

Senior ICT Expert Tsuneo Tatara Joins Kerlink Team To Support the Company's Expansion in Japan



PRESS RELEASE

THORIGNÉ FOUILLARD, France – Nov. 13th, 2017, 09:00 AM CET – **Kerlink** (ALCLK - FR0013156007), a specialist and global leader in network solutions dedicated to the Internet of Things (IoT), today announced that Tsuneo Tatara, a senior professional in Japan's information and communications technology (ICT) industries, joins its team as country manager to guide Kerlink's expansion in Japan.

Tatara brings more than 40 years of professional experience with companies whose businesses spanned Japan, Canada and India. His expertise ranges from engineering and business development to sales and marketing, working with international fixed-operators and mobile telcos, telecom vendors and Japanese multinational companies (MNCs).

Prior to joining Kerlink, Tatara held a variety of senior positions at SoftBank, Japan Telecom (now SoftBank), Tata Communications and CNCP Communications in Canada. During his career, he led many international projects with major carriers, including France Telecom, Verizon and AT&T, and with CAPEX ranging from \$100 million to \$1.5 billion.

"Tsuneo Tatara has built a stellar career with his combination of deep expertise in ICT, his ability to identify solid business-development opportunities and his understanding of the importance of relationships in multinational, multicultural environments," said Kerlink CEO William Gouesbet. "Kerlink is very pleased to have Tsuneo on our team, as we extend our international expansion efforts to Japan, a key market for low-power, wide-area IoT networks (LPWA)."

"Kerlink is rapidly emerging as the leading global provider of turnkey solutions for deploying and operating LoRaWAN™ networks," Tatara said. "This success illustrates both the excellence of its solutions and the company's focus on customer satisfaction and relationship building. This combination of technology and service will be well received by Japanese ICT companies and smart-city proponents."

Tsuneo Tatara, Arnaud Boulay, Kerlink's APAC sales director, and Didier Larrieu, Kerlink's chief sales officer, participate in [Business France's tour of Japan](#) on Nov. 13-15.

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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 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.

Upcoming event

2017 full year revenue: 30 January 2018 after market



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