



Press release

The French contactless champion FAMOCO raises €4 million

Paris, 7 July 2015 – Famoco, the french company specialised in the manufacturing of NFC Terminals announces today a new round of €4 million financing through Hi Nov, the Ambition Numérique fund managed by Bpifrance, part of the Investment for the Future program managed by the General Investment Committee (CGI- Commissariat Général à l'investissement) and Aurinvest, its historical investor. This investment allows the company to speed up its international growth and funds its R&D department. Famoco is a member of the French Tech ecosystem and has recently joined "Bpifrance le Hub" to extend its growth and enlarge its offer.



High ambitions: international expansion, acquisition of new markets, research and development.

Created in 2010 by Nicolas Berbigier and Lionel Baraban, FAMOCO has rapidly made its mark in France and internationally. With a turnover of €1 million and 10,000 terminals sold in 2014 (60% of sales outside of France), the company is now attracting investors.

A universal contactless card reader, equipped with a 3G module, the FAMOCO terminal facilitates management of all types of application with an open platform that can be managed via the cloud. It has an SAM (secured access module) to provide maximum security with no data loss.

Used by many companies in France and around the world, the terminal enables processing of multiple transactions each day, the topping up of prepaid or transport cards and managing purchase and sales flows during cultural events.

"France is known and recognised as an undisputed centre of excellence for smart and contactless cards. We believe in the potential of FAMOCO and its terminal, which is unique on the NFC market, and we are pleased to support them in their international expansion," says **Valérie Gombart, CEO of Hi Inov, principal investor in this financing round.**

With 3 offices around the world (Hong Kong, Paris and Brussels), FAMOCO now equips over 200 customers, including companies such as Medisys, Orange, Google or Payintech and is located in 25 countries.

"The FAMOCO terminal is unique and is THE solution that can be adapted to all sectors and types of business. The company's rapid development and the immediate adoption of its technology by many customers worldwide have convinced us of FAMOCO's strong growth potential. We are pleased today to contribute to the development of this technology company, especially internationally," explains **Jocelyne Cerasa, Director of investments at Bpifrance** for the Ambition Numérique fund.

FAMOCO will allocate a significant portion of its funding to R&D but also to international expansion, particularly in emerging countries and on the US market in the medium term. The objective is for Famoco to consolidate its position as leader in the contactless sector.

*"The highly impressive credentials of FAMOCO's founders and the rapid development of their customer portfolio have encouraged us in our choice to continue supporting a company we have been financing since its seeding phase at the end of 2013. The potential market penetration is huge and FAMOCO has responded with a very flexible, disruptive technology that is very easy to implement," says **Geoffroy Bragadir, CEO of historical investor, Aurinvest.***

*"This financing will allow us to respond positively to the growing demands of our customers by 2016. Above and beyond FAMOCO's rapid international expansion, we will soon be entering the Business Process Management market with its thousands of security, cleaning, logistics, maintenance and personal services businesses," concludes **Lionel Baraban, CEO and co-founder of FAMOCO***

The contactless revolution

In the era of contactless technology and the connected object, businesses are increasingly investing in solutions allowing them to fully digitise operations. Today, nearly 5 billion cards and objects feature NFC technology and this number is increasing by a billion objects every year.

Many sectors are affected by increasing digitisation: transport, access control, ticketing, payment and personal services. This digitisation is also revolutionising businesses and ways of working to allow the remote management of tasks and stocks, enabling geolocation or the provision of real-time information by expanding the range of possibilities.

It is in identifying these new business needs that FAMOCO has developed and marketed its secure and contactless Android terminal. FAMOCO has focused on security, flexibility, simplicity and cost to develop and launch its offer, meeting the priority needs of businesses.

About FAMOCO:

FAMOCO is a French specialist in the development of NFC services. Thanks to its secure, flexible and simple reader, the company has developed the first Android NFC solution that is adaptable to all markets and needs. This French start-up with international reach is now present in 25 countries and counts Google, Gemalto, Orange and Airtel among its customers. FAMOCO was recognised in 2014, winning two French Tech awards: The Pass French Tech and International Digital Trophy (Trophée de l'International du Numérique). FAMOCO has 3 offices worldwide: Paris, Brussels and Hong Kong.

More information: www.famoco.com

About Hi Inov

Hi Inov is the innovation capital investment arm of holding company Dentressangle Initiatives. Hi Inov targets young innovative companies in the digital economy in the areas of point-of-sale technologies and SaaS software for digital companies, complex or niche e-commerce, e-services, digital media, mobile Internet and communicating objects. Hi Inov promotes the entrepreneurial values and operational excellence that are behind the success of companies created and developed by the Dentressangle group. The company is managed by Pierre-Henri Dentressangle (Chairman) and Valerie Gombart (CEO). Visit us at www.hiinov.com.

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About Fonds Ambition Numérique

The Ambition Numérique fund is an investment fund for digital start-ups. It was set up by the state as part of the program for investment in the future (PIA), funded by the Caisse des Dépôts and managed by **Bpifrance Investissement**.

This fund acts as a co-investor in start-ups with high potential for innovation and growth, developing new digital economy technologies, applications and services.



About Aurinvest

Aurinvest is a venture capital fund established in 2001, managed and financed majoritarily by over fifty entrepreneurs and business leaders, alongside recognised institutions. Its mission is to invest in high growth companies, primarily in the digital sector, and to support the leaders of these companies in implementing their development plans.

More information: www.aurinvest.com.

Investors & Contributors

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