

# Kerlink Ramps Up to Meet International Demand For Its LoRa® Network Solutions and Continue Its Rapid Expansion

*The Company Has Emerged as a Leading Global Supplier of Cost-effective, Energy-efficient Internet of Things Connectivity, as Revenue Maintains Strong Growth*



## PRESS RELEASE

**THORIGNÉ FOUILLARD**, France – Oct. 26<sup>th</sup>, 2017, 06:00 PM CET – Ramping up its capability to accelerate its international expansion, **Kerlink** (ALKLK - FR0013156007) a specialist and global leader in network solutions dedicated to the Internet of Things (IoT), has added two seasoned wireless and IoT professionals to capitalize on the company's rapidly growing opportunities in the Americas, Asia Pacific and other major markets.

"Kerlink's strong financial results and rapid expansion in diverse international markets clearly demonstrate the increasing demand for our LoRaWAN™ products and services," said Kerlink CEO William Gouesbet. "These senior-staff additions bring key experience, connections and industry expertise to help Kerlink realize the opportunities before us and pursue our goal of achieving €70 million in revenue in 2020."

This year, Kerlink announced nationwide LoRaWAN™ rollouts with companies in India and Argentina, as well as deployment partnerships with IoT network providers in Belgium, Poland, Ireland and Germany. While Europe represents a vital market for Kerlink, the company's overseas expansions are providing the biggest boost to growth. It recently reported revenue of €10,1 million for the first six months of 2017, an 87 percent increase over the same period in 2016.

To help continue this growth rate and expand the company's international footprint, **Benjamin Maury** joins Kerlink as global head of business development and strategic partnerships. He brings more than 15 years of experience helping companies create and implement strategies for M2M and IoT business models for smart-city, security, automotive, telematics and other fast-growing IoT sectors. Strategically positioned at the center of the LoRa® ecosystem, Kerlink aims at crystalizing a strong network of partners around its IoT network solutions and value-added services. Maury will help accelerate the launch of key technology and business partnerships, to inspire creativity for designing connected devices, trigger development of innovative applications, and identify additional business opportunities in international markets.

**Carlos Briceno** joins Kerlink as senior director of sales and business development for Kerlink Inc., the Chicago-based subsidiary that will develop and manage the company's expansion in North, South and Central America. His duties include developing the strategy for profitable revenue growth of all products and services within those diverse markets, and strengthening the Kerlink Inc. organization. Carlos has more than 20 years of experience in wireless telecommunications, Wi-Fi and IoT. As the founder of Briceno Consulting, a U.S.-based firm, he worked with clients such as InterDigital Inc., an industry leader in designing and developing advanced technologies for mobile communications; Qowisio, a French provider of IoT solutions for low-power, wide-area networks, and BCSG, a U.K. company that provides cloud-based solutions to customers worldwide..

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Kerlink, a co-founder and board member of the LoRa Alliance™, in the past two years has emerged as one of the world's largest suppliers of base stations and other equipment that power LoRaWAN™ IoT networks. That growth also has been driven by the network design-and-management services the company added to its offering, making it a complete IoT solution provider for large telco deployments, and to support smart cities and companies in setting-up dedicated private networks.

## About Kerlink

Kerlink, a co-founder and board 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 been rolled out for more than 260 customers, including major telecom operators such as 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 above 50 percent. Kerlink has been listed on Euronext Growth Paris since May 2016 and was added to the EnterNext PEA-PME 150, an index of 150 fast-growing French SMEs in 2017.

For more information, visit [www.kerlink.com](http://www.kerlink.com) or follow them on Twitter @kerlink\_news.

## 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.

## About the LoRa Alliance™

The LoRa Alliance™ is an open, non-profit 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 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.

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Upcoming event  
**2017 full year revenue: 30 January 2018 after market**



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