

Kerlink Wirnet™ iBTS Compact Gateways To Power YEAP! Rollout of First LoRaWAN™ Internet of Things Network in Argentina



PRESS RELEASE

THORIGNÉ FOUILLARD, France and **BUENOS AIRES**, Argentina – Sept. 5th, 2017, 06:00 PM CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in network solutions dedicated to the Internet of Things (IoT), and **YEAP!** today announced their collaboration to rollout Argentina's first LoRaWAN™ network. YEAP! was recently launched by Inversiones Condor (ICondor), a strong player in telecommunications and technology in Argentina and South America, to operate the new network.

Continuing its international expansion, Kerlink will provide several hundred gateways for the deployment, which begins immediately in Buenos Aires and Rosario and will provide nationwide coverage by July 2018. The deployment follows a successful pilot project early this year. The fast-growing company will supply its Wirnet™ iBTS Compact stations in local ISM bands (923 MHz). Kerlink already has installed more than 8,500 of these versatile, long-range, two-way and geolocation-ready gateways for IoT network operators in Europe and South Asia.

ICondor is an established and innovative telecom company with experience throughout Latin America. It created what is now the Movistar Network (MOVICOM), which operates in Spain and 13 Central and South American countries. ICondor also launched CTI Movil, which is now America Movil, a leading provider of integrated telecommunications services in Latin America. ICondor, which is based in Buenos Aires, plans to deploy LoRaWAN™ IoT networks throughout South America following the rollout in Argentina.

"ICondor had a broad selection of equipment for its LoRaWAN™ network, and its choice of Kerlink gateways underscores their modular flexibility, reliability and geolocation capability based on Semtech reference design, as well their ability to mix both LoRaWAN™ for data collection and 4G networks for backhaul", said William Gouesbet, Kerlink CEO. "This collaboration with one of South America's leading telecom companies significantly expands our international footprint, in line with our development strategy and goal of becoming a leading global provider of IoT network equipment, solutions and services."

"Kerlink was one of the first M2M-technology companies to enable low-power, long-range connectivity and to launch easy-to-install infrastructure solutions for billions of devices that improve cost-efficiency and scalability across multiple verticals. This gives them a strong market expertise and leadership," said Martin Rajman, CEO of YEAP! "Many Argentinian companies and cities are waiting for a versatile, secure, high-quality and high-performance IoT technology to support applications in critical B2B and B2C markets. These include asset tracking, smart cities, logistics and smart agriculture, as well as insurance, pet monitoring and home automation. YEAP!'s LoRaWAN™ network supported by Kerlink gateways will deliver that support and enable the connectivity of millions of end devices."

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Gouesbet also noted that the partnership with ICondor underscores the LoRa Alliance's ability not only to supply the technology, equipment and services to quickly roll out the LoRaWAN™ network on any continent, but also to combine critical components and services. These include application-development environments and dedicated sensor design offered by the 500-member-plus alliance.

"This partnership with ICondor confirms that the LoRa Alliance™ is a dynamic ecosystem able to bring together all the components and expertise necessary for quick deployments for mobile network operators, smart cities or companies that decide to launch and operate a dedicated IoT network," the Kerlink CEO said.

Both companies are members of the LoRa Alliance™. Kerlink is a founding member and sits on its board of directors. As part of its international expansion strategy, Kerlink reinforced its local representation and distribution channel to cover all of Latin America, with a local presence for sales, deployment and customer support.

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 Inversiones Condor (ICondor)

Inversiones Condor is a company that has spent more than 30 years investing and leading in the field of technology and telecommunications. ICondor was in part responsible of the launching one of the main mobile phone companies in the region and is recognized in the business world as a dynamic, efficient and innovative company in technology convergence businesses management. ICondor is currently focusing its efforts on three main areas: solutions and services in telecommunications, renewable energy and M2M / IOT.

For more information: www.icondor.com.ar, www.yeap.com.ar

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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, 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 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™](http://LoRaAlliance.com), please visit the membership page.

Upcoming event

H1 2017 results: 28 September after market

www.kerlink.com



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