st
world boating area
69% of world yachts circulate
in the Mediterranean sea



ICT: SMARTECH

\$16
bilions
ITC turnover
in the region

167
R&D and Training
establishments

25
dedicated public
labs



ENERGY: CLEANTECH


300 days of sun per year

\$45
billions
of investment planned by 2030


A unique scientist and
industrial project

START YOUR BUSINESS IN SOUTH OF FRANCE



FOCUS ON THE ICT SECTOR

MAIN CLUSTER



The **SCS (Secured Communicating Solutions) cluster** is a world-class competitiveness cluster dedicated to digital technologies. It gathers 300 industrial players, large multi-national groups, SMEs and startups, research laboratories and leading universities in their fields.

250 projects funded and more than 1 billion euros R&D investments made

Some of the members :



<https://www.pole-scs.org/en/>

ZOOM ON A PROJECT

IoT CENTER

The IoT Center is a new project developed by the SCS cluster and others regional actor. This project aims to accelerate and develop the IoT ecosystem by offering :

- Support & expertise to IoT application design
- Provision of equipment for the realization of prototypes of IoT applications and associated support
- Help to R&D, manufacturing and public funds finding

LEADING COMPANIES



KEY NUMBERS

22,000 companies

The leading European telecom cable interconnection platform.



FOCUS ON THE ENERGY SECTOR

MAIN CLUSTER



The **Capenergies cluster** gathers 400 industrial, research and higher education players in the Provence-Alpes-Côte d'Azur region, involved in the energy sources that do not produce greenhouse gases.

Connected to cleantech
SAN DIEGO

Some of the members :



<http://www.capenergies.fr/en/>

ZOOM ON A PROJECT



FLEXGRID project has been selected as one of three French winners of the "Intelligent Electric Networks" call for projects.

60 million dollars as part of the Investments in the Government Future Program, as well as an additional 90 million dollars from the RTE and ERDF networks

<http://www.flexgrid.fr/en/home/>

LEADING COMPANIES



KEY NUMBERS

43 research laboratories with **3 technologic platforms** (Bioval+, Megasol, CEA-PTEP) -& **+1500 researchers**

25,000 students

20 organizations with an office in the region (Enerplan, GERES, Observatoire Méditerranéen de l'Énergie, Plan Bleu...)




FOCUS ON THE HEALTH SECTOR

MAIN CLUSTER



EUROBIOMED leads territorial initiatives, provides resources and offers solutions for businesses and research organisations. EUROBIOMED helps them innovate, finance, develop and achieve their strategic and business objectives to ultimately improve life through innovations in health.

Connected to  **BIOCOM**

1st French network with more than 260 members

1st diagnostic companies cluster in Europe

<http://www.eurobiomed.org/en/>

ZOOM ON A PROJECT



The Center for Immunology Research of Marseille-Luminy is one of the Top Ten immunology centers in the world.

- ✓ 20 research teams with core facilities
- ✓ Long-term collaborations with universities, hospitals, and private companies
- ✓ 3 biotech start-ups based on CIML work: Immunotech, Innate Pharma, and Oz Bioscience).

<http://www.ciml.univ-mrs.fr/>

LEADING COMPANIES



KEY NUMBERS

39,000 science students including 1,500 post-graduated with 8 universities and 4 teaching hospitals

Hundreds of innovative start-ups looking for collaborative projects

169,400 employees – 41,000 life sciences entities



FOCUS ON THE MARITIME SECTOR

MAIN CLUSTER



Pôle Mer Méditerranée is a business and innovation world class sea cluster located in South of France. It aims to promote sustainable development of the maritime and coastal economy, in the Mediterranean, Europe and the rest of the world.

Connected to



220 SMEs

377 labelled projects shared innovative for a total amount of \$1 bln R&D

<https://en.polemermediterranee.com/>

ZOOM ON A PROJECT



SYSTEM FACTORY

is an innovation platform that gathers expertise, resources and mature technologies with a focus on industrial systems and processors for projects in the maritime, aeronautics and environmental sectors.

System factory operates 2 innovation center :
The **Sealab** and **Airlab** **Innovation Centers** are open innovation platforms that allow the promotion of global monitoring and crisis management solutions.

<https://www.systemfactory.fr/>

LEADING COMPANIES

ALSEMAR

DCNS

MAERSK

IMS Shipyard

THALES
UNDERWATER SYSTEMS

iXblue

ENIM
MARINE SERVICES

ECA
GROUP

CMA CGM

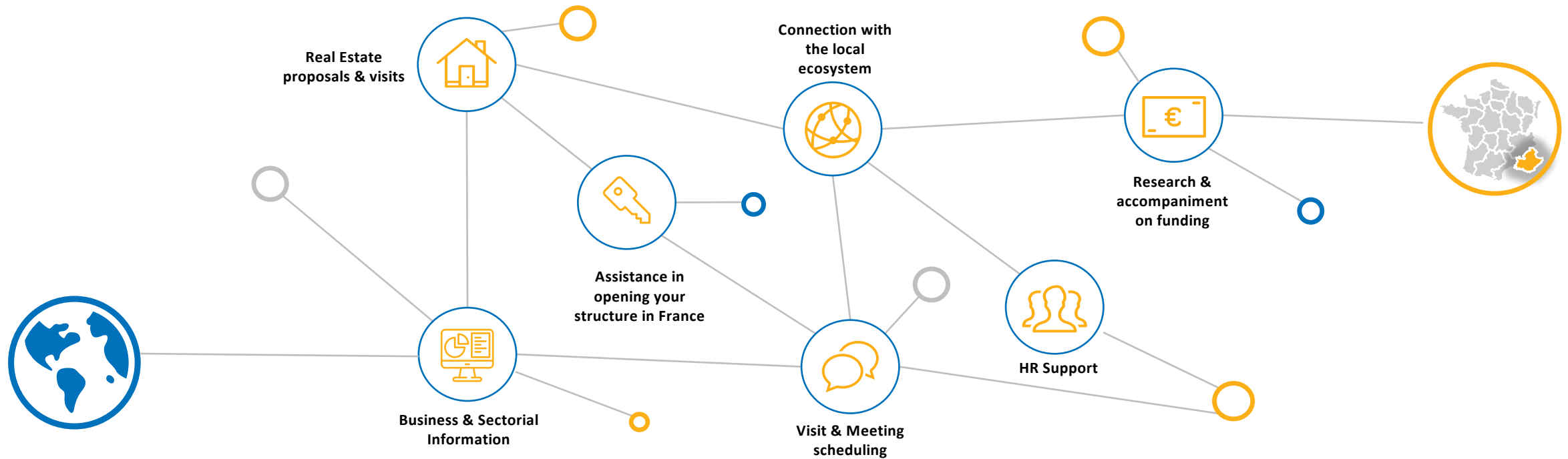
KEY NUMBERS

3.5 million cruise passengers &
7.8 million ferry passengers

Port of Toulon is the **first European military** port and **the first naval defense station** in the Mediterranean sea

25% of global oils transport

WHAT WE OFFER? A DEDICATED SUPPORT TO SET-UP YOUR BUSINESS IN SOUTH OF FRANCE



A LOCAL EXPERTISE COMMITTED TO YOUR SUCCESS!



START YOUR BUSINESS IN SOUTH OF FRANCE

FOCUS ON THE LAST EDITION (2018) - LIFESCIENCES

MARCH 2018, 15th & 16th - NICE & MARSEILLE  

2
DAYS

40
FRENCH
COMPANIES

10
JAPANESE
COMPANIES

5
AMERICAN
COMPANIES



130
B2B
MEETINGS

4
DEDICATED
WORKSHOPS

2
VISITS OF
REGIONAL INSTITUTES

START YOUR BUSINESS IN SOUTH OF FRANCE

SOUTH OF FRANCE BUSINESS TOUR IN PROVENCE ALPES CÔTE D'AZUR



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