



GSMA 100 | Speeding Growth of Connectivity & Digital Services



About GSMA

THE GSMA WAS FOUNDED IN 1987



We represent the interests of mobile operators worldwide



We Represent

800

MOBILE OPERATORS



in the broader mobile ecosystem

WITH

300+

COMPANIES



GSMA events attract over
200,000+
delegates from across the global annually

WE HAVE 14
OFFICES
WORLDWIDE



BUENOS AIRES



SHANGHAI



SAN FRANCISCO



BEIJING



LONDON



DUBAI



ATLANTA



BRUSSELS



BARCELONA



SAO PAULO



NAIROBI



NEW DELHI



HONG KONG



BRASILIA

The GSMA works to deliver a regulatory environment that creates value for consumers by engaging with:



MINISTERS



REGULATORS



INTERNATIONAL ORGANISATIONS



CONNECTING
24,000
INDUSTRY EXPERTS

GSMA Working Groups provide frameworks and standards in commercial, operational and technical matters



EIGHT BILLION +
MOBILE CONNECTIONS
WORLDWIDE



GSMA 100 | About the Program



GSMA 100 are the world's **most promising growth stage companies** who are creating the next generation of connectivity and digital services

It was developed from mobile operators' desire to shorten the time to innovation discovery, by **sharing common interests and market validation**

GSMA 100 leverages **GSMA's reach into the mobile operator, investment and innovation ecosystems ...**

... and offers new channels to speed business development, commercial partnerships and investment with mobile operators and key partners



GSMA 100 | The proposition

Entrepreneurs



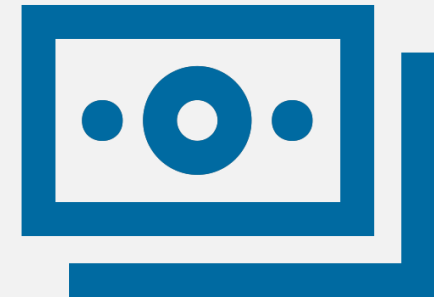
Partner with operators for
go-to-market growth
opportunities

**Mobile
Operators**



Access and onboard
innovation for growth and
optimisation

**Investors &
Innovation Programs**



Access to mobile industry
channels to grow portfolio
companies





GSMA 100 | How it works

Themed Verticals



- 1 GSMA members provide innovation priorities

By Referral



- 2 GSMA members and investors nominate growth stage companies

Selected by Industry



- 3 GSMA members and investors review and select final cohort

Accelerated Match Making



- 4 GSMA provides 8-10 introductions to each of the 100 companies

Enhanced Access



- 5 GSMA 100 network brings operators, investors and innovators closer together

GSMA 100 drives industry innovation priorities



GSMA 100 | Benefits for operators

Exclusive Access

A global network of vetted innovators

Innovation Fast-Lanes

Expedited adoption of outside innovation



New Partnerships

Access to new customers, markets and distribution channels

Internal Innovation

Solutions to improve internal operations

GSMA 100 gives access to the best innovators in mobile



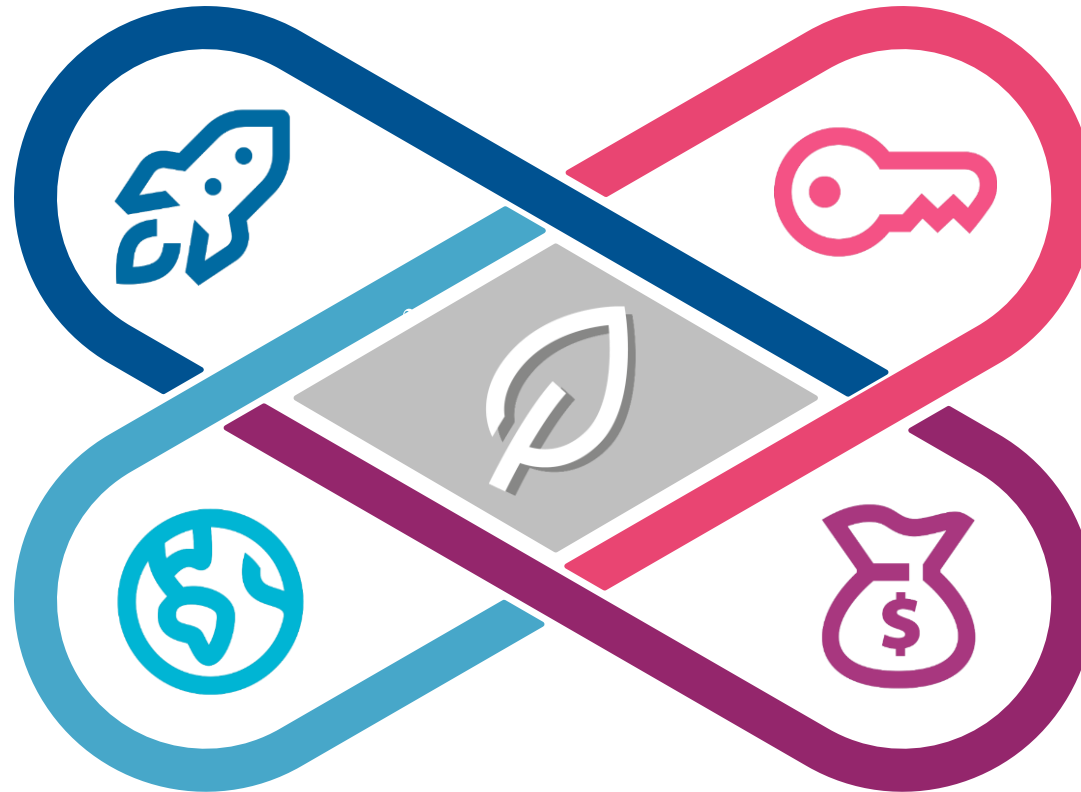
GSMA 100 | Benefits for growth stage companies

Business Development

New customers and channels

Global Access

Access to global markets and strategic support



Commercial Partnerships

Expedited routes to paid pilots and commercial partnerships

Investment Opportunities

Access to funding and mentorship

GSMA 100 gives the best innovators enhanced access to the mobile industry



GSMA 100 | Benefits for Venture Capital Funds

Access to deal flow
A global network of
vetted innovators

Access to Leadership
Access to mobile
industry leadership



Expedited engagement
Fast track procurement
for portfolio companies

New Sources of Growth
Growth opportunities
for portfolio companies

GSMA 100 helps investors to grow their portfolio companies



GSMA 100 – Past Operator Participants

KDDI



**Verizon
Ventures**



AT&T
FOUNDRY
WHERE IDEAS ARE MADE



Telefonica



Singtel
innov8

Orange Silicon Valley





GSMA Investment Partners - Past Participants



Menlo

ANDREESSEN
HOROWITZ



QUALCOMM®
VENTURES

CAA VENTURES

Mayfield

SAPPHIRE
VENTURES



ERICSSON



TELECOM INFRA PROJECT



BESSEMER
VENTURE PARTNERS



bpi france

Amadeus Capital



GE Digital



venrock



LUMIA CAPITAL

Sony Innovation Fund



Digital



khosla ventures



TRIDENT
CAPITAL

CISCO
Capital

SAMSUNG
NEXT





Companies form our first Cohort

headspin

allganize

Cleverciti
Systems

VERDIGRIS

BehavioSec



LOTUSFLARE

sentiance

Centrify®
ZERO TRUST SECURITY

TRIPP™

SIGOPT

WORLD W SENSING

CAPE

AI Sense

Couchbase

sedona
systems

direct
roaming, decentralized

affirmed®

DEVO
Data. Evolved.

Rombit
CONNECT THE FUTURE

sedona
systems

3TEN8

MobiledgeX

FUNGIBLE

ZIMPERIUM®
MOBILE THREAT DEFENSE

VERSA
NETWORKS

bigpanda

xage
SECURITY

ANOMALI®



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