



OSS Ventures Secures €8.5 Million to Propel the Future of Operations

Fueling the Factory of the Future

Paris, France – OSS Ventures, a leading industrial start-up studio in France, is thrilled to announce the successful raise of €8.5 million in a new round of funding. This significant financial boost was led by prominent investors including Tikehau Capital, France 2030's French Tech Accélération 2 fund, managed on behalf of the French government by Bpifrance, Etablissements Peugeot Frères through its venture activities, and several esteemed business angels for instance Max Pog, a renowned start-up studio specialist.

Since its inception in late 2019, OSS Ventures has established 15 start-ups and invested in four external projects. The studio's innovative solutions are currently utilized by over 40,000 operators monthly across nearly 2,000 industrial sites globally, with a distribution of 40% in France, 40% in Europe, and 20% in the United States. Collectively, the 19 start-ups under OSS Ventures' umbrella generate €25 million in annual recurring revenue (ARR).



Becoming the Leading International Industrial Startup Studio

This latest allocation of €8.5 million elevates the total capital raised by OSS to €11 million; OSS Ventures plans to accelerate its momentum by creating five startups per year. The startups in its portfolio will aim for international expansion, particularly in the European and US markets. The startup studio is thereby aiming to secure a substantial proportion of its clientele from international markets by 2027.

Renan Devillieres, founder and CEO of OSS Ventures states:

"Operations account for 25% of the world GDP in the grand scheme of global economics yet only 0.7% of all start-up funding in 2021 was allocated to this industry. This funding round marks a pivotal moment for OSS Ventures. Our mission to drive industrial innovation is more critical than ever, and with the support of our investors, we are poised to scale our impact globally"

The OSS Ventures Blueprint: Crafting Disruptive Solutions

To achieve their ambitions, OSS Ventures' teams visit operational sites weekly to identify recurring challenges common across multiple industrial players. When no satisfactory solution exists in the market, OSS Ventures offers those business executives the opportunity to co-create a solution capable of addressing the identified issue.

OSS Ventures then recruits founders (CEO and CTO) to co-build the startup alongside its team of 20 operational experts in coding, UX design, growth, product management and other specialized fields. To accelerate the launch, OSS Ventures injects seed tickets ranging from €300K to €500K in exchange for 25-30% equity. The venture builder then leverages its plant network, investors, and resources to provide rapid market opportunities while supporting the startup through all growth stages (seed, Series A, Series B etc.). On average, it takes 9 months to launch a startup.

OSS Ventures' Investment Thesis

OSS Ventures' ambition is to contribute to the transformation of our collective productivity model. This transition will take place thanks to the ambitious integration of new technologies, data and artificial intelligence into production processes. These 'smart' production sites will not only boost productivity and improve the quality of end products, but they will also improve working conditions for workers and address the climate crisis. OSS Ventures is therefore committed to forging links with industrials, offering them practical, reliable solutions that can be deployed quickly, to help them make the leap to production.

Visionary Investors Backing Industrial Transformation

Convinced by OSS Ventures' thesis from the start, Tikehau Capital, a global €44 billion alternative asset manager, renews its trust in the startup studio.

"We are excited to continue our partnership with OSS Ventures and support their mission of driving industrial innovation through technology," said François Lavaste, Executive Director within the Private Equity Team of Tikehau Capital. "Their proven track record and deep expertise in the manufacturing sector make them a valuable partner in our portfolio."

Établissements Peugeot Frères, the holding company of the Peugeot family group, with two centuries of industrial experience, joins the OSS Ventures journey through this funding round.

"OSS Ventures' focus on reindustrializing France and Europe through cutting-edge solutions aligns perfectly with our investment strategy," said Frédéric Villain, Deputy CEO of Établissements Peugeot Frères and Head of venture activities. "We are confident in their ability to identify and nurture promising startups that will shape the future of manufacturing."

Bpifrance, a key driver of French industrial renewal, states:

"Supporting innovative startups in the industrial sector is crucial for maintaining France's competitiveness on a global scale," said Pierre Gillet, Investment Director of French Tech Acceleration at Bpifrance. "OSS Ventures' unique approach and deep domain expertise make them an ideal partner in this endeavor."

Max Pog, CEO of Uniborn, added:

"As an early backer of the startup studio model, I'm thrilled to invest in OSS Ventures and their singular focus on industrial innovation. OSS Ventures was vertically focused on manufacturing from day one in 2019, before it became trendy for studios to specialize. Their foresight and execution in this critical sector is inspiring founders across our Venture Studio Family community."

Pog continued:

"OSS Ventures exemplifies the key criteria I look for in a successful studio - a founding team with prior exits, skin in the game, laser focus on a major industry, and outstanding traction from years of dedicated work. Their vision and progress made this an obvious investment opportunity."

In parallel, OSS Ventures has been working for several months on raising an investment fund to intensify its digitization efforts.

About OSS Ventures

OSS Ventures, founded by Renan Devillières, is a startup studio on a mission to support the French industry through technological, environmental, social, and societal transition. Since its 2019 inception, OSS Ventures has created 15 startups, mainly in France but also internationally, and invested in four others.

For more information, please visit: www.oss.ventures

About Tikehau Capital:

Tikehau Capital is a global alternative asset management Group with €44 billion of assets under management (at 31 March 2024). Tikehau Capital has developed a wide range of expertise across four asset classes (private debt, real assets, private equity and capital markets strategies) as well as multi-asset and special opportunities strategies. Tikehau Capital is a founder-led team with a differentiated business model, a strong balance sheet, proprietary global deal flow and a track record of backing high quality companies and executives. Controlled by its managers alongside leading institutional partners, Tikehau Capital is guided by a strong entrepreneurial spirit and DNA, shared by its 778 employees (at 31 March 2024) across its 16 offices in Europe, Middle East, Asia and North America.

Tikehau Capital is listed in compartment A of the regulated Euronext Paris market (ISIN code: FR0013230612; Ticker: TKO.FP).

For more information, please visit: www.tikehaucapital.com

About Établissements Peugeot Frères:

Etablissements Peugeot Frères is the holding company of the Peugeot family group, which continues the Peugeot history through three main sectors: automotive, investment, and the brand. Its structured governance unites family members and drives an entrepreneurial, responsible, and long-term dynamic in these different sectors.

For more information : <https://www.peugeot-freres.fr/>

France 2030:

France investment plan 2023

Embodies a dual ambition: To sustainably transform key sectors of our economy (energy, automotive, aerospace, and space) through technological innovation, and to position France not merely as a player but as a leader in the world of tomorrow. From fundamental research to the emergence of an idea, all the way to the production of a new product or service, France 2030 supports the entire lifecycle of innovation up to its industrialization.

Unprecedented in its scope: €54 billion will be invested to ensure that our businesses, universities, and research organizations successfully transition within these strategic sectors. The goal is to enable them to competitively meet the ecological and attractive challenges of the coming world and to create future champions in our fields of excellence. France 2030 is defined by two overarching objectives: dedicating 50% of its expenditures to the decarbonization of the economy and 50% to emerging players driving innovation without incurring environmentally harmful expenses (as per the Do No Significant Harm principle).

Will be implemented collectively: Conceived and deployed in consultation with economic, academic, local, and European stakeholders to determine strategic directions and key actions. Project leaders are invited to submit their proposals through open, rigorous, and selective procedures to receive State support.

Governed by: The General Secretariat for Investment on behalf of the Prime Minister, and implemented by the Ecological Transition Agency (ADEME), the National Research Agency (ANR), Bpifrance, and the Bank of Territories.

More information: <https://www.info.gouv.fr/france-2030>

About Bpifrance:

Bpifrance finances businesses at every stage of their development through credit, guarantees, and equity. Bpifrance supports them in their innovation projects and international ventures. Additionally, Bpifrance facilitates their export activities with a wide range of products. The services

offered to entrepreneurs also include consulting, university partnerships, networking, and acceleration programs aimed at startups, SMEs, and mid-sized companies.

Thanks to Bpifrance and its 50 regional offices, entrepreneurs benefit from a close, unique, and efficient point of contact to help them tackle their challenges. For more information, visit: www.Bpifrance.fr - <https://presse.bpifrance.fr> - X (formerly Twitter): @Bpifrance - @BpifrancePresse

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