

# Kerlink Launches Japanese Subsidiary to Serve Growing Interest in the IoT in Japan and Speed Expansion in Asia



## PRESS RELEASE

**Thorigné-Fouillard**, France – Oct. 22, 2018, 8:00 a.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), today announced the launch of a Japanese subsidiary to support [LoRa™](#) network deployments in that country and accelerate the company's growth in Japan and across Asia.

Tsuneo Tatara, an international information and communications technology (ICT) veteran who joined Kerlink in the fall of 2017 as country manager to guide the company's ramp up in Japan, was promoted to general manager of the subsidiary, Kerlink Japan KK.

"Japan is a very large potential market for IoT deployments in the key verticals, such as smart cities, smart industry, asset tracking and smart health, and Kerlink will help develop that potential with this expanded presence in Japan," said Robert Clapham, Kerlink's assistant general manager. "Tsuneo Tatara has laid the groundwork for this expansion, which marks Kerlink's commitment to help large network operators, cities and small businesses realize the benefits of LoRa™ low-power, wide-area networks. One of his first tasks will be increasing Kerlink's sales staff in Japan and Asia."

Tatara has more than 40 years of professional experience with companies whose businesses spanned Japan, Canada and India. His expertise ranges from engineering and business development to sales and marketing, working with international fixed-operators and mobile telcos, telecom vendors and Japanese multinational companies.

"Kerlink has become a leading global provider of turnkey solutions for deploying [LoRaWAN™](#) networks, because of the reliability of its products, and focus on building long-term relationships with its customers, so they can achieve the specific goals for their IoT networks," Tatara said. "Since opening a sales office in Japan last fall, we have seen growing interest among Japanese ICT companies and smart-city proponents in deploying both public and private LoRaWAN networks. With this subsidiary, Kerlink will work closely with customers in Japan and Asia to start realizing the efficiency, safety and security benefits of the Internet of Things."

As a co-founder and board member of the [LoRa Alliance™](#), an ecosystem of more than 500 diverse companies that support LoRaWAN™ networks, [Kerlink](#) has played a major role in spreading LoRa technology around the world. Founded in 2004, the company has installed more than 100,000 gateways, base stations and other wireless connectivity products for M2M and IoT networks for more than 330 clients in Europe, Asia and North and South America. As it grew internationally, it diversified its IoT portfolio, augmenting its equipment with a complete range of services for designing, deploying and managing low-power, wide-area (LPWA) networks. Kerlink also specializes in critical network services, such as [geolocation](#), an accurate, land-based tracking technology that is both less expensive and more energy efficient than satellite-dependent systems, and device management, a powerful tool for configuring, updating, and remotely managing connected LoRaWAN™ devices.

# Kerlink Launches Japanese Subsidiary to Serve Growing Interest in the IoT in Japan and Speed Expansion in Asia

## 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.



## Upcoming events

Q3 2018 revenue: 30 October 2018 after close of trade

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



### Financial Press contact:

Actifin  
Isabelle Dray  
+33 (0) 1 56 88 11 29  
[idray@actifin.fr](mailto:idray@actifin.fr)

### Investors contact:

Actifin  
Benjamin Lehari  
+33 (0) 1 56 88 11 25  
[blehari@actifin.fr](mailto:blehari@actifin.fr)



### Press and Market Analysts contact:

Mahoney Lyle  
Céline Gonzalez  
+33 (0) 6 75 85 60 42  
[cgonzalez@mahoneylyle.com](mailto:cgonzalez@mahoneylyle.com)



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



[fr.linkedin.com/company/kerlink](http://fr.linkedin.com/company/kerlink)



[@kerlink\\_news](https://twitter.com/kerlink_news)

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

NETWORKS SOLUTIONS  
FOR THE INTERNET OF THINGS

**kerlink**  
communication is everything