

The French KTT lanscape evolution

Marc Legal – CEO -

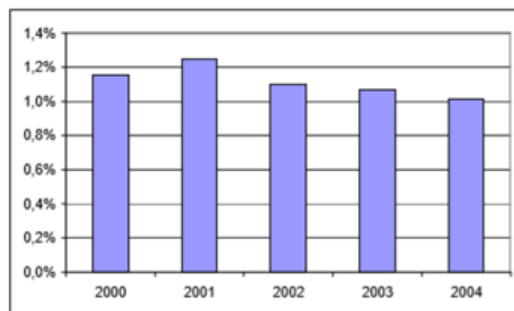


Context in 2007

Strong position in research but low capacity to convert it into business

- **Collaborative research (in% of academic lab revenue)**
 - Germany 13%
 - UK : 6%
 - US : 5%
 - France : 3%
- **Academic IP revenu**
 - US : 3% - 5% of research budget
 - France : 1%

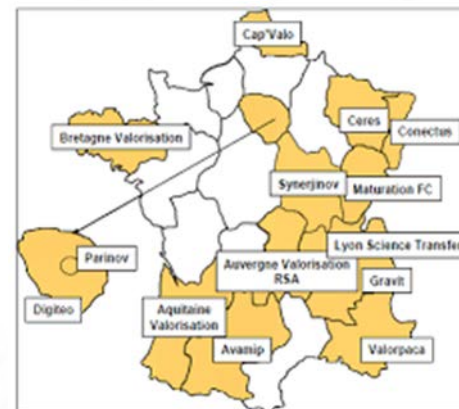
Graphique 25 : Redevances de propriété intellectuelle rapportées à la dépense publique de recherche de 2000 à 2004



Source : MENESR/DEPP.

Fragmented TT landscape

- Some **strong national research organizations** having a long tradition in TT (CNRS, INSERM, IRD, IRSTEA,...)
- **80+ autonomous universities** looking for critical size and supporting TT activities
- Emerging mutualized Tech Transfer Office (POC) for mutualized Univeritiy



New tools in the French TT Landscape



Michel Rocard – Alain Juppé



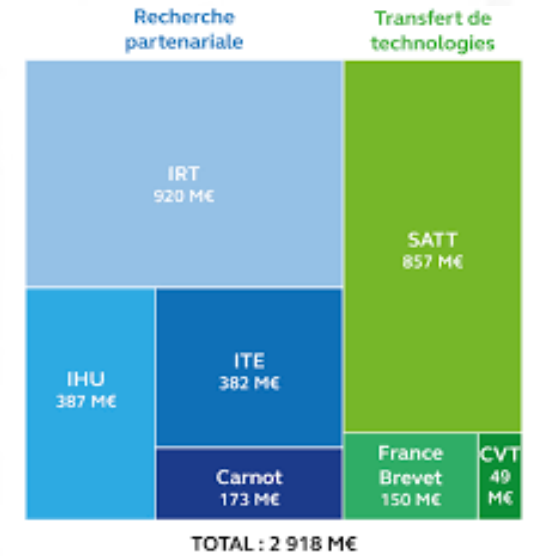
22 000 M€
2009

**Action
Innovation**
2010
2 900 M€

**Fonds National
d'Amorçage**
2010
600 M€

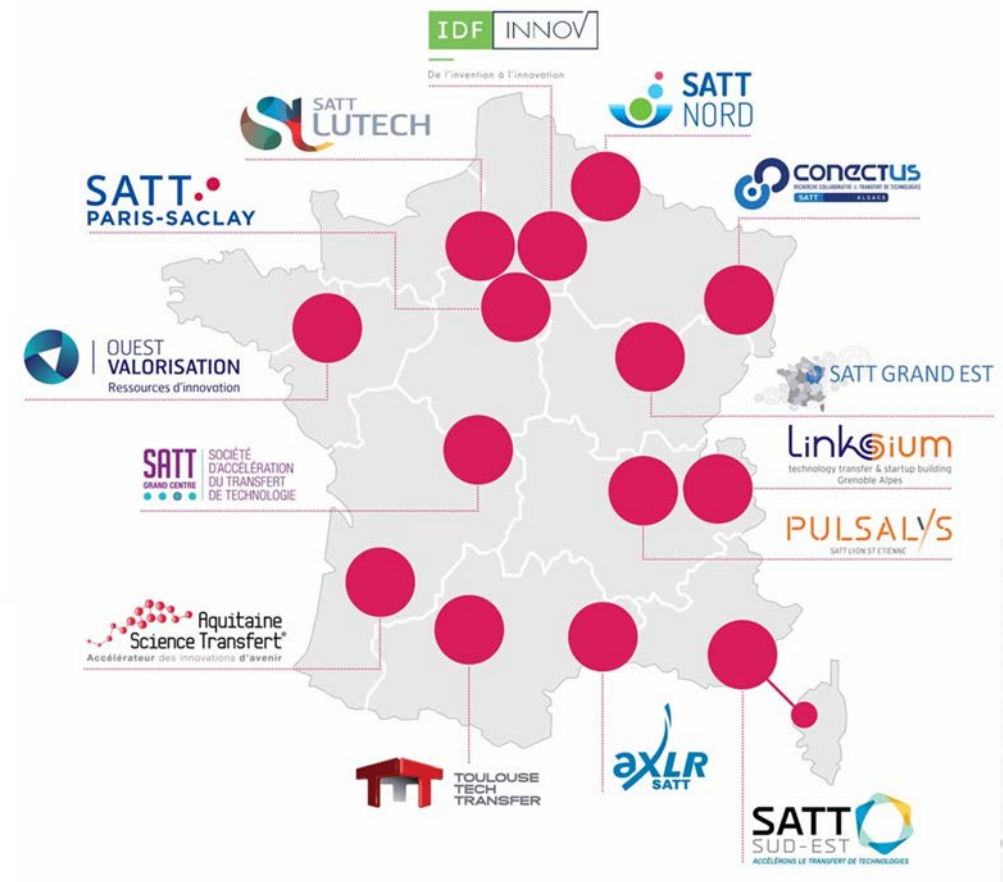


Seed Fund



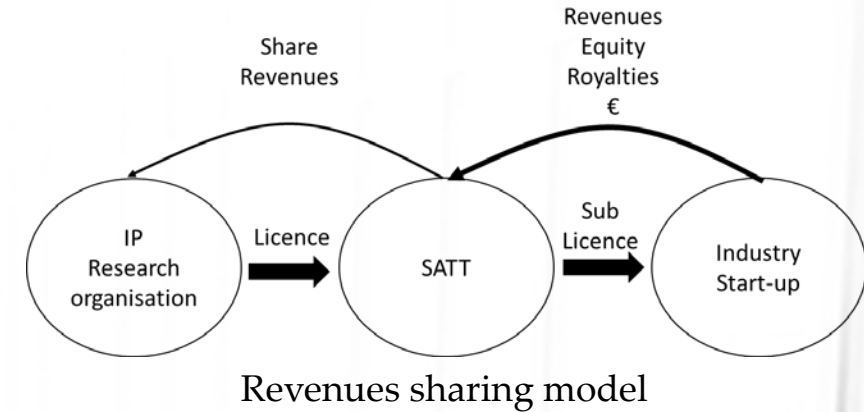
SATT, what for?

- **Core objective: Accelerating Tech transfer.**
 - Enhance the value and accelerate the process of technology transfer from public research to industry.
- **Why a SATT?**
 - Reduce fragmentation of Tech Transfer system
 - Improve operational efficiency
 - Strong IP management & efficient technology commercialization
 - Create value through **POC**
- **A fully owned subsidiary of public research operators**
 - SAS 1M€ capital
 - Board with 12 members
 - 8 : public research organisation
 - 4 : central government
 - External Investment Committee



Business model

- **Investing in IP & POC towards licensing**
 - Tickets from 10k€ to 400k€+ per project (3-5 M€/year)
 - Can fund any activity (prototype, studies, etc) to facilitate licensing
 - Revenue : royalties, up front (converted sometime into capital share)
 - Break even: 10 years
- **Providing services to public research organisations**
 - Aiming at developing public private partnerships
 - Training, Business development, Contract negotiation, capability mapping, IP management
 - Invoiced at market price
 - Break even : 3 to 5 years



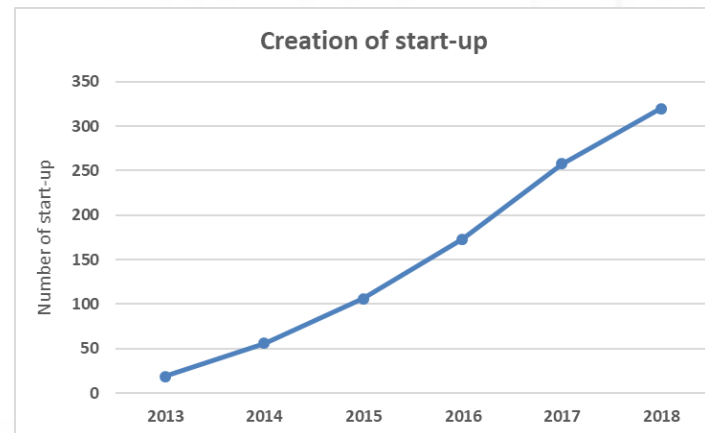
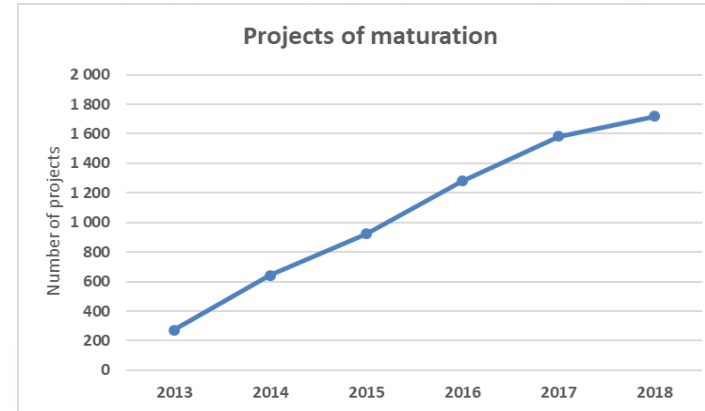
As an option

- **Collaborative research management**
- **Start-Up Incubation**

Some results for SATT...

dec 2018....

- + 380 M€ invested on 1 700 projects (since 2013)
- 2 500 filed patents (since 2013) (4 400 patents managed)
- **836 licences** signed with companies and start-up (since 2013)
- ...
- **368 start-up created** (since 2013)
 - 1 153 employees
 - 243 M€ we raised during 2018





Small comment from inside...

Some new tools for more efficiency or... more complexity

- Added value for the system
- Aligment of players
- Clearness of goals
- Efficiency of governance

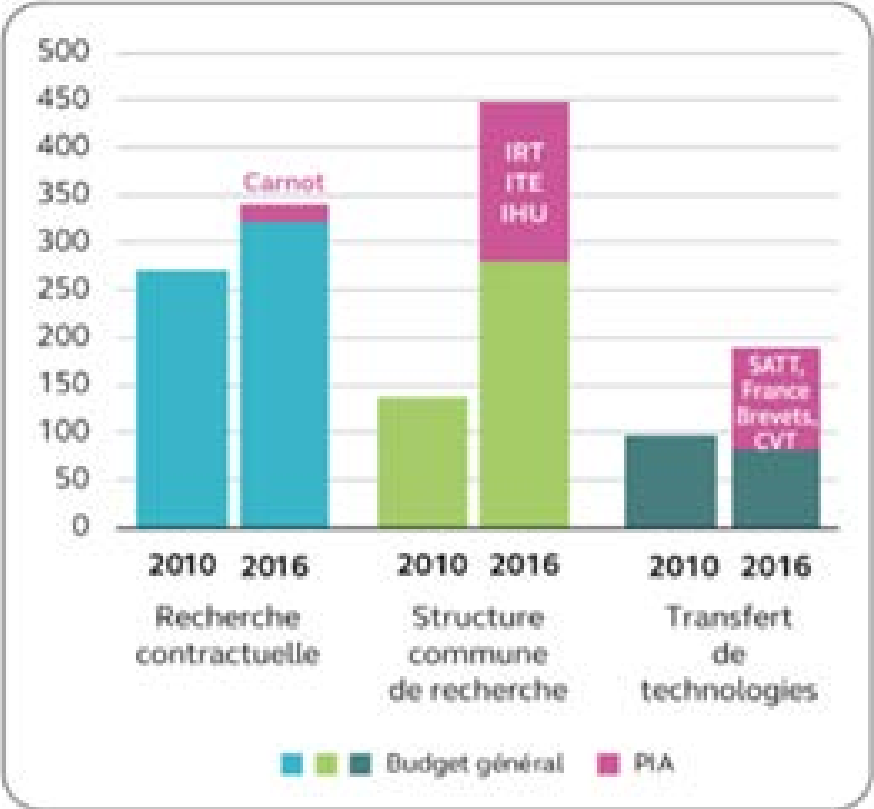
Schéma n° 5 : panorama des acteurs de la recherche, de la valorisation et de l'innovation après le PIA



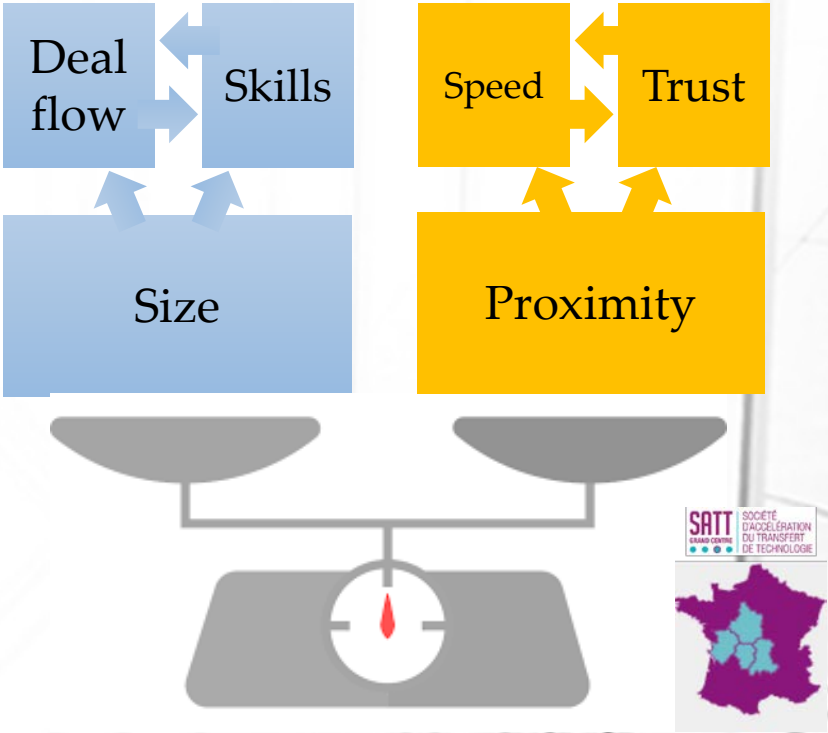
Source : Cour des comptes.

Real added value

Real money / real need



Proximity / Availability



Alignment of players

- Local PRO & TTO
 - Proximity
 - Identit
 - And « small service »
- National PRO



« Affectio societatis »

Cleanness of goal



« About » or « for money »...

- From « Grant » to « Investment »
 - Breakeven : 10 years ?
 - Evaluation : to support or to select
 - How to negotiate license agreement with academic spin off
- From « University department » to « Company »
 - Board composition
 - Salaries
 - ...

Global governance...



- Sanctuarisation of the TT policy
- Number of stake holders

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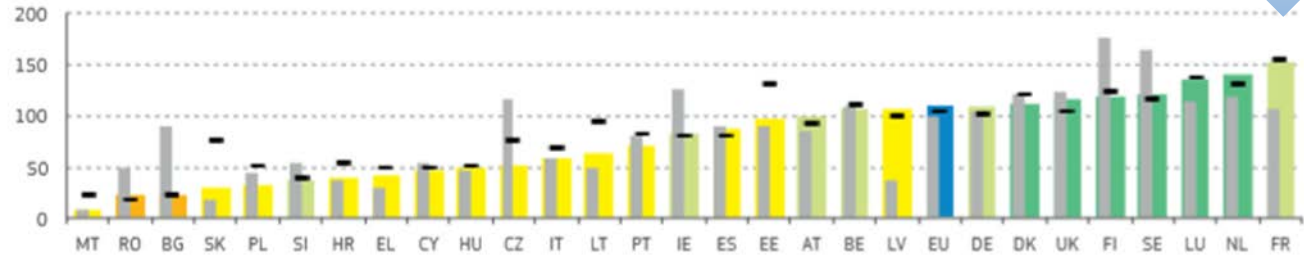
You want to know more ?

- Licence Executive Society : SATTs at the service of Research and Industrial Innovation
- <https://www.satt.fr/>
- European innovation score board : <https://ec.europa.eu/docsroom/documents/33147>
- Rapport de la cour des comptes / Valorisation de la recherche publique

Thank you for your attention !

Global Impact of ...« Investissement d'avenir » ?

Finance and support Source : European Scoreboard

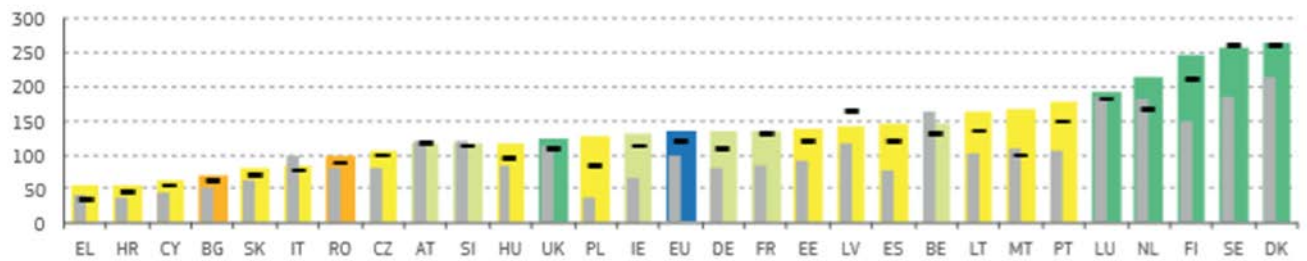


Coloured columns show Member States' performance in 2017, using the most recent data for the indicators in this dimension, relative to that of the EU in 2010. The horizontal hyphens show performance in 2016, using the next most recent data for the indicators in this dimension, relative to that of the EU in 2010. Grey columns show performance in 2010 relative to that of the EU in 2010.

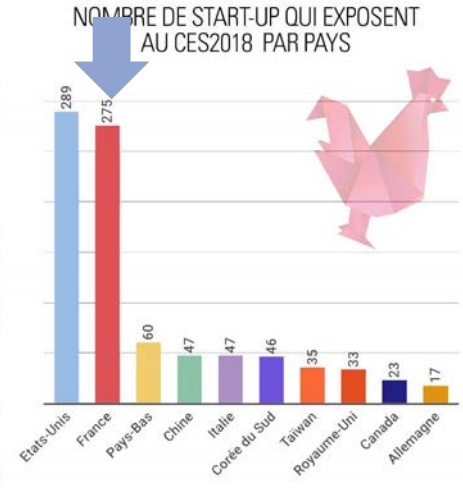
Group of « strong innovator »



Innovation-friendly environment



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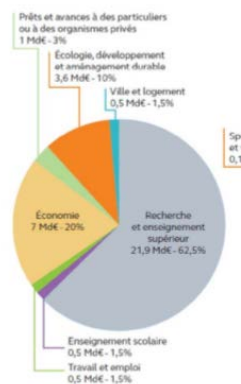


COMMISSARIAT GÉNÉRAL À L'ÉQUILIBRE ET À LA COHÉSION TERRITORIALE

Tableau 1 – Les priorités initiales d'investissement de l'État dans le cadre du PIA 1

Axes	Moyens en milliards d'euros
Axe 1 : Soutenir l'enseignement supérieur, la recherche, l'innovation	16 Md€
Axe 2 : Favoriser le développement de PME innovantes	2 Md€
Axe 3 : Accélérer le développement des sciences du vivant	2 Md€
Axe 4 : Développer les énergies décarbonées et l'efficacité dans la gestion des ressources	3,5 Md€
Axe 5 : Faire émerger la ville de demain	4,5 Md€
Axe 6 : Inventer la mobilité du futur	3 Md€
Axe 7 : Investir dans la société numérique	4 Md€
Total	35 Md€

Source : Rapport de la commission Juppé-Rocard



Action	Objectif	Montant
1^{er} axe : soutenir l'enseignement supérieur, la recherche et l'innovation		16,0 Md€
1	Favoriser l'émergence de campus d'enseignement supérieur et de recherche d'excellence	10,0 Md€
2	Investir dans les équipements de recherche, soutenir l'innovation pédagogique et renforcer l'attractivité de la recherche en France	2,0 Md€
3	Créer quelques campus d'innovation de dimension mondiale, mieux valoriser les résultats de la recherche publique et soutenir la recherche partenariale	3,5 Md€
4	Favoriser l'égalité d'accès à l'enseignement supérieur et susciter l'intérêt pour les sciences dès le plus jeune âge	0,5 Md€