

emulseo

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PRESS RELEASE

MICROFLUIDIC TECHNOLOGY

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www.emulseo.com/fr

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Emulseo, a Bordeaux-based start-up specializing in high-performance formulations and products for microfluidic technology applications, has taken another step forward by completing a €1.5 million financing round. The aim is to become the world leader in formulations and reagents in the fast-growing microfluidics market.

A dynamic market and growing needs

What is Microfluidics? It is the science & technology of systems that handle fluids at the micrometric scale. With a market estimated at 6 billion dollars and an annual growth rate of 15% in the coming 5 years, microfluidics opens up multiple prospects for various fields and applications. It is in those of medical diagnosis (cancers, viruses, etc.), high-throughput screening (1000 to 10,000 analyzes / seconds) and therapeutic development (cancer, antibiotics, etc.) that it is now widely used and proves promising, in particular making the study of DNA or cells more accessible and precise. It is in this context that Emulseo has developed new formulations and innovative reactive media essential for these medical applications.

Innovative technology for high performance products

Emulseo is a spin-off of the Paul Pascal Research Center in Pessac, co-founded in 2018 by three expert scientists in technology: Pr Jean-Christophe Baret (University of Bordeaux, Paul Pascal Research Center), Dr Valérie Taly (CNRS , INSERM, Paris Descartes) and Dr. Florine Maes (Paul Pascal Research Center).

Florine Maes took over as President and CEO of the company, joined by Didier Roux (former Director of R&D and Innovation of the Saint-Gobain Group) in 2020 as Vice President.

Thanks to the research work and expertise of the founders, Emulseo quickly brought its first FluoSurf product to the market for laboratories and manufacturers. Today, Emulseo has around ten products in its catalog - ranging from surfactants and fluorinated oils for the production of droplets to hydrophobic surface treatment products for the coating of microfluidic channels - marketed to more than 150 customers worldwide. (70% of turnover generated abroad). The company, having succeeded in its industrialization phase, can now supply its products in large volumes on the various markets (United States, Canada, Europe and Asia).

"Thanks to this fundraising, we will accelerate the deployment of our international sales and marketing activities while developing new innovative and high-performance products via new R&D axes; our team of 11 employees will thus be strengthened rapidly and we plan to integrate new offices in 2023" specifies Florine Maes.

A second round of funding with investors

This seed round of financing was carried out with Business Angels and the regional funds Aquiti Gestion and Finaqui. A first fundraising of more than €500k was carried out in 2020 with business angels, who renewed their confidence in the project by reinvesting significantly during this new operation. Accompanied in its creation by Unitec then by the regional accelerator UpGrade Nouvelle-Aquitaine, Emulseo benefits from the support of BPI and the Nouvelle-Aquitaine Region which complete the fundraising. This fundraising will allow the start-up to recruit business developers, engineers, technicians and thus pursue its ambition: to become a leader in chemical and biochemical formulations and reagents for biotechnological applications of microfluidics.

About Emulseo

Created in September 2018, Emulseo is now made up of a team of 11 employees. Located in the Cheminnov building of Bordeaux INP in Pessac, it has the appropriate resources and expertise to produce and design high quality complex chemical formulations for microfluidic technology.

The start-up is supported by Unitec (2017), the UP GRADE Nouvelle-Aquitaine accelerator (promo#5) and by Agoranov (2022). Emulseo is Medicen certified since 2021 and is also a member of the Tech Factory group of start-ups of France Industrie.

www.emulseo.com

About Aquiti Gestion

Aquiti Gestion is a management company approved by the AMF which actively participates in the financing of start-ups, SMEs and ETIs based in New Aquitaine with a complete field of intervention (honorary loan, risk capital, development capital and transmission capital) and multi-sector for investments ranging from 10 k€ to 10 M€. With more than 500 companies supported, nearly twenty years of existence, ten funds under management or advised and 3 offices (Limoges, Poitiers, Bordeaux), Aquiti Gestion is a key player in the Neo- Aquitain, which has a leading regional anchoring allowing it to be closer to the entrepreneurs of New Aquitaine.

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About Finaqui Business Angles

Finaqui is an association of more than 160 Business Angels from Nouvelle-Aquitaine, mostly entrepreneurs and industrialists, who are committed to supporting the leaders of innovative and responsible projects in the region, by sharing their experience and their address books.

A historic player in capital investment in New Aquitaine, with around thirty investments made and more than €5 million invested, Finaqui generally intervenes in the post-finalization growth phase of the product to accelerate commercial and operational development, with tickets from €100k to €400k contributed by its Evergreen investment vehicle and co-invested directly by its members.

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About Up Grade Nouvelle-Aquitaine

The regional accelerator was launched in early 2018 by Unitec with the support of the Nouvelle-Aquitaine Region. It is intended to accelerate the growth of very high-potential start-ups while securing their change of scale. Managers are offered two successive and independent support paths. The 12-month Pre-acceleration program is aimed at start-ups in the hypergrowth preparation phase. Individual support is provided by the Technopole in the territory of the start-up. The collective support, ie 6 days, is led by Up Grade. At the end of the course, the start-up must be able to apply for the acceleration course. The acceleration course is aimed at start-ups in hypergrowth. During this intensive and tailor-made program of 18 months, the leader benefits from the individual support of a scale-up manager experienced in business and from collective support (workshop between peers, masterclass of experts or witnesses scale-up).

About Unitec

Unitec is one of the main support structures for start-ups in the Bordeaux region. It has contributed to the creation of 588 start-ups in the region. With a team of 11 start-up managers, Unitec advises on three sectors, digital, life sciences, engineering sciences, by supporting from the idea to the creation of the company (incubator), in its structuring and its development (incubator), in its strategic growth (development) and in its scaling up via the UP GRADE Nouvelle-Aquitaine accelerator. In 2021, Unitec supported 156 start-ups and posted a sustainability rate of the companies monitored of 86% at 5 years.

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