

INNOVATION A GROWTH VECTOR

**ECONOMIC SURVEY OF COMPANIES
ASSISTED BY MONTPELLIER
MÉDITERRANÉE MÉTROPOLE BIC**



2020 EDITION

bic-montpellier.com



A pioneer technology incubator in France and Europe, Montpellier BIC has received numerous awards for its start-up assistance programs and tools. In 2019, the incubator was listed among the Top 5 public incubators worldwide in the UBI Global ranking.

Dedicated to young companies with high growth potential, Montpellier BIC has offered high level technical expertise for the past 30 years to help startups succeed, notably leveraging its Cap Alpha and Cap Omega incubators and MIBI international office center.

With over 750 companies founded and over 5,400 jobs created, Montpellier BIC remains focused on exposing Montpellier's excellence throughout the world, and continues to drive innovation as a key vector for developing the territory's economy and supporting job creation.

President of Montpellier Méditerranée Métropole
Mayor, City of Montpellier

Vice President, Montpellier Méditerranée Métropole
In charge of economic development, higher education and
research, innovation, and artisanship

REPORT METHODOLOGY

This study presents an economic overview, for 2018, of the 757 innovative companies founded and assisted by the Montpellier Méditerranée Métropole BIC since it was created in 1987. The sample used for this edition of the report is comprised of 235 companies, 190 of which responded to a questionnaire, and 45 additional companies whose results were analyzed from their tax filings.

Based on available data, results were extrapolated from the 190 completed questionnaires, and the overall sampling of the 235 BIC-graduate companies still in business, a total of 439 companies.

Refs: Insee Première, May 2016 No. 1597 and April 2015 No. 1543

3-YEAR SURVIVAL RATE FOR COMPANIES



91.4%

reach 3 years

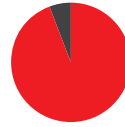
72% nationally



83%

reach 5 years

60% nationally

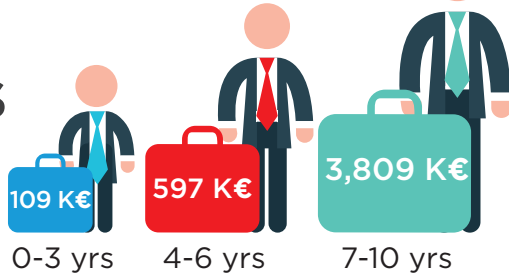


CONSISTENT SALES GROWTH

TOTAL SALES

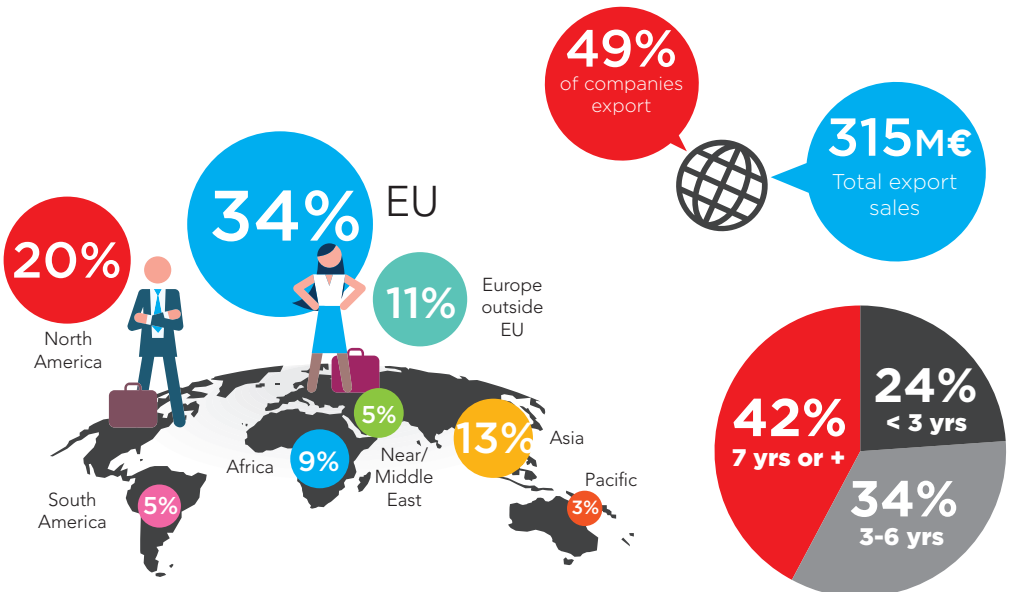
774 M€

661.7 M€ in 2017



* viability rates are calculated per 5-year rolling period

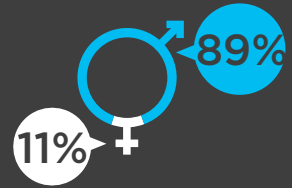
HIGHER THAN AVERAGE EXPORTS



FOUNDER PROFILE

AVERAGE
FOUNDER AGE
UPON CREATION

39



FOUNDER SITUATION BEFORE CREATION

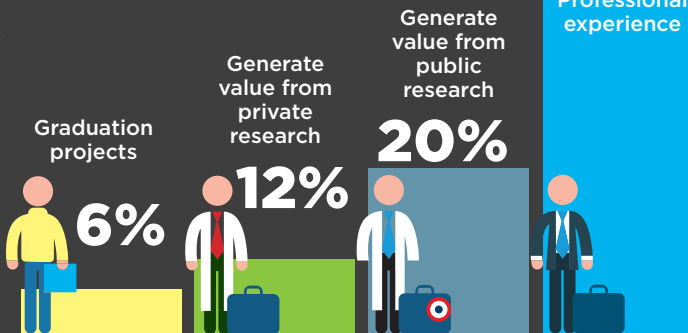
- 31% Employee
- 26% Job seeker
- 18% Company director
- 14% Researcher/University
- 6% Student
- 5% Self-employed

FOUNDER EDUCATION LEVEL

- 57% Master's
- 32% PhD
- 8% Bachelor's
- 3% High school

Most are
highly
educated

ORIGINS OF ENTREPRENEURIAL IDEA



INNOVATING, THE DNA OF BIC COMPANIES

213.3 M€

allocated to R&D
by BIC companies



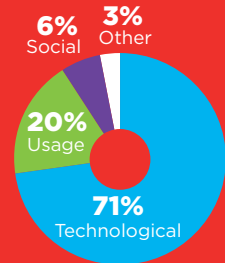
50%

of the companies under 8 years old,
assisted by the BIC, benefit from France's
"Young Innovative Company" tax status

60%

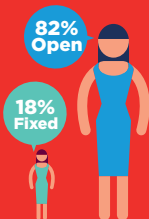
of BIC companies benefit
from Research Tax Credit,
compared to only 14
for InnovationTax Credit

TYPE OF INNOVATION

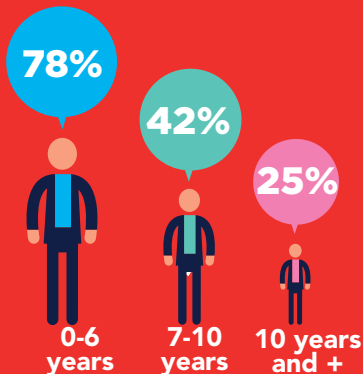


EMPLOYEES

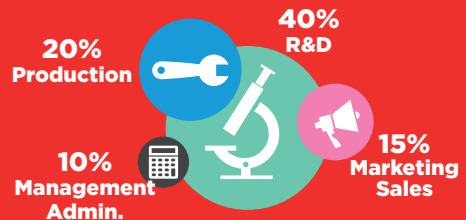
INDIRECT JOBS



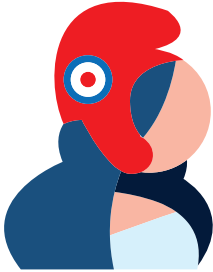
DIRECT JOBS PERCENTAGE OF FREELANCE



AVERAGE STAFF DISTRIBUTION



PUBLIC AID MOBILIZED



38.8 M€

Total public funding for companies younger than 10 years

- 28%** Bpifrance
- 26%** Tax credit (research, innovation)
- 24%** Region + "PIA"
- 15%** Europe + Collaborative projects
- 4%** Honorary loans
- 3%** Defense + ESA

0-3 years 14.4 M€

4-7 years 16.6 M€

8-10 yrs 7.8 M€

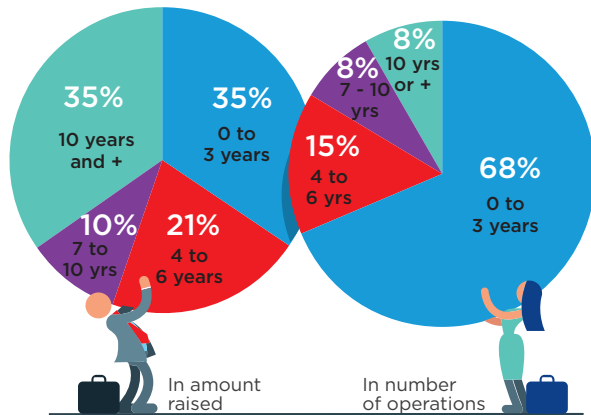
PRIVATE FUNDS RAISED

80.2 M€

private funding raised in 2018

1,360 K€

average amount per operation

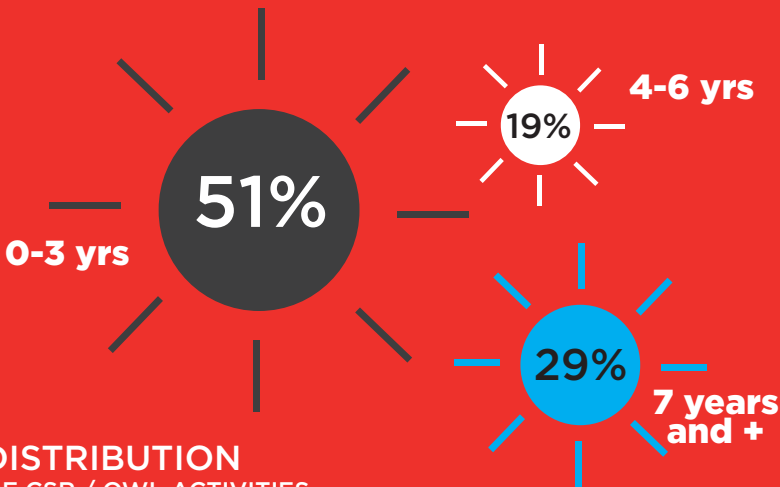


COMPANY LIFE

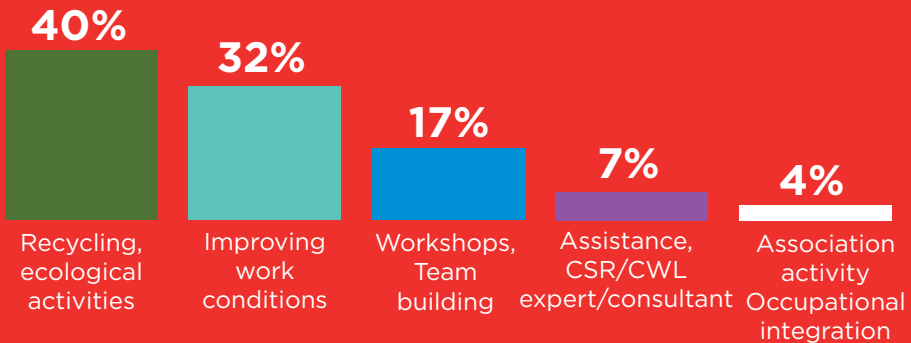
RATE OF PARTICIPATION IN CSR / QWL EFFORTS



DISTRIBUTION BY AGE GROUP OF CSR / QWL PARTICIPANTS



DISTRIBUTION OF CSR / QWL ACTIVITIES



KEY FIGURES



5,409

direct jobs created by
BIC companies
(+5% / 2017)



757

companies assisted since creation
in 1987



774 M€ sales

with 315 M€ exports



80.2 M€
private funding

38.8 M€
public funds
mobilized



2018

189
candidates
evaluated

46
projects
approved

159
projects and
companies in
portfolio

50
new
companies
created

3
incubators



BIC is a branch of the Montpellier Méditerranée Métropole Department of Economic Development, Employment, and Inclusion



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