

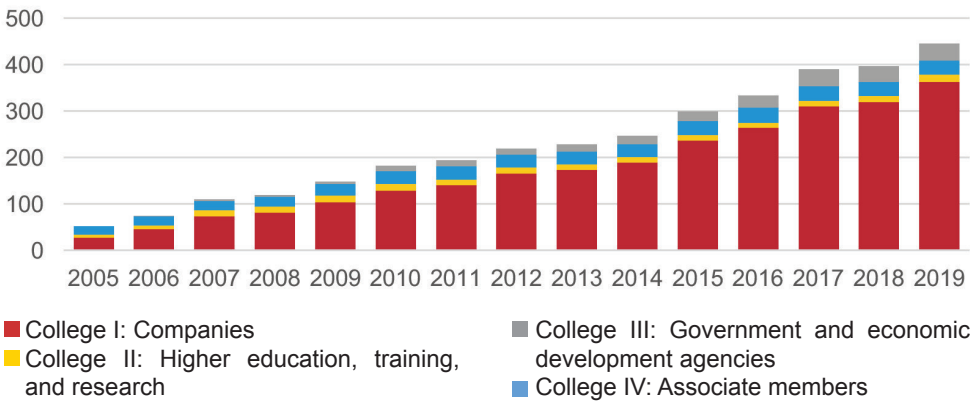


YEAR IN REVIEW

2019 REPORT
JULY 2020

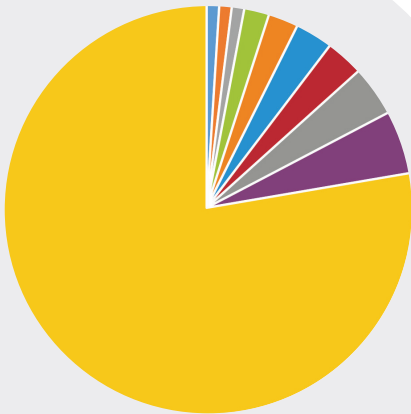
Membership

Membership growth



Members by type

- Technology platforms (1%)
- Research organizations (1%)
- Clusters and FrenchTech (1%)
- Local government (2%)
- Banks and investors (2%)
- Higher education and research (3%)
- Mid-sized to large companies (3%)
- Economic development agencies (4%)
- Corporations (5%)
- SMEs (78%)



Breakdown of College I (companies) by number of employees par effectif

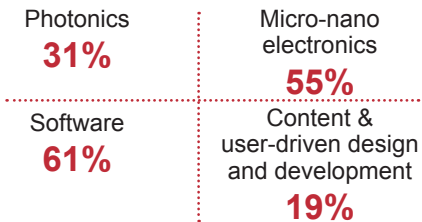


A new strategic focus area

Minalogic took over Imaginove's R&D activities in 2019, adding a wide range of R&D topics, from virtual and augmented reality, robots, drones, and design through to video and sensory, neuro, and communication technologies. These new topics will round out Minalogic's traditional software, micro and nano electronics, and photonics activities. This expanded scope now encompasses not only technology, but content and user-driven design and development. These new areas of expertise will dovetail nicely with Minalogic's historic strategic focus areas.

Minalogic has been actively promoting these new activities at events like Siggraph, and has been active in the tech community, offering workshops like the one on sound, audio, and voice techniques.

Breakdown by strategic focus area

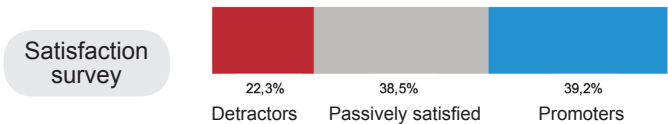


Events

The cluster's annual Minalogic Day is always popular with our members and the entire ecosystem. This year's Minalogic Day offered a new format that gave attendees an opportunity to choose the topics that interested them most, freeing up more time to network and explore the showroom and exhibition.

Minalogic also reached out to members through seven local breakfast meetings. These short-format events give members working in similar industries or looking for answers to similar questions a chance to network.

Finally, Minalogic created a new weekly newsletter to bring more than 14,000 subscribers complete and up-to-the-minute information on events likely to interest our ecosystem.



Net Promoter Score (NPS)* : 16,9

*NPS =
% of promoters (scores of 9 and 10)
- % of detractors (scores from 0 to 6)

People

Several new members joined the Minalogic team in 2019:

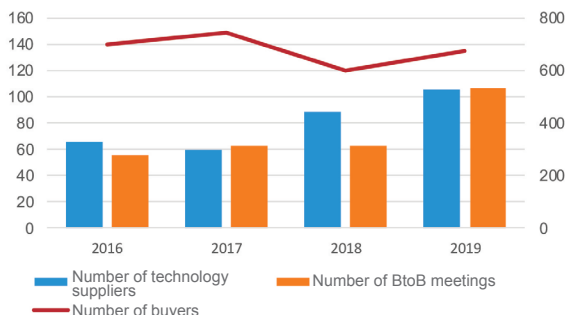
- David Gal-Regniez (Director, Content and User-driven Development Projects)
- Elvir Mujic (Director, Minalogic Saint-Etienne)
- Jean-Eric Michallet (Chief Executive Officer)

- Jean-Marc Rollet (Project Director)
- Kate Margetts (International Relations Manager)
- Orlane Gimenez (Business Development Project Coordinator)
- Pierre-Damien Berger (Director, MinaSmart European Digital Innovation Hub)



Business development

Fifth annual Minalogic Business Meetings in Grenoble
Minalogic's international BtoB convention has earned a strong reputation as a business booster and earns top scores from attendees year after year.



Flagship trade shows

SIDO, held in Lyon, showcased 500 exhibitors (41 Minalogic members, including 16 exhibiting in the Minalogic Village) and brought in 11,000 visitors (83% professionals from startups and other companies). The program featured 80 talks by some 300 speakers (6 by Minalogic staffers), and more than 2,500 one-to-one BtoB meetings were held over the two days of the event. SIDO, established in 2015, is growing by 25% per year.



CES. Minalogic took its sixth Auvergne-Rhône-Alpes regional delegation to CES in Las Vegas in 2019. The delegation, funded by the region's international development plan, allowed 42 startups and other companies to go to CES to promote their products and know-how at the world's largest tech event.



An impressive thirteen products developed by Minalogic members won CES Innovation Awards.

Beyond the members of the delegation, Minalogic helped more than 100 attendees get the most out of CES through eight workshops offered in the run-up to the event. On site in Las Vegas, Minalogic secured meetings with ten C-level executives from relevant corporations. Minalogic's partnership with EM Lyon business school provided a dozen students in the school's Masters in Entrepreneurship program to assist participating startups before, during, and after the event.

Events to support our members' growth

Open innovation

> **Minalogic partnered with French Tech in the Alps and energy cluster Tenerrdis to help GE Renewable Energy set up its first-ever open innovation program in the region, developing an innovative new format.** After identifying topics of interest and giving GE Renewable Energy a tour of the Minalogic ecosystem (the traditional first steps in an open innovation program), experts from GE Renewable Energy worked with participating companies to take a deeper dive into their solutions. GE Renewable Energy's sincere commitment to the program produced results. Four winners were announced at a ceremony on December 5. Pascal Radue, President & CEO Hydro Solutions, GE Renewable Energy, came to Grenoble for the event.

> The 2019 edition of public procurement conference Les Assises de l'Achat Public addressed social responsibility and sustainability. The event is organized in partnership with the City of Grenoble, the Greater Grenoble Intermunicipal Authority, and the Isère General Council. The purpose of the day-long conference is to bring buyers and sellers together to learn about public procurement tools and processes, share their experiences, brainstorm, and network.

New format: Tech Bizz Day was revamped to increase opportunities for participants to work together.



The first Tech Bizz Day was organized with mixed-signal foundry X-FAB. The company came away with leads and potential partnerships with users of its technology.

Market-specific meetings

When digital technology meets the building and construction industry...

Digital technology has made inroads into virtually every market. So, finding out what technology integrators on different markets need is more important than ever. Technology suppliers also need to understand different markets' innovation processes and stakeholders so that

they can determine the best way to gain access to these markets. Minalogic facilitates networking between its members and clusters that represent a variety of markets. These hour-long lunch meetings are scheduled to fit into people's busy schedules and, with 30 to 50 participants, there is ample opportunity to network.

352 SMEs participated
in Minalogic events

34 SME
pitches

180 One-to-one
BtoB meetings

Financing

Minalogic made more than 30 introductions between members and banks and investors. The team is investigating other ways to help members find the financing they need. A partnership was set up with Banque Populaire Auvergne-Rhône-Alpes to support startups and other companies' innovation strategies through financing and consulting services.

International

Minalogic decided to maintain the same number of international fact-finding and sales prospecting trips as in 2018, but to provide more member companies with international business development support. A new "country passport" system was set up in 2019 for SMEs to go on fact-finding missions to specific international trade shows alone on behalf of Minalogic. The purpose is to determine whether or not an event would be a good target for a Minalogic group delegation the following year.

Jobs

87 job offers posted on the Minalogic website

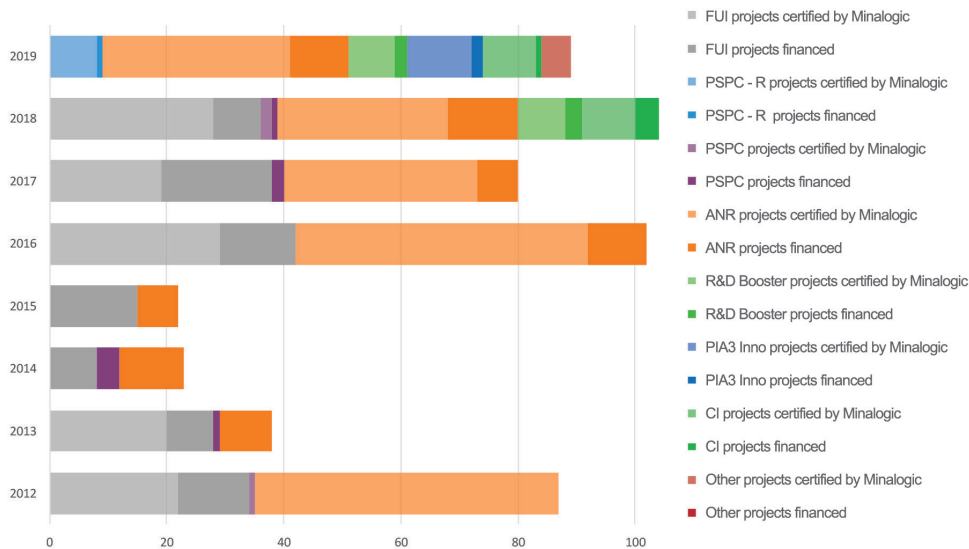
50 résumés sent to Minalogic members

56 companies and 155 student interns attended Job Bridge, an event for interns from STMicroelectronics, EDF Hydro, and partner companies to meet with small- to mid-sized businesses in the local area that are hiring.

New government funding instruments

The way in which calls for projects for government funding are organized saw some major changes. The traditional Single Interministerial Fund was discontinued, and several different instruments, some new, will take its place. At Minalogic, our role is to help our members navigate the complex government funding environment. We do this in several ways, including informational webinars (on the PSPC national and regional funding schemes) and brainstorming sessions to help identify potential projects.

Projects by financing instrument

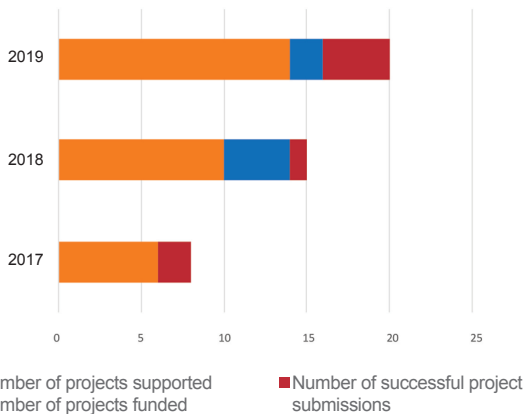


European development

Minalogic ramped up its initiatives to help companies from our ecosystem get involved in projects with partners from across Europe. The year 2019 saw new training and informational sessions on EU financing for SMEs, for example.

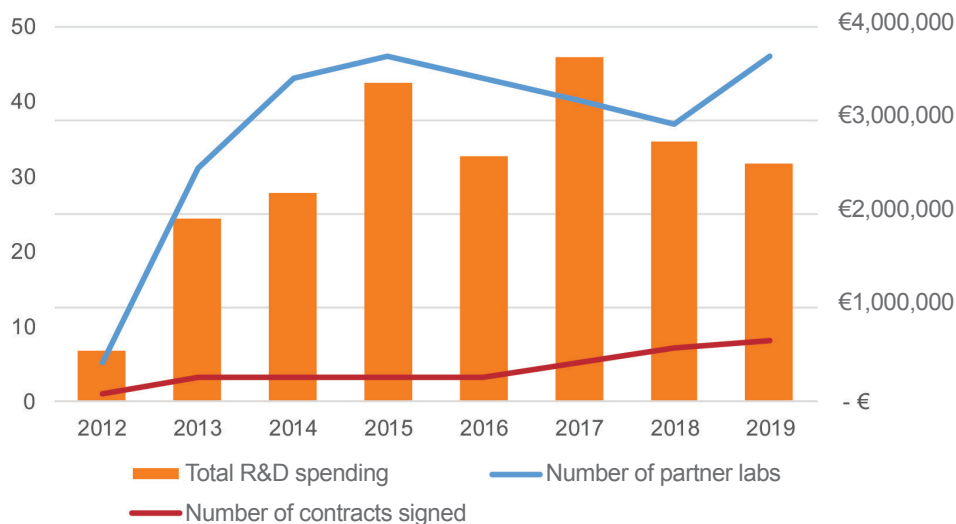
And, of course, Minalogic is spearheading the creation of the MinaSmart EDIH. The results of our European development efforts are tangible, with growing numbers of projects supported by Minalogic being selected to receive EU funding.

European projects



Easytech

Minalogic continued to administer the Easytech program in 2019. Easytech welcomed new partner labs and the number of contracts signed was also up in 2019.



Meetings on specific topics

Minalogic held three meetings on specific topics in 2019 attended by a total of 240 people.

This year's topics were:

Imaging technologies
and EU projects

Cybersecurity: Securing
connected devices

The Internet of Things:
Helping the elderly live well
at home longer (with the EU
Activage project)



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Our private-sector partners

