



Press release

DUST MOBILE, THE FIRST INTERNATIONAL SECURE MOBILE NETWORK OPERATOR, RAISES €3M FROM ACE MANAGEMENT AND OMNES

ACE, through its Brienne III cybersecurity fund, and Omnes, the deep tech specialist, lead this first round of funding together.

Paris, 16 December 2019 – Dust Mobile, an innovative “secure-by-design” mobile network operator, has raised an initial €3 million to launch its commercial deployment. Dust Mobile aims to become the European leader in secure mobile communications with an offer that meets the growing need for protection against cyber threats.

Founded by Jean Michel Henrard and François d’Ormesson in mid-2017, Dust Mobile sells secure proprietary SIM cards – compatible with all smartphones and connected objects - combined with a fully fledged secured mobile communications plan. This offer provides not only full voice, SMS and data communications encryption, but also protects against attacks on cellular network signalling protocols or SIM cards (studies show that 53% of illegal attempts to intercept voice, SMS and mobile data communications are successful, 75% of smartphones can be located without the knowledge of their owners, and 9 out of 10 SMSs can be intercepted).

With this innovative technology, Dust Mobile is the only mobile operator dedicated to securing critical mobile communications. This service is also priced competitively with global coverage (214 countries and territories). Dust Mobile provides a transparent, user-friendly secured solution while guaranteeing the same quality of service as traditional operators. Dust Mobile has been registered with ARCEP (France) and BIPT (Belgium) since September 2017.

Positioned in the mobile communications security market, the company plans to enter a hyper-growth phase during which the ability of its technical solution to scale up will be a major asset to establish itself as a European leader.

“Our ambition is to protect our users from cyber threats and weaknesses intrinsic to mobile networks. We support both private companies and public organisations with significant international security needs, as well as industrial IoT developers with a need for connectivity combining high security with optimal services”, explains Jean Michel Henrard, Chairman and Founder of Dust Mobile. *“With this fundraising, Dust Mobile will be able to capitalise on its technological edge and start its international commercial roll-out.”*

“The security of mobile networks and IoT is a major issue given the exponential increase in attacks, and Dust Mobile is now offering an innovative, technically secure, user-friendly and competitive solution, removing the usual obstacles to users adopting security solutions. We are very happy to be supporting this highly promising company”, say Quentin Besnard and Stéphanie Hillard, who led this investment for ACE Management.



“The security of critical mobile communications is a problem well known to experts in the field. 83% of (public and private) organisations report being vulnerable to attacks via mobile. Thanks to Jean Michel Henrard’s experience and vision, he has been able to anticipate the needs of companies that are now faced with all kinds of attacks aimed at intercepting and/or altering their communications. The Dust Mobile team has already managed to build a mobile operator specialising in cybersecurity without any funding. We are very proud to be supporting them for a future commercial success”, says Marc Gasser, who is managing the deal for Omnes.

About Dust Mobile

Dust Mobile is the first international mobile operator designed for cybersecurity. Founded in 2017, it offers an innovative and disruptive solution to protect voice, text and data communications from the attacks intrinsic to cellular mobile network signalling (2G, 3G, 4G Lte and 5G) and SIM cards. The solution is based on an advanced proprietary SIM card compatible with all smartphones and connected devices and offers network coverage in 214 countries and territories.

After two years of R&D, followed by successful commercial launches in France and abroad, Dust Mobile is raising its first funds to drive its business growth and help its clients roll out the Dust Mobile solution to exposed staff and critical IoT applications.

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About ACE Management

ACE Management (a subsidiary of Tikehau Capital) is an asset management company that, for 20 years, has been specialised in capital investment for industry and innovation. It manages three main product lines, representing more than €500m of investment: Aerofund (aerospace), Brienne (defence & cybersecurity) and Atalaya (maritime). The main investors in these funds are European industrial groups, institutional investors, and French Regions.

The first subscribers to the Brienne III cybersecurity fund created in June 2019 (which is financing this investment) are Tikehau Capital, Bpifrance, EDF, Sopra Steria, Naval Group and the New Aquitaine region.

Dust Mobile is the Brienne III fund’s third investment, after Trust In Soft in October 2019 and EGERIE in November 2019.

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About Omnes

Omnes is a leading Paris-based European investor in private equity and infrastructure. With €4 billion of assets under management, Omnes provides SMEs with the capital needed to finance growth. The firm has dedicated investment teams across three key areas: Venture Capital, Buyout & Growth Capital and Infrastructure. With more than 60 trade sales and nearly 15 IPOs in 20 years (including Novaled, Biovex, arGEN-X and Direct Energie), Omnes Venture Capital team is a leading French player in financing innovative SMEs with dual expertise in the deep-tech and healthcare sectors. Its current portfolio includes AB Tasty, BlaBlaCar, Scalify and Sigfox. Omnes is owned by its employees. Omnes is committed to ESG issues and has set up the Omnes Foundation in aid of children's charities. It is also a signatory to the United Nations Principles for Responsible Investment (PRI).

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