

2010-2019
A decade of foreign VCs
activity in France

CAMBON
| PARTNERS

Data from

CFNEWS
L'INFO ET DATA DU CORPORATE FINANCE

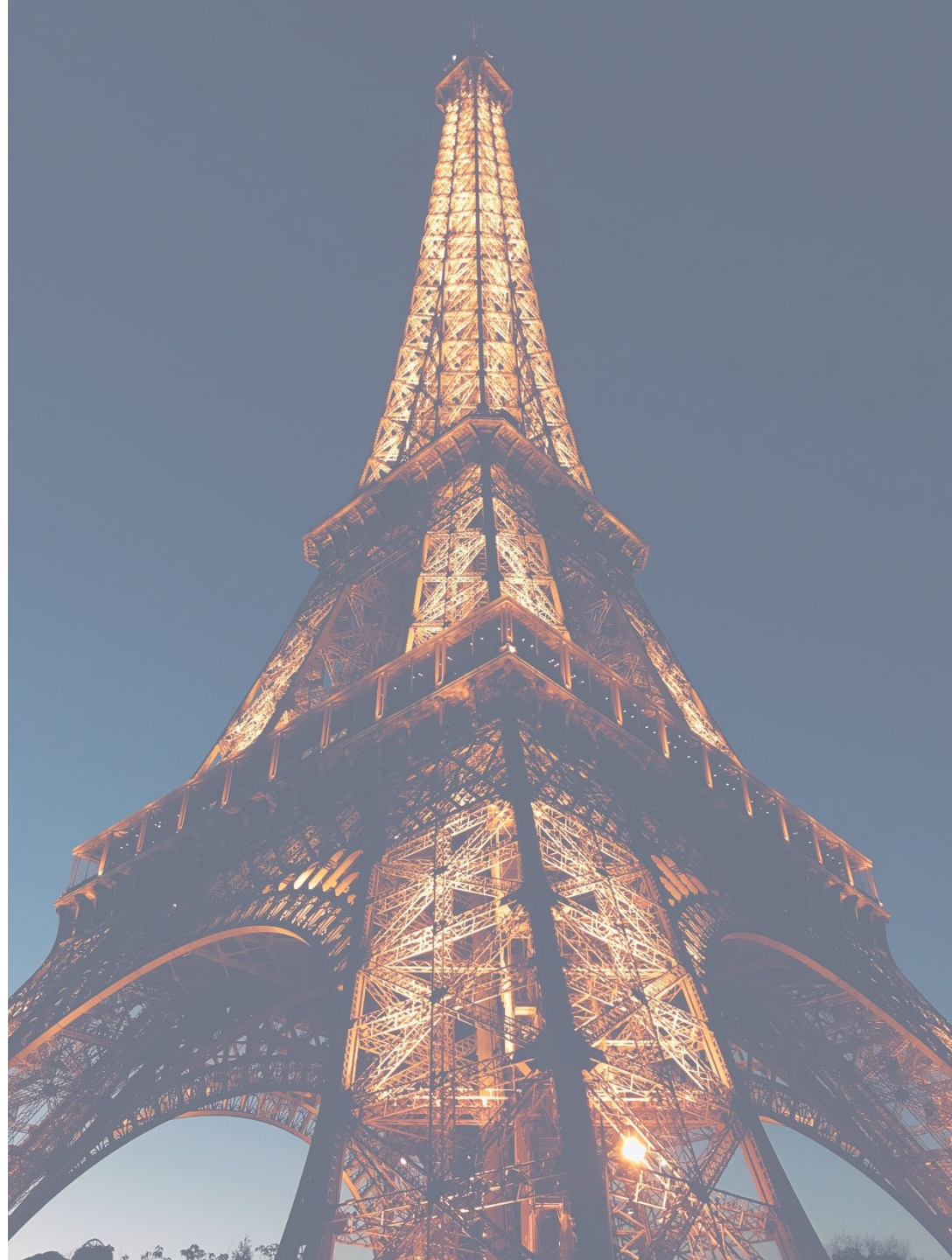


Table of content

1	GLOBAL ACTIVITY	P.3
2	MAIN PLAYERS	P.8
3	COMPANY CHARACTERISTICS	P.11
4	CAMBON PARTNERS	P.13
5	METHODOLOGY	P.16

A dark blue-tinted aerial view of Paris, France, featuring the Eiffel Tower in the background and a dense urban landscape with a river and bridges in the foreground.

01

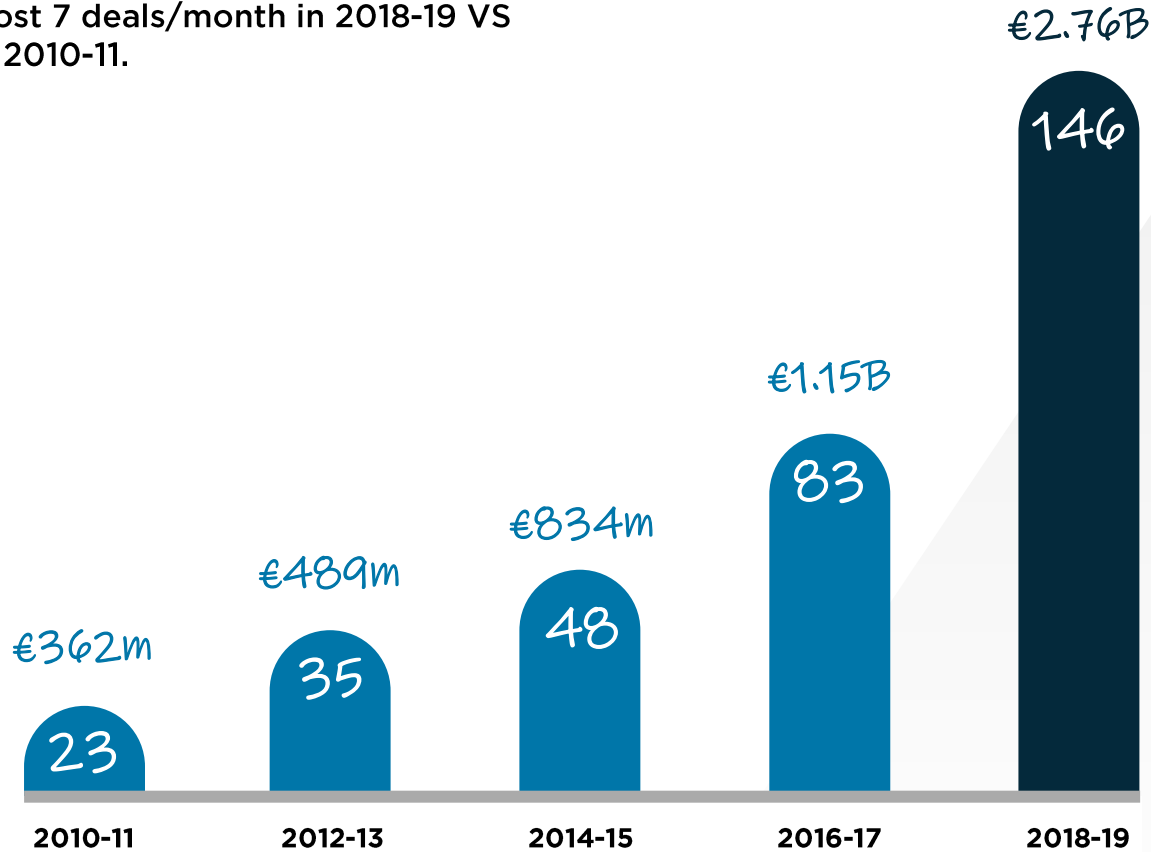
| GLOBAL
ACTIVITY

Deals with foreign VCs

(# deals and total amount)

Investment from foreign VCs are increasing rapidly.

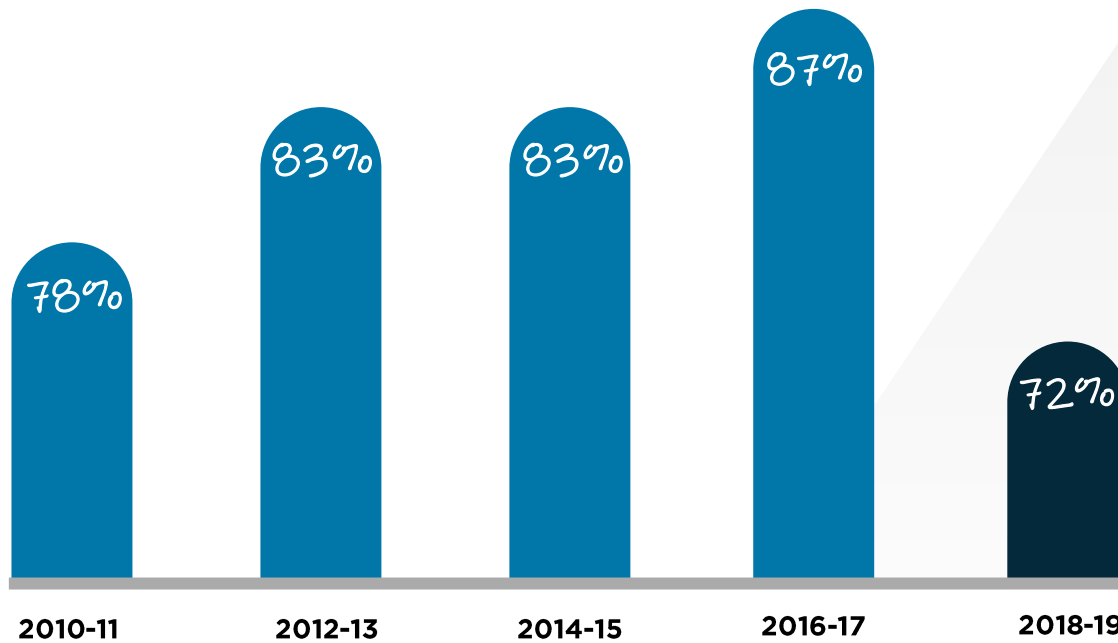
There were almost 7 deals/month in 2018-19 VS
1 deal/month in 2010-11.



Deals of foreign VCs with at least 1 French VCs

(% of total number of deals with foreign VCs)

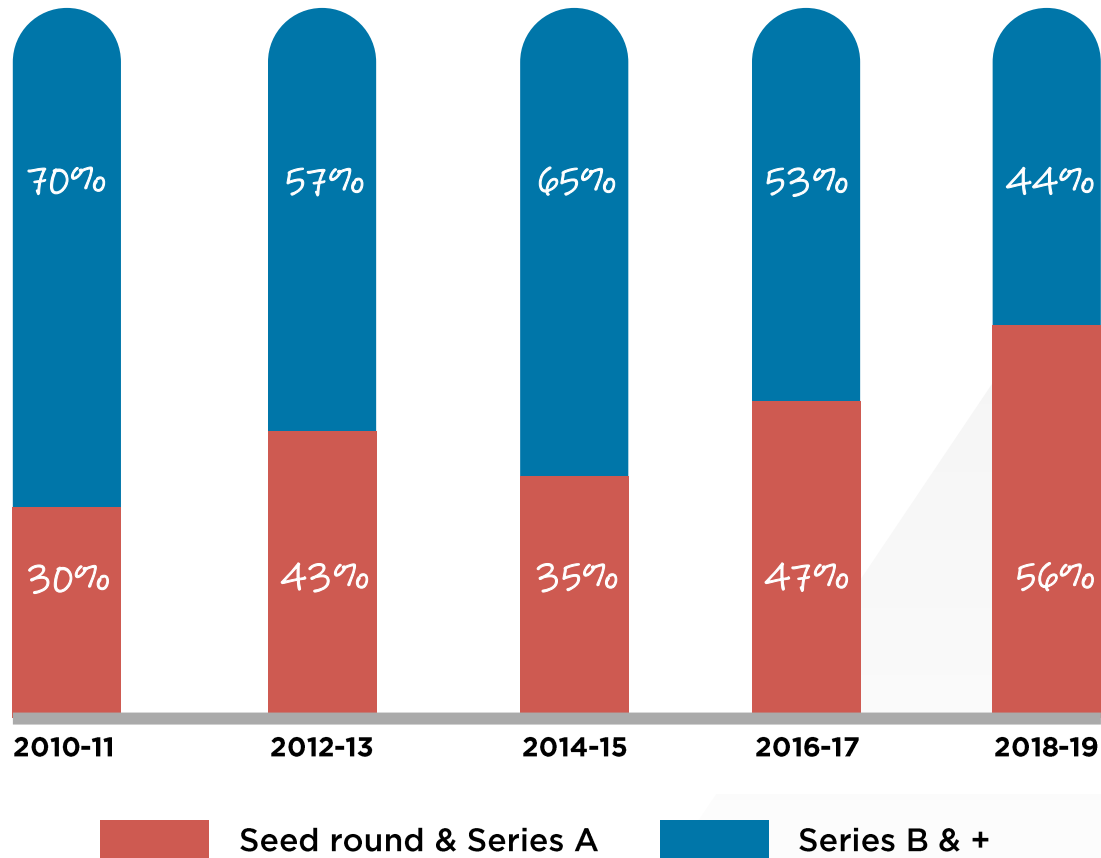
Foreign VCs have more confidence in the French ecosystem and don't hesitate to invest without any French VCs.



Investment stages of foreign VCs

(% of total number of deals with foreign VCs)

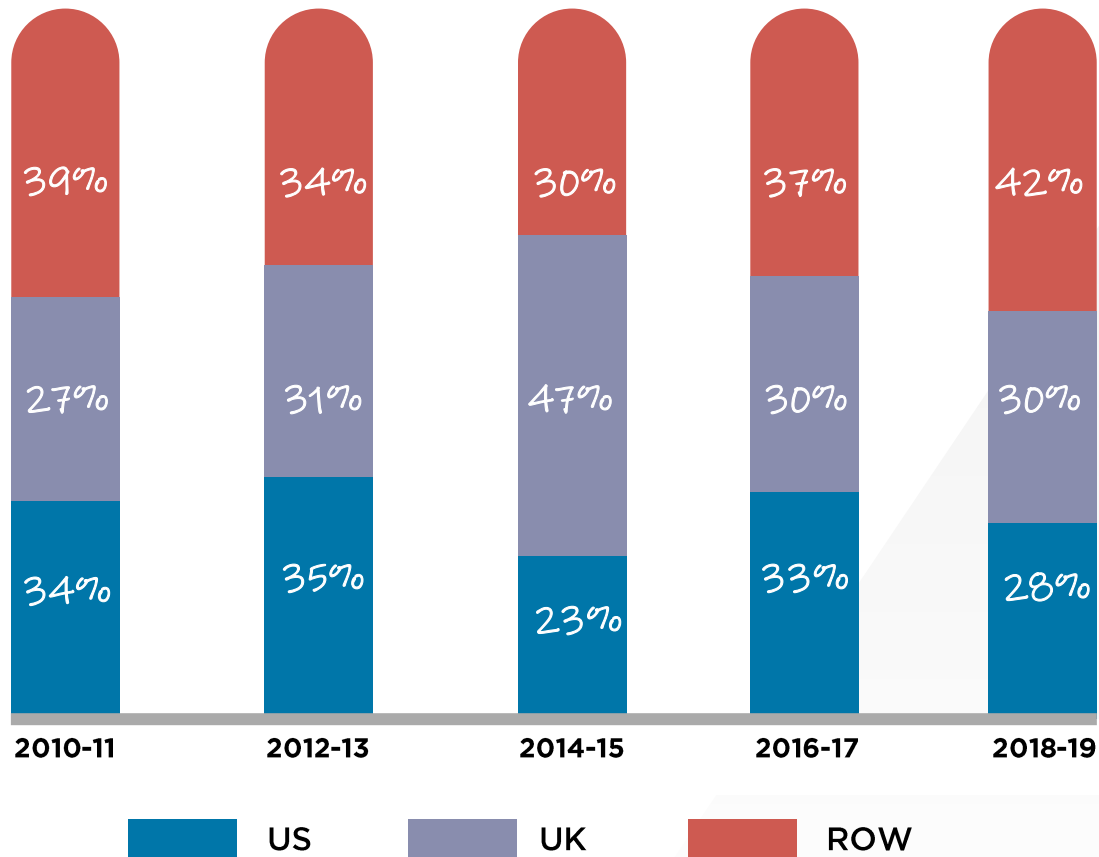
Foreign investors arrive early, Seed rounds & Series A represent more than 50% of the deals.



Nationalities of foreign VCs

(% of total investments from foreign VCs)

US and UK are the main foreign investors, with more than 340 investments* done in 10 years.

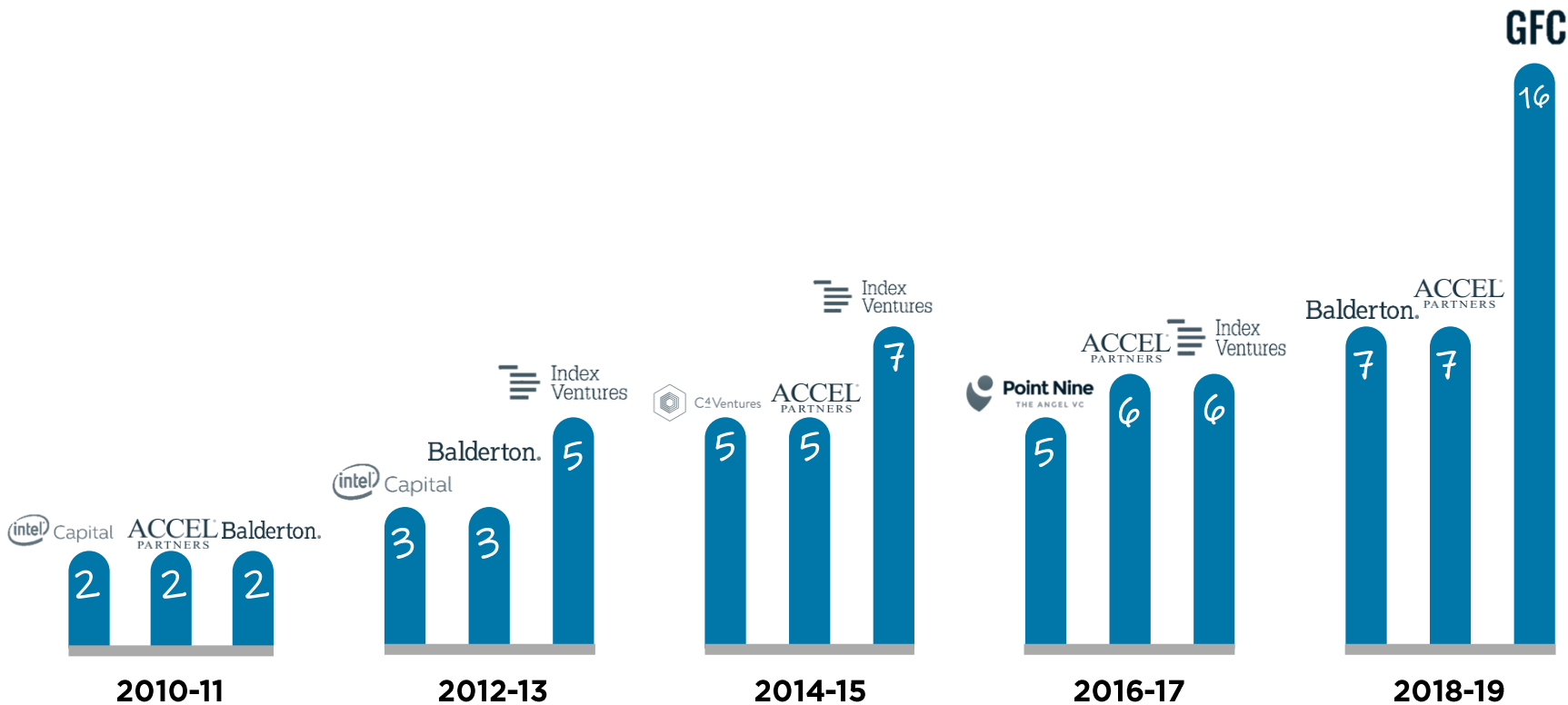


02

| MAIN PLAYERS

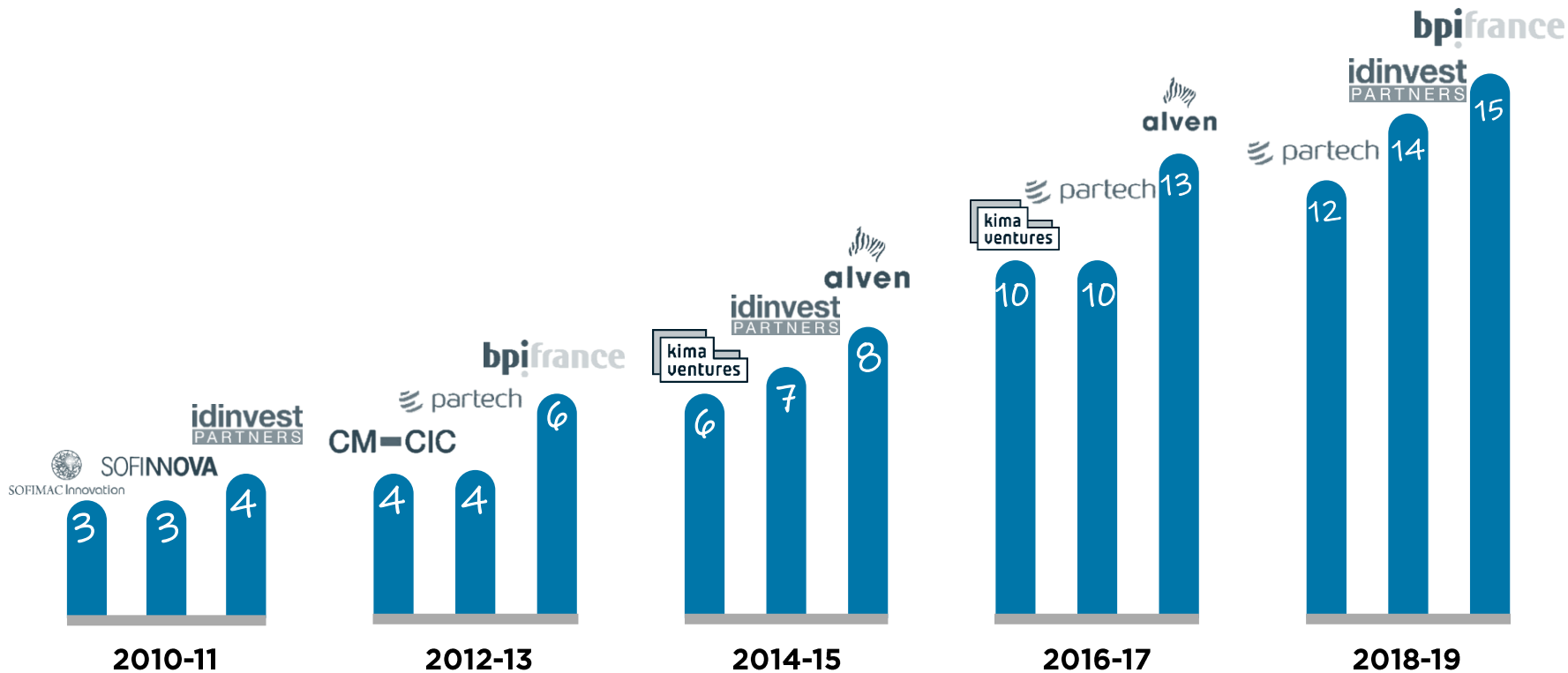
The most active foreign VCs in France

(# deals)



The most active French VCs that co-invest with foreign VCs

(# deals)

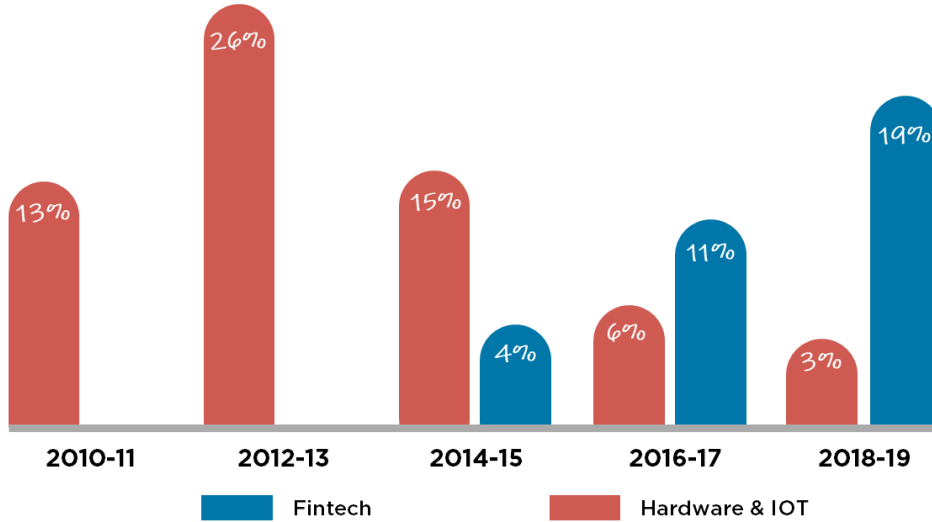


03

COMPANY CHARACTERISTICS

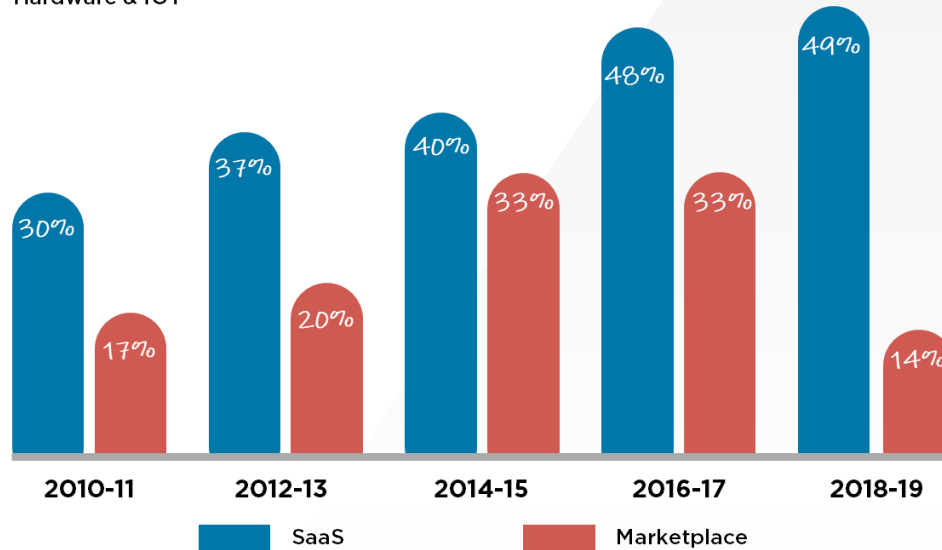
Hot and declining topics

(% of total number of deals with foreign VCs)



By sector

By business model





04

| CAMBON PARTNERS

Quick presentation of Cambon Partners

EXPERTISE

FUNDRAISING

M&A

LBO

17 YEARS
of activity

+300
TRANSACTIONS
completed since 2003

40 DEALS
completed in 2019

3 OFFICES
Paris
San Francisco
Beijing

7 VERTICALS
Sector expertise

40%
cross-border

SECTORS

SOFTWARE & SAAS

FINANCIAL SERVICES & FINTECH

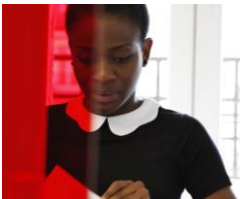
E-COMMERCE & RETAIL

DIGITAL MEDIA

E-TRAVEL & HOSPITALITY

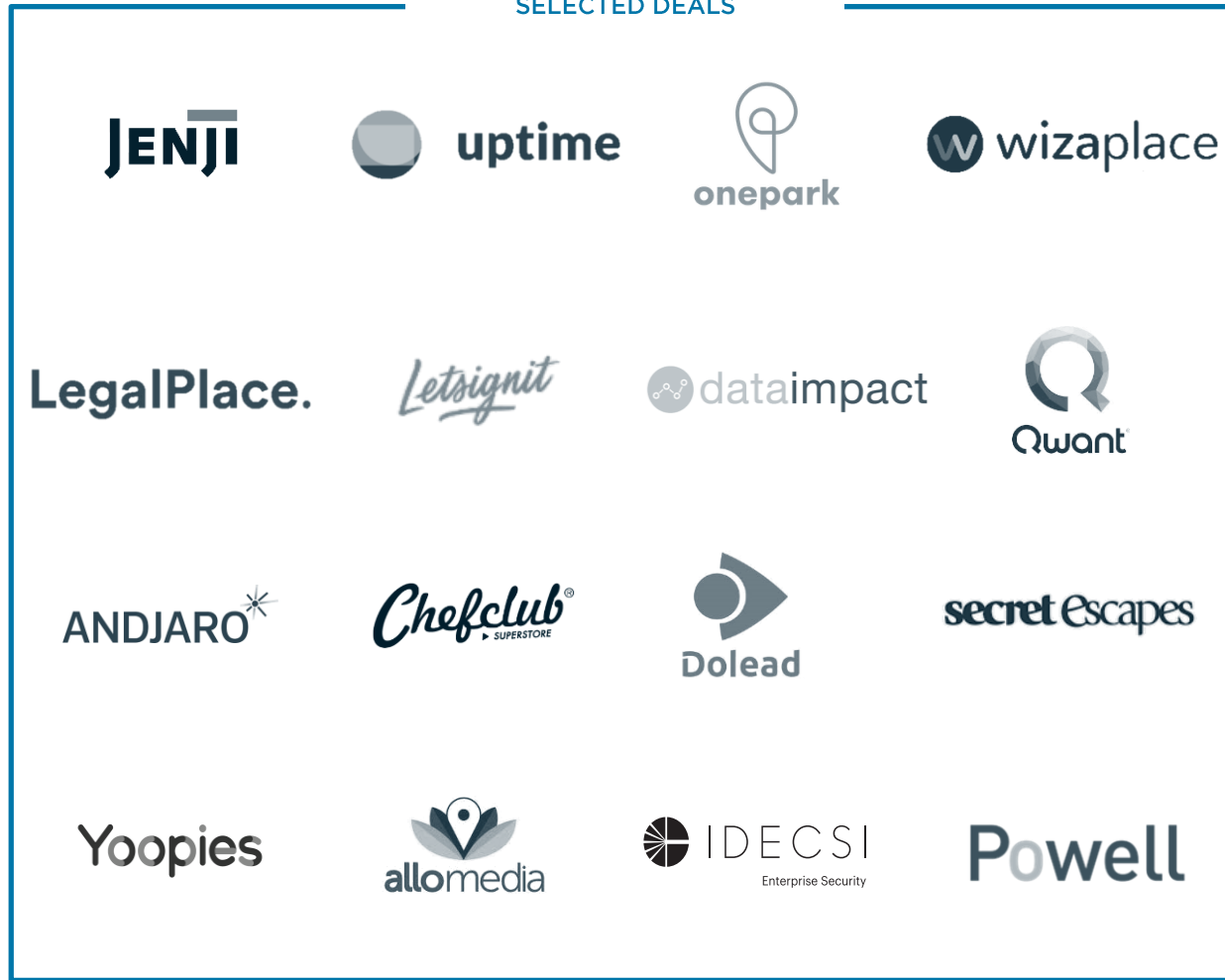
IT SERVICES & CONSULTING

COMMUNICATION SERVICES



40 fundraising deals over 2016-2019

SELECTED DEALS



05

| METHODOLOGY

Criteria

- Capital placements in the TMT sectors
- Capital raising of at least €1m
- Capital raising from venture funds (excluding family offices and incubators)
- Sectors such as biotech and cleantech were excluded

Source CFNEWS

CAMBON | PARTNERS

Romain Dehaussy
rdehaussy@cambonpartners.com

|
PARIS

28 boulevard Malesherbes
75008 Paris
Tel : +33 1 53 45 90 10

|
SAN FRANCISCO

75 Broadway
San Francisco - CA 94111
Tel : +1 917 855 4945

|
BEIJING

Lianfeng Hutong 31
Doncheng District - Beijing 100010
Tel : +86 13910028283