

# CONNECTED DEVICES IN FRANCE

KEY INFO IN

**10**

POINTS

# 1

## ▶ A FAST-GROWING MARKET

1.2 million wearables (connected watches, bracelets, etc.) were sold in France in 2015, generating revenues of more than €215 million, triple the figure for 2013. The connected-home market (household appliances, home automation and network devices) generated sales of €127 million in 2015, twice as much as in 2014. (GFK survey)

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# 2

## ▶ HUGE POTENTIAL MARKET FOR CONNECTED DEVICES

Two billion new connected devices are due to be sold in France over the coming five years, compared with only 640,000 in 2014, according to market researchers GFK.

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# 3

## ▶ A PRO-RESEARCH ECOSYSTEM

Companies established in France developing connected devices are eligible for France's research tax credit. France boasts a vibrant digital research environment, including a host of innovation clusters: Systematic (Paris), CITC (Lille), IoT Valley (Toulouse) and SCS (Nice).

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# 4

## ▶ CONNECTED DEVICES HUB IN FRENCH CITY OF ANGERS

At the instigation of industrial electronics services firm Eolane and local manufacturers, the first "Cit  de l'Objet Connect " opened in Angers in June 2015. It comprises a fab lab, a technological innovation center and production lines, following an investment of €15 million involving 50 people.

# 5

## ▶ PARIS: A CENTER FOR CONNECTED DEVICES

With 41 corporate headquarters, Paris is ranked sixth in the world for the number of companies specializing in connected devices, after London (2nd) but ahead of Berlin (14th) (IoT Analytics, 2015). The attractiveness of the Parisian ecosystem and the reputation of French platforms ready to support connecting devices like Beebotte, Sen.se and WeiO are undeniable strengths.

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# 6

## ▶ VIBRANT FRENCH STARTUPS

Medissimo, Myfox, Netatmo, Parrot, Sen.se and Sigfox have all helped to showcase French expertise in connected devices. Innovations in 2017 include the Shapeheart armband, which monitors heart rate; Axible's QUB, which connects to Sigfox to offer companies tailored services; REMI, the connected kids' alarm clock developed by UrbanHello; and many more besides.

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# 7

## ▶ VERY ATTRACTIVE FRENCH TECH SCENE

In 2015, South Korean group Samsung opened a connected devices R&D center in Paris, while in 2016, software giant Microsoft set up a partnership with Sigfox to incorporate the Toulouse-based startup's cloud into its Azure IoT Hub platform. By acquiring Dutch firm NXP, US company Qualcomm now has a foothold in the Sophia-Antipolis IoT R&D center.

# 8

## ▶ WIDELY ACCLAIMED FRENCH INNOVATIONS

In 2017, a number of French connected devices received awards at the CES in Las Vegas. These included the K'Track G watch by PKParis, which measures blood-sugar levels; the Smart Remote by Seven Hugs, a universal remote control with a touch display that updates in real time to the connected devices around it; and Klaxoon's educational magnifying glass.

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# 9

## ▶ 'LA FRENCH TECH': A SHOWCASE FOR INNOVATION

The French government's "La French Tech" initiative is a showcase for innovation, involving €200 million in funding to support private-sector startup accelerator programs, and €15 million for Business France to raise the scheme's international profile. Since 2015, the "French Tech Ticket" program has sought to attract and support overseas talent looking to set up business in France.

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# 10

## ▶ INTERNATIONAL EVENTS

France is home to several international trade shows attended by all the key players in the connected devices world. These include SIdO – The Connected Business in Lyon in April, Connect+ Event in Paris in October, and IOT World, also in Paris, in March.



For further information, please visit:  
**[www.businessfrance.fr](http://www.businessfrance.fr)**





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**€2** MORE THAN  
**billion**

**RAISED IN VENTURE CAPITAL  
IN 2016 BY STARTUPS  
IN FRANCE**

**(EY)**



ONLY

**3.5**

**DAYS REQUIRED IN 2016  
TO FOUND A COMPANY IN FRANCE**

**(WORLD BANK, DOING BUSINESS, 2017)**



**FRANCE: 1<sup>st</sup>**  
**IN EUROPE FOR THE NUMBER**  
**OF FAST-GROWING COMPANIES**  
**IN THE TECHNOLOGY SECTOR**

**(FT 1,000: EUROPE'S FASTEST  
GROWING COMPANIES)**



PARIS: **6<sup>th</sup>** IN THE WORLD  
FOR THE NUMBER  
OF COMPANIES SPECIALIZING  
IN CONNECTED DEVICES

(IOT ANALYTICS, 2015)