

Slowdown in revenues from telecommunication operators Continued well orientated performance among private operators and value-added applications services

PRESS RELEASE

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After a first quarter 2018 in line with Group expectations (growth of 19% on a like-for-like basis), revenues in the second quarter for **Kerlink** (ALCLK - FR0013156007), a specialist provider of networks and solutions for the Internet of Things (IoT), are showing a slowdown, especially in the public operators segment (telecom operators). Without casting any doubt, the renewed interest shown by many global players in the Group's solutions, these shifts will affect the second quarter revenue.

Revenues from the private operators segment (40% of 2017 revenue) remains in line with the Group's expectations. Google Cloud's entry into the Lora Alliance™ in late May confirmed the potential of the market which has promising IoT network deployment opportunities across many regions and industries. Against this backdrop, and in line with the announced strategy, commercial efforts have been intensified with this clientele by combining a direct commercial approach and the development of a network of system integrators and value-added resellers. These efforts will make their mark in the coming months.

The outlook also remains promising for value-added application services dedicated to connected objects (Business Unit Kerlink Advanced Services Business Unit). In this division, the Group generated revenues of more than € 1.5M in the first quarter (33.4% of the total for the period), an increase of 66%.

Despite a lower short-term visibility on the public operator market, Kerlink reaffirms its confidence in the medium term, with more than 55 major projects underway, led by public and private network operators.

About Kerlink Group

Kerlink Group is a front-ranking international provider of end-to-end solutions for the Internet of Things (IoT), addressing telecoms operators, businesses, and public authorities worldwide. Its growing range of turnkey IoT services ranges from network planning, to design and operations management, thereby enhancing its offer of carrier-grade, market leading infrastructures. Widely recognised for its expertise in IoT, the Group regularly unveils high value-added, innovative services, such as geopositioning from the network, the remote management of connected equipment, and low-consumption IoT reference designs, enabling its clients to rapidly launch IoT devices on the market and devise innovative business models for monetizing 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. It joined the Tech 40

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index in April 2018, which recognizes the top-performing tech SMEs on Euronext's markets in Amsterdam, Brussels, Lisbon and Paris.

For more information, go to www.kerlink.fr and follow us on Twitter [@kerlink_news](https://twitter.com/kerlink_news)



Upcoming events
Revenue in the first half of 2018: 31 July 2018 after close of trade
www.kerlink.fr



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