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## Press Release

### ***Hermaringen – Hauff-Technik has a shareholding in ZweiCom GmbH - a remarkable synergy in the area of "digital infrastructure"***

**Hauff-Technik has a 50% share in ZweiCom GmbH, Jagstzell, a specialist in the development and production of passive components for optical fibre infrastructure.**

ZweiCom GmbH was founded in 2005 as the optical fibre connections available in the market were not suitable for a mass rollout as required by FttH (Fiber to the Home). The products developed by ZweiCom are characterised by an extremely high packing density for optical fibre as well as easy installation, which enables the customer to save space and time in setting up optical fibre network infrastructure.



Distribution system for optical fibre connections of the company ZweiCom

Hauff-Technik GmbH & Co. KG is one of Europe's leading manufacturers of cable, pipe and line entries and is involved in several expansion projects of optical fibre networks in Germany as a market leader in house connections. Thanks to its extensive portfolio, the products of Hauff-Technik are used both in central distribution stations as well as for the professional sealing of house connections. Since 2008, ZweiCom is the preferred supplier of many network operators in Germany and in neighbouring countries; customers of Hauff-Technik include numerous public utilities and telecommunication companies in addition to the largest energy suppliers.

Horst Scheuring was involved in the area of house connections at Hauff-Technik from the very beginning and therefore knows the market requirements very well. He will focus on the area of sales of the joint venture as the Managing Director. "In the connection of the two companies and the synergy, we generate an enormous potential to be even more efficient and competitive in the future", says Horst Scheuring. "This allows us to respond flexibly, quickly

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and individually to market demands and customer needs.”

“The two companies fit perfectly with each other. They maintain the same corporate culture and have established themselves as specialists for individual client requirements and the highest service levels”, says Managing Director Dr. Michael Seibold of Hauff-Technik. “For Hauff-Technik, it is the first shareholding and therefore a completely new challenge that we will address with respect and will lead to success together.”

### **Huge backlog demand of fiber-optic expansion in Germany**

Previously optical fibre networks were usually not laid down to the consumers at their homes in Germany, but rather remained the backbone of communication networks. In future, distribution stations and optical distribution frames with ZweiCom technology will be needed to connect the large optical fibre bundles to the end customers.

The so-called "last mile" is often covered by twisted pair telephone copper wires or coaxial cables that are already present. At the transition from optical fibre cables to copper lines, the incoming optical signal must be converted into an electrical signal, and then be guided further to the homes. This takes place in the corresponding outdoor cabinets by the roadside.

ZweiCom components are also used there to guide the delicate optical fibres.

Regional suppliers, municipalities and private investors in Germany use the interim funding of the Federal Government to lay down fast optical fibre networks in their areas. They present the largest market potential currently besides Deutsche Telekom; over 70% of all optical fibre connections are realized by such companies. The future topic "digital infrastructure" is therefore an important growth area. Every year, it is estimated that several million households will be connected to the fast optical fibre network in Germany alone in the next five to ten years.

### **Optical fibre network expansion - an important issue for ZweiCom and Hauff-Technik**

Not only ZweiCom but also Hauff-Technik has been intensively engaged with the issue of optical fibre expansion for a long time. At Hauff-Technik, a partner of the Academy for Passive Network Technology, a roadshow with a comprehensive training program recently took place. Here, many participants from the fields of planning, operation, execution and commissioning were brought up to date in terms of technology by firms involved in the expansion of the optical fibre network.

Both companies know the market and the requirements very well and see tremendous growth opportunities here based on their product portfolio.

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