

# Kerlink Signs Agreement with Leading Electronics Distributor in Brazil, As the Country Positions Itself for Rapid IoT Network Growth



## PRESS RELEASE

**Thorigné-Fouillard**, France and **São Paulo**, Brasil – July 5, 2018, 06:00 p.m. CET – Kerlink (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), and TCT Brasil, a leading electronics distributor in Brazil, today announced that TCT Brasil will distribute Kerlink solutions in that country.

With more than 25 years of experience in the Brazilian electronics distribution and technology-application market, TCT Brasil is the country's leading authorized distributor of electronic components, heat sinks and electronic solutions.

The distribution agreement follows a project in November 2017, in which the company provided 28 Kerlink Wirnet outdoor stations for Brazil's first implementation of LoRa™ technology, to manage electric energy meters in the city of Maceió, the capital of the state of Alagoas.

"This agreement is very strategic for our company, as Kerlink is a leading global player in the LoRa ecosystem," said Thiago Barioni, TCT Brasil marketing director. "The ascendance of low-cost LoRaWAN™ networks, coupled with our complementary equipment portfolio and expertise, enables rapid deployment of turnkey private networks that support endless applications, and Kerlink technology will be a vital part of our offer."

Earlier this year, Anatel, Brazil's national telecommunications agency, released new technical requirements for radio frequency (RF) communication devices, enabling the operation of LoRa® devices and LoRa wireless radio frequency technology throughout Brazil. In addition, the IoT market for applications and hardware is expected to generate \$3.29 billion in Brazil by 2021, according to Frost and Sullivan. The IoT already supports several emerging vertical markets in Brazil, such as agriculture and metering, which are projected to grow rapidly with deployment of networks that include energy-efficient sensors and geolocation.

"This new agreement with TCT Brasil builds on our earlier collaboration in Maceió and positions Kerlink to play a big role in designing, equipping and deploying LoRaWAN networks in a large and promising market," said Ermeline Lebon, head of Kerlink channel sales. "With its engineering capability, its highly efficient logistics operation and its commitment to support IoT connectivity in multiple Brazilian sectors, TCT Brasil is a valued partner for Kerlink."

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## 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](http://www.kerlink.com) or follow us on Twitter @kerlink\_news.

## About TCT Brasil

With more than 25 years of experience in the distribution of electronic components, TCT Brasil has a good time of application and development engineers to give all the support our customers need.

Our partners are world leaders in the electronic equipment and components segment.

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Upcoming events

Revenue in the first half of 2018: 31 July 2018 after close of trade

[www.kerlink.com](http://www.kerlink.com)



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