



Press release
Angers, the 10th of June 2015

The start-up Qowisio raises € 10 million to launch in France for its first public low-bandwidth network dedicated to connected services.

With its international experience and after deploying 18 private networks abroad, Qowisio, French Start-up is experiencing high-growth and has mobilized € 10 million to open its first public network in France. The challenge is significant: we estimate 2 billion of connected devices in France by 2020. The Angevin Start-up (founding member of the IOT City in Angers) knows this market since the company is specialized since 2009 in wireless networks at low cost and low energy consumption in order to connect objects together. What makes Qowisio unique is that it does not only provide network connectivity but also supports its customers and partners throughout the entire value chain of the connected devices: range of innovative devices, connectivity and cloud application. The start-up is expecting a fast increase of volume and an estimated turnover of € 140 million in 2020.

This second fundraising brings together Ouest Croissance, Go Capital, BNP PARIBAS Développement and Pays de la Loire Développement. Qowisio revolutionizes the current economic model of communication devices, which until now is based on mobile phone plans. According to the start-up, the future of connected devices goes through disruptive business model, which stake is not the battle of connectivity cost. A model that Qowisio is able to offer today to its clients-partners. This fundraising will also enables the start-up to supply France from June 2015 a low-bandwidth and long range network that relies on the UNB technology (Ultra Narrow Band).

Based on over 6 years of R&D, the Qowisio network connects to the internet devices sending very short messages and intends to solve an equation on which traditional solutions have difficulty with: an ultra-low-cost network, ultra-long-power and ultra-long-range (competitive cost, low consumption and long range). The company know-how and technological expertise, which is 100% owner, associated with competences over the entire value chain of the connected devices, make Qowisio an innovative and complementary solution.

The heart of the network is based on an innovative Gateway terminal enabling to connect any devices in a radius of 50-60 km and which can transmit over a million of messages per day.

The ability of Qowisio to address industries thanks to its range of connected devices *ready to connect* enables a significant growth from 2015. Since 2009 the start-up has already accumulated a turnover of € 9 million on this connected devices market.

To know: Qowisio is also a founding member and shareholder of the IOT City in Angers which will be inaugurated on the 12th of June 2015. Preferred partner, Qowisio-Lab welcomes and supports all project leader in the heart of the city.

About QOWISIO

Qowisio is a start-up specialized since 2009 in low-cost and low energy consumption wireless networks to connect devices together, deployed in 29 countries (Africa, Middle East, Eastern Europe). After an initial fundraising of € 500K in June 2012, Qowisio moves up a gear in 2015 with a fundraising of € 10 million to launch its first low-bandwidth and long range public network in France.

Key figures:

- Created in 2009
- 3 historical funds
- 2015 turnover estimated: 15M€
- Deployed in 29 countries
- 50 key accounts customers
- Players on the market : Bouygues Telecom, Sigfox,...
- Actual staff: 25 people

Headquarter : Angers

@Qowisio_UNB
www.qowisio.com

About OUEST CROISSANCE

Ouest Croissance, subsidiary of Banques Populaires du Grand Ouest, is specialized for more than 25 years in capital mobility operations (reclassification, transmission) and high balance sheet financing of growth companies. It invests on its own funds (€ 160M the 31/12/2014) and has supported more than 450 regional partners.

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About GO Capital

GO CAPITAL is a venture capital company managing over € 100M and mainly involved in innovative companies, highly technological, based in the West of France. The fund managed by GO CAPITAL which invests in Qowisio, brings together western entrepreneurs from France, BPI France, the Brittany Region and Pays de la Loire Region, bank partners. GO CAPITAL through its funds GO CAPITAL Amorçage and Ouest Ventures has interests in thirty companies in the industry of Digital Economy, Life Sciences and Environmental Technologies.

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About BNP PARIBAS Développement

Investment Corporation, 100% subsidiary of BNP PARIBAS Group, which dual specificity is to invest its own funds and take minority shareholding in French SMEs and midmarket companies growing and successful in all industries of the French economy. The portfolio is currently composed of more than 300 entries for more than € 550M invested. BNP PARIBAS Développement has established a close positioning, being located in all major French cities to be closer to companies and to benefit from a good knowledge of their local environment: Paris, Lille, Strasbourg, Lyon, Marseille, Toulouse, Bordeaux, Nantes and Rennes.

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About PAYS DE LA LOIRE DEVELOPPEMENT

PAYS DE LA LOIRE DÉVELOPPEMENT is managed under mandate by Sodéro Gestion. It aims to invest as a minority shareholder, alone or in co-investment in Pays de la Loire region in companies with a turnover less than € 4M. Its purpose is to provide young companies or innovative projects the opportunity to develop in a balanced way. PAYS DE LA LOIRE DÉVELOPPEMENT is there to support leaders in time and participate with them in strategic thinking and to contribute to the expansion of their relationships network.

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