

KERLINK ANNOUNCES THE ARRIVAL OF ITS MARKETING AND COMMUNICATIONS DIRECTOR

PRESS RELEASE

Thorigné-Fouillard, 9 January 2017, 6:00 p.m.

Thorigné-Fouillard, France, 9 January 2017 – **Kerlink** (ALKLK - FR0013156007), a specialist and global leader in solutions dedicated to the Internet of Things, is today announcing that it has hired a Marketing and Communications Director.



Stéphane Dejean, 46, is joining KERLINK today in the role of Marketing and Communications Director. In his role as IoT Product Marketing Director for Orange Business Services since August 2011, Stéphane managed the cellular connectivity solutions portfolio for major international clients. Stéphane has been involved in the IoT market for 14 years. He actively contributed to the success of Jasper Cisco in the EMEA region, after having launched Bouygues Telecom's M2M business in France in 2003.

He will be a member of Kerlink's Management Committee, where he will be able to bring his knowledge and expertise to foster consensus decision making. He will be primarily tasked with enhancing the company's strategic marketing, developing product marketing, and stepping up operational marketing and communication.

William Gouesbet, Chairman and CEO, stated: *"I am delighted to welcome a new talent into the Kerlink family. This is an essential addition to our team in order to continue the company's development, especially internationally. The main responsibilities of this role will involve stepping up external growth projects and respecting our company's values."*

Stéphane Dejean said, *"joining Kerlink at this key stage in its growth is a real opportunity to drive the company's international development as part of an ambitious industrial and technological project. Putting my knowledge of operators and the IoT ecosystem to work for Kerlink's benefit will, in my opinion, open the door to enhance our visibility on the market, capitalise on renowned expertise and establish Kerlink's place as a leader in equipment supplies and comprehensive LoRa solutions."*

Working in close cooperation with all of Kerlink's departments, Stéphane Dejean's arrival is another step in the strengthening of Kerlink's governance to support the Group in its rapid development.

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 nearly €7 million in R&D. In 2015, this effort accounted for more than 30% of the company's revenues. Over the past 10 years, more than 50,000 Kerlink installations have already been rolled out for more than 120 clients including GrDF, Suez, Saur and Médiamétrie. In 2015, Kerlink generated revenues of €7.4 million. Since 2014, it has posted average annual growth of more than 40%. International revenues have more than tripled in two years and now stand at over 20% of the total business. Kerlink has been listed on Alternext Paris since May 2016.

Financial calendar

2016 annual revenue on 31 January 2017 after market closure