



Choose
France™

SHAPING **FRANCE**

AS THE LEADING
EUROPEAN NATION IN
**INNOVATION AND
SOVEREIGNTY**

IN HEALTHCARE



What we do

We promote and facilitate international investments in France



We foster export growth by French businesses



We promote France's companies, business image and nationwide attractiveness as an investment location



We run the VIE International Internship Program



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

INVESTORS

Whatever your goal is :



new investment site



expansion of an existing site



technology partnership



acquisition or financial investment

A STRONG VALUE CHAIN

DEFINING THE
SPECIFICATIONS



CONSTRUCTING AN
OFFER FOR FRANCE



PROGRAM OF
VISITS



INVESTMENT
DECISION



FOLLOW-UP



PARTNERSHIPS AT EVERY LEVEL...

European



National (ministries, state
agencies, banks, etc.)



Regional and local



Business France teams **use their network of nationwide and regional public and private sector partners** to facilitate and fast-track project delivery.

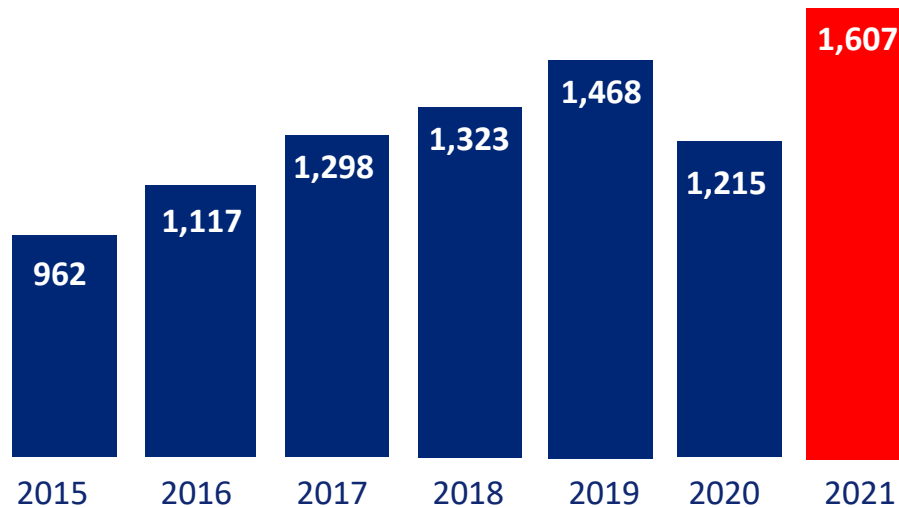
THE MOST ATTRACTIVE COUNTRY IN EUROPE



1,607 new inward investment decisions in France in 2021

2021 was the best year in 10 years for investment (2nd year 2019)

Up 32% compared to 2020



Annual Report – Foreign investment in France (Business France, 2021)



31 new investment decisions every week

(25 in 2018 and 28 in 2019, 23 in 2020)



More than **5,800** Tech startups and scaleups

based in Paris

La French Tech, 2020



1st global destination in R&D & Industrial projects

(4th in 2016)

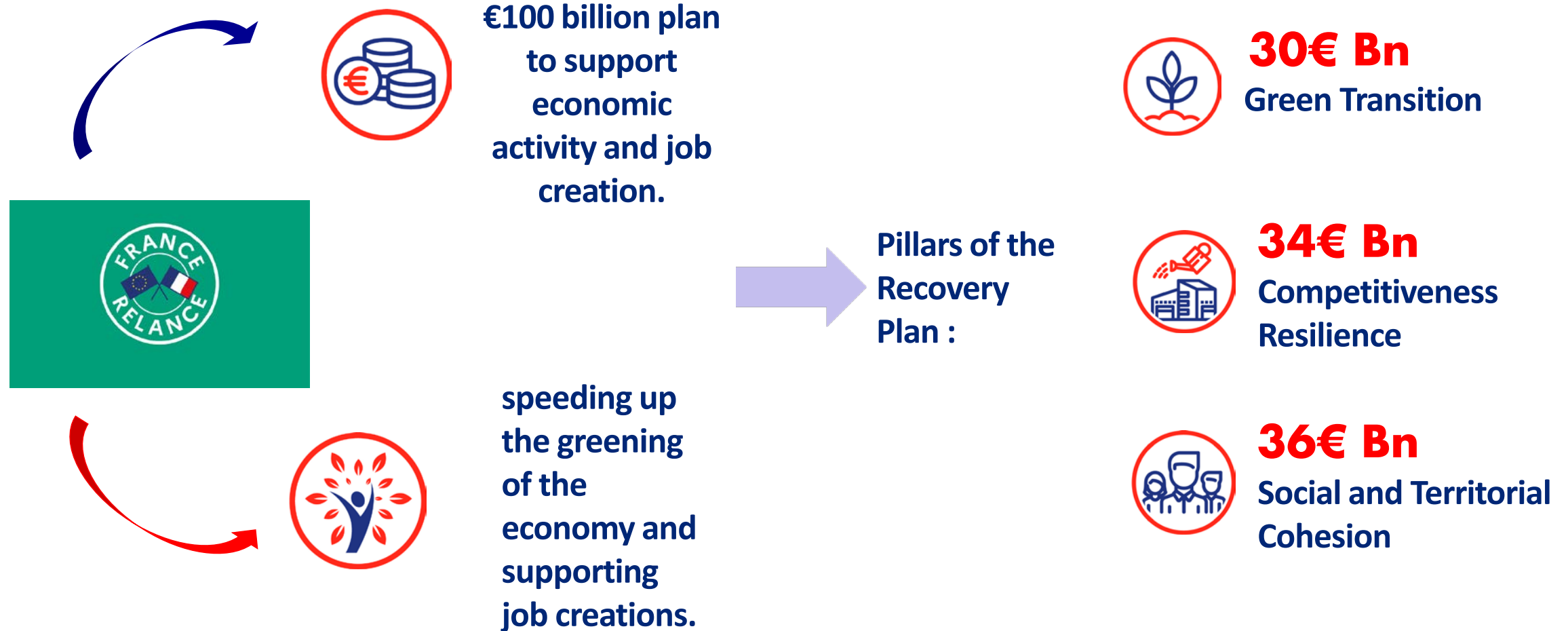
QS Best Student Cities, 2019



3rd most competitive city in the world

AT Kearney, Global Cities Report, 2019

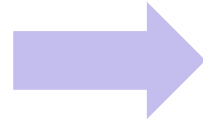
GLOBAL RECOVERY PLANS IN THE WAKE OF THE COVID-19 CRISIS



FRANCE 2030 : AN INVESTMENT PLAN TO BUILD THE FRANCE OF TOMORROW



€34 billion plan over 5 years to develop industrial competitiveness and future technologies.



Better production

8€ Bn for the energy sector
4€ Bn for the “transport of the future”



Better living

2€ Bn for healthy, sustainable and traceable food
7.5€ Bn for the health sector



Understanding the world better

2€ Bn for space and the seabed



7.5€ Bn for the health sector

- **1€ Bn** to support research: site policy, attractiveness of high-level researchers, support for infrastructures ;
- **500€ M** for cross-functional support for technology maturation and clinical trials ;
- **2€ Bn** for acceleration strategies for biotherapy and bioproduction of innovative therapies, digital health, emerging infectious diseases and CBRN threats
- **1.5€ Bn** to support industrial investment through calls for projects and the European IPCEI project ;
- **2€ Bn** to support the emergence, growth and industrialization of start-ups by Bpifrance ;
- **400 € M** for the medical devices sector.

THE PLACE TO BE FOR

Health industry



1st European country for investments

In health-related R&D. €2.2 million for the "My Health 2022" plan



1st European country in number of patents filed in the medical field



2nd Health Research Institute worldwide

Inserm, which is also the leader when it comes to filing patents in biotechnology in Europe



3rd Export sector in France



400 manufacturing sites

3,100 companies and 450,000 direct or indirect employees

A deep talent pool and a **skilled** workforce

1 million engineers (largest in Europe with Germany) and 44% of 25- to 34-year-old have a tertiary education qualification, compared with 30% in Germany and 26% in Italy (OECD, 2017)

278,000 students enrolled in higher education

38,000 graduate engineers every year

#3 in Europe in R&D staff availability

#4 in the world in R&D staff per 1,000 workers, only behind Finland, Sweden and Austria (OECD 2014).

THE PLACE TO BE FOR

Health industry



5TH LARGEST MARKET WORLDWIDE

- **Pharma: €62 billion in revenue in 2020** (exports = 50%). 100,000 employees. €7.3 billion invested in R&D.
- **Medtech: €31 billion in revenue in 2021** (exports = €10 billion). 1,500 companies and 90,000 direct employees.
- A unique social protection system, ensuring easy access to healthcare for **67 million people**. The French universal health insurance covers 77% of health expenditure, **with OOP spending being the lowest among OECD countries.**

A STRONG ECOSYSTEM FOR INNOVATION

- **13 Nobel prizes in medicine.**
- **2,000 healthtech startups** employing 50,000 people, including **750 biotech companies.**
- **€2,3 billion funds raised** by healthtech companies in 2021. **A 50% increase** between 2020 and 2021.
- A leading country for **clinical trials in oncology, rare diseases and biotherapies**. France is involved in 45% of clinical trials in oncology / 30% worldwide.

FOCUS ON MEDICAL DEVICE INDUSTRY

Choose
France™

 French
Healthcare

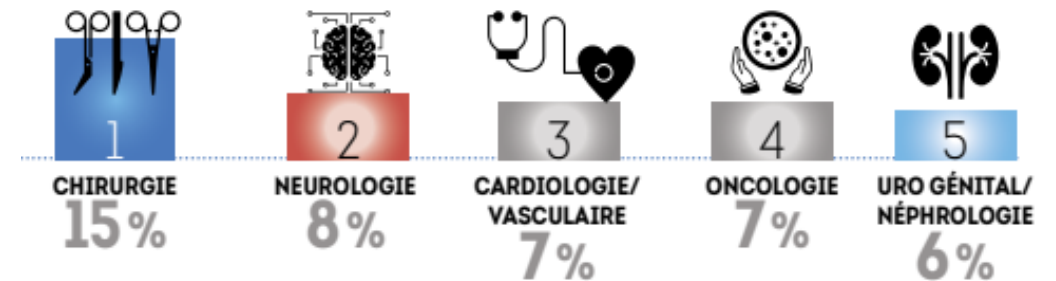
 **2nd** European country
for Medical Devices

 **1502** Companies in the
medical devices sector
93% of which are SMEs, generating revenues of
€30 billion and €9 billion from exports

 **90 000** people work in the
sector in France
50% for subsidiaries of foreign companies

 **9** Innovation Business clusters (Medical
clusters Technology Center, À l'Ouest
des Dents), clusters (I-Care), technological centers
(Haute-Champagne Technology Center, Temis in
Besançon) and associations (BioMedical Alliance).

Sectors of development :



Stage of development of medical device companies in
France :

12% : Research
37% : Development of the product
16% : Registration and labelling EC
35% : Marketed product

THE PLACE TO BE

Health
industry

FOCUS ON E-HEALTH INDUSTRY



200 E-health start-ups



€391m raised by French e-health start-ups
In 2020 (€516m in 2019 with €150m by Doctolib)



26% of e-health products are **telemedicine and telemonitoring apps**



A FLAGSHIP FISCAL SCHEME: THE FRENCH R&D TAX CREDIT

- Possibility to deduct R&D expenditure of **30% up to €100 million in expenditures**, 5% above this threshold.
- €800 million of R&D tax credit per year for the healthcare industry.
- **France is ranked first among OECD countries for R&D funding.**

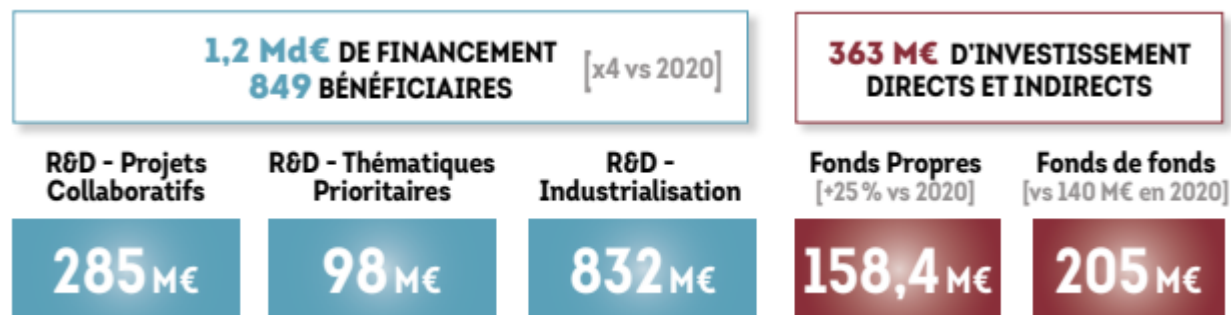
SUPPORT FOR THE HEALTH SECTOR IN 2021

€1.2 billion in incentives have been allocated to this sector to support nearly **850 projects**. More than four times as much as in 2020.

Healthtech companies received **33% of total incentives** in 2021.

Since the beginning of the crisis, the State has financed **up to €856m** the companies fighting against Covid (vaccines, diagnostics, therapeutics).

Equity investments by BPI France with **€158m invested in the capital of HealthTech companies** and **€205m in HealthTech venture capital funds** in 2021.



123 investment projects
in the health sector in France in 2020 & 2021



FACILITATING THE SUCCESSFUL IMPLEMENTATION OF YOUR INVESTMENT PROJECTS IN FRANCE



THANK YOU

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