

A stylized, colorful illustration of a Paris skyline. The background is a gradient of orange and yellow, suggesting a sunset or sunrise. A large, light-colored semi-circle on the left represents the sun. In the center, a tall, thin orange tower (Eiffel Tower) rises. To the right, a blue dome (Dôme des Invalides) is visible. The foreground consists of various colored blocks representing buildings in shades of orange, red, purple, and blue. The overall style is flat and modern.

PARIS&CO

**International&Innovation**

# Our 5 businesses



## Incubation

Incubate and support startups



## International



## Urban Lab

Experiment and field-test innovative solutions in Paris



## Open Innovation

Foster business relationships between major corporations and startups

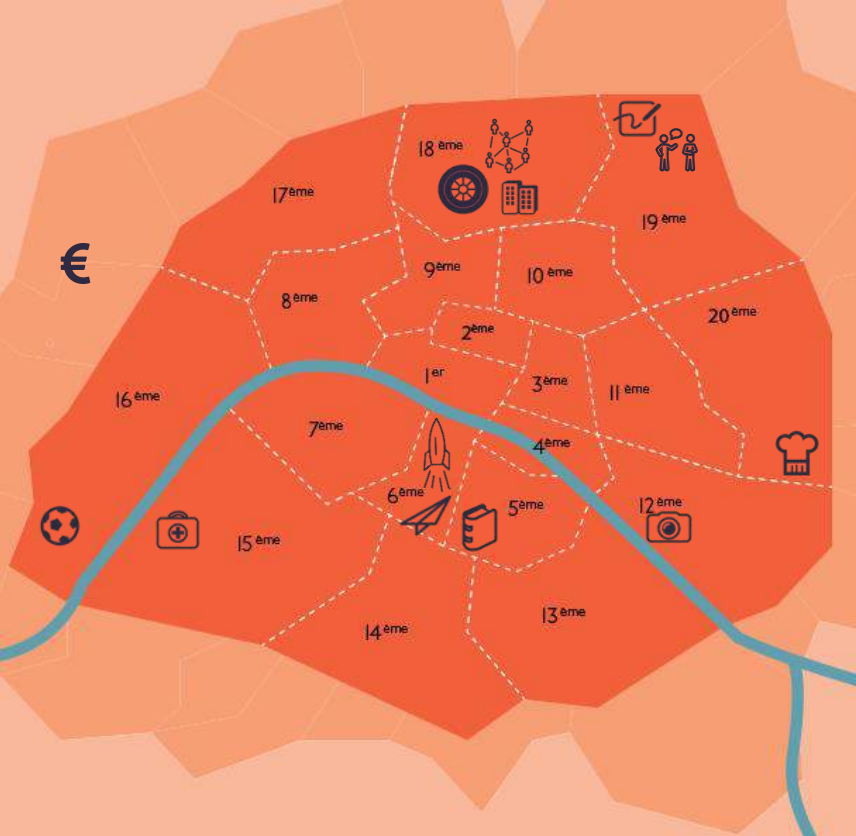


## Event organization

Organize and facilitate large scale events for the innovation ecosystem

# The largest incubator in Europe

9 sites – 13 incubations programs – 350+ startups



**Circular Economy**



**Smart Food Paris**



**Innovative Real estate**



**Tech Care Paris**



**Digital Publishing**



**Welcome City Lab  
Tourism**



**Le Tremplin  
Sport**



**HR Tech**



**Le Swave  
Fintech**



**UPPER  
Generalist**



**LINCC  
Creative Industries**



**COMET  
International**



**Le Rolling Lab  
Sustainable mobility  
and logistics**

# In our incubation programs :

**341**  
startups

+

*44 projects*  
*29 in Digital Publishing*  
*8 French Tech Diversity*  
*7 French Tech Ticket*

**2 974**

**Jobs created**  
(by 31/12/2017)

**145M€**

**Revenue**  
(2017)

*And 36*

*Startups have a revenue*  
*above 1M€*

**139M€**

**Funds raised by our**  
**startups in 2017 (VCs,**  
**BAs, etc)**

# Success stories 2017

PARIS&CO



2 M€



1,5 M€



2 M€



3 M€



3,2 M€



4 M€

Gymlib.com

3 M€



1 M€



2 M€

shippeo

10 M€



2 M€

Shift  
Technology

28 M€



3 M€  
(+10 M€ en 2018)

ALUMNIS



71 M€



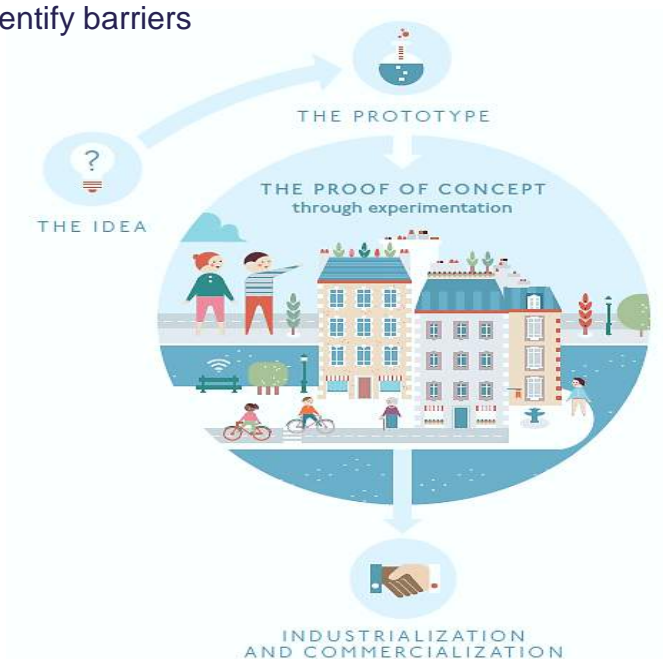
GuesttoGuest

33 M€

# Urban Lab

Test in real-life conditions an innovative prototype to :

- Validate the solution before going to market / buying
- Measure the users' response
- Find new solutions to urban challenges & citizens' needs
- Identify barriers



14  
PROGRAMS  
LAUNCHED



200+  
EXPERIMENTATIONS  
DEPLOYED



300+  
COMPANIES  
SUPPORTED



10 programs led  
with the city of Paris



Smart Urban Furniture



Energy Efficiency in Buildings  
2 editions



Innovative Vegetation



Autonomy for the elderly  
3 editions



Circular Economy



Sustainable Urban  
Logistics



Adaptation  
to Climate Change

# Open innovation

Paris&Co helps more than **100 major corporations** accelerate and spread their culture of open innovation :

**Facilitate** meetings between startups and global players.

**Exchange** best practices and experiences between major corporations.

**Transform** these meetings into business opportunities.



# Event organization

Paris&Co energizes the innovation ecosystem with small targeted events and major international gatherings.

**+300** **events**  
organized in 2016

These events federate the innovation ecosystem and consolidate Paris & Co's network of companies, startups, governmental agencies, institutions, incubators, investors and VC's in France and internationally.



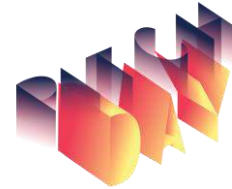
Annual awards  
Ceremony for French &  
international startups  
**16** years of existence,  
**67** awards, **750,000€** of  
endowments



Annual discovery of  
innovation ecosystem  
for college & high  
school students  
throughout France  
**10,000** students **180**  
innovation sites

**HACKING**  
de l'Hôtel de Ville

Annual gathering at City  
Hall of Paris: startups,  
investors, companies &  
experts  
**1100** startups **3500**  
participants **70**  
nationalities



Twice a year Paris&Co  
startups pitch in front of  
French & international  
investors and business  
angels  
**70** investors **20** startups  
per session



# Two programs : Explore & Invest



COMET



**EXPLORE**

## One-month business Acceleration program

All areas, all verticals  
10-15 startups/session  
3x per year : MARCH, JUNE, OCTOBER

### How to make it in Paris ?

- Business développement
  - Implementation
- Networking and visibility
  - Mentoring



**INVEST**

## Flexible desk in Paris

From 2 to 6 months, renewable once  
350€ (excl tax) / month / desk

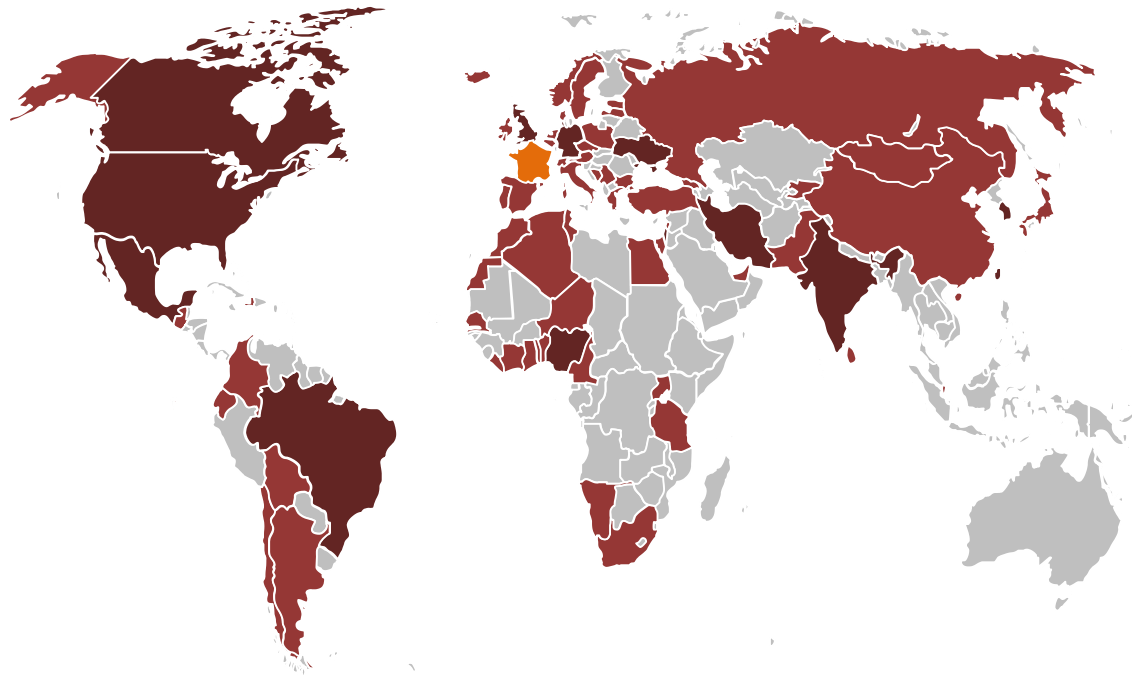
### Spend some time on the spot !

- Desk (24h/7)
- Services and access to partners
  - Mentoring
- Housing via partners



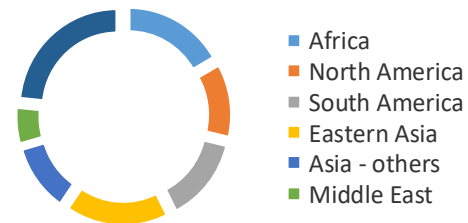
# Welcome the World !

Countries with at least 1 application in the last 5 editions



400+ applications  
72 laureates in 6 editions  
72 nationalities

Origin of applications by area



# COMET // Explore program - Content



COMET

## Business développement

- *How to pitch in front of investors ? Personalized training sessions.*
- *“Practice your pitch in front of international students”*
- *How to develop an R&D activity and benefit from the Research Tax Credit*
- *Doing business in France : from drafting a commercial contract to intellectual property protection*
- *Venture Capital investment presentation and pitch to VCs*
- *How to get grants and financial support from French agencies and institutions*

## How to set up in Paris ?

- *How to deal with French banks and get support from them in your development*
- *How to recruit and source talents ? French Labor laws.*
- *Creating a company in France : how to set up ? Legal and financial aspects.*
- *Introduction to corporate immigration : How to be compliant ?*
- *Intercultural management : Know-how to work in France and with French people.*

## Network and Visibility

- *How to deal with French media and get buzz ?*
- *Roundtables with foreign entrepreneurs in Paris and past laureates*
- *Welcome session with French startups from Paris&Co incubators*

**HACKING**  
de l'Hôtel de Ville



**hello**  
**tomorrow**

**PARIS&CO**

+ Personal mentoring and coaching from Paris&Co team