



AXA
Venture Partners

Press release

Unlatch completes a \$5.8 million financing round to consolidate its leadership in the digitisation of real estate sales and accelerate its international expansion

Paris, June, 2020 - Unlatch, a French pioneer in digital real estate sales, announces a \$5.8 million financing round, including \$4,5 million in equity from AXA Venture Partners and \$1.3 million in debt. The transaction aims to strengthen Unlatch's leading position in the market of digitised real estate sales, through the addition of new services and functionalities, and to accelerate the internationalisation of the business, particularly in Spain and the United Kingdom.

Unlatch was launched in 2018 by François Marill (HEC), Thomas Rivoire (HEC-lawyer) and Olivier Adam (X-Telecom), who also founded the start-up LegaLife. Unlatch is a B2B software solution dedicated to residential real estate professionals – property developers, brokers, social landlords - that fully digitises the sales process. Thanks to Unlatch, processing times are significantly reduced and the parties involved benefit from an online collaborative tool that makes the entire sales process smoother and simpler all while enriching the relationship with the buyers.

In just over two years, **Unlatch has been adopted by nearly 250 property developers**, brokers, social landlords, including Quartus, Constructa, Emerige, Demathieu Bard Immobilier, Aqprim...

Strengthening Unlatch's leadership

Since mid-March 2020 and the beginning of the lockdown period, Unlatch has recorded a 25% increase in its activity. The health crisis has had an accelerating effect on a fundamental trend, the digitisation of the real estate sector. The objective of Unlatch is to maintain its leading position in the market.

The fundraising will notably enable Unlatch to enhance the platform with new functionalities in order to offer the best customer experience to both sellers and buyers of real estate.

Heading for the European market

By choosing AXA Venture Partners, Unlatch is partnering with a fast-growing technology investment fund with a global approach to investing in innovation. The investment fund has a strong international presence with offices in Paris, London, New York, San Francisco and Hong Kong. AXA Venture Partners will support Unlatch with its expansion ambitions outside of France. After Belgium in autumn 2019, Unlatch plans to set up operations in Spain and the UK in 2020.

"We are very pleased to join forces with AXA Venture Partners to implement our international development strategy and we welcome François Robinet who joins our board. AVP has a strong international dimension and we could not have asked for a better shareholder to help us accelerate the

already very rapid growth of Unlatch. The current economic and health crisis has convinced property developers that digitisation is an inevitable evolution," said **François Marill and Thomas Rivoire, co-founders of Unlatch.**

"As an investor, we are delighted to support Unlatch and are convinced that the quality of the team and the efficiency of the solution make a real difference in a rapidly changing real estate market. Real estate transactions are complex operations that can massively benefit from the digitisation of processes to make them more efficient and collaborative. This is precisely what Unlatch's technology allows and we are very happy to contribute to this evolution. The Covid-19 crisis has been a catalyst to faster adopt digital solutions. Unlatch has anticipated this movement and will continue to innovate in France and internationally. We are proud to support François, Thomas, Olivier and all their teams in their development projects", comments **François Robinet, Managing Partner of AXA Venture Partners.**

About Unlatch

Launched in 2018 by the company LegaLife, Unlatch is an innovative B2B software solution dedicated to professionals in the new residential real estate sector – property developers, brokers, social landlords - that fully simplifies and digitises the real estate sales process. The processing times from reserving electronically, face-to-face or remotely, to the signing of the deed of sale at the lawyer's office are significantly shortened. The parties involved – property developer, client, lawyer - benefit from an online collaborative tool that makes the whole process smooth and simple. Customer relations are enhanced, and buyers, through their dedicated online account, have access to a dashboard letting them keep up with their purchase from electronic signature up to delivery. Today, Unlatch is used by more than 250 property developers in France and Europe. For more information: www.getunlatch.com.

About AXA Venture Partners (AVP)

AXA Venture Partners (AVP) is a venture capital investment fund that invests in companies with strong growth and technology potential, managing more than €800 million in assets under management in three areas of expertise: Early Stage, Growth Stage and Funds of Funds. Since its launch 5 years ago, AVP has made more than 40 direct investments (Early and Growth Stages) in Europe, the United States and Israel. The investment team operates worldwide with offices in San Francisco, New York, London, Paris and Hong Kong. In addition to its equity investments, AVP has developed a unique value proposition dedicated to entrepreneurs, supporting the companies in its portfolio by facilitating the development of business and growth opportunities worldwide.

For more information: www.axavp.com

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