KERLINK TO PROVIDE 10 000+ LoRaWan™ STATIONS TO TATA COMMUNICATIONS

TO DEPLOY THE WORLD LARGEST IOT LPWA NETWORK IN INDIA

PRESS RELEASE   Thorigné-Fouillard, 14 March 2017, 6.00 p.m.

Thorigné-Fouillard, France and **Mumbai (BSE)**, India - *14 March, 2017, 6:00 PM CET* - **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in network solutions dedicated to the Internet of Things (IoT), and **Tata Communications**, a leading provider of A New World of Communications™, are today announcing their commercial agreement for the immediate deployment of the widest LoRaWan™ based low power, wide area network (LPWAN) in India.

Tata Communications successfully ran a large-scale LoRaWan™ network pilot since June 2016, powered by several hundred of Kerlink LoRaWan™ Wirnet™ Stations, covering 40 million people in three major cities in India - Mumbai, Delhi and Bengaluru -. This live assessment confirmed the sharp design, the strong performance and the high reliability of Kerlink's gateways.

Tata Communications is working towards a nationwide roll-out of its LoRaWan™ network to cover Tier 1, 2, 3 and 4 cities in India, touching nearly 2,000 communities and over 400 million people, and is currently looking to deploy more than 10,000 Kerlink Wirnet™ iBTS Compact stations, making it soon the widest LoRaWan™ live network worldwide.

"Tata Communications' initiative of creating a nation-wide network for connected devices is ramping up significantly in scale since its launch. We are looking to roll out network across many cities in India and have partnered with domain experts to help us achieve this ambitious target", said V.S. Shridhar, Senior Vice President and Head – Internet of Things, Tata Communications. "Kerlink, one of the founding members of the LoRa Alliance™, demonstrated their willingness and capability to collaborate with us on this project and we are pleased to have them by our side, every step of the way."

"Kerlink is proud to be part of Tata Communications global plan to deliver a state-of-the art LPWA IoT Network, and to support this long-term strategy by delivering a new version of its Wirnet™ iBTS Compact station", confirmed William Gouesbet, Kerlink CEO. "On top of its market leading technical and LoRaWan™ features, this product now offers a 3G dual-SIM modem to ensure backhaul continuity of service, wherever the gateway will be deployed on the Indian territory. Moreover, its geolocation-ready design also immediately enables Tata Communications to anticipate new type of global, innovative and cost efficient services for its customers, benefiting from the native geolocation capability for LoRaWan™ connected devices".

About Kerlink

Kerlink specialises in network solutions for the Internet of Things (IoT). Its mission is to provide its clients – telecom carriers, businesses and public authorities – with network solutions (equipment, software and services) dedicated to the Internet of Things. Over the past three years, Kerlink has invested more than €8 million in R&D. In just over 10 years, more than 70,000 Kerlink installations have already been rolled out for more than 260 clients, including GrDF, Suez, Saur and Médiamétrie. In 2016, Kerlink generated revenues of €14.1 million, 25% of which internationally. Since 2013, it has posted average annual growth of more than 50%. Kerlink has been listed on Alternext Paris since May 2016.

For more information, visit www.kerlink.fr or follow us on Twitter @kerlink_news

About Tata Communications

Tata Communications Limited (CIN no: L64200MH1986PLC039266) along with its subsidiaries (Tata Communications) is a leading global provider of A New World of Communications™. With a leadership position in emerging markets, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global and pan-India network to deliver managed solutions to multi-national enterprises, service providers and Indian consumers.
The Tata Communications global network includes one of the most advanced and largest submarine cable networks and a Tier-1 IP network with connectivity to over 240 countries and territories across 400 PoPs, as well as nearly 1 million square feet of data centre and collocation space worldwide.
Tata Communications' depth and breadth of reach in emerging markets includes leadership in Indian enterprise data services and leadership in global international voice. Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

For more information, visit http://www.tatacommunications.com

*TATA COMMUNICATIONS and TATA are trademarks of Tata Sons Limited in certain countries.

About the LoRa Alliance™

The LoRa Alliance™ is an open, non-profit association that has grown to more than 400 members since its inception in March 2015, becoming one of the largest and fastest growing alliances in the technology sector. Its members are closely collaborating and sharing their experience to promote the LoRaWAN™ protocol as the leading open global standard for secure, carrier-grade IoT LPWA connectivity.

With the technical flexibility to address multiple IoT applications, both static and mobile, and a certification program to guarantee interoperability, the LoRaWAN™ is already being deployed globally by major mobile network operators and is anticipated to widely expand in 2017.

About LoRaWAN™

The technology utilized in a LoRaWAN™ network is designed to connect low-cost, battery-operated sensors over long distances in harsh environments that were previously too challenging or cost prohibitive to connect. With its unique penetration capability, a LoRaWAN™ gateway deployed on a building or tower can connect to sensors more than 10 miles away or to water meters deployed underground or in basements. The LoRaWAN™ protocol offers unique and unequalled benefits in terms of bi-directionality, security, mobility and accurate localization that are not addressed by other LPWAN technologies. These benefits will enable the diverse use cases and business models that will enable deployments of large-scale LPWAN IoT networks globally.