

Kerlink & Vietnamese Company Cloud Energy Expanding IoT Market with Smart-Farming Initiative

*LoRaWAN® Monitoring System at Large Solar Facility on Mushroom Farm Brings
30 Percent Reduction in Installation and Operating Costs Compared to Wired System*



PRESS RELEASE

Thorigné-Fouillard, France and **Ho Chi Minh City, Vietnam** – May 20th, 2021, 6:00 p.m. CET – **Kerlink** (AKLK – FR0013156007), a specialist in solutions dedicated to the Internet of Things (IoT), and **Cloud Energy**, a Vietnamese IoT start-up serving smart verticals, are developing and deploying new solutions to meet demand for IoT services in rural areas around Ho Chi Minh City (HCMC).



900 kWp solar-power installation on a Vietnamese mushroom farm monitored and managed with LoRaWAN technology.

Expanding on their earlier collaboration on smart-building and energy-management projects in the city of nearly 9 million people, the two companies recently developed and deployed a fully wireless LoRaWAN® network to monitor and manage a 900 kWp solar-power installation on a mushroom farm 80 km from the city. The installation of the wireless solar-power system was chosen by NG Investment Co., Ltd. for its superior advantages: stability of data reading, ability to connect to different inverter brands and the cost savings on investment and maintenance.

The IoT upgrade included Kerlink's long-range, low-power [Wirnet iStation gateways](#) and its [Wanasy Management Center](#) to operate and manage the new system, and Cloud Energy's advanced LoRaWAN-based meter and devices for data management, optimized to meet the rigorous requirements of utility scaling. The system is expected to reduce the owners' operation and maintenance costs by 30 percent annually compared to the previous system. New installations are expected to shave 30 percent off the cost of a new wired monitoring system.

Wired monitoring systems are expensive to install and challenging and costly to maintain, because employees must be sent to the site for regular inspection and repair throughout the year. A successful deployment of a wireless solar-farm management solution can achieve faster return on investment (ROI) compared to wired solutions using classic data loggers and non-real-time remote access.

"Integrating LoRaWAN® technology and solutions brought by Kerlink was a natural choice, as we previously gained significant expertise working with them in our energy-metering projects in Vietnamese cities," said Tuan Anh Pham, founder of Cloud Energy. "Expanding our focus to potential IoT applications in remote areas allowed us to take advantage of Kerlink's Wanasy Management Center platform bundled with its secured LoRa Network Server. That ensures that our client's system and data are monitored 24/7."

"Smart farming is one of the Internet of Things' most important vertical markets in Southeast Asia, but it needs the breakthrough innovations that companies like Cloud Energy bring to new fields to reach its potential," said Rene Arbefeuille, Kerlink's vice president for Asia Pacific. "Cloud Energy's success in exceeding objectives set by end-users will pave the way for system integrators and financial institutions to invest in the expansion of smart-farming projects using private network infrastructure. Together, Kerlink and Cloud Energy are helping producers maximize specific and tailored farming production yields, demonstrating again how LoRaWAN® IoT networks are enabling new opportunities in the agriculture sector."

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About Kerlink

Kerlink Group is a leading global provider of end-to-end connectivity solutions for designing, deploying, and operating public & private low power/wide area (LPWA) Internet of Things (IoT) networks. Its comprehensive product portfolio includes industrial-grade network equipment, best-of-breed network core, operations and management software, value-added applications and expert professional services, backed by strong R&D capabilities. Kerlink specializes in enabling future-proof intelligent IoT connectivity for three major domains: Smart City & Quality of Life – urban operations, utilities & metering, retail & public places, infrastructure & hubs, health; Smart Building & Industry – buildings & real estate, industry & manufacturing, asset monitoring & tracking, and Smart Agriculture & Environment – precision agriculture, cattle monitoring & farming, environment & climate, and wildlife protection. More than 140,000 Kerlink installations have been rolled out with over 350 clients in 70 countries. Based in France, with subsidiaries in the US, Singapore, India and Japan, Kerlink is a co-founder and board member of the LoRa Alliance® and the uCIFI Alliance™. It is listed on Euronext Growth Paris under the symbol ALKLK.

For more information, visit www.kerlink.com or follow us on our social media - Twitter @kerlink_news, LinkedIn #Kerlink, YouTube - Kerlink

About Cloud Energy

Cloud Energy is an established Vietnamese start-up using advanced technologies and developing tailored IoT solutions for its markets in smart utilities management, smart buildings and smart cities. Located in Ho Chi Minh City (HCMC), the company leveraged many years of innovation and development to become a growing IoT solution provider serving a range of customers, from large corporations to businesses of any size, as well as cities and other government organisations. The company also provides advanced wireless solutions, including wireless mobile routers and cloud management platforms, optimized to meet the rigorous requirements of utility scaling to provide a best-in-class solar monitoring for energy efficient solutions. Visit cloudenergy.com

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Upcoming events

Q2 revenue: 22 July 2020, after market close

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