WELCOME
VOL. 01 | SEPTEMBER 2017

GUIDE

HOW TO LAUNCH A BUSINESS IN BRITTANY'S CAPITAL AND WHY

DISCOVER A STRONG AND DYNAMIC ECOSYSTEM
Economically attractive

Rennes provides an impressive quality of life thanks to its attractive economy, its growing research divisions, its high education standards and a wide range of cultural activities. Capital of one of the most dynamic regions of France, Rennes undertakes its role of economic engine. Rennes area has an unemployment rate two percent lower than the national average and is third in French GDP rankings.

Stimulating lifestyle

Rennes is a city of art and history. Its sporting activities such as soccer, US Football, ice hockey, baseball, tracks (...) together with countless cultural events - including international music festival “Les Transmusicales” - create a teeming urban activity.

Rennes is at the forefront of the youngest cities in France, dealing with environmental and social cohesion - ranking 3rd in national population growth (1.4% per year).

The beach is also only 45 minutes away. St Malo holds everything you could wish for, a tech environment and one of the nicest coastline.

Leading research city

With international horizons, Rennes is the leading higher education center of the Greater West counting 70,000 students. Working closely with the regional business fabric, this ecosystem fuels research activities and high-level innovation, with more than 10,000 researchers and Professors.
ECONOMIC FIELDS

HEALTHCARE

Bretagne ranks among France's leading regions for its scientific and clinical expertise, and also a great place to do business.
With committed stakeholders the sector enjoys a high level of R&D investment. As a leading region for R&D into molecular and active agents, Bretagne is going from strength to strength in biotechnologies and health nutrition.

Plus, the region is highly skilled in liver pathologies, cardiology, neurology and orthopaedics.

Translational research, "from research lab to hospital bedside," has been the focus of many pivotal projects across the region.

Today, we believe that healthcare should be patient-centred and delivered by multidisciplinary medical teams operating together.

iD2Santé has the expertise to get your project up and running. Its resources include information about current standards and regulations together with links to potential partners and funding.

DEFENCE & SECURITY

As France's 5th industrial region, Bretagne has always been prominent on the nation's maritime & military scene with 2 large groups (Thales & DCNS), 383 businesses, 7 innovation clusters, 11 universities, 7 resources centres and 47 research teams.

This is even truer today since the region is making significant headway in the leading hi-tech sectors, drawing on the businesses that make it a key player in defending France's sovereignty.

The National Cyber area (pôle national d'excellence cyber) deals with fields such as cryptology, micro-electronics, architecture for security equipments and for IT and industrial systems, analysis of soft and hardware and more...

As part of the Government's wider cyber defence strategy, the National Cyber area has had its research and technology budget tripled in order to provide greater support to SMEs and research laboratories.

In the Rennes area, training establishments such as Saint-Cyr Coëtquidan, ETRS and the DGA information management division, are able to support the cluster directly.
With more than 160,000 jobs and a turnover of more than 20 billion euros, the food sectors represent the first Briton industrial sector. In the face of global competition in the AgriFood industry "MadeInBretagne' products stand out through their quality, authenticity and innovation.

The region hosts 127 foreign AgriFood companies from 22 different countries, employing 10,000 people. You'll be at the heart of the largest provider of quality raw material where quantity goes hand in hand with quality, innovation, safety and sustainability.

SPACE welcomes every year more than 1250 exhibitors on 61,000m2 of requested areas attracting 100,000 professional visitors, of which 15,000 international from 120 countries. It also counts a Breed Show together with 70 conferences and symposium scheduled.

The Bretagne Digital "Peninsular" is where talents are developing the latest innovations within our core industries interacting with scientific advanced clusters, Research Institutes & Business Parks. Plus, 100% of companies and households in Bretagne are connected to the very high speed broadband using fiber optic.

Rennes is at the forefront of the IoT revolution thanks to its historical strengths in electronics (Renesas, Canon, ST Micro) and telecommunications (Alcatel, Orange).

Companies like Kerlink, Nemeus or Wi6labs the area is a hot bed for IoT's underlying network LoRa, which by one of the most active Fablabs in France provide a great environment for IoT startups.

Rennes is the first ecosystem in Europe to establish IoT Tuesdays, Mobile Mondays of IoT.

Rennes is also the first city in Europe to have an active 5G based station for
In France, this sector represents 73 billions euros of turnover with exports of cultural goods representing 2.7 billion euros, the most important being Video Games (940m€) Books (689m€) Press (367m€) and Music (251m€).

The region excels in the capture and visualization of video 360, broadcast over IP networks, technologies enabling the de-linearization of audiovisual and enrichment with or without a second screen.

Video games are also a key sector with Ubisoft being on our territory.

Stunfest, a renown video games festival also takes place in the heart of the city.
MOBILITY

AIRPORTS
You can find direct flights from Rennes to: Paris, Lyon, Bordeaux, Toulouse, Marseille and other cities in France. But also in Europe, you’ll find direct fly to: London, Dublin, Amsterdam; Budapest, Dubrovnik, Rome, Barcelone, Madrid.

Dinard Airport (40 minutes from Rennes)
This small airport will allow you to reach London Heathrow airport within 40 min at a very low price any time in the year.

Nantes Atlantique Airport (45 min from Rennes)
Located only 45 minutes from Rennes, the Nantes Atlantique Airport offers a large range of destination with direct flies.

RAIL NETWORK
Rennes station is undergoing a massive refurbishment as the city plans it to be a business hub. In July, a new high-speed line opened connecting Rennes to Paris in only 1 hour and 25 minutes.
Orly and Roissy (both major Parisian airports) can also be reached thanks to a frequent direct train.

INTERNAL NETWORK
Mobility is also key within the city thanks to a subway line, soon to be two as the second is under construction. An extended bus network is also available together with 1,000 bicycles dispatched across the city and electric cars. Carpooling is also a frequent way to travel with several designated areas across town.
LAUNCH YOUR STARTUP

Infrastructures all around the city are here to help you launch or grow your business. We have 13 acceleration programs, countless events and it's common to hear that you're only one handshake away from the right contact...

La French Tech Rennes St Malo
Active since 2015, LaFTRSM implements La French Tech's program on a regional level. It aims to develop programs startups need, federate local actors and encourage companies' digital conversion.
Contact: Florent Vilbert
communication@lafrenchtech-rennes.fr

Rennes Atalante (Technology Park)
Launched in 1984 by Rennes Métropole, Rennes Atalante counts more than 300 technological companies as members and 40 schools & laboratories within the area. The team coaches startuppers as well as CEOs of SMEs in digital, health, biotechno, environement, agriculture ...
Contact : Raphaël Lebreton
Phone: +33 2 99 12 73 73 /
technopole@rennes-atalante.fr

Chamber of Commerce & Industry
You will find a personal assistant to help and guide you during every step to registering your startup.

BCI (International Trade)
Contact : Mr Vincent Talvas – Manager
Foreign Direct Investment.
Phone: +332 99 25 04 24
V.talvas@Bretagnecommerceinternational.com

World Trade Center Rennes
This one-stop shop for all your international business needs connects you with 750,000 members in over 90 countries. The center also accompanies international companies seeking to locate in Brittany and develop next businesses.
Contact : Anne Leseur – Coordinator.
Phone: + 33 2.99.33.63.66 / aleseur@wtc-rennes-bretagne.com
## INCUBATORS

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<th>LE GRENIER NUMERIQUE</th>
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<td>Bretagne-Pays de la Loire Ecole Mines-Télécom</td>
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## SECTORS

| Project in digital economy or using digital technologies in order to grow | Technological & innovative projects | Innovative projects linked with the School's research |

## STAGES

| Early stage Proof of concept | Call for application | Early stage Companies under 3 yo |

## CONTACTS

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<th>Stéphanie Fen-Chong</th>
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<td>+33 6 34 35 72 28</td>
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## Incubators

- **Canon**
- **nurserie numérique**
- **OFF7**

### Sectors

- **Electronic or mechanical projects of all sorts**
- **Digital projects**
- **Digital projects**

### Stages

- **Proof of concept**
- **Under 3 years old company**
- **Commercialization stage**

### Contacts

- **Philippe Lemordant**
  - Phone: +33 2 23 25 73 89
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  - Phone: +33 2 99 08 84 07
  - Address: Place de l'étoile, 56910 Carentoire

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  - Phone: +33 2 23 22 95 50
  - Address: 14 rue du Breil, 35000 Rennes
## INCUBATORS

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<tr>
<th>SECTORS</th>
<th>PROJECT STAGE</th>
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| Digital startups in Human Resources, Recruitment or Training | Companies under 2 yo & test with customers launched | Marie Dautzenberg
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+33 2 99 19 98 98
10 impasse du grand jardin
35 400 Saint-Malo |
| All technologies or solutions in Retail             | Early stage                                        | Sylvain Coquet
+33 2 99 12 73 82
15 Rue du Chêne Germain
35 510 Cesson-Sévigné |
| Innovative & technological project                  | Time to market Companies under 3 yo                | Emmanuelle Auréart
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3 avenue Germaine Tillion
35 136 St-Jacques-de-la-Lande |
| Food, Environment, Energy, Silver economy, Housing, NICT, Tourism |                                                      |                                          |
COWORKING ALLIANCE

10 spaces
Free test days
Quiet or vibrant
Open space or closed office
One shot or long term
Meeting rooms or events
Early bird or late night owl

www.rennescoworking.com
Funds

Go capital
Go capital is a private equity firm founded in 2003. Go capital primarily invests in companies based in North Western France: Brittany, Pays de la Loire and Normandy. Go capital invest in start-ups and companies seeking early stage funding to develop sales. The amount invested per company ranges from 300k€ to 4M€. Go capital typically invests in companies with high growth potential in the following sectors: Digital, Healthcare and Biotech.

Nestadio capital
Nestadio capital SAS is a venture capital and private equity firm founded in 2005. The firm specializes in startups, leveraged buy-out and growth capital investments in expansion and mature stages. The firm invests in unlisted small and medium-sized companies from all sectors focusing on the following sectors: information technology and communication, mainly in internet and mobile internet, high technology industry, software, social networking, interactive contents, electronics, cloud computing, e-services, energy transition and in industrial technologies. The amount invested per company ranges from 50k€ to 4M€.

Breizh up
Breizh up is a regional equity co-investment fund founded in 2016. Breizh up will fund innovative startup companies registered in Brittany, in co-investment alongside private equity firms or business angels. The amount invested per company ranges from 200k€ to 750k€.

West web valley
West Web Valley is the first acceleration fund for West France. The start-up accelerator, West Web Valley, has equipped itself with a fund of over 30M€, which will allow for the emergence of new innovation and digital champions for West France. It is dedicated for start-ups in the creation or seed-stage, or those that have already had an initial round table, as well as traditional companies in a digital transition.

Logoden
Logoden is a network of local business angels investing in early stage startups. Logoden has created a section dedicated to digital and IT startups in order to speed up the funding of high potential companies. The amount invested per company ranges from 50k€ to 300k€.

Besides these large investors, the landscape of private investors in Rennes includes a variety of family offices, that tend to invest more and more in innovative startups.
MAIN EVENTS WITHIN THE AREA

Laval Virtual

Laval Virtual is one of the most important events in Europe showcasing innovations and new technologies. Virtual reality and augmented reality are the core to the show. With more than 150 exhibitors and 40 countries represented, Laval Virtual is essential for professionals, students, tech enthusiasts and curious novices.

{dive}

The event was designed to maximize the immersion and the interaction between speakers and attendees. The attendance is limited to 100 people. In order to discover new companies and personalities, {dive} is a journey of 18 hours to change your vision on innovation and they are our diving instructors.

Start-up on the beach

This event organised by La FRENch Tech Rennes St Malo and Digital St Malo is the opportunity to bring together accelerators, startups and investors right by the beach. The day is divided in two main segments: traditional pitch sessions and 1to1s where startups and investors meet in private to discuss. At the end of the day, everyone meets at the beach for a drink, some well-deserved food and a paddle session!
La Digital Tech Conference

La French Tech Rennes St Malo has designed Digital Tech Conference, an international conference in Rennes, on the fringe of the Trans Musicales music festival. It aims to shed light on emerging digital trends, provide the keys to successful forecasts, aid decision-making, and predict future uses for digital technology. The central themes of this first conference was the music industry and smart devices. The 2d edition covers artificial intelligence and video. The conference ticket includes access to the night Trans Musicales concerts at the Rennes Parc des Expositions.

Invest in Cyber

A professional and international event. It is the essential show for all livestock industry players. It counts 1,446 exhibitors representing 38 different countries. For the 2016 edition, 106,226 visitors were registered.

Space

A professional and international event. It is the essential show for all livestock industry players. In 2017, the event turned 30 and welcomed 1,441 exhibitor of which 499 international from 41 countries and 114,653 professional visitors of which 14,029 international from 128 countries. It counts 1,446 exhibitors representing 38 different countries. For the 2016 edition, 106,226 visitors were registered.
CONVENTION CENTRE

Located in the heart of the city, the future congress center of Rennes Métropole is set in a former convent of the 14th century. It combines elegant architecture and modern spaces, meeting all the requirements of a congress center of the 21st century. Groups from 400 to 1200 people can fit easily within very flexible spaces.

LE MABILAY

Built in the 70s by Orange to house its R&D teams, Le Mabilay is a flagship building of Rennes' skyline. Embodying the territory tech's ambition, it felt natural for La French Tech to move in and habilitate three floors dedicated to events, coworking and startups.

DIGITAL POLE RENNES BEAULIEU

Since April 2016, the digital center of Beaulieu campus (PNRB) has opened its doors. This 3,000 m2 building is entirely dedicated to the use of digital, learning technologies and bring together practitioners, researchers and entrepreneurs specializing in these fields.
EVERYONE WANTS TO LIVE ON TOP OF THE MOUNTAIN BUT ALL THE HAPPINESS AND GROWTH OCCURS WHILE YOU'RE CLIMBING IT.

ANDY ROONEY