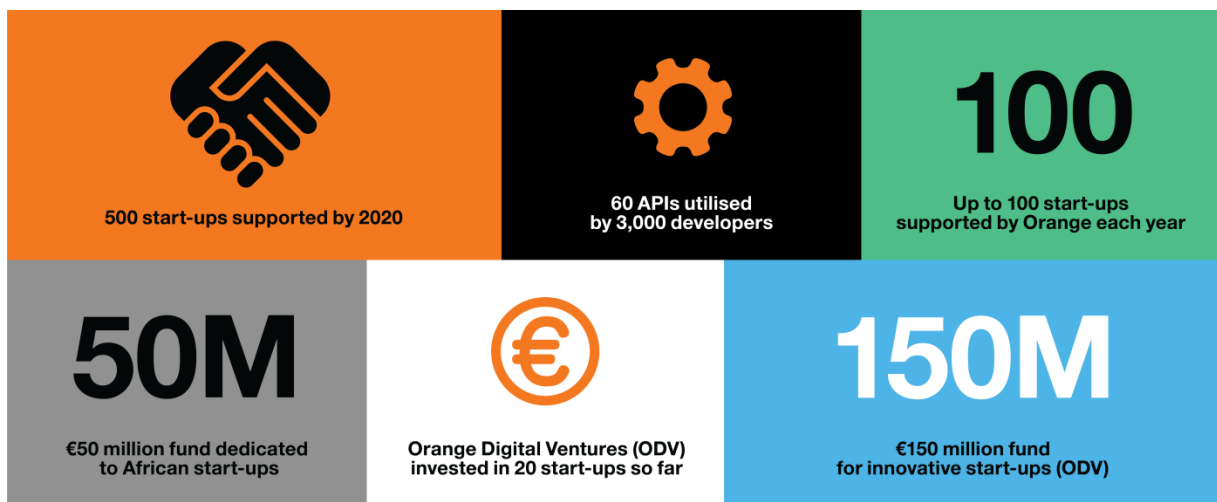


## Orange and start-ups

### A collaborative approach:

The digital world has seen incredible acceleration in recent years. Innovations are rapidly increasing, becoming more visible and in particular, more accessible. Orange is convinced that a collaborative approach between the different international innovation players – start-ups, large groups, investors, developers, academics, students, public authorities, NGOs and others – will increase creativity, efficiency, and create greater impact on the economy. Orange leads this mission by encouraging synergies between players, creating ecosystems for support and exchange, and sharing knowledge in an approach of ‘open innovation’ and investment.

### Orange and start-ups at a glance:



### An ecosystem to support start-up growth:

Every day, Orange aims to provide major advances that will revolutionise the way people live. Orange believes in meaningful innovation— that leverages technology to serve people, society and the planet. This is why Orange works with an ecosystem of partners, industry, academics and institutions, but also (and especially) with start-ups.

There are three main pillars to Orange’s support for start-ups:

- Identifying, supporting and promoting the digital talent that makes innovation accessible and useful to people, society and the planet
- Providing technical expertise, human and material resources as well as funds to all start-ups, whether external to the Group or originating from an internal programme
- Supporting start-ups at every stage of their development (early stage, scale-up, mature) with solutions adapted to all their needs

### A dedicated programme for early-stage start-ups:

To get noticed and obtain initial funding, early-stage start-ups can:

- Access a co-working space
- Join an incubator
- Benefit from personalised advice and specialised expertise
- Take part in challenges and hackathons
- Co-innovate and grow with Orange Partner

### Financing start-ups – Orange Digital Ventures:

Orange Digital Ventures, is an early stage technology fund of €150M that finances innovative start-ups in the following fields:

- Connectivity and networks
- SaaS for businesses (Cloud, AI, Big Data, cybersecurity, etc.)
- Fintech and Internet of Things

Orange has also launched a dedicated fund specifically for the African region in 2017, the first and only Corporate Venture Fund in Africa, earmarking €50 million to finance African start-ups

### Support for scale-up start-ups:

With Orange, start-ups in their infancy can apply to join a global network of accelerators in order to:

- Boost their business as it gets off the ground
- Enter new markets
- Expand internationally
- Form partnerships with major players.

### Orange Fab

Orange Fab is our global network of start-up accelerators programmes that aims to accelerate innovation and entrepreneurship across. Launched in Silicon Valley in 2013, the programme is now present in 17 countries, across four continents:



Orange Fab has accelerated more than 350 start-ups since its launch. The programme offers selected start-ups support to allow them to develop their products and services and to go commercial with Orange and its partners. They also receive valuable advice from Orange innovators and experts as well as a number of entrepreneurs.

Orange Fab has also opened the 'Intrapreneurs Studio', a new initiative for selected Orange employees to incubate internal start-ups.

For women entrepreneurs, Orange has also created a dedicated programme: '**Orange Fab Women Start'**.

### Tech resources for all start-ups

Start-ups can boost the development of their products and services and benefit from all of Orange's technical resources available on [developer.orange.com](https://developer.orange.com), where they can find a wide range of opportunities for co-innovation and business development with Orange in the following areas:

- **Identity privacy:** Orange provides identity and privacy management solutions to enable users to have full control over their data

- **MEA solutions:** users can find dedicated MEA APIs, including SMS A2P, USSD Store and Orange Money Web
- **Datavenue:** a package of solutions to choose, connect and manage objects, complete with secure data collection and processing
- **Open IoT Lab:** a technology space dedicated to helping users design their connected objects using LTE-M and LoRaWAN™
- **Cloud Starter:** with the Cloud Starter offer (a packaged offer for entrepreneurs), Orange Business Services provides free cloud services to innovate, test and deploy start-up solutions.

#### **Major partnerships with global players:**

- **With Go Ignite, start-ups have access to a one-billion customer market:** the combination of resources from four leading telcos: Deutsche Telekom, Orange, Singtel and Telefonica.
- **Orange Digital Ventures partners with Google to finance start-ups,** to explore co-investment opportunities in Europe, the Middle East and Africa (See press release below).
- **Orange Fab Connect(ai), a unique global partnership in the heart of Silicon Valley:** that aims to identify Silicon Valley's most promising start-ups specialised in AI and Internet of Things. Launched by Orange Fab US, in partnership with Cathay Innovation, Iris Capital, Michelin Ventures, Total Energy Ventures and Homebrew.

#### **Recent/significant news:**

**February 4, 2019:** [Orange Digital Ventures invests in Aire a fintech company](#)

**May 31, 2018:** [Orange Digital Ventures partners with Google in start-up financing](#)

**May 24, 2018:** [Orange launches its new Women-Start program](#)

**June 9, 2017:** [Orange Digital Investment launches 50million euro investment fund for Africa](#)