PRESS RELEASE

Thorigné-Fouillard and **Montaigu**, France – June 29 , 2018 8:00 am. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), and **SPHINX ,** which helps integrators, resellers and installers validate and deploy IoT and industrial-connectivity projects, today announced that SPHINX will include Kerlink's LoRa™ technology and products in its suite of network solutions.

With this distribution agreement, the two companies will focus on smart-energy, smart-city and smart-industry vertical markets in France, Spain and Italy.

"Our new strategic partnership with Sphinx will allow Kerlink to further build on the momentum established in IoT projects supporting innovative applications in Southern Europe said Ermeline Lebon, Kerlink's head of channel sales. "The company's expertise across a range of key verticals and its strong relationships with system integrators and resellers will help accelerate adoption of Kerlink's IoT network solutions for smart networks."

"SPHINX is constantly developing its suite of solutions with the latest technologies that can assure reliability and durability in extreme environments, and that includes partnering with leading global brands," said Hervé Mathé, SPHINX general manager. "Kerlink is a natural fit for us, because its IoT gateways are proven strong performers that meet the strictest standards in the energy, city or industry 4.0 markets."

This agreement supports Kerlink's commitment to grow its value-added distributors network and accelerate market penetration of LoRaWAN™ technology for private networks.

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 SPHINX

SPHINX is part of Pan-European SPHINX Group, which has 17 branches in Europe and supports integrators, resellers and installers in the study, validation and deployment of IoT projects and industrial connectivity. SPHINX is continually evolving its offering to offer state-of-the-art solutions, selecting leading brands in their markets. SPHINX is committed to providing its customers with reliable and durable equipment, specially designed for extreme environments and meeting the most stringent standards in the energy, city or automation markets.

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