



Press release

Bordeaux, 19 September 2018

<https://iqspot.fr/en/>

iQSpot completes a new round of fundraising 600,000 € to support its international ambitions

iQSpot, a start-up based in Bordeaux (hosted by Le Village by CA) which specialises in energy efficiency for commercial buildings, has just completed its second round of fundraising, for a total of 600,000 €. It has turned not only to its historic partner IT-Translation (the first-stage investor in deep-tech start-ups spun off from research into digital technology), but also Arkéa – through its social innovation fund, We Positive Invest – and the Crédit Agricole bank to pursue its development in Europe from 2019. As part of this funding round, iQSpot has called on Nicolas Bonnet-Eymard as a senior advisor and expert in property and investment capital.

Intended for use by property managers and the administrators of property funds, the solution developed by iQSpot is a turnkey subscription service which enables the owners of a property portfolio to monitor and analyse the energy performance of their buildings. How does it achieve this? **Through a real-time analysis of the energy performance of the buildings via an innovative software platform.** The start-up offers a lightweight connected solution, comprising a **set of wireless sensors** to track the consumption of each type of energy and fluid in the building (electricity, water, gas, hot and cold networks) and a **platform** which analyses this data and sends the information in the form of a dashboard **to the property owner and administrators** (including monitoring the energy consumption, recommendations for remedial actions and **personalised reporting**). iQSpot's customers include Foncière INEA, Imodam, La Française and Le Groupe Pichet ...

*“Our service provides a simple turnkey solution to reduce the energy consumption of buildings. We are committed to constantly developing our product with the technical and marketing resources at our disposal. With this round of fundraising, our goal is to make iQSpot **the** reference in the property management market and to develop our business internationally, especially in Europe.”*

Julien Bruneau, CEO and Quentin Enard, CTO d'iQSpot. Video (in French): [Watch the film](#)

Key dates and figures for iQSpot:

01/2015: Company established - **10/2015:** Funding of 300,000 € raised and 400,000 € leveraged from Bpifrance and banks.

05/2016: Product launched.

Aim in 2019: To become **the** reference in the property management market in France and to pursue its international development (Europe).

As at 31/08/2018: 9 employees, turnover multiplied by a factor of 4 (since 2016).



NICOLAS BONNET-EYMARD, A NEW SENIOR ADVISOR IN IQSPOT'S TEAM

More than 20 years' experience in the unlisted and property market

“At a time when the subject of energy transition is much discussed, I am proud to contribute to this round of fundraising and to help promote a simple, easy-to-use solution to improve the energy performance of buildings.”

TESTIMONY FROM THE INVESTORS

IT-Translation

Daniel Pilaud, Partner

"This round of funding will allow iQSpot to accelerate its growth. The new investors' excellent market knowledge will enable the business to benefit from a highly qualified access to the market. It is with great enthusiasm that we are taking part in this new round of fundraising."

About IT-Translation

IT-Translation is an investor and co-founder of deep-tech start-ups spun off from both public and private research. What makes our business model so unique? We seed start-ups from ideas: we jointly set up the business and then provide an investment of up to 300,000 € through the IT-Translation fund. IT-Translation was set up 7 years ago by CDC Entreprises ([Bpifrance](#)) and Inria and was joined in 2013 by the European Investment Fund (EIF).

For more information see: <http://it-translation.fr/en/>

Press contact: Vimala Bertrand - vimala.bertrand@it-translation.fr

ARKEA

This round of fundraising is the fifth investment made by We Positive Invest, Arkéa's social innovation fund. Established in 2016 with resources of 20M €, this fund contributes to the Arkéa group's ambition of supporting pioneering entrepreneurs in the sectors which foreshadow tomorrow's economy: energy transition, the circular economy and social entrepreneurship. We Positive Invest is part of the group's CSR strategy, supporting sustainable economic growth and serving the generations to come.

Marc Brière, Chairman of the Board of Arkéa Capital, Arkéa's subsidiary devoted to private equity operations

"We are delighted to contribute, by means of this investment made by We Positive Invest, the social innovation fund of the Arkéa group, to the acceleration of the industrial and commercial development of this business in the Nouvelle Aquitaine region. It is a region where the Arkéa group has been established for a long time: more than 1000 staff support our private and business customers on a daily basis, as well as the stakeholders in the development of the region. Our involvement alongside iQSpot bears witness to Arkéa's deep-seated commitment to the economic and social development of the areas where we operate. It also demonstrates our desire to significantly increase our presence and involvement in the Nouvelle Aquitaine region. This area, home to businesses and entrepreneurs, represents a remarkable breeding ground in which to build the economy of the future: Arkéa intends to strengthen its capacity to support them on a long-term basis."

About Arkéa

The Arkéa group is made up of the federations of the Crédit Mutuel Bretagne, Crédit Mutuel du Sud-Ouest and Crédit Mutuel Massif Central, as well as some 30 specialised subsidiaries (including Fortuneo, Monext, Arkéa Banque Entreprises et Institutionnels, Arkéa Investment Services and Suravenir ...). With more than 10,000 staff, 3500 administrators, 4.4 million shareholders and customers in banking and insurance, and total assets of more than 132 billion euros, Arkéa is among the leading financial institutions with its head office based outside Paris.

The social innovation fund We Positive Invest is a central part of the Arkéa group's CSR strategy. With resources of 20 M €, We Positive Invest aims to meet the venture capital funding requirements of innovative businesses. Established in 2016, it targets pioneering entrepreneurs in three sectors: energy transition, the circular economy and social entrepreneurship.

For more information see: www.arkea.com

Press contact: Florence Eckenschwiller – + 33 (0)2 98 00 01 91 – florence.eckenschwiller@arkea.com



Laetitia Vindevogel, Business Manager for Investment Capital - Crédit Agricole Aquitaine Expansion and Hubert Hamadou, Business Manager for Innovation – GSO Innovation

"Crédit Agricole Aquitaine Expansion and Grand Sud-Ouest Innovation, investment capital subsidiaries of the Caisse Régionale d'Aquitaine, are proud to support the development of iQSpot, one of the first companies to join Le Village by CA in Bordeaux in February 2017. In the same way that it is backing iQSpot, the Crédit Agricole d'Aquitaine's involvement in the economic and social growth of its region leads it to support innovative projects every day on a long-term basis."

Press contact

For iQSpot Anne Laloux - CTer&co Tel : + 33 (0)5 56 23 25 00 | + 33 (0)6 88 76 34 14 - alaloux@cter-co.com

About the Crédit Agricole

The Crédit Agricole d'Aquitaine is the leading investor in the regional economy. It is a solid financial institution delivering strong results and of value to the community; covering the 'départements' of the Gironde, Landes and Lot-et-Garonne, it has more than 900,000 customers and 2600 staff today. Its involvement in the economic and social development of the region leads it to support the projects of private, professional and business customers every day on a long-term basis.

For more information see: www.ca-aquitaine.fr

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