

## ENOVAP

Innovative Tech (Digital - IT - Robotics - IoT - Smart City)

### One line pitch:

Enovap is a revolutionary smart and connected e-cigarette that makes you quit smoking. #IoT #Patented #FrenchTech

### Market Analysis:

The electronic cigarette market has grown exponentially these recent years. It represented € 4 million in France in 2010 and € 400 million in 2014. Worldwide, the sector represents 2.8 billion euros in 2014 when the forecasts say it would reach 10 billion euros in 2017. This growth influences tobacco markets (-8% in 2013) and nicotine substitutes (-12% in 2013). Connectivity in this market arrived with Smokio in early 2014, a young French start-up that sells the first electronic cigarette connected to the world. Other actors have embarked on the connected e-cigarette as SmokeWatchers, Ed-Sylver or Joyetech. These actors are qualified as indirect competitors of Enovap, which goes much further in technological innovation and the offers.

### Business Proposition:

We decided to engineer, design and build an innovative e-cigarette able to free users from nicotine addiction, consequently tobacco. The first smart and connected e-cigarette with a weaning program 1 - Connect the c-cig to the smartphone 2 - Let the device do the job for you and go to 0% nicotine for you. Enovap allows the user to control it's nicotine intake and set a program to quit with no action required. The weaning program for nicotine reduction is an artificial intelligence that become able to predict nicotine need at each time of the day based on (localization, calendar, puff frequency, amount of nicotine...). Moreover, the user will be able to subscribe to a monthly subscription in order to be coached by a connected specialist and quit tobacco/nicotine easily.

### Competitive Advantage:

The few connected electronic cigarettes on market most come with poor vaping quality. At Enovap, we use the latest technologies to ensure the best vaping experience ! We are the first on market allowing the user to adjust the nicotine concentration, depending on it's needs. We also developed an automatic weaning protocol to quit nicotine without any frustration! If ever you want to take control of your consumption, you can use the manuel mode to regulate manually the amount of nicotine, no more frustration !

### Investment Attractiveness:

Enovap has developped a revolutionnary technology to automaticly bring smokers to 0% nicotine, in order to quit. Our innovation is patented in France(Soon in Europe, USA, China...)and we have recieved several rewards such as a Gold Medal at Concours Lépine Internationnal 2014. The BPI(The french Public investment bank) supports Enovap as we got selected among the top innovative HealthTech StarUps in France and we have been rewarded for that. More over, Enovap has a fully internationnal expansion vision .

### IP Situation:

Enovap has worked 1 year on it's patent before deposit. The technology has been protected through a French patent submission in april 2014 and there is no other priority invention worldwide. The French IP organization INPI (Institut national de la proptiété intellectuelle), has edited a report concerning the patent approval and it is clear that all 9 revendications of the patent have been recognized as an innovation and Enovap has the authorization to industrialize its solution. . In February 2015, we asked for a PCT Application (Patent Cooperation Treaty) in order to protect our invention worldwide for a period of 18 months before choosing the appropriate countries where to protect our innovation.



Enovap  
Challenge your addiction

### COMPANY PROFILE

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- **Founded in:** 25/10/2015
- **Employees:**
- **Management:**
- **Financial information (€):**
  - **Company stage:**  
Early Stage
  - **Capital raised to date:**
  - **Monthly burn rate:**
  - **Capital seeking and date:**  
500 000€
- **Investors:**
- **Referred by:**  
Alexandre Scheck