



PRESS RELEASE

23 March 2016

Bpifrance to accompany Kosc Telecom, the new telecommunications operator dedicated to wholesale business.

Paris, 23 March 2016 – Kosc Telecom, the new telecom operator on the wholesale market that acquired Completel last year, has just announced it will receive 9 million euros from Bpifrance to speed-up its business plan.

Just four months after Kosc Telecom was established, Bpifrance has chosen to join the venture and their arrival marks an important turning point for the company. By taking a stake in the company's capital and providing them with an unguaranteed loan, Bpifrance will enable Kosc to increase its financial resources.

"Their backing will make it easier for us to speed up our development and to start offering our services towards the end of the month", says **Antoine Fournier** who took command as CEO in January.

Yann de Prince, Kosc Telecom's Chairman, added: "We can now start considering further investments and areas of external growth. Public authorities are particularly interested in the wholesale telecommunications market because of the limited competition in this sector; they're very attentive as to how the fibre optic network is being developed, because they know how important it is for small and medium-sized businesses to stay competitive, especially in rural areas. Our strategy is to stimulate the competition and help businesses across the country to become more competitive".

Thomas Bouton, Director of Investments at Bpifrance, says: "Bpifrance is proud to be part of this ambitious project with such an experienced management team and big-named shareholders from the telecommunications world. Kosc Telecom's arrival will make it easier for businesses to get fibre broadband all over France and make their digital transformation a success".

Participants

For Kosc Telecom:

Yann de Prince; Chairman and Antoine Fournier; CEO

For Bpifrance:

PMP Conseil (*Strategic Due Diligence*)

Investment Team: Thomas Bouton, Stanislas de Tymowski and Jérémie Swiecznik (legal).



About Kosc Telecom:

Kosc Telecom is the new French telecommunications operator dedicated to the wholesale business connectivity market.

Directed by Antoine Fournier, Kosc Telecom is supported by a consortium which was formed by one of its main shareholders, Yann de Prince, who is accompanied by his former partner; Boris Clause, OVH, (Europe's leading Cloud computing specialist and web host), who backed the company's creation, along with Bpifrance and other French financial partners. The management team controls the operator, with shareholders holding minority stakes in the company.

About Bpifrance:

Bpifrance Investments is responsible for handling all the equity investments on **Bpifrance's** behalf. **Bpifrance** is affiliated to the French government and the "Caisse des Dépôts". Many businesses that **Bpifrance** accompanies with; loans, guarantees or equity contributions, from infancy to stock market flotation, consider it their trusted partner in business. Its close working relationship with Business France and Coface means it can provide further assistance on subjects such as innovation, export and external growth opportunities.

Bpifrance helps businesses at every key stage in their development by proposing flexible financial solutions which adapt to regional specifications.

With 42 regional offices (90% of the decisions are made at regional level) **Bpifrance** is an economic tool that's available to businesses to help them compete successfully. It acts upon central and local government instructions to achieve the following three objectives:

- to accompany business development;
- to help make businesses competitive in the future;
- to help provide a positive ecosystem for new businesses starting out.

Every business can benefit from **Bpifrance**; a strong and efficient partner, who is always close by to help with its financial, innovation and investment needs.

Press contact:

Bpifrance
Nathalie Police
Tel.: 01 41 79 95 26
nathalie.police@bpifrance.fr

Kosc Telecom
Marie-Caroline Garnier
Tel.: 06 22 86 39 17
mc.garnier@corpcom.fr

Guillaume Foucault
Tel.: 06 52 11 37 65
guillaume.foucault@corpcom.fr

Translation
Atlantique Translation
Tel : 07 83 84 14 90
victoria@atlantiquetranslation.fr