## **CEO KEYNOTE**

### DONNA MOORE LORA ALLIANCE<sup>®</sup> CEO & CHAIRWOMAN

LoRaWAN<sup>®</sup> Live! New Delhi, India October 17, 2019

#### FOR REFERENCE ONLY, NOT FOR PUBLICATION USE GLOBAL LORAWAN® MARKET 2023

731M LoRa/ LoRaWAN Connected Devices

"As of this year, LoRaWAN is by far the leader in LPWAN."

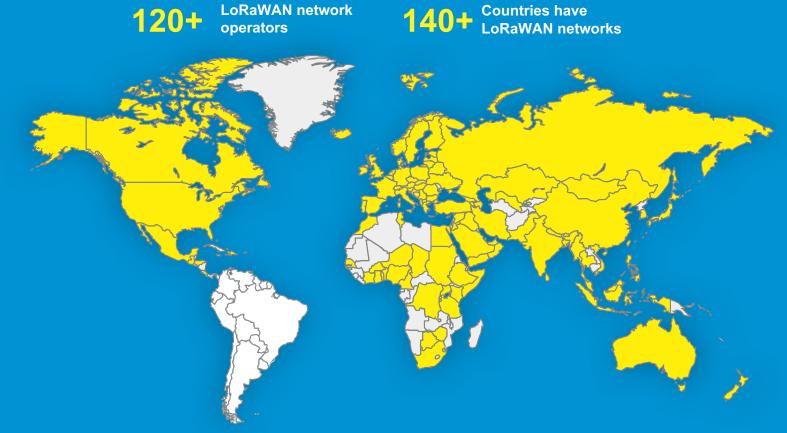
– Lee Ratliff, iHS Markit

Source: iHS Markit, 4th Annual LPWAN Report, June 2019



2

#### FOR REFERENCE ONLY, NOT FOR PUBLICATION USE LORAWAN<sup>®</sup> Network Coverage: 60% Growth since 2018





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#### FOR REFERENCE ONLY, NOT FOR PUBLICATION USE MOST EXTENSIVE IOT MEMBER ORGANIZATION

Sponsor Members **Contributor Members** Q.101 ALLEN 💩 addio Actility 0 00 0000745 tina? COMMENT OF TAXABLE PARTY. Chirtler D DEKRA .1 1.1 1. aws cisco × C pears P complete Batante 8 (BL) (intel) C) CEMA kerlink O ER TELECOM Itron € kiwi 10410 7 W 6528 0 in the section of the 60 Löwan. MACHINEQ -A mg Devicies NNP netmore 0 0 XX Netze BW N Angeleon HERC 1111 probleman O-bunkher! Sagemcom + senet C benda = SoftBank  $\otimes$ 5 3 TARA COMPANY AND A ォ **Tencerit** SEMTECH Doud A sprouse TTA NUMBER 471 TEKTELIC ventus 🖤

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Adopter & Institutional Members

#### + largest developer ecosystem

As of October 2019



FOR REFERENCE ONLY, NOT FOR PUBLICATION USE WHY LORAWAN®

# **Differentiators & Benefits**





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# FOR REFERENCE ONLY, NOT FOR PUBLICATION USE WATER CONSERVATION AND QUALITY

LoRaW4N

**Smart Tech for a Sustainable Planet** 



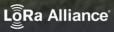
# **AIR QUALITY**





# SMART AGRICULTURE AND LIVESTOCK





# UTILITIES

LongRal MAN



# INDUSTRIAL





# **SMART CITY**

Waste Management







Health &

Human



Environmental Monitoring



Smart

Parking

Traffic Management







Energy





Water

Management





# **BUSINESS TRANSFORMATION**









## FOR REFERENCE ONLY, NOT FOR PUBLICATION USE MILLIONS OF CONNECTED DEVICES



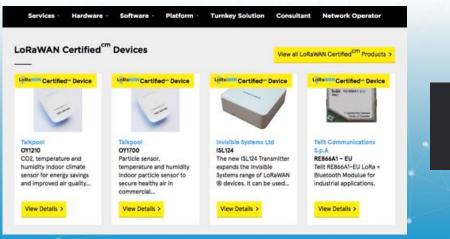
### Smart Tech for a Sustainable Planet





# Look for the Mark!

# LORALAN CERTIFIED



### PROMINENTLY FEATURED IN THE LoRaWAN® SHOWCASE!







# LoRaWAN<sup>®</sup> Certification Testing Now in India!

No need to ship devices outside of India

Quicker and more costeffective path to certification









# LoRaWAN®

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Technology news for Australia's largest



#### Industry Sectors Data & Analytics Energy & Grid Management Smart Water IOT Regional News Europe & UK Smart Grid

French utility to digitise 70% of water meters January 2, 2019





largest wind turbine gets green light from DNV GL October 7, 2019

> Cubico investments see 600MW renewable portfolio go live in Mexico October 7, 2019

Facebook 6% rate increase to help Duke reduce

Twitter

IT Brief



Fleet Space announces three million sensors on its satellite IoT network

- 筒 12 Feb Fleet Space Technologies announced the major 2019 success of Project Galaxy, registering a million devices to its low-cost satellite network in less than & Newsdesk 24 hours, with an additional two million devices and counting on its waiting list SHARE:
- Project Galaxy is Fleet Space Technologies' first step to connect millions of low-power, long-range In LinkedIn LoRaWAN.
  - Fleet Space Technologies launched the first of its nanosatellites in 2018 on board SpaceX. Rocket Lab and ISRO, to create its global, low-powered IoT connectivity network.



BROADBAND : VIDEO : GENERAL : IT : INDUSTRY RESOU WIRELESS

(()) WIRELESS

#### American Tower takes LoRaWAN to 112 Brazilian cities

Monday 9 September 2019 | 17:22 CET | News

Less than a year after commercial launch in Brazil, American Tower has expanded its LoRaWAN IoT network to 112 cities across the country, covering approximately 70 million people. The

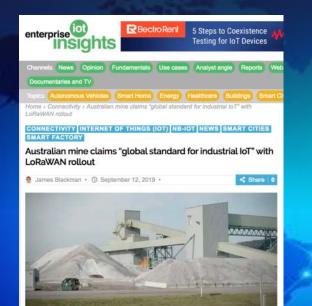




its water services



# UNLIMITED APPLICATIONS from thousands of companies worldwide



#### 📕 News . Local News . Farming

#### Sheep and cattle tracked by satellite as Welsh farms connect to the Internet of Things

Farmers can now see what their livestock get up to on their mobile phones. The trial project will be followed this autumn by the roll-out of LoRaWAN wireless technology across Wales





HSB recently announced a new customized IoT solution for schools, which is designed to protect school buildings and equipment against water leaks, freezing pipes, mold, and perishable goods spoilage.









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