



SMEs in the SigFox IoT Ecosystem

COUNTRIES

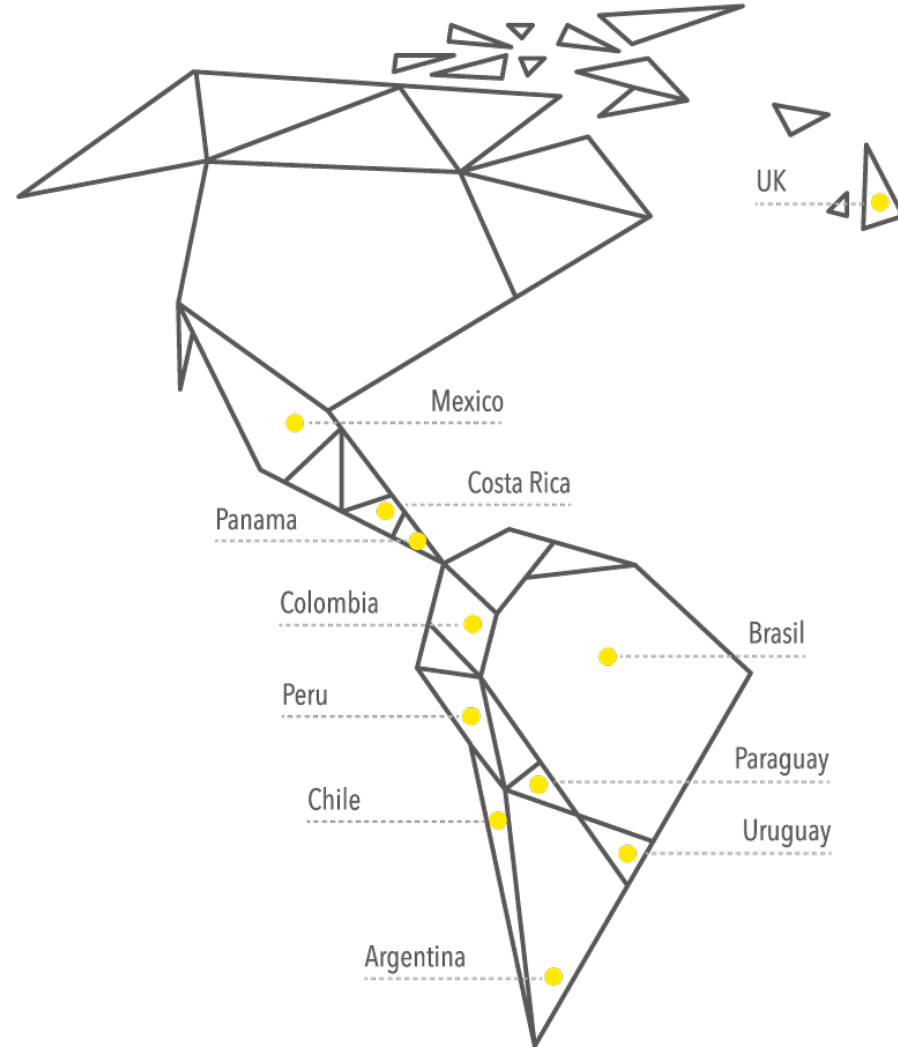
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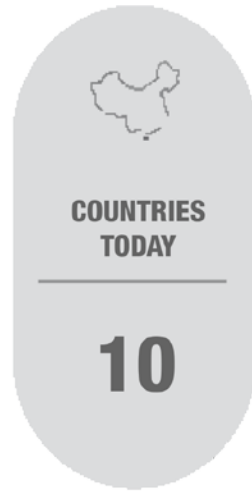
% POPULATION

85%

PEOPLE COVERED

500 MILLION





CURRENT COUNTRIES



WND Brasil



WND Mexico
IoTNet



WND Colombia
Phaxi Soluciones



WND Argentina
Velocom



WND Ecuador



WND Costa Rica



WND Chile



WND Perú



WND El Salvador



WND Panamá

COUNTRIES PLANNED FOR 2018



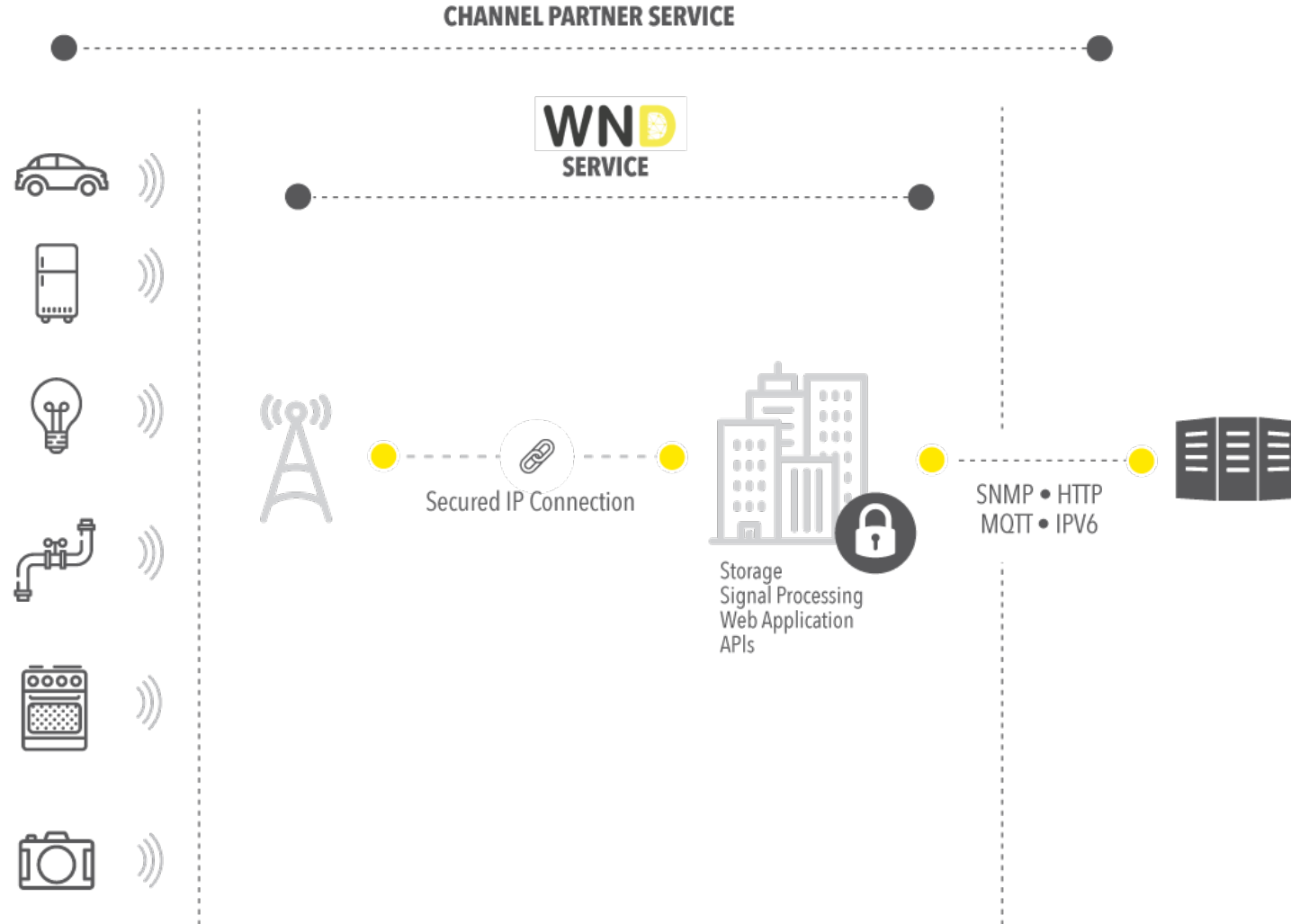
WND Paraguay



WND Uruguay



WND Bolivia



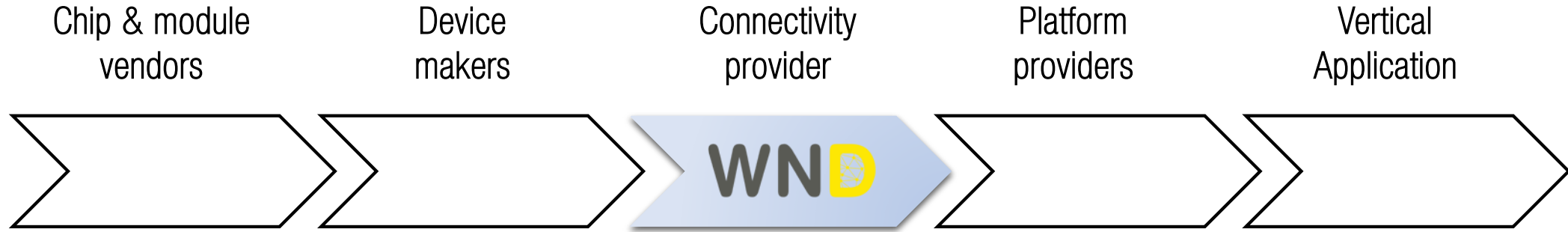
CHANNEL PARTNERS

99 + 60 (in process)

**CHANNEL PARTNERS
IN FUNEL**

495

98% SMEs



- Royalty free license
- Certifies integration

- Certifies device

- Builds and operates the network with regional SNO partners
- **Provides Internet connectivity**

- Provides API
- Certifies platform compatibility

- Provides API
- Certifies application compatibility

ECOSYSTEM PARTNERS

- Sell and support cheap and compatible H/W for Sigfox network

- Integrate Sigfox connectivity module into product

- Data storage
- Big Data analytics

- Vertical specific solutions and intelligence