PRESS RELEASE

THORIGNÉ FOUILLARD, France – Sept. 19th, 2017, 06:00 PM CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in network solutions dedicated to the Internet of Things (IoT), today announced its expansion into India with the creation of a subsidiary that will coordinate the company's partnership with Tata Communications and the emerging IoT ecosystem to deploy the world's largest LoRaWAN™ network.

The rollout, which will bring a cost-and-energy-efficient IoT network to more than 400 million people in nearly 2,000 cities and communities across India, will include more than 10,000 Kerlink Wirnet™ iBTS Compact stations. The subsidiary, Kerlink IoT Solutions India Private Ltd., is based in Chennai, India.

Kerlink, which recently announced a partnership to roll out a LoRaWAN™ network across Argentina, is ramping up its global supply chain to meet strong demand for its equipment and network design, installation and operation services worldwide.

The new Kerlink subsidiary, which will oversee the company's continued growth in India, is headed by Girish Dadheech, vice president of technology, customer & partner engagement.

"This expansion into India underscores Kerlink's commitment to provide Tata Communications with superior customer service for the rollout and operation of their LoRaWAN™ network," said Kerlink CEO William Gouesbet. "It also signals the success of our ongoing strategy to rapidly expand in regions around the world where our equipment and services are increasingly in demand.

"Girish Dadheech is an excellent addition to our teams in India and Asia," Gouesbet added. "He has been in the forefront of technology innovation, with extensive experience especially in digital transformation, evolution of exponential data and customer-experience segments. He has broad and deep exposure to virtualization, cloud computing and big data analytics. Moreover, his cross-border and diverse experience in leading and managing technological transformations will help Kerlink India to meet its strategic objectives. Girish will help devise synergies bridging Kerlink capabilities and customer expectations, while helping to grow our footprint throughout the region."

Prior to joining Kerlink, Dadheech served as chief technology officer for Astellia India, a leading provider of subscriber intelligence to improve customer experience at mobile telecom operators. He also co-founded a technology-consulting firm in London, primarily dealing in fraud analytics.

His professional career has been divided between Europe & India, where he worked for companies like Telefonica, Hughes, Astellia, Orange & Bhabha Atomic Research Centre (BARC). Dadheech also has been associated with the IoT for more than 10 years, including work on a pilot for smart metering in London.

Dadheech noted that the IoT will help boost India's economy in a variety of ways, such as supporting infrastructure projects and creating demand for innovative services and applications.

"The Internet of Things will have enthusiastic reception in India in the major application categories of transport, agriculture, asset tracking, logistics, smart cities, smart homes and security and safety. These are being driven by strong and dynamic programs led by the state and private companies, like '100 Smart Cities'," he said. "The LoRaWAN™ network, powered by Kerlink stations, can be deployed simply and will quickly begin delivering the efficient, two-way connectivity throughout Tata Communications' targeted nationwide coverage areas."

Kerlink's subsidiary is located in Chennai, and is close to Flex, a leading end-to-end supply chain services company, selected earlier this year by Kerlink to manufacture its stations locally. Production for the India network deployment began this summer on a new manufacturing line.

Kerlink's new Wirnet™ iBTS Compact stations include a 3G dual-SIM modem to ensure backhaul continuity of service for data transmission to applicative servers. Moreover, its geolocation-ready design also immediately enables Tata Communications to anticipate new global, innovative and cost-efficient services for its customers, based on the native geolocation capability for LoRaWAN™ connected devices.

About Kerlink

Kerlink, a founding member of the LoRa Alliance™, specialises in network solutions for the Internet of Things (IoT). Its mission is to provide its clients – telecom operators, businesses and public authorities – with equipment, software and services to design, launch and operate IoT networks. Over the past three years, Kerlink has invested more than €8 million in R&D. In just over 10 years, more than 70,000 Kerlink installations have already been rolled out for more than 260 clients, including major telecom operators such as Proximus and Tata Communications, and utilities such as GrDF and Suez. The company's solutions are enabling IoT networks worldwide with major deployments in Europe, South Asia and South America. In 2016, Kerlink generated revenues of €14.1 million, 25 percent internationally. Since 2013, it has posted average annual growth of more than 50 percent. Kerlink has been listed on Euronext Growth Paris since May 2016.

For more information, visit www.kerlink.com or follow us on Twitter @kerlink_news.

About the LoRa Alliance™

The LoRa Alliance™ is an open, nonprofit association that has grown to over 500 members since its inception in March 2015, becoming one of the largest and fastest-growing alliances in the technology sector. Its members are closely collaborating and sharing their experience to promote the LoRaWAN™ protocol as the leading open global standard for secure, carrier-grade IoT LPWAN^T connectivity. With the technical flexibility to address a broad range of IoT applications, both static and mobile, and a certification program to guarantee interoperability, LoRaWAN™ has already been deployed by major mobile network operators globally, with wide expansion anticipated in 2017. For information about joining the LoRa Alliance™, please visit the membership page.

About LoRaWAN™ Technology

The technology used in a LoRaWAN™ network is designed to connect low-cost, battery-operated sensors over long distances in harsh environments that were previously too challenging or cost-prohibitive to connect. With its unique penetration capability, a LoRaWAN™ gateway deployed on a building or tower can connect to sensors more than 10 kilometres away or to water meters deployed underground or in basements. The LoRaWAN protocol offers unique and unequalled benefits in terms of bidirectionality, security, mobility and accurate localization that are not addressed by other LPWAN technologies. These benefits will enable the diverse use cases and business models that will grow deployments of LPWAN™ IoT networks globally.

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