



ESSEC Venture



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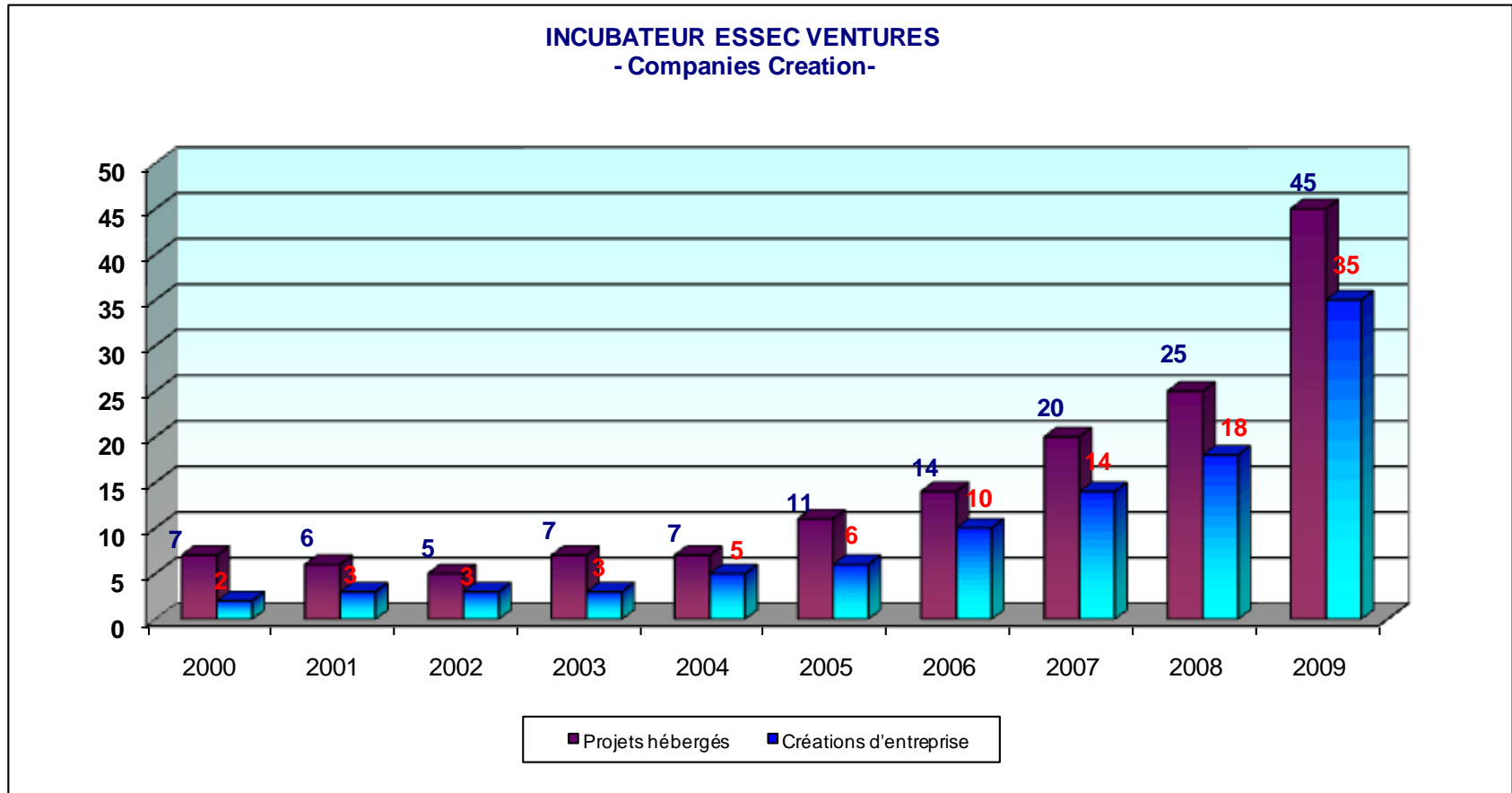
YOU HAVE THE ANSWER

**INTERNATIONAL CONFERENCE ON
MANAGING INTELLECTUAL PROPERTY IN
UNIVERSITIES**

Boğaziçi University in cooperation with the
Turkish Patent Institute
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“The entrepreneurship pole from ESSEC has become the reference in France for creating a company by students”

- ➔ The **first student incubator in France** in number of projects and creations (14 creations in 2007, 19 in 2008, 35 in 2009)
- ➔ The only school with **seed funds** (1M€) for launching start-ups (14 investments since 2006 – between 25 and 100K€ per project)
- ➔ A complete **training** course in all programs very appreciate by students and participants
- ➔ An almost quasi-total durability of projects created since 2001 (95%)
- ➔ An historical **culture** of the school for entrepreneurship which contribute to a very stimulating environment
- ➔ An exponential growth since the creation of ESSEC Ventures in 2004



In 2009 the incubator generates
35 companies

Some key data I

- ➔ On 7th of July 2009, the incubator represents **65 projects incubate with** 45 students (75% from MBA), 12 already launched and 8 externals
- ➔ Between 1st January and 7th of July 2009, 22 new projects are accepted 38 new students. The rate of launching is about 80%.
- ➔ The average duration of an incubation is one year but with big variance on each project
- ➔ The more severe selection at the entry had a beneficial effect both form quality and quantity.
We are approaching at the end of 2009 the number of 50 students creating a company, almost **10% of MBA promotion.**
- ➔ End 2009, we had passed the number of **100 companies created**

Some key data II

- ➔ About 40% of the companies creations are exclusively on web, 10% mobility, 10 environment, 10% services for persons 30% other (health, retail, agencies, consulting, industry, culture...)
- ➔ There is a constant progression in the quality of the projects if we take into account the revenues at the exit form the incubator
- ➔ Each year, about 10 companies succeed to have venture capital with an average of 200/250K€
 - Ex 2009 max: planète réduction 600K€, Viavoo 400K€
 - Ex 2009 min: YWF 50K€, Spirulina 200K€ etc.
- ➔ The durability of the projects created since 2001 is of (95%). The start-ups are still SME (not in the particular case of Deezer)

Some key data III

- ➔ Number of employees created since 2001: 600
- ➔ The most important company Mediagong 2005 (5M CA et 50 employees)
- ➔ The majority of the companies have 5/6 employees 2/3 year form launching
- ➔ ESSEC Ventures founds: 14 participations 2006-2009
 - 5 have a revenue >500K€
 - 5 between 100 and 250K€
 - 2 about 50K
 - 2 in difficulty

A vision of entrepreneurship academical and operational at the same time





Thank you !



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