

Kerlink Joins Forces and Electronica Elemon Join Forces to Accelerate Adoption of Internet of Things in Latin America

Leading Electronics Distributor Based in Argentina Targets Smart Cities, Smart Agriculture and other Key Vertical Markets



PRESS RELEASE

Thorigné-Fouillard, France and **Buenos Aires** – Dec. 20, 2018, 06:00 p.m. CET – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things (IoT), and **Electronica Elemon**, the leading electronic components distributor in Argentina, today announced that Electronica Elemon is selling and installing Kerlink's IoT solutions in Argentina.

Established in 1975 and based in Buenos Aires, Electronica Elemon serves the country's largest cities, where it focuses on manufacturers and large businesses, and municipalities deploying smart-city solutions. The company also has sales offices in Miami to serve customers in other Latin American countries. With the second-largest economy in South America, Argentina provides Electronica Elemon with a strong base for developing a LoRaWAN™-oriented business model. In addition to smart-cities, the company is focusing on multiple verticals, such as smart parking, smart lighting, smart agriculture, smart buildings, smart metering and waste management.

Electronica Elemon has installed more than 250 Kerlink gateways, primarily the Wirnet iBTS Compact, a highly scalable, outdoor LoRaWAN gateway, in Argentina and major cities of Latin America. Its LoRaWAN IoT coverage area in Argentina accounts for more than 70 percent of the country's GDP.

"Building on more than 43 years of experience supplying major industries with high-quality electronic components and equipment, Electronica Elemon is well positioned to accelerate adoption of the Internet of Things in our markets," said Daniel M. Garbarino, the company's president. "Our experience with Kerlink in the City of Buenos Aires confirmed for our customers and us why Kerlink is a leading global provider of LoRaWAN networks, and why partnering with them will help both our companies."

"Electronica Elemon is recognized as a very reliable business partner and supplier of high-quality equipment in Argentina," said Ermeline Lebon, head of channel sales at Kerlink. "Their thorough understanding of the vertical business sectors and their contacts will help position Kerlink as a leading provider of LoRaWAN™ solutions in what is becoming a very dynamic IoT market."

Kerlink Joins Forces and Electronica Elemon Join Forces to Accelerate Adoption of Internet of Things in Latin America

Leading Electronics Distributor Based in Argentina Targets Smart Cities, Smart Agriculture and other Key Vertical Markets

About Kerlink Group

Kerlink Group is a leading global 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 Electronica Elemon

Electronica Elemon S.A. was founded by Juan Garbarino in 1975 with the main objective of becoming the leader in passive-components distribution for Argentinian manufacturers. After achieving that goal, Electronica Elemon targeted the semiconductor market. That was the first step to work on project design and to provide a one-stop solution to manufacturers. As a result, the company developed the skills to be a complete solution to its customers.

Electronica Elemon is now the main electronic components & equipment distributor in Argentina with market share exceeding 25 percent. Working with more than 1,200 active customers, it has achieved 5x revenue growth since 2003. Committed to improving its offer to customers, the company continually invests in training for its customers and in increasing its engineering resources. The company also pursues new opportunities in Latin America as well as expanding its operations in Argentina.

Kerlink Joins Forces and Electronica Elemon Join Forces to Accelerate Adoption of Internet of Things in Latin America

Leading Electronics Distributor Based in Argentina Targets Smart Cities, Smart Agriculture and other Key Vertical Markets



Elemon contact:

Daniel Garbarino

danielgarbarino@elemon.com.ar

Investors contact:

Actifin

Benjamin Lehari

+33 (0)1 56 88 11 25

blehari@actifin.fr

**Press and Market Analysts
contact:**

Mahoney Lyle

Céline Gonzalez

+33 (0) 6 75 85 60 42

cgonzalez@mahoneylyle.com

Financial Press contact:

Actifin

Isabelle Dray

+33 (0) 1 56 88 11 29

idray@actifin.fr



www.kerlink.com



fr.linkedin.com/company/kerlink



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

www.kerlink.com

NETWORKS SOLUTIONS
FOR THE INTERNET OF THINGS

kerlink
communication is everything