



WEBINAR

**Singapore-France
Joint Innovation Call**

**15TH JULY 2021
10:00AM (FR TIME)
4:00PM (SG TIME)**

**Enterprise
Singapore**

IPI Innovation
Partner for
Impact
SINGAPORE

bpifrance



**TEAM
FRANCE**
EXPORT

**French Chamber
Singapore**



Amina ZAKHNOUF
International Program Manager
Bpifrance



Lynne LOH
Senior Manager
IPI Singapore



Marie-Anne PINET
Regional French Tech Attachée
French Embassy



Navjeev SINGH
Development Partner
Enterprise Singapore



Aude SIMON
Head of Business Development
FCCS



Enterprise
Singapore

bpifrance

GrowingEnterprises^{SG}

Singapore-France Joint Innovation Call

Navjeev Singh
Development Partner, Global Innovation Network Division



The aim is to promote R&D partnerships between Singaporean and French companies

Jointly funded by Enterprise Singapore and Bpifrance, the Singapore-France Joint Innovation Call will support projects between **Singaporean (SG) and French (FR) companies to develop ready-to-market products and solutions, which have strong potential for the French, Singaporean and/or international market.**



Under the Call, potential project scope includes:



All technological and application areas are eligible

Obvious advantage and differentiated value proposition
resulting from the cooperation between participating
companies (e.g. commercial leads, new fields of application,
etc.)

Minimum requirements:



- (a) The consortia should include at least two companies - one from each participating country;
- (b) Research institutes/universities are welcome as additional participants or subcontractors according to each country's funding regulations;
- (c) The project should have an obvious advantage and differentiated value proposition resulting from the cooperation between the participants from the countries (e.g. increased knowledge base, commercial leads, access to R&D infrastructure, new fields of application, etc.);
- (d) The project should demonstrate the contribution of the participants from the two countries; and
- (e) The duration of the project should not exceed 2 years.
- (f) No country or partner should account for more than 70% of the total budget of the project.

The joint projects will be supported under the respective national funding schemes

bpifrance



**Aide pour le développement
de l'innovation (ADI)**

Funded & Administered by

bpifrance

- Up to €3 million
- Up to 65% of eligible costs for an SME and up to 50% for midcap companies



**Enterprise
Singapore Funding**

Funded & Administered by

**Enterprise
Singapore**

- Up to **70%** of qualifying costs



Application Journey for Singapore Companies



STEP 1

Find the right French partner through various sources:

- Speak to ESG Representative
 - ESG will send company profile to Bpifrance/FCCS/La French Tech
- Virtual Marketplace [Euroquity]
- IPI Tech Matching Platform

STEP 2

Preliminary Evaluation

- Initiate early consultation with ESG Representative
- Eligibility Check:
 - (i) Business registered and present in Singapore;
 - (ii) $\geq 30\%$ local equity held directly or indirectly by Singaporean(s) / Singapore PR(s); and
 - (iii) Be financially able to see a project through completion

STEP 3

Submit common proposal, consortium agreement and the relevant national funding application by 31 December 2021

- Projects assessed on a rolling basis
- Decision for funding to be given on 31 May 2022

Examples of past Singapore-France Innovation Projects



Example 1

- **Summary:** Safe and Accurate ContactLess chargers for AGVs
- **Project value:** EUR 1.3m

Example 2

- **Summary:** WAND (Water Automated metering, Network efficiency and Downstream control) system adapted to the new NB-IoT technology
- **Project value:** EUR 260,000

**For enquiries, please reach out to your
country representative**



Mr. Navjeev Singh

**Enterprise
Singapore**

Email: navjeev_singh@enterprisesg.gov.sg

For more information, please visit: <http://go.gov.sg/sg-france-joint-call>.



Ms. Nolwenn Simonot

bpifrance

Email: nolwenn.simonot@bpifrance.fr

For more information, please visit:
<http://www.bpifrance.fr/>

**Enterprise
Singapore**

Thank You

www.enterprisesg.gov.sg





French Chamber
Singapore

Connecting French & Singaporean ecosystems

Aude SIMON – Head of Business Development
French Chamber of Commerce in Singapore

The FCCS: a platform for companies serving other companies



Strong worldwide network of 127 French Chambers (CCIFI) in 92 countries with over 33,000 companies



Our mission

- Established in 1979
- Self-financed by our members (membership) and through various services that we provide
- 26 employees

Business association

- Support **growth & development**
- Support **set-up** and propel of French businesses in Singapore

- Provide a platform for **sharing information and expertise and business networking** for the Franco Singaporean community
- Business Services

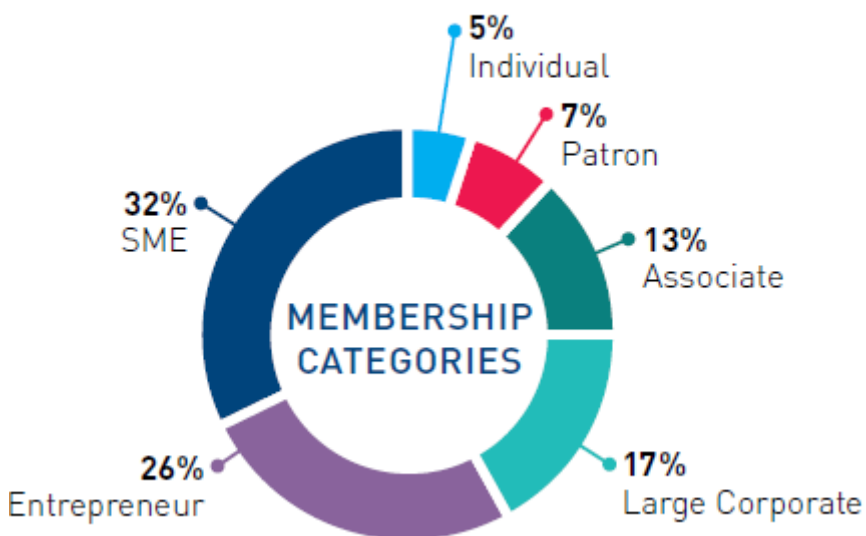
Our scope of activities

Our vibrant Business Community

602 company and individual members

A total of 5,900 contacts

Membership Categories

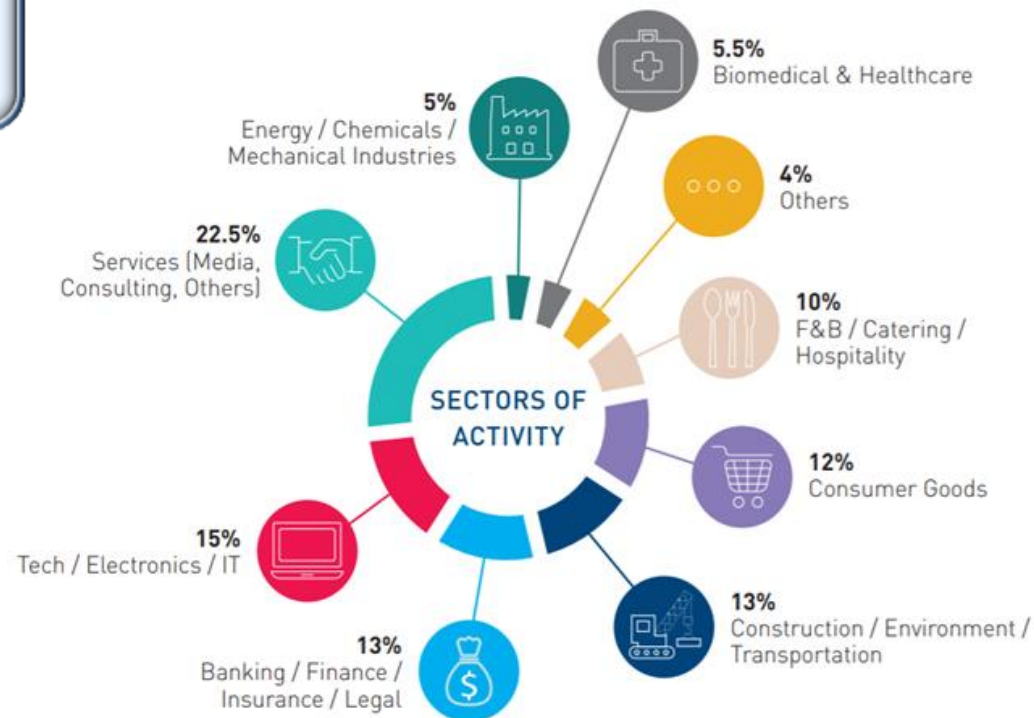


225+ events/year

7,000+ attendees



Members by business sectors



And more!



75+

companies supported
in their business
development in Singapore



15+

companies exhibiting
under French Pavilions



18

company set-ups



133

work permits and
visas processed



102

recruitment missions



800+

candidates interviewed



500+

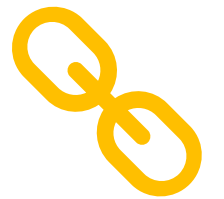
one-to-one physical
and digital business
information meetings

Business Services

We help you succeed in Singapore



Business network
600+ FCCS members



Creating long-term
business connections



Finding the perfect match
80-100 French companies
supported yearly in their
development



French Chamber
Singapore

Thank you for your attention

Aude SIMON – Head of Business Development

asimon@fccsingapore.com



How La French Tech can support the partner search process

-
Singapore-France Joint Innovation Call



**Enterprise
Singapore**

bpifrance
SERVIR L'AVENIR

July 15

What is La French Tech?

1. French startup scene



10 000+
startups

From **health insurance** and
ride-sharing to **insect food** and
cryptography...



16
unicorns

The goal is to have **25 by
2025**



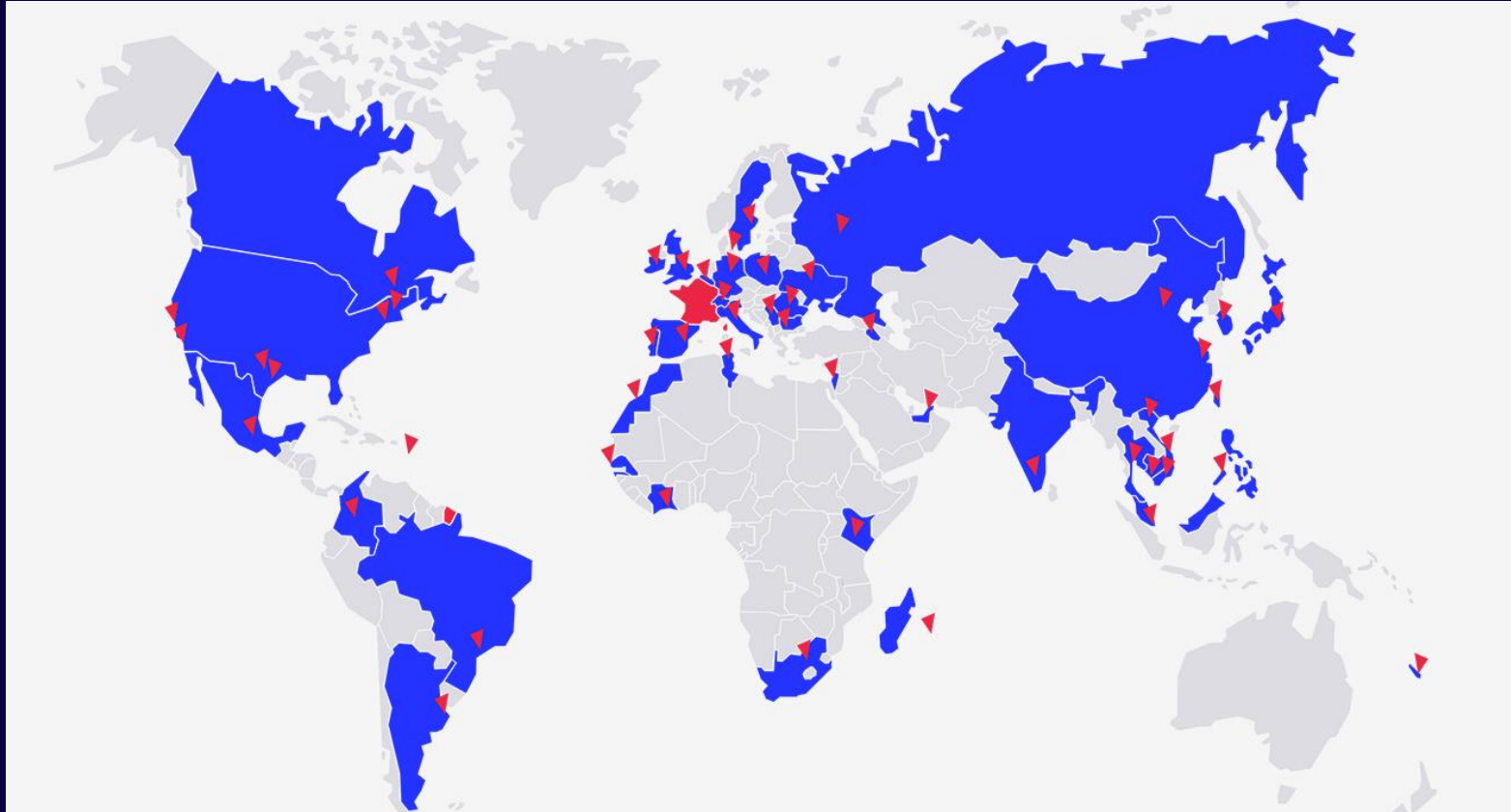
300+
incubators

France's startups are
concentrated in **Paris**,
but there are **many
ecosystems outside of
the capital**



What is La French Tech?

2. French Tech communities



121
communities

45 French Tech communities
in France and **63** French Tech
communities based in **100**
cities all over the world





Focus on La French Tech Singapore



3+ years



One of the most dynamic French Tech community: 4000+ followers, 250+ startups



Work hand in hand with:

**Enterprise
Singapore**

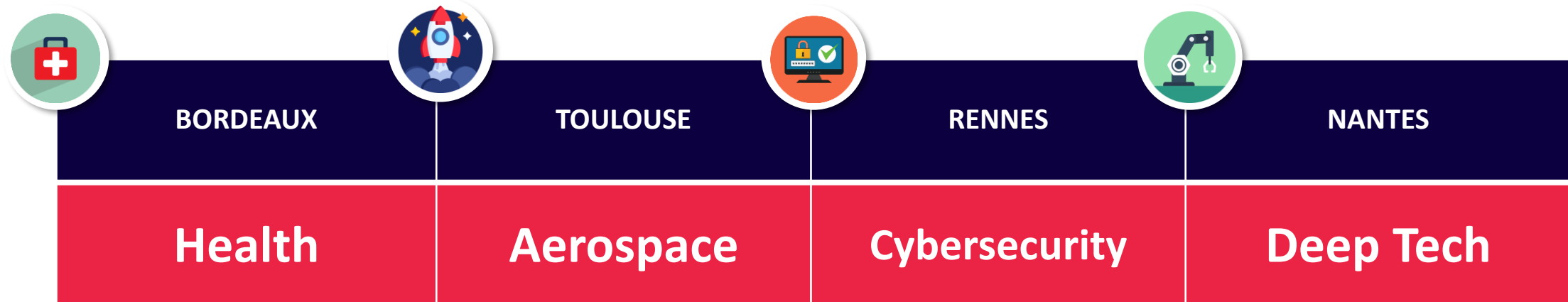
EDB
singapore



Thematic whatsapp groups: AI, Fintech, RetailTech, Cybersecurity, Women in Tech



|| Main Tech hubs in France **outside of Paris**

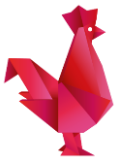


Many Paris-based startups have set up their « second-office » here, including **Back Market & Manomano**

Hub has since expanded to **Hamburg, Bangalore and Madrid**

An estimated **4.200 ICT firms**

Atlanpole, the regional accelerator promoting startups in the deep tech field



French Tech 120

French Tech Next40/120 2021



* STARTUPS IN RED HAVE BEEN SELECTED FOR THE NEXT40 PROGRAM

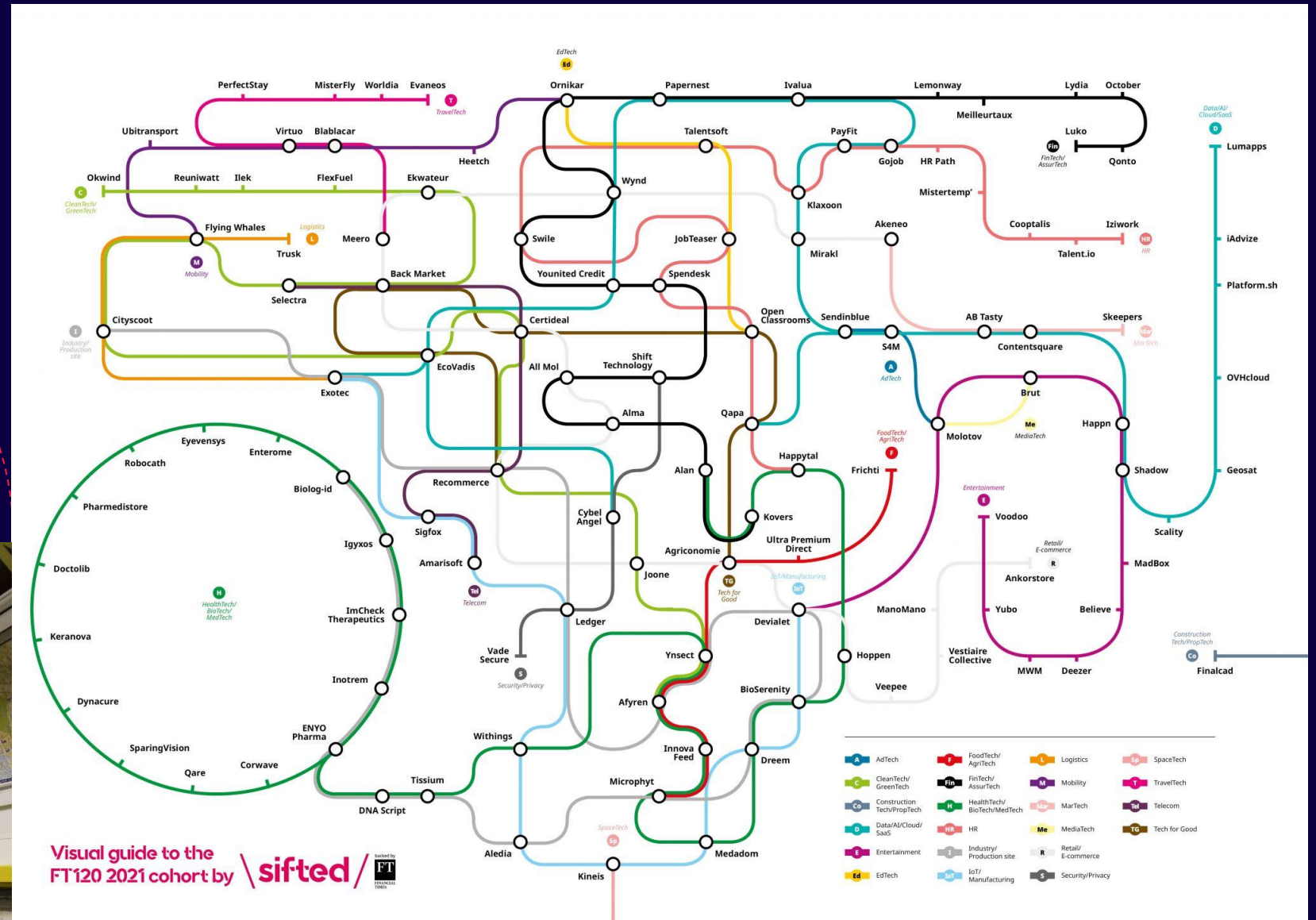


IoT: 27%
HealthTech: 23%
Data-IA-SaaS: 20%
Fintech: 12%



French Tech 120

A journey through the Parisian metro, French Tech version



Thanks!

Get in touch with a hub and/or French Tech 120: marie-anne.pinet@dgtresor.gouv.fr

Get in touch with French Tech Singapore:

[La French Tech Singapore : Présentation | LinkedIn](#)

[FrenchTech Singapore - Where there is Tech, There are French](#)