## LVMH launches accelerator program for 50 international startups annually at Station F to reinvent the future of luxury



LVMH is pleased to announce the creation of an accelerator program at the Station F startup campus in Paris. The LVMH program will welcome 50 international startups each year. This initiative will drive business acceleration between LVMH Maisons and startups to invent innovative new products and services for the luxury market. 89 work stations are available for startups within the 220 square meter LVMH space. By creating La Maison des Startups in the heart of the world's biggest startup campus, LVMH reaffirms its values of innovation, entrepreneurial spirit and excellence, the pillars that anchor the Group's growth.

La Maison des Startups will accelerate collaboration between LVMH Maisons and startups whose solutions have potential in the luxury industry, giving entrepreneurs privileged access to the unique ecosystem formed by the Group's 70 prestigious Maisons. This program is distinctive in its multi-sector approach, encompassing entrepreneurs whose innovations are relevant to LVMH's different business groups: Wines & Spirits, Fashion & Leather Goods, Perfumes & Cosmetics, Watches & Jewelry and Selective Retailing.

With 89 work stations, the LVMH program at Station F will welcome 50 international startups each year in two six-month terms. The first group joined the campus in November 2017.

Over half the startups that joined the program are identified

through the LVMH Innnovation Award, at the Viva Technology show, during which the Group welcomed more than 80 startups in 2016 and 2017. Nearly all of them already work with some of LVMH Maisons (Moët Hennessy, Dior, Louis Vuitton, Sephora etc.). In addition, several LVMH employees whose projects won awards during different editions of the DARE LVMH initiative dedicated to intrapreneurship within the Group will also be welcomed at Station F to launch their projects.

In addition to a unique workspace and environment that inspire innovation, the LVMH program at Station F lets entrepreneurs benefit from personalized coaching and support from LVMH group experts. A series of workshops will allow the startups to familiarize themselves with challenges facing the luxury industry, and pitch sessions will be regularly organized to let them present the evolution of their solutions to representatives of LVMH Maisons. Networking sessions will be on the agenda too.

By providing a unique environment where entrepreneurs can access resources, invent and create synergies with the many well-established initiatives across the Group, LVMH is further strengthening its already robust digital ecosystem.

# LVMH's active support for fledgling enterprises

Innovation at LVMH is anchored in four pillars

1.

### Detection and sourcing of startups at the Viva Technology show, of which LVMH has been a partner since 2016 with its "Luxury Lab"

2.

### Integration of intrapreneurship through the internal DARE program (Disrupt, Act, Risk to be an Entrepreneur), which bridges open innovation and personal development. In just six months, DARE has enabled over 180 internal talent to transform their ideas into business plans during three-day sessions

*3*.

Collaboration

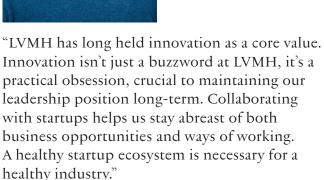
### between startups and LVMH Maisons, aligning the needs of the Maisons with innovations proposed by startups to invent new products and services

4

Acceleration of relationships between Maisons and startups within the new program launched at Station F, where all initiatives by LVMH and its Maisons can converge



**Ian Rogers,**Chief Digital
Officer de LVMH





Roxanne
Varza,
Director
of STATION F

"It's a great challenge that awaits those who want to renew the luxury industry all the while maintaining it to the same level of excellence that it is known for, especially in France - who better than LVMH to support luxury startups at STATION F? We are proud to have them as partners."

### 7 themes

La Maison des Startups LVMH aims to support the Group's key issues around the durability of raw materials, the reinvention of customer experience and stores, and the production chain, as well as the security of products.

- 1. Artificial Intelligence
- 2. Internet of things
- 3. Retail & e-commerce
- A Augmented Reality/ Virtual Reality
- 5. Blockchain & anti-counterfeiting
- 6. Personalization/ Social & content
- Raws materials& sustainability



# The programme La Maison des Startups in key figures

23

startups integrated into the program in November 2017, including 13 sourced at Viva Technology 100%

of startups are in discussion or in project with LVMH's Maisons

9%

startups per year work stations made available throughout the year

of hosted startups have already raised funds

# LVMH collaboration with Startups as seen by Heuritech

Three questions for Tony Pinville and Charles Ollion, co-founders of Heuritech, a member of "La Maison des Startups" and winner of the LVMH Innovation Award at VivaTech 2017



### How did the Heuritech adventure begin?

Tony Pinville: We founded Heuritech in 2013 while we were working on our PhDs in artificial intelligence and machine learning at Pierre and Marie Curie university. We quickly understood that image recognition would play a pivotal role in the future of fashion, an industry where millions of images are created each day by brands, their customers and influencers.

Charles Ollion: After four years of research and development and over 100 meetings with fashion professionals, we developed a cutting-edge computer vision technology able to detect millions of images shared on social networks. Our goal is to help brands track the performance of their products in their markets and better understand their customers.

### How did you become part of LVMH's digital ecosystem?

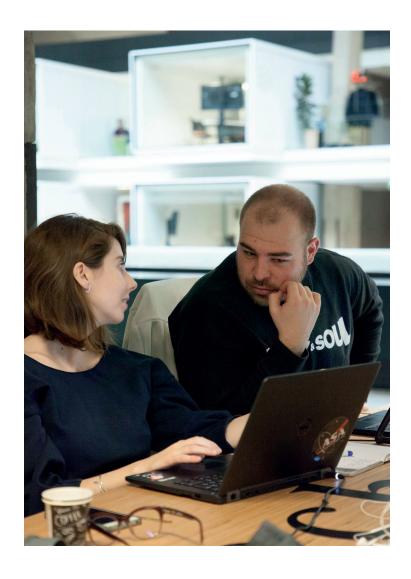
**Tony Pinville:** Everything began two years ago with Louis Vuitton, then Christian Dior and several major luxury retailers. These close collaborations allowed us to learn a lot about the business challenges and continually refine our solution. After raising 1.1 million euros in seed capital in November 2016 we applied for a spot on the LVMH stand at VivaTech in 2017. We knew this was the place to be for all the top players in fashion and luxury, and we were fortunate not only to be selected, but to win the LVMH Innovation Award.

## How has winning the LVMH Innovation Award helped you, along with joining LVMH's "La Maison des Startups" at the Station F startup campus?

Charles Ollion: Our initial objective was simply to take advantage of three days of visibility at the LVMH VivaTech stand. After winning the 2017 Innovation Award 2017 we had six months of incredible media coverage, as well as privileged contacts with LVMH Maisons, especially since joining the LVMH Maison des Startups at Station F in November 2017.

Tony Pinville: And beyond the LVMH Group, this experience has brought us real legitimacy in the industry, including internationally. We definitely felt this during a recent visit to the U.S. People already know about Heuritech. Within LVMH, VivaTech and Station F have been amazing channels to develop our cooperation with the Group's Maisons.

# Station F welcomes LVMH DARE intrapreneurs



The DARE initiative bridges professional development and open innovation, enabling LVMH talents to work together over three intensive days of co-creation to transform an idea into a business plan. Guided by a startup methodology, they are coached by high-level mentors and pitch their ideas to a demanding jury comprising members of the LVMH Executive Committee, CEOs of LVMH Maisons and experienced entrepreneurs. Jonathan Noel from Kenzo and Anne-Sophie Laugier from Sephora, who were among the winners of the DARE session in July 2017, have now joined the Station F incubator. They talk about their experience during DARE and at Station F as they work on a project to create a new retail experience.

Jonathan Noel: "DARE is a shaker that lets us accelerate both our project and our own development. I learned skills I would never even have considered previously. I'm a retailer, but to move our project forward I had to learn about digital technologies and building standards, for example. We're continually pushed outside our comfort zone here. You need to challenge yourself and be bold to sell your ideas."

Anne-Sophie Laugier: "DARE and the LVMH Maisons des Startups have given us access to highlevel internal experts who encourage us to grow while continually challenging us in a really constructive and positive way. It was a bit intimidating at first, but also incredibly stimulating. Going from data scientist to retail intrapreneur is definitely unexpected, but at the same time tremendously enriching!"

## La Maison des Startups: Startups of the 1<sup>st</sup> promotion of the LVMH accelerator

ARTIFICIAL INTELLIGENCE Alcméon

Heuritech southpigalle

AUGMENTED REALITY/

VIRTUAL REALITY SkyBoy

VisioPM V-Cult

Orbis

**INTERNET OF THINGS** Aryballe Technologies

Aveine Biowatch EUVEKA KUANTOM

**RETAIL & E-COMMERCE** Cappasity

Kronos Care memomi

**BLOCKCHAIN** Cypheme & ANTI-COUNTERFEITING VeChain

PERSONALIZATION/ Hivency
SOCIAL & CONTENT SmartPixels
Smartzer

**RAW MATERIAL & SUSTAINABILITY** 

DAUMET Sericyne WOODOO



# Alcméon - Innovative and hybrid (AI+human) solution for best-in-class customer service

CREATION YEAR

2015

FOUNDERS

Bertrand Stephann (CEO) et Mathieu Lacage (CTO)

FUNDRAISING

Fundraising in 2017 with WiSEED: € 250,000

CONTACT

Valérie Daoud Henderson

vdh@alcmeon.com

Twitter: @Alcmeon\_answers

Alcméon is the most advanced tool on social messaging for leading brands. The startup combines artificial intelligence, supervised chatbots and human touch to help community managers and contact center teams meet the challenge of the exploding number of consumer requests on social media and instant messaging (Facebook, Messenger, Twitter, Instagram, WeChat etc.). Alcméon is a SaaS tool, easy to roll out and fully integrable in an existing technical infrastructure.







### Heuritech - Trend anticipator

CREATION YEAR

2013

FOUNDERS

Tony Pinville and Charles Ollion, PhDs in Machine Learning at Pierre and Marie Curie University

FUNDRAISING

€ 1.1M in November 2016 (Serena Capital, Renaud Visage - CTO @Eventbrite, Nicolas Pinto - @Apple etc.) to develop a solution specifically for fashion and luxury

CONTACT

#### Charlotte Fanneau

VP Product & Marketing fanneau@heuritech.com

#### Célia Poncelin

Communications Manager poncelin@heuritech.com

Heuritech has developed an industryleading visual recognition technology that accurately analyses millions of social media images every day. The solution enables brands and retailers to anticipate relevant trends on products, to measure their performance over time and markets and dive into local mood boards on their products in real life.

# southpigalle

## southpigalle - Customer experience powered by AI

CREATION YEAR

2015

FOUNDERS

Olivier de Cointer, Henri d'Anterroches and Louis de Cointet

CONTACT

Olivier de Cointet olivier@southpigalle.io southpigalle is turning leading artificial intelligence research and data into real-time transformative business solutions. Its technologies (AiaaS) allow brands to deploy at scale with intuitive, seamless and customized services across all customer touch points.



© SFIO CRACHO



# Orbis - Developing brand through holographic technology

CREATION YEAR

2016

FOUNDER

Yvan Touhami

FUNDRAISING

€ 175,000 raised from 2 private investors

CONTACT

### Adrien Dalberto

Co-Founder & General Manager adrien@orbis-prod.fr

Orbis is specialized in the production and implementation of hologram communication solutions to energise events and retail networks. Its 3D department allows it to have a real creative force thanks to a team of directors, motion-designers and 3D modelers. Its R&D department has a mission to create original and previously unseen experiences for customers, in order to provide a complete tailor-made solution.







# SkyBoy - The Overlap Reality® for an unrivalled immersive experience

CREATION YEAR

2013

**FOUNDERS** 

Vincent Burgevin, François-Xavier Goemaere, Grégory Duhamel and Vincent Bordes

**FUNDRAISING** 

€ 241,500 (May 2016) € 400,000 (March 2018 ongoing)

CONTACT

François-Xavier Goemaere

fxgoemaere@sky-boy.com

SkyBoy is a new generation of immersive 360° experiences born across art, audiovisual, technology and scenography. It allows the visitor with his smartphone to increase his awareness of a tourist site or shop he visits. SkyBoy is an exclusive technology, the Overlap Reality®, which optimizes the effects of augmented reality. It is an original tool for brands, territories and a new generation of retail to enrich the clients' experience and their attachment to brands.





# VisioPM - Interactive digital signage 3D glasses-free solution

CREATION YEAR

2014

FOUNDER

Thierry Sitbon

FUNDRAISING

€ 350,000

CONTACT

Thierry Sitbon (CEO) tsitbon@visiopm.com

VisioPM is an interactive digital signage solution, on 3D screens, visible without 3D glasses. Its Cassia3D software (SaaS) allows to create and broadcast 3D animations on local or distant screens. Interactivity opens the possibility of manipulating the 3D objects presented on the screen by a simple movement of the hand from 4 meters away.







## V-Cult - Collaborative and cross-platform immersive solutions

CREATION YEAR

2009

FOUNDER

Tom Gauthier

FUNDRAISING

€ 3M raised in several seed rounds (Sparkling Partners, Boost VC, business angels)

CONTACTS

#### **Tom GAUTHIER**

CEO & Founder tom.gauthier@v-cult.com

### Samuel MOUND

Marketing & Product Manager samuel@v-cult.com



V-Cult creates 3D web, virtual reality and augmented reality solutions to enhance brand storytelling and to boost business performance. These solutions include immersive retail design tools to help retailers better design their customer journey, but also corporate education and training scenarios and sales tools to help sublime products. These scenarios can include tangible products, multi-touch interfaces and immersive experiences all synchronized together. Thanks to its proprietary technology, V-Cult can run instantly on any interface (web, desktop, mobile or virtual/mixed reality devices). V-Cult is also developing a SaaS platform enabling professionals to easily create and publish virtual reality collaborative scenarios on the web from a basic back-office and with no coding.



## Aryballe Technologies - The Digital Olfaction Company

CREATION YEAR

2014

FOUNDERS

Tristan Rousselle and Thierry Livache

FUNDRAISING

€ 3.1M

CONTACT

Julien Venturini

julien@aryballe.com

Aryballe Technologies develops and sells portable, connected and universal odour sensors. Based on a unique combination of technologies, its digital nose NeOse Pro detects and identifies odours via their interaction with 60+ biosensors inspired by human olfaction. Over 700 odors have already been detected and digitized. Wide-ranging applications for the cosmetic industry include quality control, acceleration of new product development and support for panel testers.





### Aveine - The smart wine aerator

CREATION YEAR

2016

FOUNDER

Nicolas Naigeon

FUNDRAISING

2 fundraisings via business angels for a total of € 480,000

CONTACT

Pierrick Labbe

pierrick.labbe@aveine.paris

Aveine is a connected wine aerator associated with an application that optimizes the wine tasting experience. With this solution, the wine is served instantly in the perfect conditions. Through its application, it measures and recommends the optimal wine temperature, and helps its user select and taste wine, manage his cellar and access information on terroirs and food/wine pairing.



#WINETECH #IOT #AERATION #PREFECTPOURING



## biowatch

# Biowatch SA - Wrist vein pattern recognition embedded into watches and bracelets

CREATION YEAR

2015

FOUNDERS

Matthias Vanoni and Joe Rice

FUNDRAISING

CHF 1,2M

CONTACT

**Matthias Vanoni** 

Matthias@biowatch.ch

Biowatch SA is a startup active in the field of wrist vein biometric recognition providing persistent and non-transferable authentication of the owner of a watch or bracelet. The solution comprises a wide range of applications from wallet to password management, all from the wrist.







# Euveka - To create, develop and sell garments at the exact size

CREATION YEAR

2011

FOUNDER

Audrey Laure

TOURS D'INVESTISSEMENT

2015 : € 1,2 M 2017 : € 2,5 M

CONTACT

#### Andréa Gilet

Marketing and Communication Manager andrea.gilet@euveka.com



EUVEKA specialises in robotic technology related to morphology and biomimetism. As the new generation of couturemannequins, this innovation is designed to adapt as closely as possible to the evolution of the human body based on age and morphotype. Controlled by a design software, the robot can evolve fully or by zones, in width and in hight, according to body and garment measurement charts. In addition to tailor-made solutions for customers, EUVEKA's facilitates manufacturing processes by saving time and dividing prototyping costs by two. Finally, our innovation has a real environmental impact by reducing textile waste.





### Kuantom - Connected drinks

CREATION YEAR

2015

FOUNDERS

Valentin Lecomte, Simon Falk, Alexis Kaplan, Geoffrey Martins and Nicolas Legeais.

FUNDRAISING

€ 1,2 M

CONTACTS

Alexis Kaplan akaplan@kuantom.com

Nicolas Legeais

nlegeais@kuantom.com

KUANTOM is a startup specialised in developing connected solution for the beverage industry. After 3 years of research and development, KUANTOM is the first connected mixologist that revisits tastings and cocktail making experiences for professionals of tourism and entertainment.





## CAPPASITY

## Cappasity - Reinventing the e-commerce experience

CREATION YEAR

2013

FOUNDERS

Kosta Popov, Marianna Weber and Alex Chegaev

**FUNDRAISING** 

\$4,9 M

CONTACT

### Marianna Weber

m.weber@cappasity.com

Thanks to 3D interactive imagery, Cappasity brings the retail shopping experience to e-commerce. Its 3D content is easily embedded into websites, mobile apps, and VR/AR applications. This solution is optimised for digitizing large catalogues. Cappasity's unique 3D View format ensures that website visitors experience total immersion and spend more time on a product page, engaging with a 3D image.



#3D ARTIFICIAL INTELLIGENCE #3D PRODUCT IMAGERY

#AUGMENTED REALITY #VIRTUAL REALITY

www.cappasity.com



## Kronos Care - Reinventing the post-purchase experience

CREATION YEAR

2017

FOUNDERS

Guillaume L'Hostis and Antoine d'Espalungue

FUNDRAISING

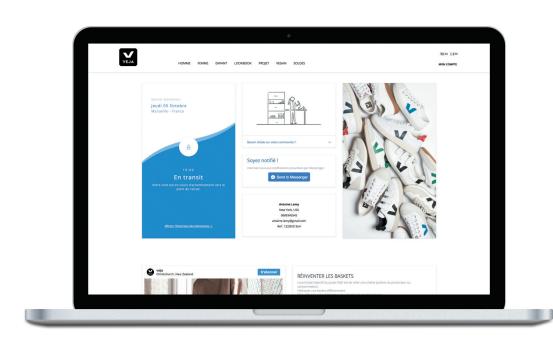
€ 850,000 (ongoing)

CONTACT

Guillaume L'Hostis

guillaume.lhostis@kronoscare.fr

Kronos Care is an omnichannel solution to improve post-purchase experience for retailers and brands. Post-purchase experience offered by brands to their customers is very deceptive compared to the pre-purchase experience, resulting in a degraded brand image and an important loss of loyalty amongst customers. Kronos Care's SaaS tools help every actor of the retail industry offer a reassuring and engaging post-purchase experience on every channel: in store, and online.



#POST-ACHAT #RETAIL #OMNICANAL

https://kronoscare.fr



# memomi

# memomi - The digital mirror revolutionising buying behaviours

CREATION YEAR

2013

FOUNDERS

Salvador, Nissi Vilcovsky and Ofer Saban

CONTACT

**Romain Daumont** 

romain@memomi.co

memomi is the creator and patent holder of the Memory Mirror®, an award winning Digital Mirror platform revolutionizing the way people shop. Through artificial intelligence, virtual and augmented reality customers can virtually "try on" products such as clothing, eyewear, footwear, accessories and makeup in real time without any of the inconveniences of the actual try-on experience. Moreover, there is an added benefit of capturing any of their try-on sessions to review and share them on the spot or later on.





## Cypheme - Absolute anti-counterfeit protection

CREATION YEAR

2017

**FOUNDERS** 

Hugo Garcia-Cotte, Charles Garcia, Diana Wang, Pierre Guinaudeau and Min Wang

FUNDRAISING

€ 1,2 M

CONTACT

#### Gilles Bonnabeau

Gilles.bonnabeau@cypheme.com

Counterfeiting is a major worldwide problem costing more than 600 billions of dollars a year. Tackling this issue, Cypheme is an artificial intelligence capable of detecting a counterfeit product by analysing the microstructure of its packaging using only a picture from a smartphone. Consumers can directly check the authenticity of products with their own smartphones.



### VeChain - Live for collaboration

CREATION YEAR

2015

FOUNDERS

Sunny Lu and Jay Zhang

FUNDRAISING

Fenbushi Capital (\$3-4M)

CONTACT

Jérôme Grillères

jerome.grilleres@vechain.com

VeChain has developed a Blockchain based ecosystem to enable business collaboration by sharing information and value in a trust-free environment. VeChain creates a digital profile for each product and lets the product tell its story. Anyone can then leverage the strength of the Blockchain technology to verify product authenticity and have the ability to establish effective interaction with brands at their fingertips. Most recent use cases include traceability and anti-counterfeiting.



# Hivency - Free shopping platform for web influencers

CREATION YEAR

2016

FOUNDERS

Dorian Ciavarella (CEO) and Sylvain Gasc (COO)

FUNDRAISING

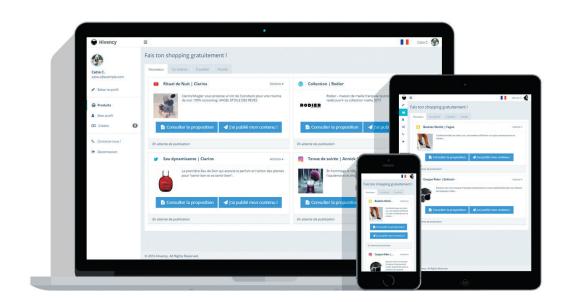
Capital raising with business angels in September 2017

CONTACT

Sylvain Gasc

sylvain.gasc@hivency.com

Hivency automates relationships between brands and influencers. The brands offer a free product/service to Hivency's influencers community. The selected influencers receive them and present them on their social medias. The 50,000 influencers of the Hivency community are present in more than 130 countries, on 4 social networks (Instagram, Youtube, Snapchat and blogs).







### SmartPixels - The 3D you can touch!

CREATION YEAR

2015

FOUNDERS

Julien Berta and Jeremy Verdo

FUNDRAISING

€ 340,000 raised in 2015

CONTACT

### Leslie De Grandis

Business Developer leslie.degrandis@smartpixels.fr



SmartPixels is inventing the future point of sale by developing a hybrid technology which turns any product into display surfaces. It can project digital content (realistic pictures, videos, textures, colours...) on real objects to animate or change their appearance. Any object can now be covered by a "digital skin". By combining two up-and-coming technologies such as augmented reality and video-mapping, SmartPixels offers brands the ability to create interactive stores through customised products, allowing the display of product range and in-store storytelling. These connected systems also allow to collect precious commercial intelligence data to better manage inventory and adapt the offer in real time. SmartPixels enables brands to transfer benefits of the digital world to the real world.



## SMARTZER

## Smartzer - Interactive and shoppable video solution

CREATION YEAR

2012

FOUNDER

Karoline Gross

CONTACT

**Karoline Gross** 

karoline@smartzer.com

**Amaranth Mansanet** 

amaranth@smartzer.com

Louis de Beauregard

louis@smartzer.com

Smartzer is a video technology company founded on the desire to allow viewers to access more information directly from a video. The technology evolved into an overlay solution that brands can use to make video content interactive and shoppable. Smartzer's video player adds a clickable hotspot overlay to existing video content allowing brands to turn their videos into interactive shopping experiences that drive measurable sales. Viewers can click anything in the video to see more information and add the product to their basket. The interactive videos can be distributed on websites, social media channels (Instagram, Facebook, Snapchat) and across online ad networks. Smartzer interactive videos are engaging tools that can increase the conversion and interaction rates with consumers.





## DAUMET - Innovative and sustainable gold

CREATION YEAR

2016

FOUNDER

Cyrile Deranlot

CONTACT

**Cyrile Deranlot** 

Président

deranlot@daumet.com

DAUMET conceives innovative and sustainable gold alloys. They propose the first shiny white gold in the world dedicated to the manufacturing of the first white gold-plated jewels. They use this know-how to propose to luxury Maisons a gold coating service on several luxury materials (leather, wood, silk, gold...). Supported by the European Union, their work decreases the environmental impact of the processes by using raw materials that are more abundant on Earth.







## Sericyne - The three dimensions natural silk

CREATION YEAR

2015

FOUNDERS

Clara Hardy and Constance Madaule

FUNDRAISING

€ 680,000 in June 2017

CONTACTS

### **Constance Madaule**

Co-founder & Designer constancemadaule@sericyne.fr

#### Clara Hardy

Co-founder & Engineer clarahardy@sericyne.fr

Sericyne offers a new material, a product of nature. The startup possesses knowhow that is unique in the world. With their patented technique, instead of spinning cocoons, the silkworms produce various shapes themselves, spinning their silk onto the moulds on which they are placed. The result is a glistening, non-woven material which, when removed from the mould, is exceptionally resistant. Since 2015, Sericyne has been creating collections that inspire designers worldwide, from interior design to fine watchmaking, from cosmetics to luxury packaging.









### Woodoo - Augmented wood

CREATION YEAR

2016

FOUNDER

Timothée Boitouzet

DISTINCTIONS

23 international awards won in 2017 (MIT Innovator of the year, World Economic Forum, Cleantech Open Global)

CONTACT contact@woodoo.fr

Initiated at Harvard University, WOODOO manufactures a new wood material, translucent, weatherproof, stronger and durable, transforming lower grade wood species into high-performance materials. Fusing nature and biotechnology, the globally patented innovation offers to reinvent our natural heritage to cope with the environmental challenges of our time, through pioneering bio-based materials.

