

## Company Profile

**atecom™** is a highly profitable, privately held and bank independent company. We are a specialized, innovative provider of solutions for transmission of broadcast content over broadband networks. Our products enable Digital TV to cross wide-area networks fail-safe. Delivered to telcos, network operators, broadcasters and service providers around the world, atecom's reliable and flexible products set a standard for the transport of SD-TV, HD-TV, DVB-T, DVB-H and IPTV content over almost any type of fiber, satellite, cable or radio-link network (e.g. SDH, PDH, ATM, SonetNG, OTH, IP).

During 12 years of operations, **atecom™** has established an extensive international reseller network, including more than 15 renowned distributors (e.g. Scientific Atlanta/Cisco, Scopus et al.). This enables **atecom™**, together with its direct sales activities, to target a broad and prestigious international customer base including direct access to the market leaders (e.g. Swisscom, SRG, WDR, Telefonica O2, Telekom Austria, NTL, Japan Telekom, T-Systems et al.). Due to the excellent quality and reliability of its solutions, the Company benefits from high customer retention rates and particularly strong customer relationships.

**atecom™**'s technological know how as well as the quality, reliability and flexibility of its innovative product series is well above market standard, particularly for challenging customer requirements in complex, international network infrastructures. More than 2.000 units sold worldwide serve as proof of the aforementioned statement.

Within the next few years, **atecom™** intends to continue its sustainable revenue growth, thus enhancing its comfortable position in the highly attractive market for video and audio transmission. The Company's vision is to extend its position as a leading provider of high-end DVB-compliant Wide Area Network access devices and End-to-End Network Management Software.

**atecom™**'s strength in the market is derived from the creative application of its innovative research and development, its long term expertise in network access equipment for mission critical applications, the high quality of its product series, the strong relationships with its renowned customer base as well as the profound knowledge of its customers' requirements and target market. This combination makes **atecom™** a high-performing, fast and reliable partner for its international customer base.

**atecom realizing visions™** GmbH ([www.atecom.com](http://www.atecom.com)) was founded in 1994 and is located at Pascalstr. 67 in D-52076 Aachen, Germany. **atecom™** and its affiliated company dtv-4-all™ GmbH, responsible for make-to-order assembly & logistics, currently employ 26 people full-time.

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