Kerlink Announces Investment in Microshare, a Leader in IoT Data Storage, Sharing and Security

Partnership Will Allow Customers of Both Companies to Increase Revenue From Data Streams, and Support Kerlink's International Expansion

PRESS RELEASE

Barcelona, Spain - Feb. 26, 2018, 8:00 a.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT) today announced that it has invested in and formed a business collaboration with Microshare Inc., a U.S-based IoT data-management company.

The Microshare™ product provides a highly scalable data-management solution that enables sharing, storage and controlling access in a highly scalable architecture, while maintaining privacy, security, confidentiality and context through a ready-built single set of application programming interfaces (APIs). The solution can be used as a cloud service or embedded inside a more complete offering.

For Kerlink, the Microshare relationship supports its strategy of moving up the IoT value chain, beyond its core network infrastructure and operations expertise, and of expanding the range of its value-added services. The agreement enhances its network-as-a-service model by strengthening its customers' – IoT network owners and operators – ability to store data in the cloud and create new value streams by precisely managing sharing of data with recipients, while keeping it secure.

Microshare also helps expand Kerlink's footprint in the U.S. and the U.K. where it has a subsidiary.

"Microshare and Kerlink are highly complementary companies, both from a product standpoint and a geographical footprint," said Kerlink co-founder and CEO William Gouesbet. "Kerlink's leading position as a provider of turnkey solutions for deploying and operating LoRaWAN™ networks is strengthened by Microshare's ability to store, annotate and share the right data with the right party, at scale, in the cloud, on-premises and at the edge. Microshare's presence in the U.S. and the United Kingdom will support Kerlink's growth in both those key markets."

"This investment demonstrates that leading players in the IoT ecosystem now realize the value of data sharing," said Ron Rock, co-founder and CEO of Microshare. "While significant progress has been made on the devices and networks over the past few years, the industry now sees that the only way to create new revenue streams is to make it easy for clients to share the data from connected devices. Kerlink has an established trust relationship with many of the world's largest networks, whose owners need proven solutions for the data-management challenges they face."

NETWORKS SOLUTIONS
FOR THE INTERNET OF THINGS

Kerlink Announces Investment in Microshare,
a Leader in IoT Data Storage, Sharing and Security

*Partnership Will Allow Customers of Both Companies to Increase Revenue
From Data Streams, and Support Kerlink's International Expansion*

The company's core product, Microshare™, provides data management solutions that enable users to easily store the massive data volumes generated by connected IoT devices and to apply business rules and context to share that data with the right parties at the right time, thereby creating new revenue streams. Doing this at scale against the backdrop of personal and corporate privacy concerns and compliance with regulations, such as the General Data Protection Regulation (GDPR), requires new paradigms and techniques pioneered by Microshare.

Yannick Delibie, Kerlink CTIO and co-founder, said the partnership with Microshare supports Kerlink's strategy to simplify the customer experience when deploying an end-to-end IoT solution by accelerating the integration with market leading application enablement platforms (AEPs).

"The critical fundaments of an IoT application, potentially enriched by Big Data and AI, are connectivity, high quality and availability, combined with reliable data collection, transport and delivery, including secured sharing and privacy management," Delibie said. "This strong partnership with Microshare brings to the market a high level of smart and secure IoT data management."

Microshare is Kerlink's first investment in another company. Details of the investment were not disclosed. This investment has been made for a limited amount and opens the door to Kerlink for a potential further investment in Microshare's next round of funding.

Teams from Microshare and Kerlink will be at Mobile World Congress in Barcelona from Feb. 26 to March 2 for meetings with customers, potential customers and media. To schedule a meeting with Microshare at the LoRa Alliance™ booth in Hall 8, contact Tracy Bromley at tbromley@microshare.io. Kerlink will demonstrate its products in its booth, 8.0C11, in Hall 8. To meet with Kerlink representatives, please ask for a meeting.

Kerlink Announces Investment in Microshare,
a Leader in IoT Data Storage, Sharing and Security

Partnership Will Allow Customers of Both Companies to Increase Revenue From Data Streams, and Support Kerlink's International Expansion
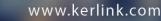
About Kerlink Group

Kerlink Group is a global leading provider of end-to-end network solutions for the Internet of Things (IoT), serving telecom operators, businesses and public authorities worldwide. Its growing suite of turnkey IoT services includes network planning, design and operational management that maximizes performance of its market-leading, carrier-grade infrastructure offering. The Group, widely recognized for its IoT expertise, also continually introduces innovative value-added services, such as network-based geolocation, remote end-device management and low-power IoT reference design, which allows its customers to quickly bring to market IoT-ready devices and to imagine innovative business models to monetize their deployments.

In just over 10 years, more than 100,000 Kerlink installations have been deployed in more than 69 countries. In 2017 Kerlink supplied more than 330 customers, including major telecom operators such as Tata Communications, and service providers such as GrDF and Suez. The company's solutions are enabling IoT networks worldwide with major deployments in Europe, South Asia, South America and Oceania. Kerlink, a co-founder and board member of the LoRa Alliance™, has invested more than €10 million in research in the past three years. In 2017, Kerlink Group generated revenues of nearly €25 million, more than 50 percent internationally. Since 2013, it has posted average annual growth of more than 62 percent. It 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 us on Twitter @kerlink_news.

About Microshare

Microshare.io provides a highly scalable data management solution for the Internet of Things, enabling data storage and controlled access whilst maintaining privacy, security, confidentiality and applying context through a ready-built single API. The solution can be used as a cloud service or embedded inside a more complete offering. Microshare has offices in Philadelphia, New York, and in the United Kingdom.

Kerlink Announces Investment in Microshare,
a Leader in IoT Data Storage, Sharing and Security

Partnership Will Allow Customers of Both Companies to Increase Revenue
From Data Streams, and Support Kerlink's International Expansion

ALKLK

EURONEXT

GROWTH

Upcoming events
2017 Annual Results: 4 April 2018 after market
www.kerlink.com

Microshare Contacts:
Michael Moran
+1 (201) 264-5751
mmoran@microshare.io

Kerlink's Investor contact:
Actifin
Benjamin Lehari
+33 (0)1 56 88 11 25
blehari@actifin.fr

Kerlink's Financial Press contact:
Actifin
Isabelle Dray
+33 (0)1 56 88 11 29
idray@actifin.fr

Kerlink's Press and Market Analysts contact:
Mahoney Lyle
Céline Gonzalez
+33 (0)6 75 85 60 42
cgonzalez@mahoneylyle.com

www.kerlink.com   fr.linkedin.com/company/kerlink   @kerlink_news