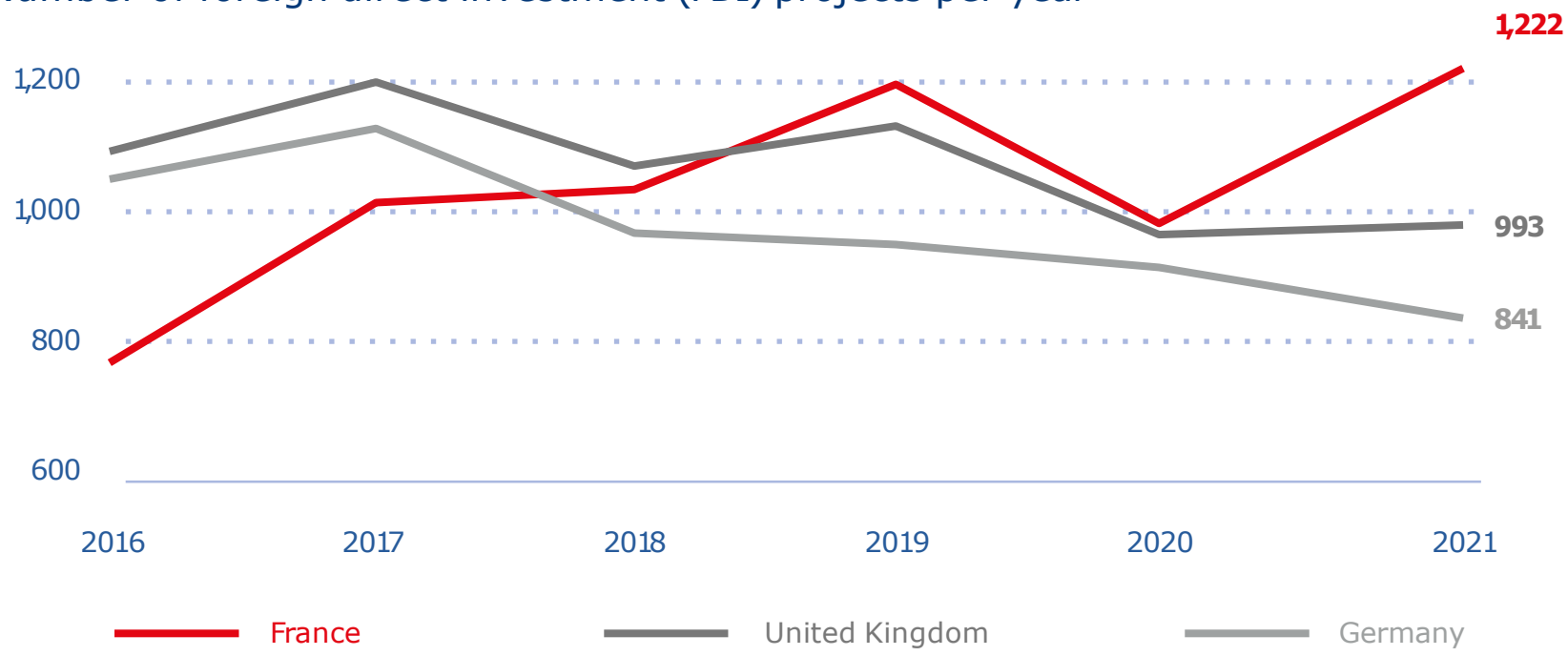
Discover the increasingly attractive destination and benefits :

Choose France !

Prague, 20/03/2023

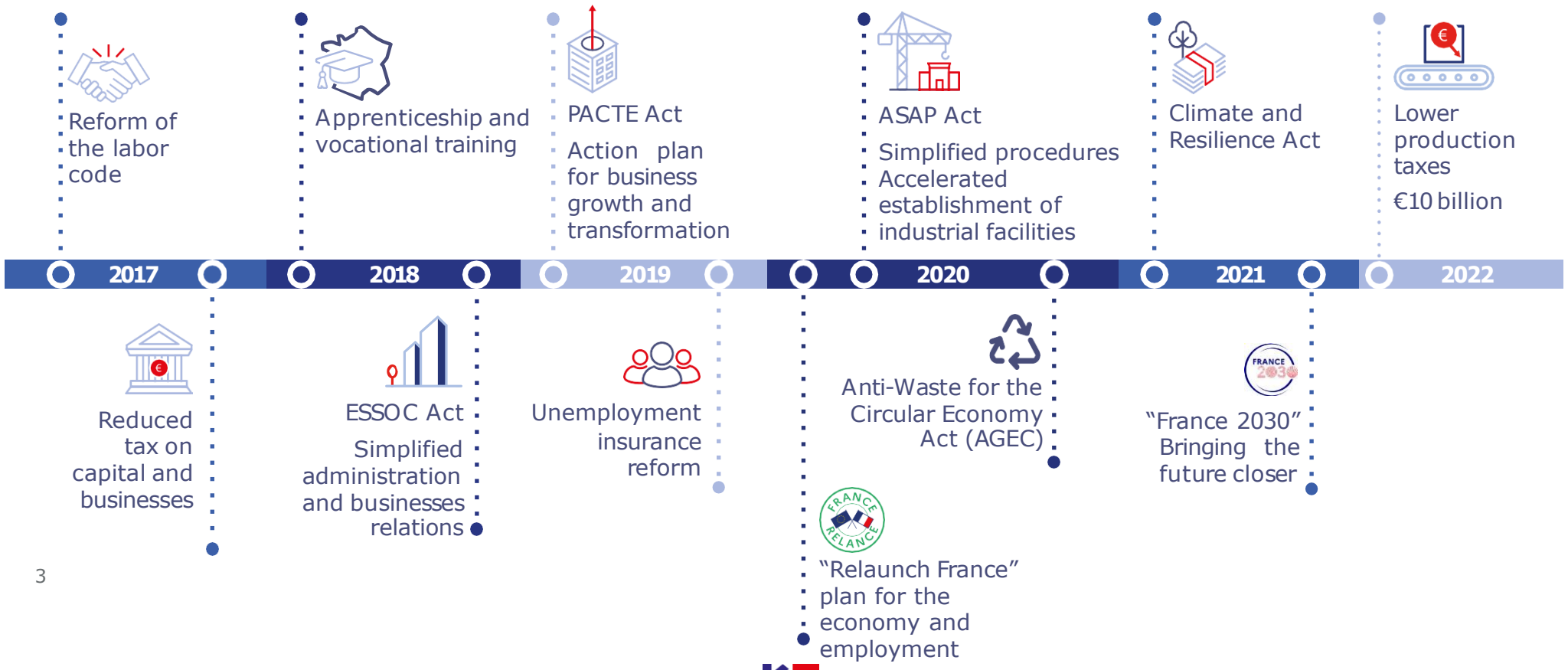
In 2021, France remained first in Europe for FDI projects for the third year in a row

Number of foreign direct investment (FDI) projects per year

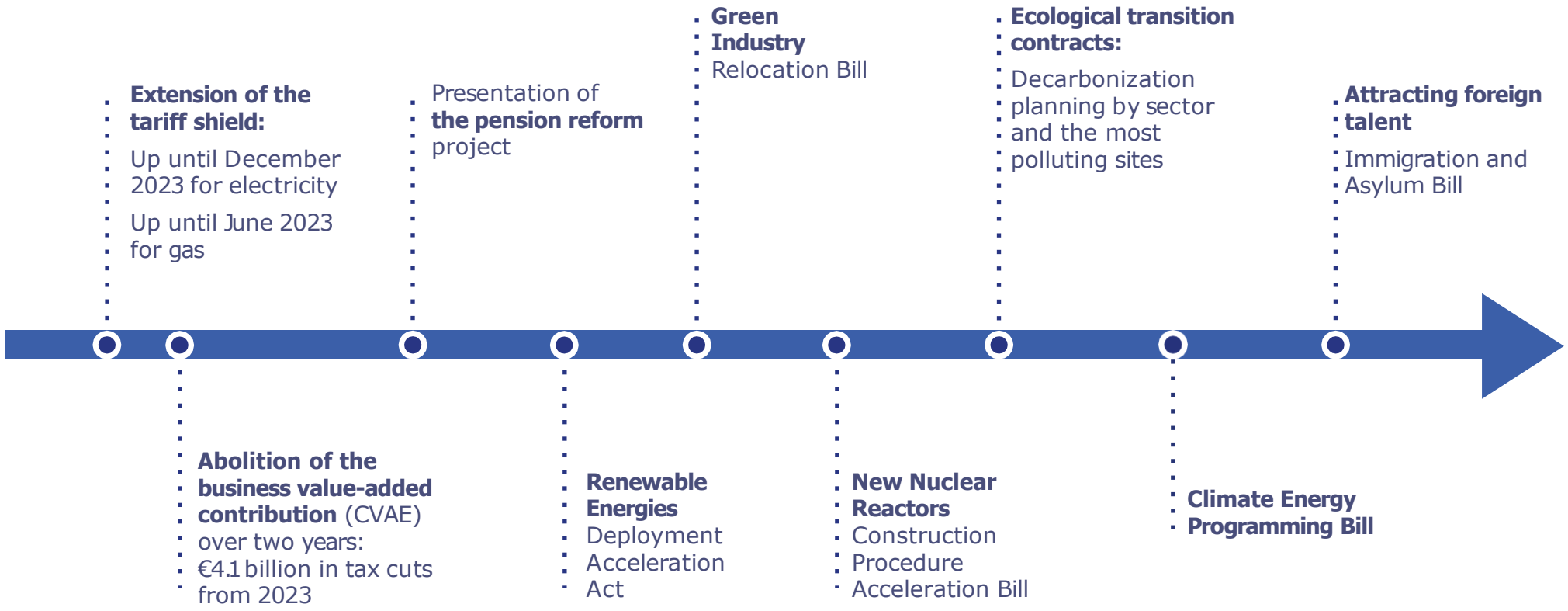


Source : EY Investment Monitor, 2022

Addressing current challenges, while keeping the pace of reforms



In 2023 strengthening the course of reforms



A labor market empowered by reforms and high-skilled talent

7.1%

unemployment rate

Third quarter of 2022 (INSEE)

50%

of 25 to 34-year-olds with a higher education degree

(compared with 35% in Germany and 28% in Italy)

(DARES)

1.2 million

graduated engineers in France

(Federation of French Engineers and Scientists (IESF), 2021)

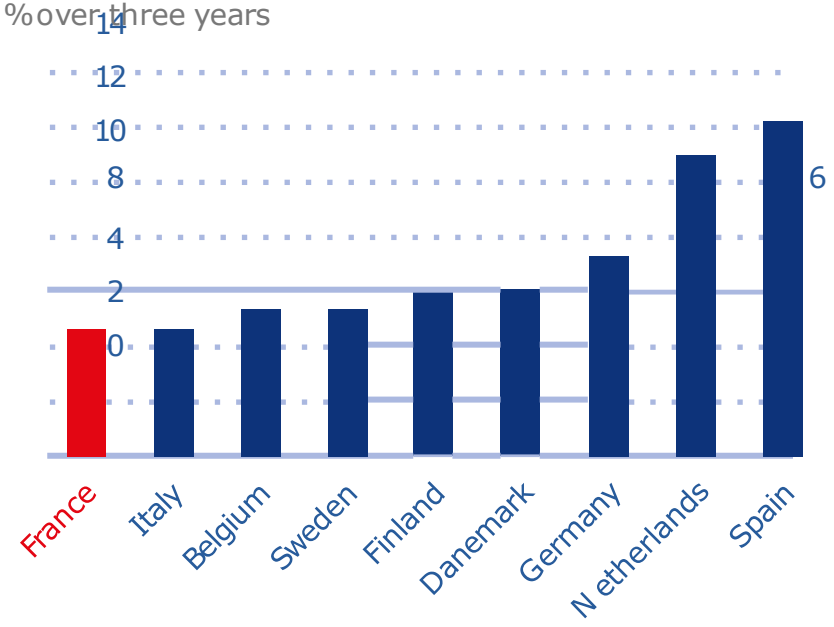
+140%

in apprenticeship contracts from 2017 to 2021

(Eurostat, 2022)

Variation of the unit cost of labor (2021)

In % over three years



Source : Eurostat, 2022

An attractive ecosystem for international talent



Talent Passport

Residence permits valid for up to four years on a renewable basis

French Tech Visa Scheme

Dedicated procedures for Tech talent



More than 550 international programs

18 languages taught

Welcome to France

HELPING YOU TO SETTLE IN

To hire qualified employees particularly in

- Healthcare
- Deeptech
- Ecological transition
- Food industry

Expatriate tax regime

Up to eight years

Flat tax on capital income

Warrant for the subscription of business creators' shares

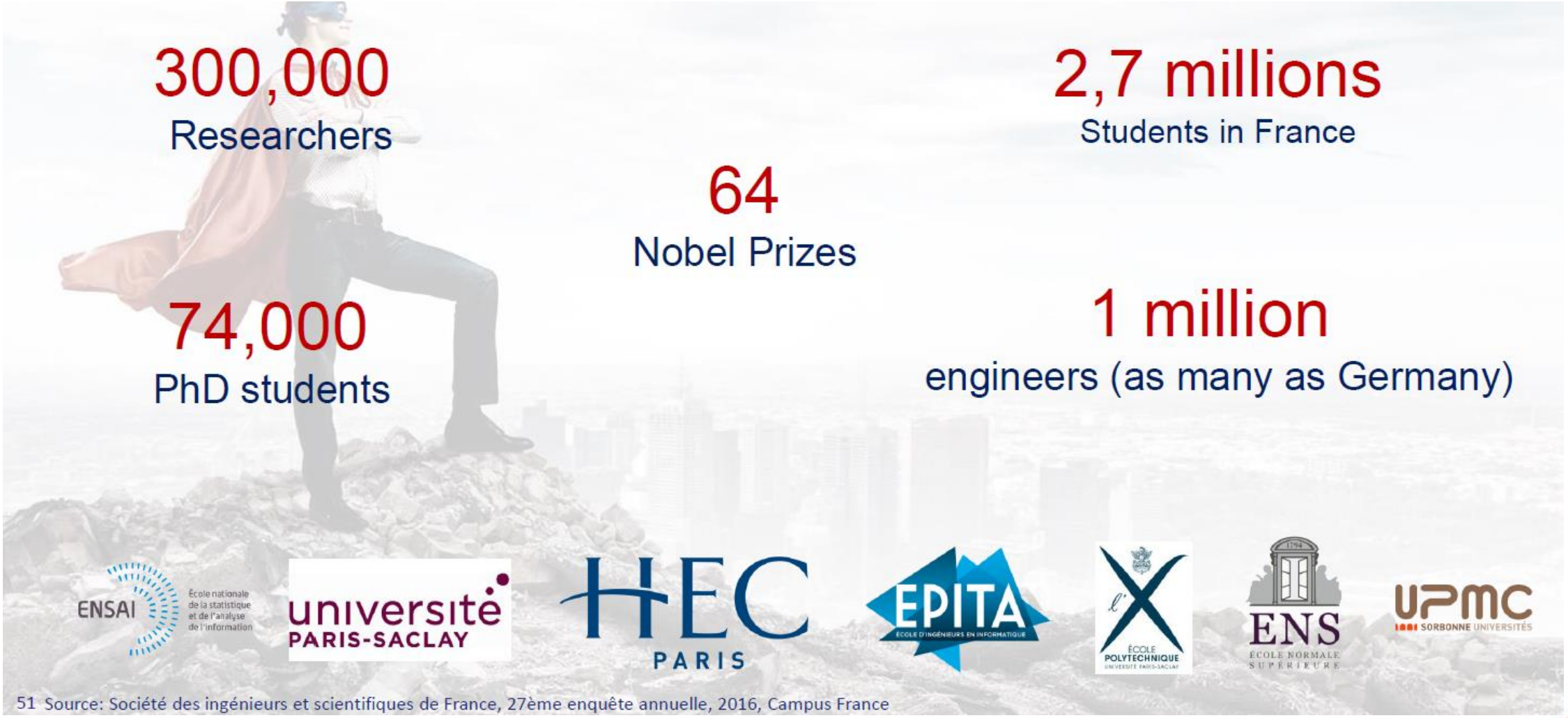
Free allocation of shares

126 bilateral tax treaties

74 bilateral treaties and social security agreements

welcometofrance.com

Talents : key figures



 Source: Société des ingénieurs et scientifiques de France, 27ème enquête annuelle, 2016, Campus France

A cultural shift towards entrepreneurship in France



2009	2017
13%*	60%

*within 2 years

of young french want to become an entrepreneur

55 Source: OpinionWay, Institut de l'Entreprise 2009, Les Echos 2017

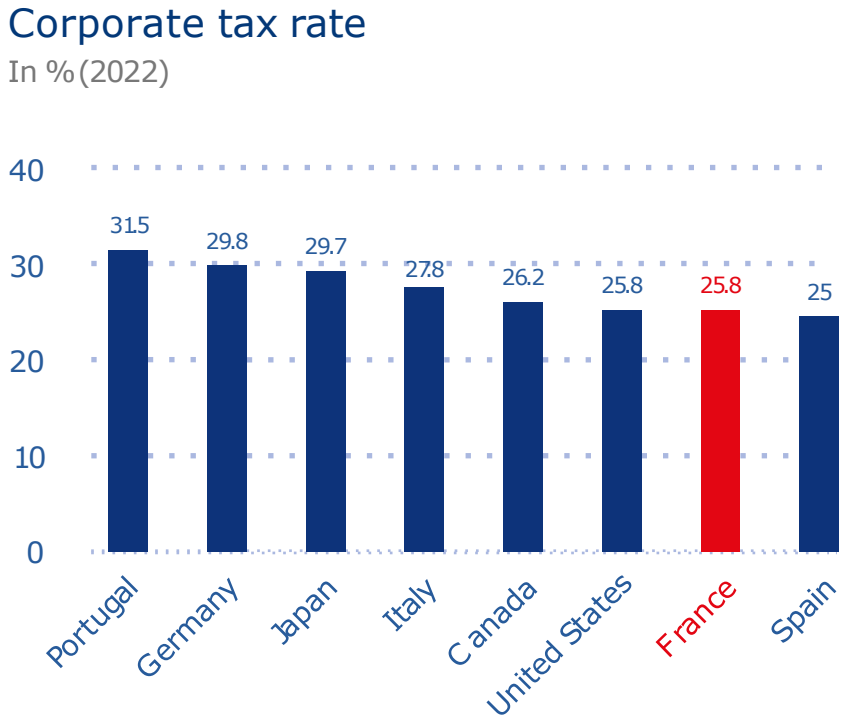
Strengthening competitiveness: a drastic reduction in corporate tax

Corporate tax rate

Gradual decrease from 33%
in 2017 to 25% in 2022
Back to the European average

Permanent reduction of production taxes
€10 billion per year

Single flat tax of
30% on capital income

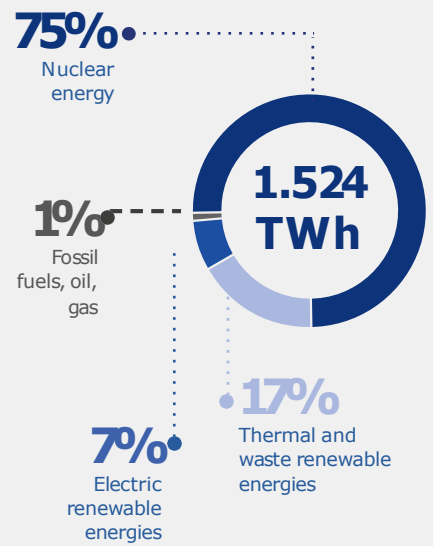


Source : OECD, 2022

Energy: France's assets in tackling climate change and industrial transition

Primary energy generation

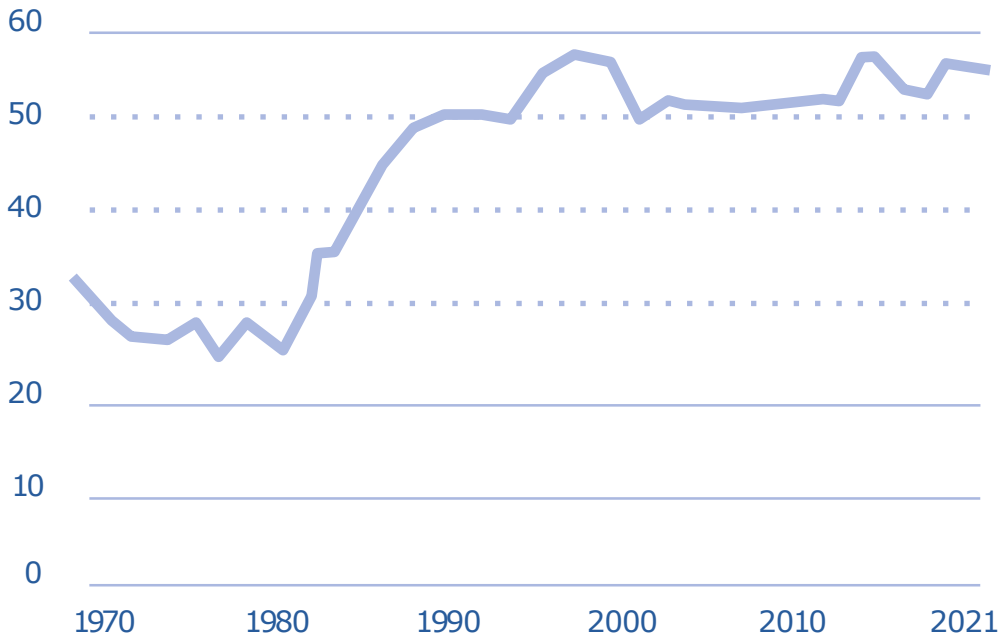
2021



Key figures from Ministry for the Ecological Transition and Regional Cohesion, 2022

Energy independence

In %



Data : Eurostat 2021

55%

of consumed power generated on site in 2021

Compared with 32% in Germany, 22% in Italy and 35% in the Netherlands

Energy: France's assets in tackling climate change and industrial transition

60 gCO_2/kWh

One of the lowest carbon emission ratios of the electricity mix in the world

2nd

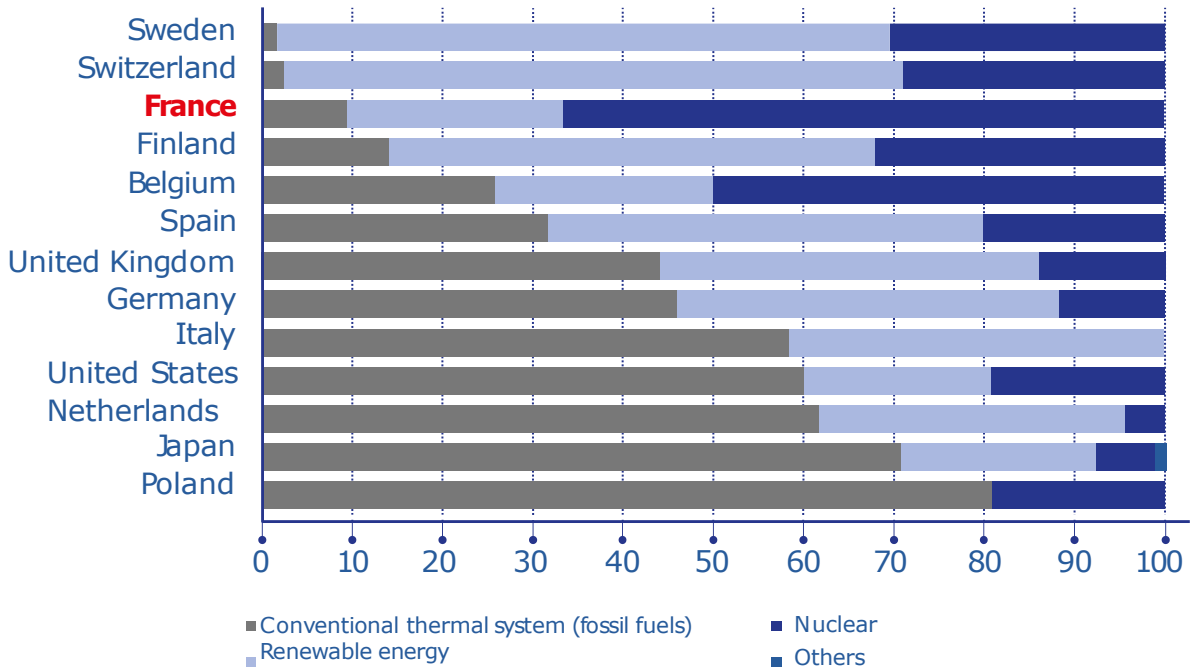
largest nuclear facilities in the world

61.4 GW

of power capacity

Electricity generation structure (2021)

In %



Source: International Energy Agency, 2022; Business France calculations

Energy: France's assets in tackling climate change and industrial transition

In France in 2021

€106/MWh inc. VAT

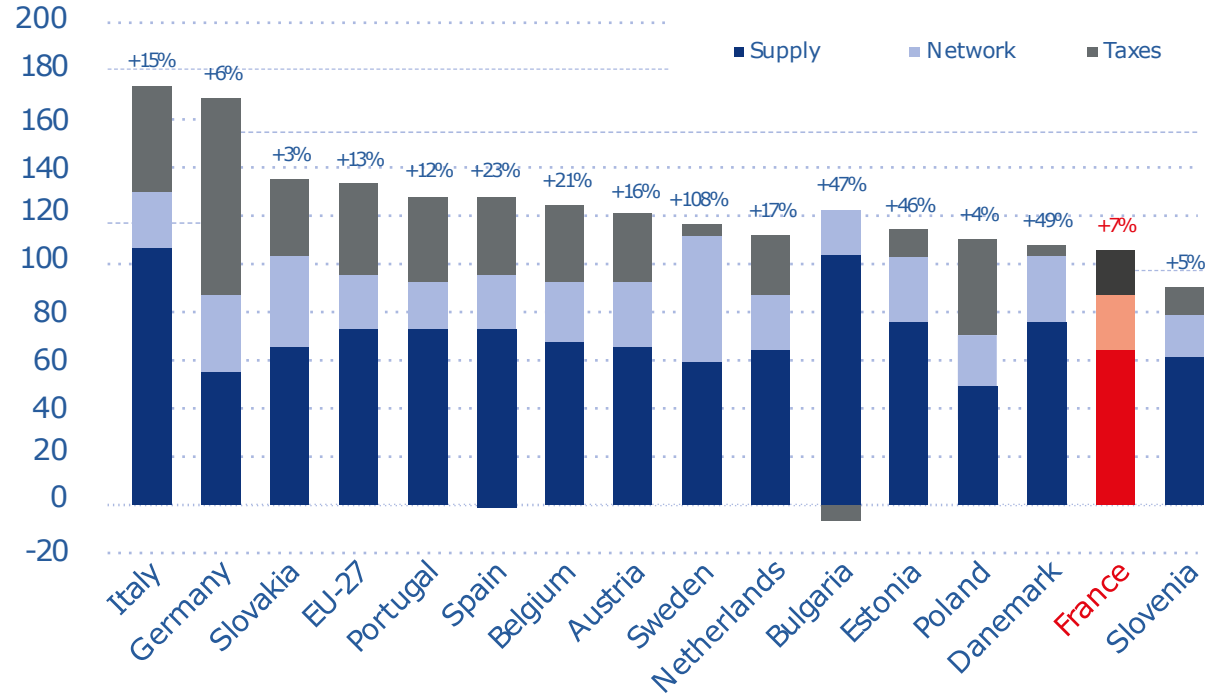
for all businesses

€42/MWh in 2023

Price of ARENH's share (access to historic nuclear energy) in the consumption of an electro-intensive industrial site

A competitive average price for businesses

Electricity prices, excl. VAT, for businesses in the European Union (2021)

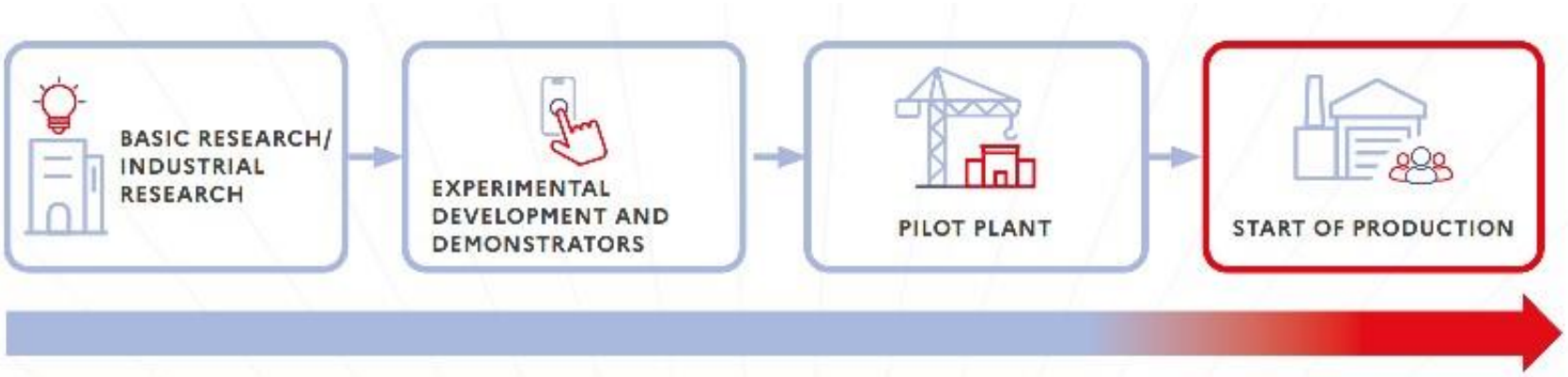


Source: French government figures (SDES), gas and electricity price transparency survey; Eurostat, 2022

France 2030: €54 billion of investment to support innovation and the reconquest of industry and technology

50% for decarbonation of industry

50% for emerging players driving innovation



PREMIÈRE MINISTRE
Liberté
Égalité
Fraternité
Secrétariat général pour l'investissement, en charge de France 2030

bpifrance

anr

ADEME
AGENCE DE LA TRANSITION ÉCOLOGIQUE

Caisse des Dépôts
GROUPE

France 2030 investment plan



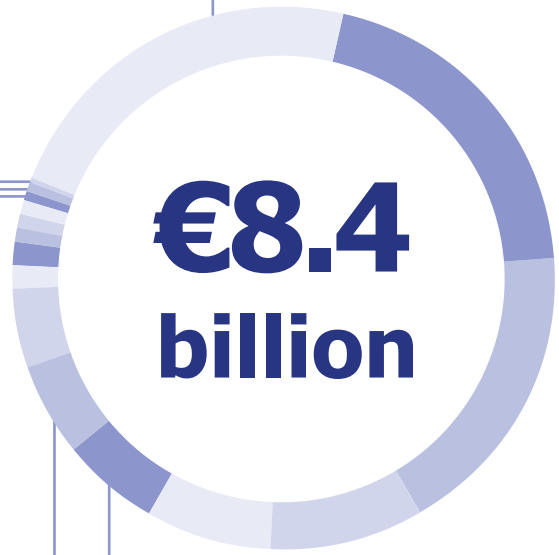
First concrete results of the France 2030 plan by the end of 2022

1,752 winning projects
all committed to turning the future into a shared success

669 SMEs

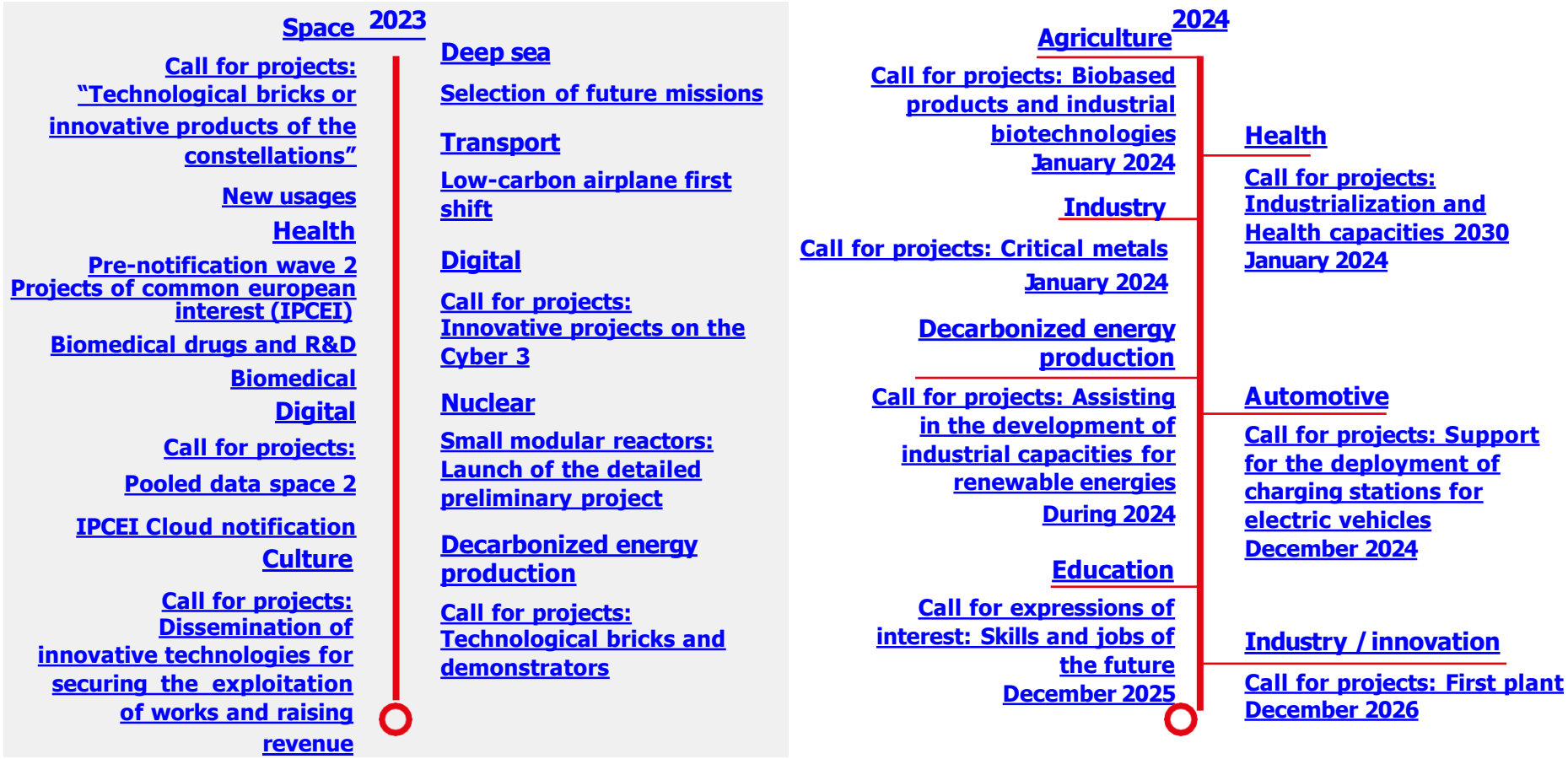
359 large businesses

Source : SGPI, 2022



- Deep sea **€16.7 million**
- Culture **€31.8 million**
- Space **€60.8 million**
- Decarbonization & hydrogen **€64 million**
- Electronics & hydrogen **€65.8 million**
- Agriculture, agri-food & forestry **€80.4 million**
- Decarbonized energy production **€105 million**
- Raw materials **€132.3 million**
- France 2030 regional funds **€397.6 million**
- Investment fund **€1.9 billion**
- Higher education (universities, research organizations, development structures) **€1.7 billion**
- Bottom-up support to startups & SMEs **€1.5 billion**
- Health **€761 million**
- Digital technologies **€ 646.9 million**
- Training & education **€495.1 million**
- Transport **€448.9 million**

France 2030: Overview of the future calls for proposals until 2024



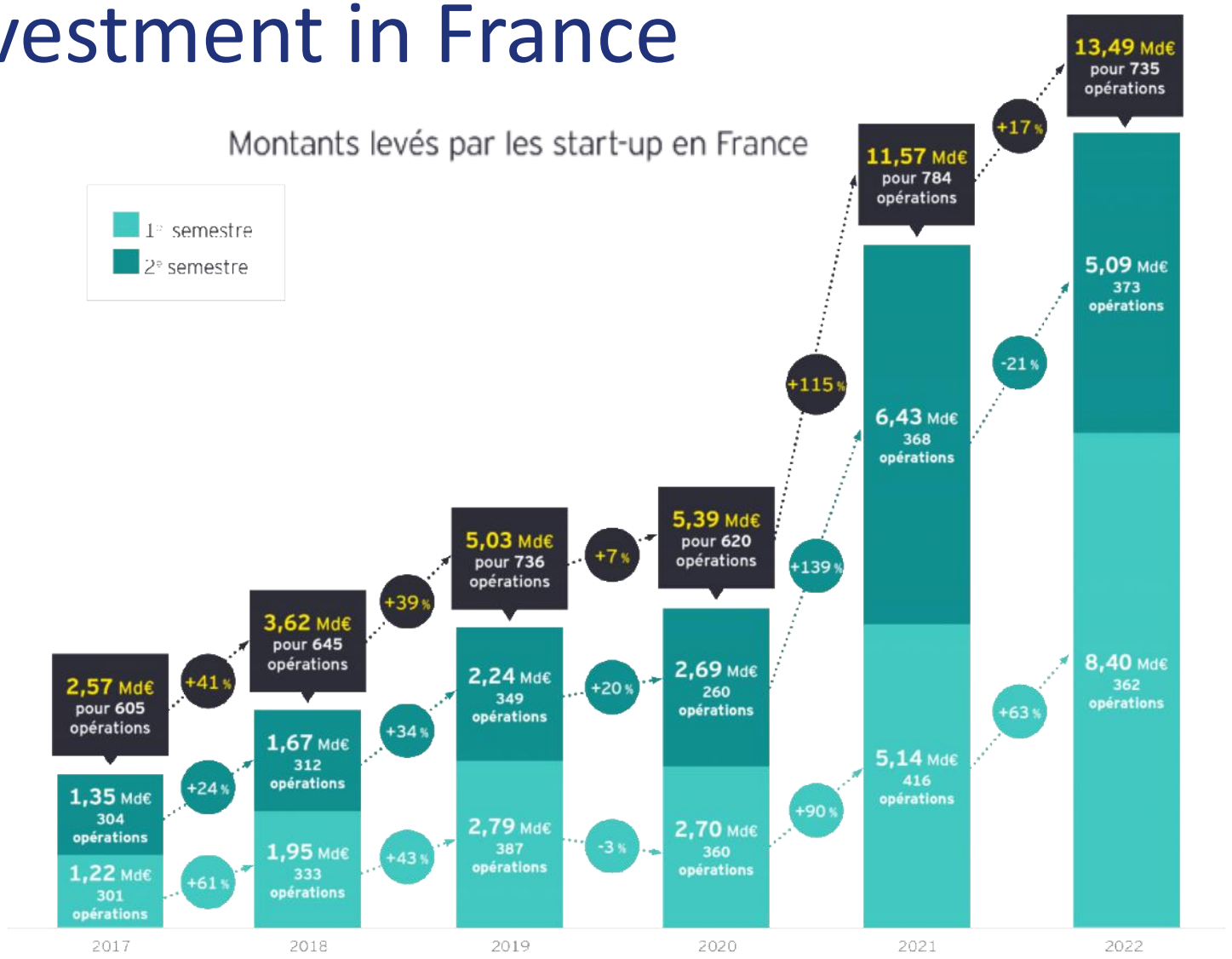
Source : SGPI, 2022

RÉPUBLIQUE
FRANÇAISE
Liberté
Égalité
Fraternité

LA
FRENCH
TECH

La French Tech: an overview

Tech Investment in France



Source : *Baromètre EY du capital-risque en France | Bilan annuel 2022*

La French Tech in France : Key figures

20,000 start-ups

27 unicorns

& 2 ex-unicorns, **OVH Cloud** and **Deezer**, that went public on Euronext Paris stock exchange

- aiming for 100 unicorns by 2030, including 25 greentech unicorns

€13.5 billion raised by French start-ups in 2022

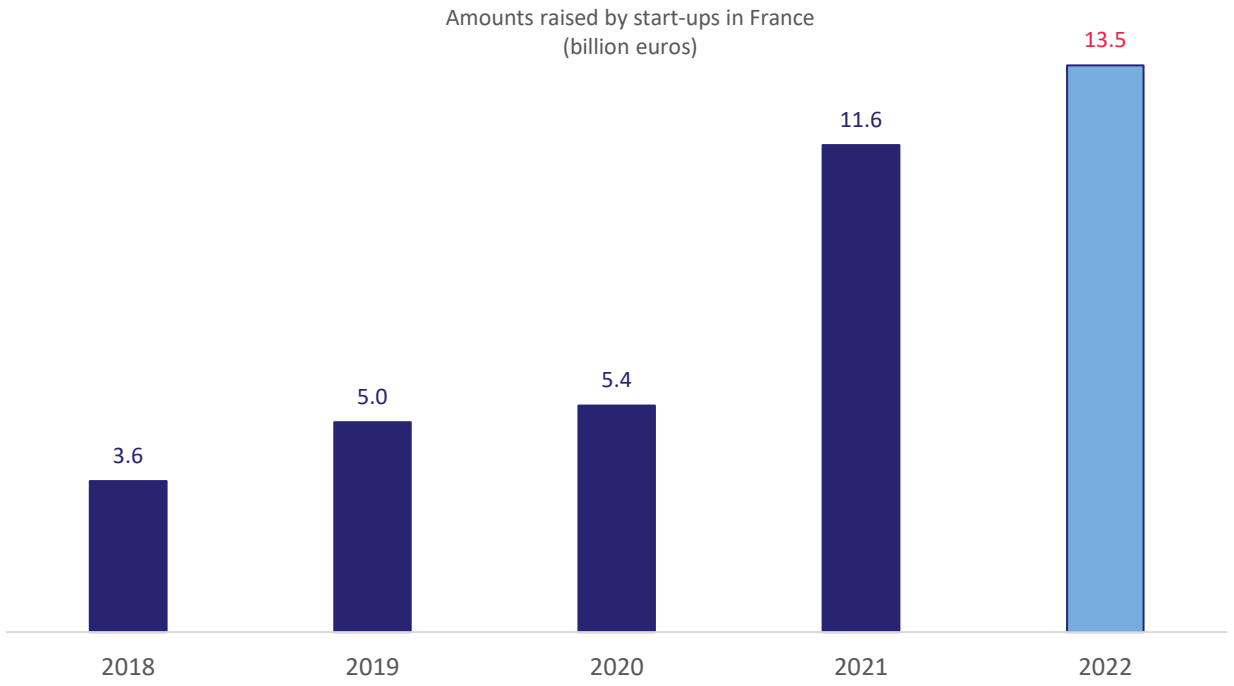
1 million jobs & 1 more million to be created by 2025

A booming ecosystem

French start-ups raised €13.5bn in 2022 (+17%)

Amongst the most dynamic sectors:

- **Fintech**, with €2.5 bn raised (+7%)
- **Cleantech**, with €2.1 bn raised (+178%)
- **Life sciences**, with €1.6 bn raised (+15%)



Source: EY, French Venture Capital Barometer, Annual results 2022

Examples of pro-startup policies adopted in France

- **Initially set up in 2013, the Mission French Tech is helping French start-ups grow and scale**. Specific programmes have been created to accompany the most promising start-ups.

- **Bpifrance** Banque publique d'investissement is a French public investment bank. **It plays a major role by financing all stages of start-ups**, in particular in seed and early stage, but more and more also in the late-stage segment.

- The **Tibi initiative**, **launched in 2020, aims at increasing the funding capacities of French VCs**, and have more funds in France able to **invest in late-stage** (goal of €30 bn collected).

- **Resources were allocated to protect start-ups against the economic crisis provoked by the Covid pandemic**, with €5.2 bn to support start-ups that encountered cash flow difficulties in 2020, and €3.7 billion invested start-ups and emerging technologies as part of our recovery plan.

- **Start-ups and innovative companies will benefit from around half of the earned marked funds (€54bn) as part of our investment plan France 2030**, announced in October 2021.

- The **French Tech Visa**, introduced in March 2019, facilitates the recruitment of foreign talents by innovative companies, and in particular start-ups.

Focus on the Mission French Tech (1/2)

What is the Mission French Tech?

- **A unit within the Ministry of Economy and Finance, with a core team of 35** based in the world's largest Startup Campus, Station F
- **60 correspondents** across key ministries and agencies to favor information, consistency of public initiatives, business opportunities

Ambition

- Support the development of world-class technology companies capable of providing solutions to the major challenges facing society
- Strengthen the dissemination of French Tech solutions to reinforce our technological sovereignty
- Accelerate the opening of the ecosystem to all talents and all territories in order to make French Tech an engine of professional and economic integration for all
- Position the French start-up ecosystem as the leading European ecosystem for ecological transition

Focus on the Mission French Tech (2/2)

In-house programmes

- **French Tech 120/Next40**: support the emergence of world tech champions.
  The 120 selected start-ups meet at least one criteria:
  - fund-raising: start-ups having raised the largest rounds between 2020 and 2022 (≥€40M),
  - hyper-growth: start-ups with an annual revenue ≥ €100M and growth rate ≥25%,
  - French unicorns,

→ They benefit from an enhanced visibility and the support from a group of dedicated correspondents from government agencies, ministries and public services

- **French Tech Green 20/Agri 20/DeepNum 20/Health 20**: accompany startups that will help us face the challenges of tomorrow
- **French Tech Tremplin**: support entrepreneurs from underprivileged backgrounds
- **French Tech Central**: make government services and agencies accessible to startups



67 Communities in 52 countries

Local volunteer entrepreneurs, whether French or with ties to France.

21 Communities In Europe including 15 European Union Member States

RÉPUBLIQUE FRANÇAISE
Liberté Égalité Fraternité

LA FRENCH TECH

LA FRENCH TECH PRAGUE

Objectives of La French Tech Prague

- **Strengthen initiatives to identify growing Czech companies to set up in France**
- **Support economic cooperation and talent development**
- **Create a network of French tech companies in the Czech Republic**
- **Facilitate the exchange of information and help the community succeed**

Meet La French Tech Prague

A board of 10 experts including 30% of women.











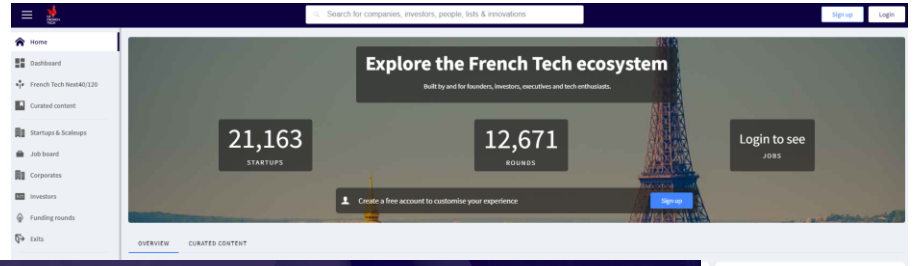

324 followers : La French Tech Prague: Company Page | LinkedIn

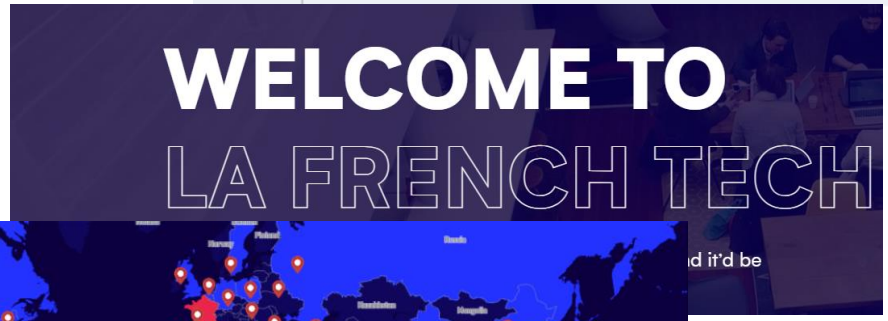
Network

La FRENCH TECH

Bringing together startups, investors, policymakers & community builders

Global French Tech communities in +100 cities







See you @

VIVA TECHNOLOGY JUNE 14-17 2023 PARIS

Government Support and Funding

How start-ups benefit from government initiatives in France

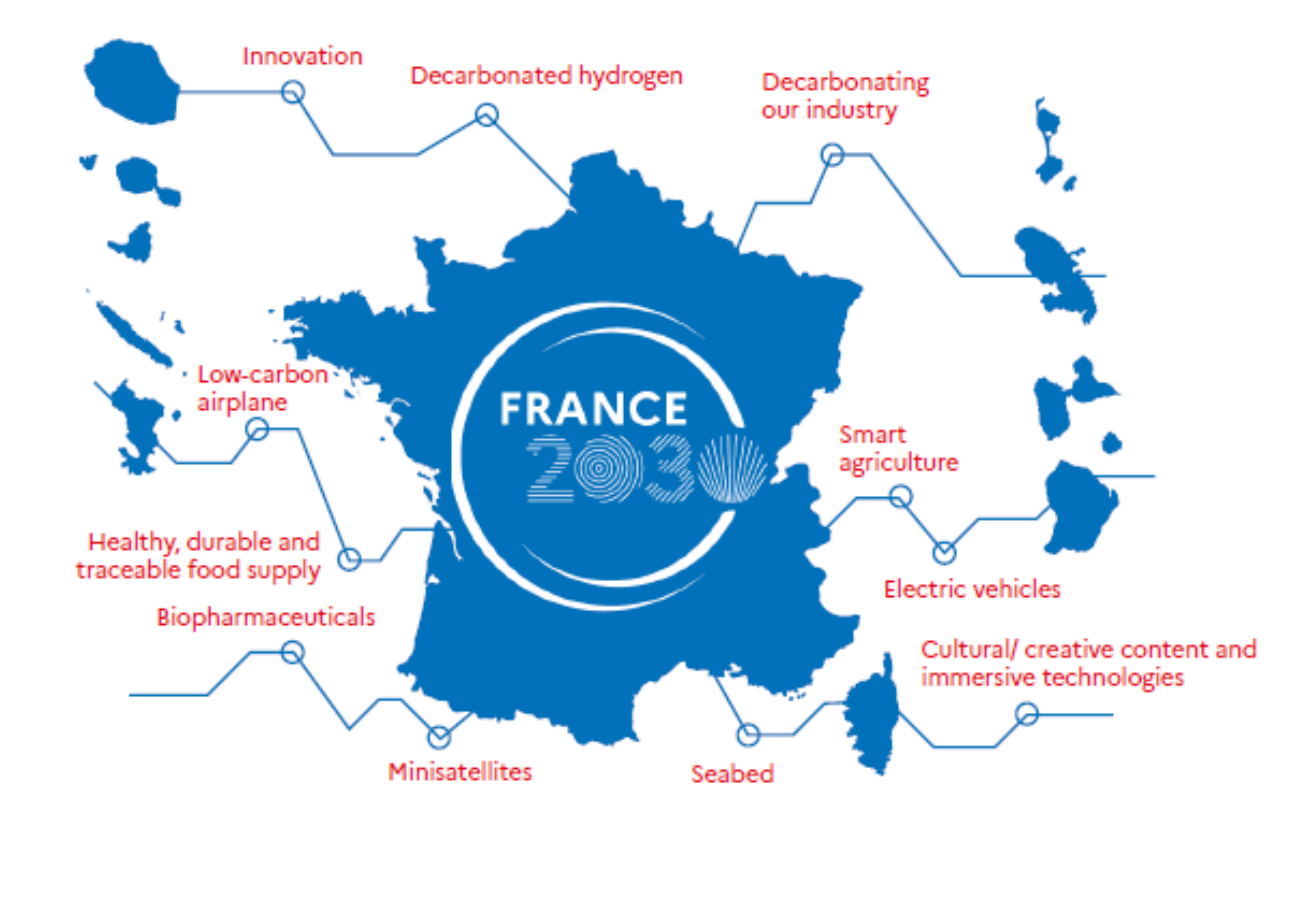
Choosing the right path depending on the purpose of your project

The government funding programs in place are broken down according to the purpose of projects (productive investment, research, development, innovation, training, etc.) :

- Investing and expanding your business in France
- Supporting your R&D programs and innovative projects
- Recruiting and training your employees
- Investing to protect the environment
- The location (priority development area or otherwise) of the investment and the size of the company (large company, mid-size company, or SME) must also be considered in identifying the government support available



France 2030 - How to apply for France 2030 fundings



Source: https://www.gouvernement.fr/france-2030/appels-a-candidatures

All open call for projects are listed on this site [In French only] with direct links to more details regarding the call for projects and how to apply:

- Innovation
- Decarbonated hydrogen
- Decarbonating our industry

Supporting your R&D programs and innovative projects - CIR

KEY FIGURES – France's research tax credit

- 100% of companies are eligible regardless *of* their size and activity
- 30% of annual R&D expenditures up to €100 M per company and 5% above this threshold
- 26,870 companies filed research tax credit returns in 2019, amounting to a total of €25,5 billion in eligible expenditure
- Research tax credit awarded to fund R&D expenditure: €7.04 billion in 2019
- Very large tax credit base, encompassing all R&D expenditures plus innovation expenditures for SMEs

R&D tax credit breakdown by sector:

- 1. Electrical/electronic equipment: 15%
- 2. IT consulting and support: 14%
- 3. Pharmaceuticals, perfumes, cleaning/polishing preparations: 11%
- 4. Automotive industry: 8%
- 5. Aeronautics: 7%
- 6. Architectural and engineering services: 7%

Refer to the "CIR" handout

FRENCH PUBLIC SUPPORT TO R&D AT A GLANCE

French public support to R&D scheme encompasses every category of expenses incurred by innovators

Recruitment of R&D staff

Crédit Impôt Recherche – tax credit allowing to offset 30% of wages of R&D staff, PhD graduates…

CIFRE – 14K subsidy per year for PhD candidates

Call for projects (bpifrance, ADEME, ANR…) – subsidies or loans for R&D projects including R&D staff expenses

Regional R&D Support schemes – subsidies or loans for R&D projects including R&D staff expenses

R&D assets

Crédit Impôt Recherche – 30% of depreciation allowances on tangible and intangible R&D assets (20% for Crédit Impôt Innovation)

Call for projects (bpifrance, ADEME, ANR…) – subsidies or loans for R&D projects including R&D assets expenses

Regional R&D Support schemes – subsidies or loans for R&D projects including R&D asset

Intellectual property

Crédit Impôt Recherche – 30% of patent fees, IP counsels…

IP Box – Reduction of corporate tax on IP assets revenues

Bpifrance – Up to 80% of IP consulting fees (min 3K - max €10K).

INPI – 5K subsidy for IP related consulting fees

BUSINESSFRANCE

IDENTIFY – SECURE – CONNECT

Collaborative R&D project

Crédit Impôt Recherche – 30% of outsourced research expenditure entrusted to public or private organizations

Call for projects (bpifrance, ADEME, ANR…) – subsidies or loans for R&D projects of consortia

Regional R&D Support schemes – subsidies or loans for R&D projects in collaboration with local public R&D bodies or local companies

Support to young innovative start-ups

Young Innovative Company (SMEs only) – tax and social exemptions until 8th year

Bourse French Tech/French Tech Emergence – 30K€ grant for start-up creation *(90 K€ for deeptech companies)*

Regional R&D Support schemes – specific subsidies or loans for first hires, consulting fees…

R&D for environment

ADEME – Environment & Energy Agency call for projects : mix of grants and repayable advances

bpifrance – through non-recurring specific call for proposals

Regional R&D Support schemes – subsidies or loans for R&D projects including R&D assets

BUSINESSFRANCE

Business France

- **Promotes** France's attractiveness
- **Prospects** and **supports** foreign investment in France
- **Helps you** to lead your project to a successful conclusion



Choose France™

A STRONG VALUE CHAIN

Defining the specifications

Constructing an offer for France

Program of visits

Investment decision

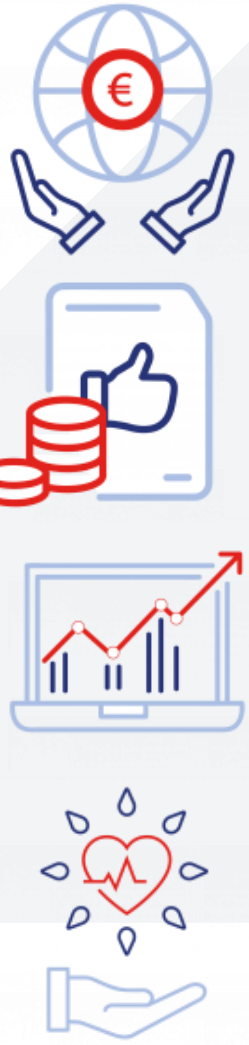
Follow-up



www.businessfrance.fr

BUSINESS FRANCE INVEST :

CONNECT - ACCELERATE - SUCCEED









Stéphane LAAPER, stephane.laaper@businessfrance.fr