The French KTT landscape evolution

Marc Legal – CEO - OliSens
Water quality control in real time
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 revenue
  - US: 3% - 5% of research budget
  - France: 1%

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 University
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

TOTAL: 2,918 M€
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
Real added value

Real money / real need

Proximity / Availability

- Deal flow
- Skills
- Speed
- Trust
- Size
- Proximity
Alignment of players

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

« Affectio societatis »
Clearness 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
The French KTI landscape evolution

You want to know more?

- Licence Executive Society: SATTs at the service of Research and Industrial Innovation
- [https://www.satt.fr/](https://www.satt.fr/)
- Rapport de la cour des comptes / Valorisation de la recherche publique

Thank you for your attention!

Marc Legal – CEO - Marc.legal@olisens.com
Global Impact of « Investissement d’avenir »?

Source: European Scoreboard

Group of « strong innovator »
<table>
<thead>
<tr>
<th>Axe</th>
<th>Objectif</th>
<th>Montant</th>
</tr>
</thead>
<tbody>
<tr>
<td>Axe 1</td>
<td>Soutenir l'enseignement supérieur, la recherche, l'innovation</td>
<td>16 M€</td>
</tr>
<tr>
<td>Axe 2</td>
<td>Favoriser le développement de PME innovantes</td>
<td>2 M€</td>
</tr>
<tr>
<td>Axe 3</td>
<td>Accélérer le développement des sciences du vivant</td>
<td>2 M€</td>
</tr>
<tr>
<td>Axe 4</td>
<td>Éviter les énergies décarbonées et l'efficacité dans la gestion des ressources</td>
<td>2,5 M€</td>
</tr>
<tr>
<td>Axe 5</td>
<td>Faire émerger la ville de demain</td>
<td>4,5 M€</td>
</tr>
<tr>
<td>Axe 6</td>
<td>Immerger la mobilité du futur</td>
<td>3 M€</td>
</tr>
<tr>
<td>Axe 7</td>
<td>Investir dans la société numérique</td>
<td>4 M€</td>
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<tr>
<td><strong>Total</strong></td>
<td></td>
<td><strong>35 M€</strong></td>
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*source : Mission de la Commission supérieure*