Who is Kerlink?

**COMPANY**
- Founded in 2004, headquartered in France – IoT Pioneer
- Founding and Board Member of the LoRa Alliance® (since 2015) and the uCIFI Alliance™
- Revenue of EUR 19,9m / USD 22.51M in 2021
- 65% international revenue and 46% through channels
- € 17,3M (USD 19,5M) R&D investment over 5 years
- 85 employees
- Flexible worldwide industrial capacity
- Listed on French Euronext Growth since May 2016

**MISSION & VALUE PROPOSAL**
- Kerlink supports telecom operators, cities, public authorities and private businesses & industries to design, launch, and operate public and private end-to-end IoT networks, in various vertical segments and through multiple innovative business models, to reliably and securely connect things that matter, over time.
- Kerlink offers a comprehensive portfolio of industrial-grade Low Power Wide Area (LPWA) network LoRaWAN gateways, best-of-breed Network Server, unique Network Operations & Management Center, and value-added applications like Geolocation and Device Management to power end-to-end IoT networks worldwide.

**FOOTPRINT**
Based in France, with subsidiaries in the US, Singapore, India, and Japan, and a worldwide ecosystem of partners (EMS, OEM & device makers, VARs, Integrators & Service Providers), Kerlink offers a broad set of knowledge, expertise and experience embodied by fully committed teams to help you develop your business and reduce your operational and commercial risks.
**Why Kerlink?**

**KEY DECISION CRITERIA**

- **Secure my IoT project**, selecting a reliable and efficient player with proven track records of large deployments with public operators and private businesses worldwide (Kerlink powers 58% of worldwide LoRaWAN® deployments). Kerlink is also **certified ISO 9001: 2015** by AFNOR certification: The Quality Management System gives high priority to Customer satisfaction and progress implementation,

- **Select the best products & solutions** to give the best to your project selecting the market-leading solutions, with more than 200,000+ Kerlink installations worldwide, present in 70+ country, over 350+ Customers, powering 90% of EU LoRaWAN® Public Networks,

- **Get the benefits of technical expertise** working with a Founding and Board Member of the LoRa Alliance® since 2015, with 14 patents filed (as of May 31, 2021),

- **Rely on operational excellence** with Added Value Services and Professional Services based on cumulated experience in network robust design and operations integration,

- **Cut costs, create & maximize value**, reducing complexity with natively integrated solutions, carrier-grade, future-proof and evolutive LoRaWAN® gateways, Network Management suite, Services Enablers and Professional Services to anticipate specification evolution, support new enabling capabilities and secure data collection and transport,

- **Capitalize on long-term investments** working with a company recognized for its long-term support on both Business and technical domains, based on strong human value and customer-oriented DNA,

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**ANALYSTS VIEW**

“LoRaWAN®, thanks to its technical features, has become an IoT standard that can efficiently complement cellular IoT networks to deliver the versatile and cost-efficient last-mile coverage required to unlock massive IoT deployments. In this dynamic, Kerlink, leveraging its leading-edge comprehensive hardware and software portfolio, is playing a key role to enable industrial-grade connectivity set-up to both public and private secure and evolutive IoT networks.”

Robin Duke-Wooley - CEO, Beecham Research

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**AWARDS**

- Deloitte “Technology Fast 500 EMEA” 2017
- Les Echos & Statista “Champions of Growth” 2018
- Forbes Futur 40 “Biggest potential SME” 2018
- Financial Times & Statista “Europe’s Fastest Growing Companies” 2018
- CIO Techie “20 most trusted IoT Technologies Companies” 2019
- Juniper Research “Smart Cities Innovation Gold Award” 2020
- IoT Evolution World “Smart City Innovation Award” 2020
- IoT Evolution World “Product of the Year Award” 2020
- Golden Bridge «Annual Business and Innovation Bronze Award» 2020

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Source: LoRa Alliance®, Semtech and internal sources – excluding China