



## New milestone for papernest one million users

The scale-up specializing in subscriptions management has experienced record growth since its launch and has passed the one million user mark.

### The choice of organic and sustainable growth

In 2015, papernest launched with the ambition to revolutionize the management of administrative procedures during a move. One million customers later, papernest has become the first digital platform to centralize and manage, all the subscriptions of daily life activities, for free and in a few minutes,

After raising €10 million in 2017, papernest quickly became profitable and opted for organic growth. A successful bet: in just a few years, the company has welcomed nearly 900 employees in Paris, Reims and Barcelona and has been able to replicate its model in 4 European markets (Spain, Italy, the United Kingdom and Germany). With these very promising results, papernest plans to accelerate its international development in 2022.

### Technology to meet the needs of Europeans

Initially, papernest helped individuals to subscribe, transfer and cancel home contracts (electricity, gas, internet box, etc.) throughout the year, especially when they had to move. The scale-up has progressively integrated other types of recurring expenses (various types of subscriptions such as transport cards, streaming platforms, gyms, etc.) to offer individuals a single platform to regain control over their entire budget. A solution that is especially relevant with:

- The desire of the French to regain purchasing power in the face of increasingly heavy daily bills & expenses.
- The emergence in the consumption of the subscription model.

### Building a network of partners in record time

Papernest's hyper-growth is driven by the construction of a network of partners (banks, insurance companies and real estate professionals) in just 3 years. Today, more than 10,000 partners trust papernest and now offer their customers an additional, free and high value-added service.

Among these partners are the largest real estates networks such as Century 21, Orpi, and Guy Hoquet. Recently, papernest has joined forces with some of the largest banking networks such as BNP Paribas, Société Générale and Crédit du Nord. A network of partners that continues to expand throughout Europe.

"This exponential growth confirms that we were not mistaken in our positioning: papernest meets a real need of the Europeans. We are proud to see that our service has already been acclaimed by more than 1 million customers in France and abroad with a very high level of satisfaction. This encourages us to continue our efforts to become the reference solution, not only in France but also internationally." *Philippe de la Chevasserie, CEO of papernest*



## A propos de [papernest](#)

Founded in 2015, papernest is a French startup, member of the French Tech 120, that assists individuals in the daily management of utilities and subscriptions. Specialized in the procedures related to moving out, the platform allows users to centralize, cancel and subscribe subscriptions in a few clicks.

Since 2015, papernest has grown significantly: more than 1,000,000 users, 900 collaborators, 4 markets in Europe and offices in Paris, Reims, and Barcelona.

papernest was created to assist individuals in the management of their house utilities (electricity, gas, internet box, etc.) by providing a digital solution to centralize, subscribe and cancel all of them and save the users hours of paperwork. Long story short: one platform, all house utilities, a few clicks, zero hassle.

1 000 000 users later, the scale-up has gradually implemented other types of subscriptions (streaming platforms, gyms, travel passes etc.) to build the best solution for its customers to take back control over their recurring expenses. A solution proving out to be all the more relevant as subscription-based products and services grow more and more in the modern-day marketplace.

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