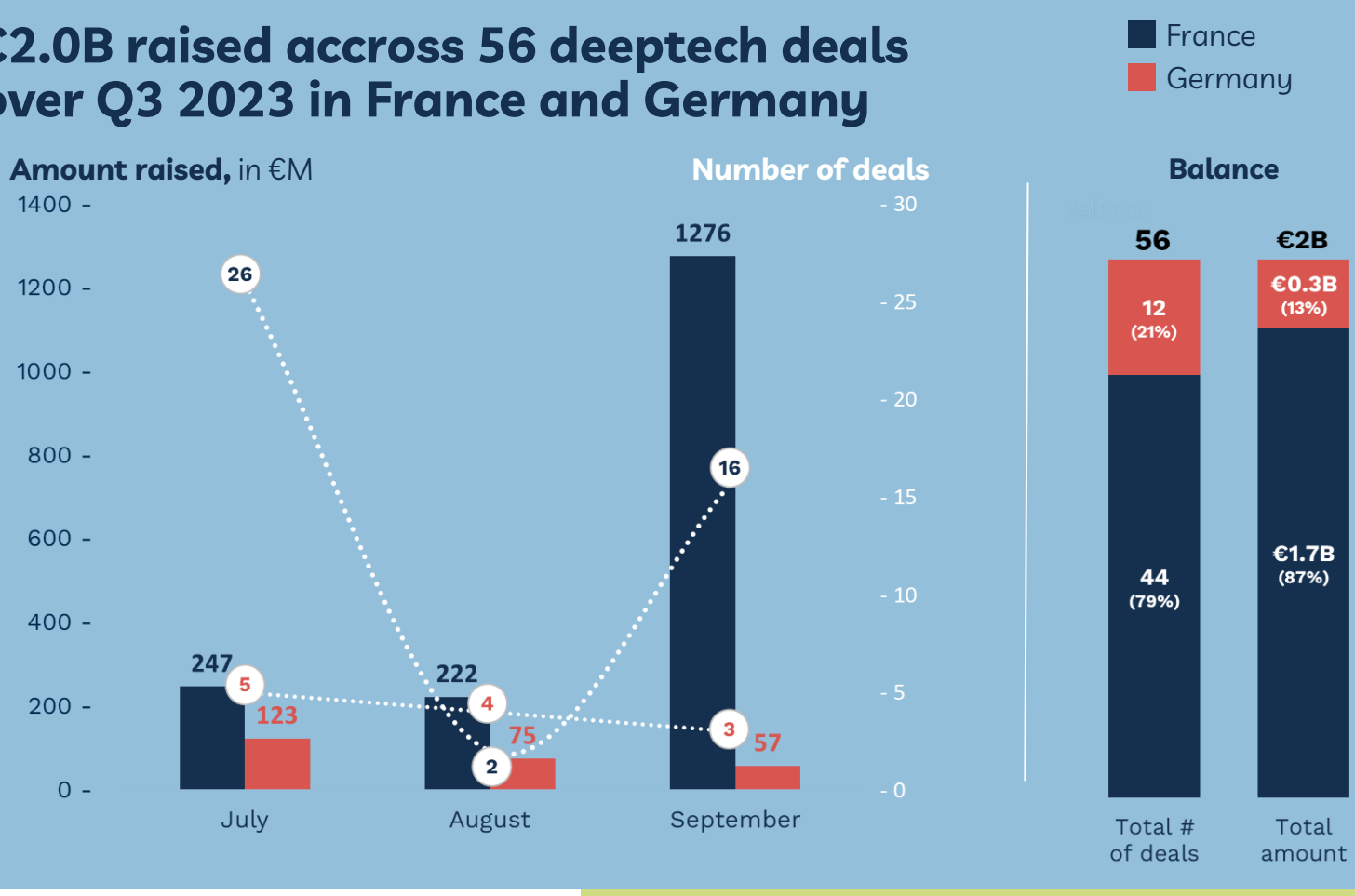
# Deeptech News

Q3/2023

by OMNES

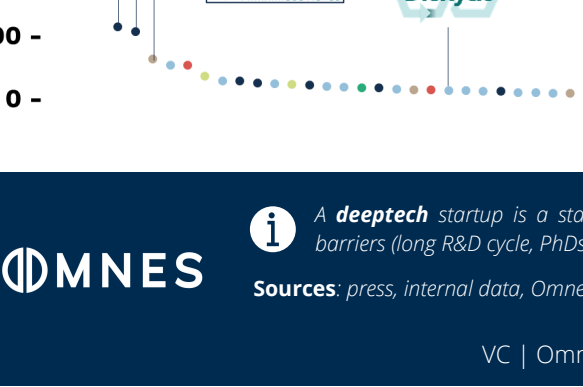
Review of all the fundraising announced by **French and German deeptech** startups during the third quarter of 2023

## €2.0B raised accross 56 deeptech deals over Q3 2023 in France and Germany

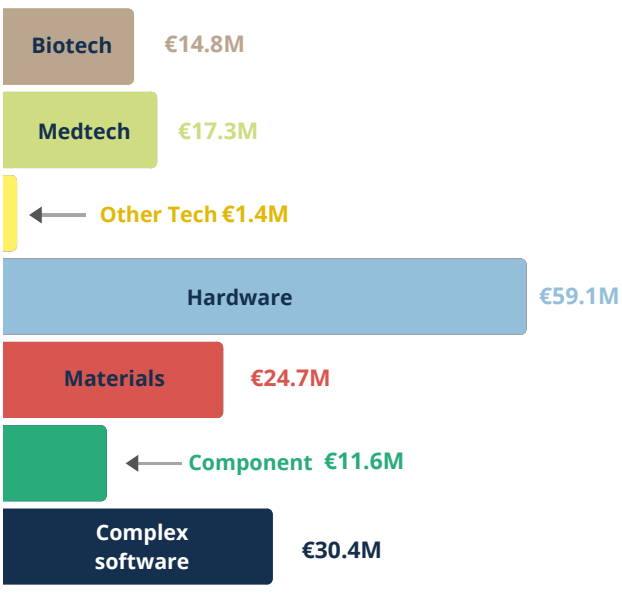



## Various industries

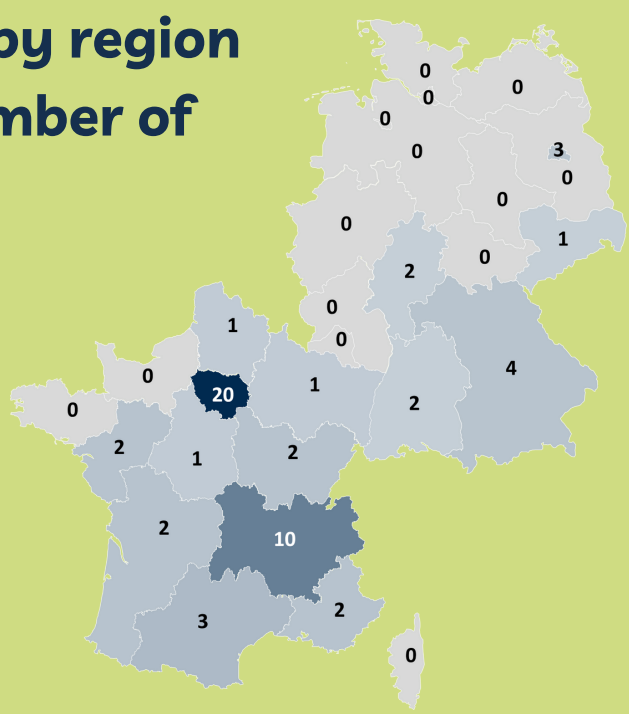
**Split by number of deals**, in %



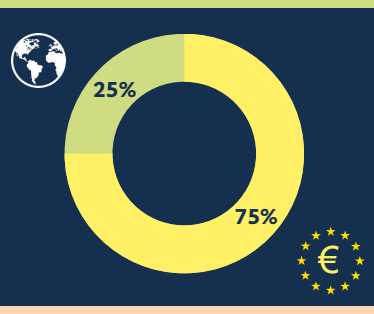

### Average funding by industry




## Split by region in number of deals




**25%**
of transactions had at least one non-EU investor




## Exits

dreem — Acquired by **Beacon Biosignals**

SEQUANS — Acquired by **Renesas**

gridscale — Acquired by **OVHcloud**

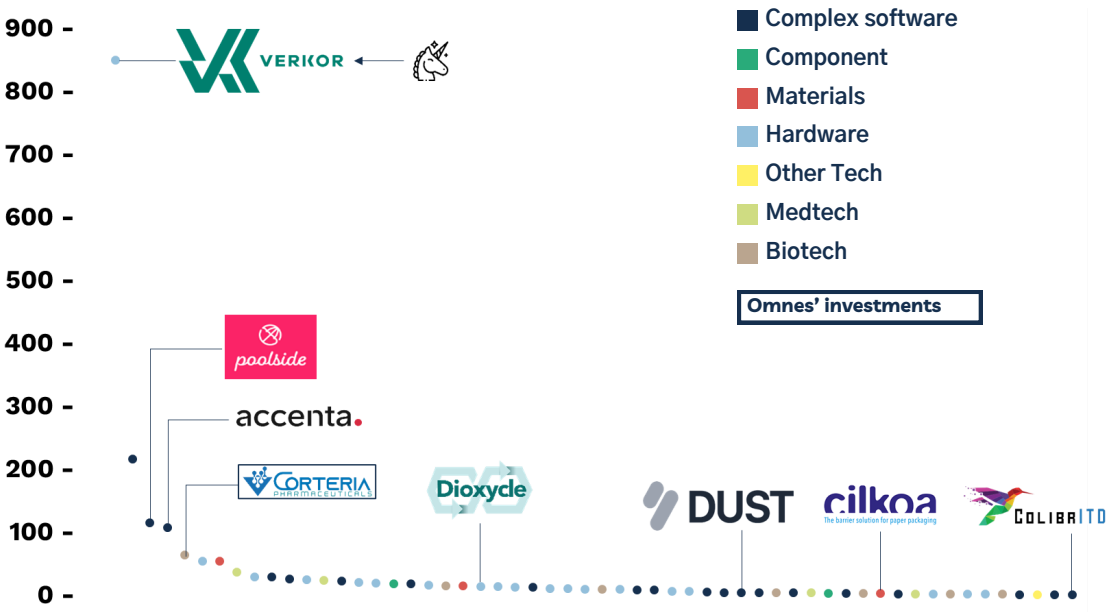
## Not to be missed

The Exploration Company X AXIOM SPACE

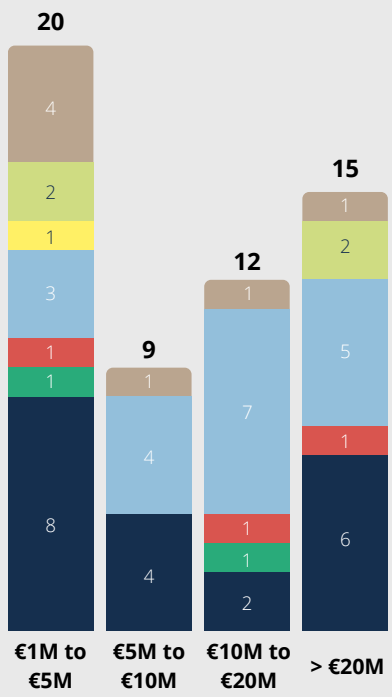
**The Exploration Company**, a European NewSpace startup, **has secured a +€100M delivery agreement** with **Axiom Space**, a private space station company. The agreement is the **first time a European space capsule has been chosen** by a commercial space company to **develop cargo transportation services** from Earth to Space and back to Earth

*September 2023*

## Deals review (in €M)




## Split by round size




*A **deeptech** startup is a startup developing a complex technological asset with strong technological barriers (long R&D cycle, PhDs, research labs spinoff, patents, complex know-how, etc.)*

**Sources**: *press, internal data, Omnes analysis*

OMNES

omnescapital.com

# The Deeptech Expert

by OMNES

**The deeptech Expert** gives the floor to a significant leader to share their views on the **deeptech** ecosystem

# 4 QUESTIONS FOR

EVIDEN
an atos business

## Philippe Duluc
CTO at Eviden

**You were involved in the implementation of the French quantum plan. Two years later, what assessment have you drawn?**

In two years, many initiatives have been put in place, such as the €150M PEPR ("Programmes et Equipements Prioritaires de Recherche") funding plan for academics (CEA, CNRS, INRIA, etc.) and the establishment of the HQI ("Hybrid Quantum Infrastructure") platform. Its aim is to create a computing infrastructure in CEA premises, by providing easy access to QPUs purchased with public financing by GENCI. This initiative is of great interest to industrial companies, startups, and academic labs, and it allows startups to make their QPUs available, and industrial companies to use them. The first quantum analog simulator from PASQAL is currently being delivered for this program and will be connected to HQI platform by Eviden (an Atos business).

It is true that one can criticize the program for being somewhat slow to be launched and delivered, especially from the perspective of industrial companies and startups, compared with UK and Germany programs. But it has started now, and we see the first outputs.

Finally, European calls for proposals are being launched to find hosting sites for quantum processors with different technologies. 6 sites will be chosen by EuroHPC Joint Undertaking, which is financing around 50% of the investment. The French GENCI has notably been chosen to select a photonic processor to be connected to HQI.

**How do you evaluate the maturity of potential clients for quantum computing?**

In my opinion, French end-users are slightly behind, compared to our German or American counterparts. Some large French players have indeed created quantum teams - organizing hackathons, producing IP and papers, and positioning themselves - but not that many have. In Germany, we can already find very active large players, especially in the chemical and pharmaceutical industries, since drug discovery will be one of the obvious first applications with impactful results.

What will stimulate the adoption of quantum computing by large corporations is the current strong growth of startups focusing on use cases and algorithms, who are receiving an increased amount of funding, while the space for pure QPU startups is more overcrowded, with almost one startup per technology per major country. To contribute to startup's development, Atos has created Atos Scaler accelerator, which leverages the group's credibility to provide these European startups with access to an international market (large clients, Atos' showroom…) for around 10 startups each year.

**How do you see classical HPC and quantum computing being reconciled? And what role does Eviden (the Atos' subsidiary grouping Digital, OneCloud, Big Data and Security activities) play in creating this ecosystem?**

Quantum computing is truly an acceleration of HPC, much like GPUs were an acceleration of HPC. As the European leader in HPC, it was natural for us to position ourselves on quantum topics. It is critical to create a computing infrastructure that allows industrial companies, not only to test QPUs, but to also perform massive calculations. Eviden positions itself as a hybrid computing platform that allows for QPU simulation up to 40 qubits, as well as heterogeneous computing (distributing tasks across different types of computing processors, GPU, GPU, and QPU). This offer, QaptivaTM, released this year, is mature and allows industrial companies and academics to access technologies and libraries from numerous partners, such as IQM, Quandela, or PASQAL for hardware, and ColibriTD, Multiverse, or Qubit Pharma for software (and many more to come).

***"As the European leader in HPC, it was natural for us to position ourselves on quantum topics"***

**Regarding cybersecurity, how do you perceive the need for sovereign solutions among your clients?**

The question of sovereignty is at the core of our strategy. I feel a growing demand from cybersecurity product-users to switch from a non-European product to a sovereign European product. In my opinion, most of this movement comes from regulations that have created additional constraints. National and European regulators are imposing more and more regulations in favor of national and European solutions. For instance, in France, ANSSI certifies products by classifying the level of security with different levels of qualification (basic, standard, and reinforced), and it is practically impossible to obtain the most secure qualification for foreign companies.

***"I feel a growing demand from cybersecurity product-users to switch from a non-European product to a sovereign European product"***

## Resumé of Philippe Duluc

**+30 years of experience in Security & Big Data**

**Launched mission-critical solutions for Atos and is now CTO of the Big Data & Security division of Eviden**

**Former Cybersecurity manager of Bull Group**

**Former Corporate CSO for Orange Group**

**Former military engineer for the French Ministry of Defense and the Prime Minister's Office**

**Graduate from Ecole Polytechnique and ENSTA Paris**