



Netmore expands LoRaWAN network in Poland

ECN, a company jointly owned by Netmore and Netmore's main owner Polar Structure, is set to launch a joint venture with Netemera, a Polish LoRaWAN player, to implement a large-scale LoRaWAN network in Poland. Simultaneously, the new company will step up efforts to enhance its market presence in Poland, with Netemera's solutions forming a key component of its growth strategy. Initially, the focus will be on gaining market share in areas such as water, gas, district heating and asset tracking.

Netmore's LoRaWAN Expansion Includes 'Coverage on Demand'

The newly launched joint venture will soon provide coverage in strategically important areas, starting with the largest cities in Poland.

Similar to how it operates in other European markets, Netmore will also offer "coverage on demand" for large-scale IoT projects in areas without coverage. This means that the entire Polish market will be covered at launch for such projects.

IoT connectivity with a focus on water, gas and district heating

Along with expanding their network, Netmore is launching a commercial investment in Poland for connected meters. Initially, a clear focus will be on water, gas, and district heating companies, where the demand for LoRaWAN connectivity is high.

This move into the Polish market also means that Netmore's current European customers and partners can expand their services and solutions to a new and profitable IoT market.

Favorable Conditions for Growth in the Polish Market

The Polish market is experiencing a growing trend towards digitisation, driven by a increased focus on resource efficiency. With 80% of households in Poland connected to gas or district heating networks for heating, there are favorable conditions for smart metering based on Netmore LoRaWAN technology.

Additionally, Netemera already has commercial momentum in the market, which will immediately benefit the newly established joint venture company. This presents a significant commercial opportunity for sensor growth in the network over time

"The cooperation with Netemera in Poland means that we continue our successful European establishment strategy which is based on combining the rollout of LoRaWAN infrastructure with a clear commercial focus on areas with great growth potential. Reliable and cost-effective LoRaWAN is a cornerstone as smart metering infrastructure is increasingly deployed across Europe, and we are delighted that our technology and solutions are now offered in Europe's fifth largest country by population."

says Ove Anebygd, CEO, Netmore Group

"We are thrilled to bring our expertise in the deployment of LoRaWAN networks and knowledge of the local Polish market to Netmore. Our business expertise, combined with the ad-hoc Netmore' infrastructure and its partners, allows us to offer customised IoT solutions that meet the specific needs of our customers.

Our partnership with Netmore is a great opportunity to drive innovation and growth in the IoT industry in Poland. By combining our unique strengths, we can provide high-quality, comprehensive IoT solutions to businesses across the region. We are excited to work together to help our clients achieve their goals and stay ahead of the competition."

says Laurent Thiriaux, President, Netemera

Netmore – a European LoRaWAN operator

Netmore and European Connectivity Networks have initiated an extensive expansion of LoRaWAN in Europe in 2022. It now offers LoRaWAN in the UK, France, Spain, Sweden, Ireland, the Netherlands, and Denmark. In addition, there are roaming agreements that also provide coverage in Finland and Switzerland. All in all, this means that Netmore's network expansion provides a market presence in ten countries with a total population of approximately 200 million inhabitants.

The network expansion, which is combined with Netmore's European 'coverage guarantee' and 'coverage on demand' enables the commissioning of nationwide IoT projects within each country. Furthermore, Netmore, ECN and Polar Structure also open doors for large-scale socially useful IoT that spans several countries in Europe.

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Netmore Group is a leading IoT operator. We connect real estate, offer private and open 5G networks, and enable large-scale IoT through LoRaWAN.

Together with property owners, IoT service providers and other partners, we build secure, reliable and open IoT ecosystems that enable digitization in industries and industries in all geographic markets.

Netmore Group was founded in 2010 in Sweden and since 2017 has been listed on the Nasdaq First North Growth Market. Redeye AB is the company's certified adviser.