DO WE NEED A NEW WIDE AREA NETWORK FOR IOT?
Internet of Things

The New Booming Activity in Tech Ecosystem

"Internet of things is a $19 trillion opportunity"

"Google buys Nest for $3.2 billion to build a strong team for the internet of things"

"Samsung buys SmartThings, a B2C application allowing to control everyday home appliances over the internet, for $200m"

"PTC buys ThingWorx, a B2B software platform designed to build and run M2M and IoT-based applications, for c.$112m"

"IoT will generate $300bn in revenue by 2020"

"The market for connected devices will reach $450bn in 2022"

1.5 trillion devices

"There are about 20 billion IoT devices out there today, but that number will grow to 1.5 trillion by 2020"

28bn devices

By 2020

$19 trillion

$112m

$3.2bn

$200m(1)

$300bn

Note: (1) Estimation (amount not disclosed)
Sources: Press, Companies
SEGMENTING IOT COMMS

- High value M2M (10%)
- Mobile/outdoor IoT (40%)
- Home or office (50%)
WHAT OPTIONS FIT BEST?
UNLEASHING THE FULL POTENTIAL OF THE INTERNET OF EVERYTHING

STRATEGY FOR 2G|3G|4G

INCREASE BANDWIDTH

STRATEGY FOR SIGFOX

REDUCE CONSUMPTION & COSTS
WORLDWIDE CELLULAR NETWORK FOR SIMPLE CONNECTIVITY

EFFICIENT LOW BANDWIDTH
ULTRA NARROW BAND (100HZ)
100 BITS PER SECOND
-142 DBM SENSITIVITY
BEST IN CLASS BUDGET LINK

BROADCAST (NO RESOURCE ALLOCATION)

ISM FREQUENCY BAND
ETSI 868-869
FCC 902-928
OTHERS POSSIBLE

SHARED CLOUD PLATFORM
OSS
BSS
API

INTERNATIONAL COVERAGE

EASY ROAMING
Free & Seamless Integration

Hundreds of millions Sub-GHz radio chipsets are already used to provide wireless local connectivity

IoT required protocol portability with existing chipsets to get global connectivity almost seamlessly

This is a tremendous opportunity for silicon vendors to achieve this objective to leverage their existing solutions portfolio

Free firmware upgrade for standard low cost silicon chips.

Hundreds of millions of compatible chips in the market Supported by all major silicon vendors

Major Standard Silicon Transceivers Chips Are Compatible with SIGFOX
CURRENT COVERAGE

SIGFOX NETWORK OPERATORS
FRANCE
SPAIN
THE NETHERLANDS
UK (ONGOING)

PILOT CITIES:
MUNICH (GERMANY)
MENLO PARK (US)
MILAN (ITALY)
WARSAW (POLAND)
DUBLIN (IRELAND)
LISBON (PORTUGAL)
AUSTRIA
...

SOON
SF & SILICON VALLEY

60 COUNTRIES
5 YEARS
<table>
<thead>
<tr>
<th>Cellular</th>
<th>Short Range</th>
<th>Long Range Low Power</th>
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<tbody>
<tr>
<td>• Indoor and outdoor</td>
<td>• Low cost hardware &amp; no network fees</td>
<td>• Indoor and outdoor</td>
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<tr>
<td>• Great out of box experience</td>
<td>• Smartphone interop</td>
<td>• Low hardware cost + network fees</td>
</tr>
<tr>
<td>• Relatively high cost (~$20 for 3G)</td>
<td>• Pairing can be complex</td>
<td>• Great out of box experience</td>
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<tr>
<td>• Short battery life</td>
<td>• Only works indoors</td>
<td>• Long battery life</td>
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<tr>
<td>• Connected car</td>
<td>• Home, audio, video</td>
<td>• Very slow data rate</td>
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<td>• Smart cities</td>
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CREATED IN 2010, HEADQUARTERED IN TOULOUSE, FRANCE

70+ PEOPLE, 10 NATIONALITIES, 4 COUNTRIES

$130+ FUNDING (INCLUDING INTEL CAPITAL & BPI)

20+ PATENTS

ETSI/3GPP STANDARDIZATION PROCESS (LTN)

ENABLING THE INTERNET OF THINGS