



Lantronix Expands European Distribution Footprint Through Strategic Partnership With Melchioni Electronics

Descrizione

COMUNICATO STAMPA - CONTENUTO PROMOZIONALE

IRVINE, Calif., March 03, 2026 (GLOBE NEWSWIRE) - Lantronix Inc. (Nasdaq: LTRX), a global leader in compute and connectivity IoT solutions powering Edge AI applications, today announced a strategic distribution partnership with Melchioni Electronics, a Milan-based technology distributor serving the European region. This agreement strengthens Lantronix's go-to-market strategy across Europe and is expected to accelerate regional revenue growth by expanding access to its IoT and Edge AI portfolio.

Under the distribution agreement, Melchioni Electronics will distribute Lantronix's IoT and Edge AI product solutions while providing localized technical and sales support across key European markets, including Italy, Spain, Germany, France, Slovenia and Greece. The partnership leverages Melchioni's established regional presence, multi-country infrastructure and long-standing customer relationships to broaden Lantronix's market penetration.

"The partnership with Melchioni Electronics enhances Lantronix's ability to efficiently scale in Europe by leveraging a well-established regional distributor with deep technical and customer expertise," said Kurt Hoff, chief revenue officer at Lantronix. "As demand for secure, reliable AI and IoT solutions continues to grow, this agreement positions us to expand our customer base, shorten sales cycles and support sustained international growth."

Melchioni Electronics brings decades of experience distributing advanced technology solutions across industrial, embedded and connectivity markets. Its regional footprint and value-added services are expected to support faster adoption of Lantronix's products and services while improving customer engagement and post-sales support.

"We are pleased to partner with Lantronix and add its IoT and Edge AI solutions to our portfolio," said Marco Ghisellini, System Solution Platform manager of Melchioni Electronics. "Lantronix's offerings align well with the needs of our customers, and we see a strong opportunity to drive adoption

across the European region.â?•

Investor Highlights

About Lantronix

Lantronix Inc. (Nasdaq: LTRX) is a global leader in Edge AI and Industrial IoT solutions, delivering intelligent computing, secure connectivity and remote management for mission-critical applications. Serving high-growth markets, including smart cities, enterprise IT and commercial and defense unmanned systems, including drones, Lantronix enables customers to optimize operations and accelerate digital transformation. Its comprehensive portfolio of hardware, software and services powers applications from secure video surveillance and intelligent utility infrastructure to resilient out-of-band network management. By bringing intelligence to the network edge, Lantronix helps organizations achieve efficiency, security and a competitive edge in today's AI-driven world. For more information, visit the Lantronix website.

About Melchioni Electronics

Melchioni Electronics is a prominent company specializing in the distribution and integration of high-quality electronic solutions. With a strong reputation in the industry, Melchioni Electronics serves a diverse range of industrial sectors. The company is known for its expertise in providing electronic components and its ability to tailor customized solutions to meet the unique needs of its clients. Melchioni Electronics is committed to innovation and excellence, continually pushing the boundaries of technology to deliver cutting-edge electronic solutions to its customers. With a focus on quality, reliability and customer satisfaction, Melchioni Electronics is a trusted partner for businesses seeking advanced electronic solutions and integrations services. For more information, visit the Melchioni Electronics website.

â??Safe Harborâ?• Statement under the Private Securities Litigation Reform Act of 1995: This news release contains forward-looking statements within the meaning of federal securities laws, including, without limitation, statements concerning regional growth expectations in Europe and Lantronix's positioning to capitalize on potential opportunities arising from the described partnership. These forward-looking statements are based on our current expectations and are subject to substantial risks and uncertainties that could cause our actual results, future business, financial condition, or performance to differ materially from our historical results or those expressed or implied in any forward-looking statement contained in this news release. The potential risks and uncertainties include, but are not limited to, such factors as the effects of negative or worsening regional and worldwide economic conditions or market instability on our business, including effects on purchasing decisions by our customers; our ability to mitigate any disruption in our and our suppliers's and vendors's supply chains due to changes in U.S. or foreign government trade policies, including recently increased or future tariffs, a pandemic or other outbreaks, wars and recent conflicts in Europe, Asia and the Middle East, or other factors; future responses to and effects of public health crises; cybersecurity risks; changes in applicable U.S. and foreign government laws and regulations; our ability to successfully implement our acquisitions strategy or integrate acquired companies; difficulties and costs of protecting patents and other proprietary rights; the level of our indebtedness, our ability to service our

indebtedness and the restrictions in our debt agreements; and any additional factors included in our Annual Report on Form 10-K for the fiscal year ended June 30, 2025, filed with the Securities and Exchange Commission (the "SEC") on Aug. 29, 2025, including in the section entitled "Risk Factors" in Item 1A of Part I of that report, as well as in our other public filings with the SEC. Additional risk factors may be identified from time to time in our future filings. In addition, actual results may differ as a result of additional risks and uncertainties about which we are currently unaware or which we do not currently view as material to our business. For these reasons, investors are cautioned not to place undue reliance on any forward-looking statements. The forward-looking statements we make speak only as of the date on which they are made. We expressly disclaim any intent or obligation to update any forward-looking statements after the date hereof to conform such statements to actual results or to changes in our opinions or expectations, except as required by applicable law or the rules of the Nasdaq Stock Market LLC. If we do update or correct any forward-looking statements, investors should not conclude that we will make additional updates or corrections.

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