

ADC Your Local, Global Partner





ADC Overview

ADC is a world leader in providing global network infrastructure products and services that enable the profitable delivery of high-speed Internet, video, data, and voice services to residential, business and mobile subscribers worldwide.

The need for ubiquitous access, scalable bandwidth and robust, reliable connectivity is no different for a carrier, cable company or enterprise. All depend on ADC's network infrastructure expertise to help them design and deploy wired and wireless networks that can deliver reliable broadband services over any device, anytime, anywhere.

Since 1935, ADC has been committed to its core set of values: customer, quality, innovation, teamwork and integrity. These values serve as our operational foundation and are integrated into our overall business strategy. ADC provides the solutions that enable our customers to meet their customers' demands for advanced broadband and IP services—now and in the future.

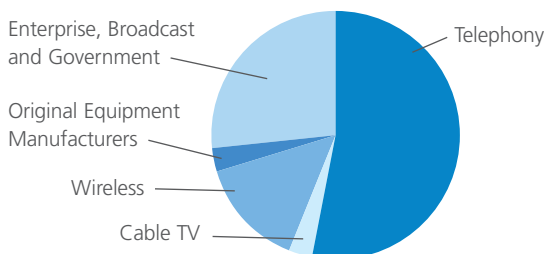




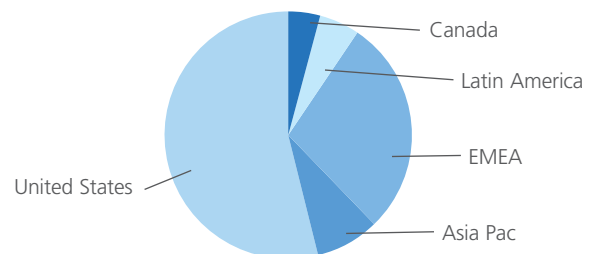
Global Market Presence

In our goal to be the leading global provider of communications network infrastructure solutions, ADC is focused on the products and services that support our customers' migration to next-generation networks in more than 150 countries around the world. In addition to the design and manufacturing of innovative equipment for broadband networks, our commitment to deliver excellent quality and value to our customers strengthens our industry position and enhances our long-term growth potential. In this challenging environment, we continue to focus on our customers' business issues as well as their network needs. We provide solutions that enable them to meet today's dynamic market conditions and their own customers' expectations for advanced services.

Customer Sales
> 3,000 Customers Worldwide



Geographic Sales
> 150 Countries



Representative Customers: Barclays, Barcap, Barclaycard, Goldman Sachs, HSBC, Bank of England, Mizuho Corporate Bank, Bloomberg, ntl Telewest, O2, Zurich, Carphone Warehouse, GSK, EDS, MOD, Renault F1, Peugeot, GCHQ, Marks & Spencers, BAA, First Data, CSC



ADC's Global Enterprise Solutions

ADC's TrueNet® line of global enterprise solutions consists of an integrated portfolio of copper and fiber cable, connectivity, and cable management for data center and network infrastructure applications that provide outstanding performance and unrivaled flexibility. In addition, ADC offers the best choices for comprehensive, reliable, and high-performance in-building wireless voice and data communications systems that satisfy the highly variable needs of employees and visitors in the most complex of facilities. Many of the world's largest, multi-national companies use these solutions to deploy cost-effective, scalable network infrastructures that maximize their return on investment.

ADC's global enterprise solutions are designed and manufactured to meet the unique needs, increasing bandwidth requirements, and energy efficiency necessities of global organizations. The portfolio includes:

- Shielded and unshielded copper cabling – Cat 5e, Cat 6, Cat6A, and Cat7
- Fiber cabling – PVC, LSZH, Plenum and Riser
- Copper and fiber connectivity patching solutions
- Work area solutions
- Cable management solutions

The portfolio is supported by the industry's most comprehensive "global", end-to-end warranty that guarantees error-free performance. ADC customers receive peace of mind and are ensured that their diverse needs are met anywhere around the globe.

Global Reach

ADC has the ability to service our customers globally with products and local support through:

- Global operations divided into four regions (Americas/EMEA/Asia Pac/India) with subsidiary companies in 30 countries including the UK, US, Germany, Hong Kong, South Africa, India, and Australia
- ADC representation in more than 150 countries
- Manufacturing facilities located in the US, Czech Republic, Germany, India, Australia, China, and Mexico
- The expertise, infrastructure and people to support clients around the world
- A global culture of success



**ADC is your “local global partner,”
understanding global initiatives and supporting local needs.**

U.S.

Eden Prairie, MN
World Headquarters
Pre/Post Sales Support &
Customer Service

Shakopee, MN
Manufacturing & Distribution
Research & Development

Santa Teresa, NM
Manufacturing & Distribution
Pre/Post Sales Support &
Customer Service

Sidney, NE
Manufacturing & Distribution
Pre/Post Sales Support &
Customer Service

North Bennington, VT
Manufacturing & Distribution
Research & Development

San Jose, CA
Research & Development
Distribution
Customer Service
Pre/Post Sales Support

Marietta, GA

Mexico

Delicias, MX
Manufacturing & Distribution

Juarez, MX
Manufacturing & Distribution

South America

Cotia, Brazil

Africa

Midrand, South Africa
Pre/Post Sales Support

Europe

Cheltenham, UK
Research & Development
Pre/Post Sales Support

Berlin, Germany
Manufacturing & Distribution
Research & Development
Pre/Post Sales Support

Brno, Czech Republic
Manufacturing & Distribution
Customer Service

Madrid, Spain
Pre/Post Sales Support

Zaventem, Belgium
Pre/Post Sales Support

Asia

Kwai Chung, China
Hangzhou, China
Shenzhen City, China
Jinan, China
Shanghai, China
Manufacturing & Distribution
Research & Development
Pre/Post Sales Support

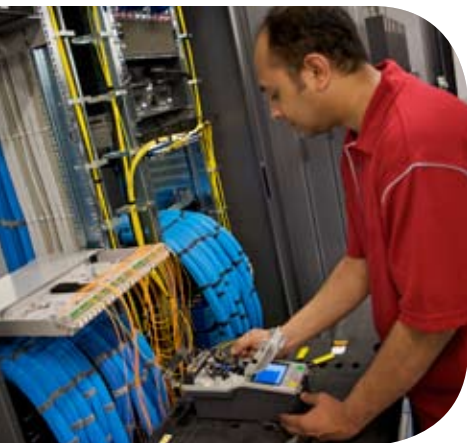
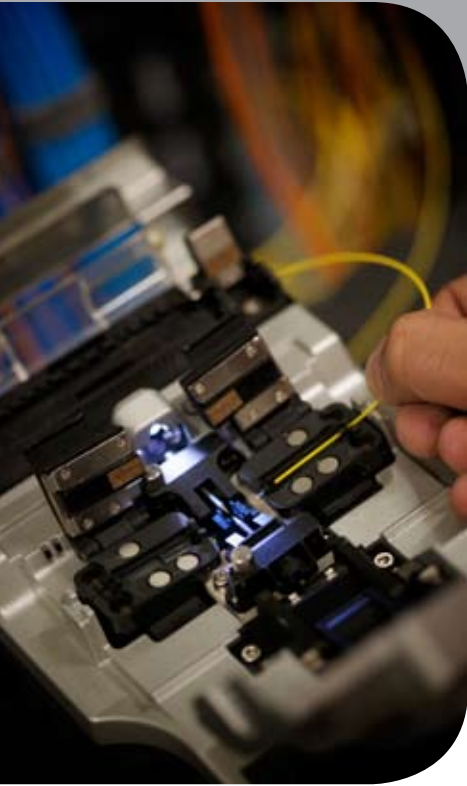
Bangalore, India
Manufacturing & Distribution
Research & Development
Pre/Post Sales Support &
Customer Service

Singapore, Singapore
Pre/Post Sales Support

Australia

Berkleyvale, Australia
Manufacturing & Distribution
Research & Development
Pre/Post Sales Support &
Customer Service

Over 60 additional ADC locations in more than 30 countries across the globe.



Supporting Global Customers

ADC understands that global organizations have very specific needs and has the infrastructure in place to support global customers and their local requirements.

- Product portfolio – breadth of a regional portfolio to support all geographies
- Logistics – project visibility and product availability (through ADC and distribution)
- Standardization – regional portfolios and programs meet the same exacting standards
- Pricing – regional pricing model to support customer requirements
- Support – a global account support structure in place

Global Distribution Capabilities

ADC has recommended global and local distribution and logistics services partners to ensure you have product at the right place and at the right time.

Global Best-in-Class Installation Programs

ADC has a network of installers, contractors and integrators that are certified to ensure consistency across the global. ADC's global installation program, like the entire TrueNet product portfolio, focuses on standards compliance and allows for regional differences and specifics (ISO vs. TIA standards).

Superior Support and Value-Added Services

ADC has structured its organization to support valued customers on a global, regional and local level.

- Regional Account Manager – supported by Global Account Coordinator
- Regional Project Manager – single point-of-contact for contractor partners to ensure that projects run smoothly
- Regional Support – systems engineers, product management, development engineers, training, technical audits and design support
- Global Customer Support Structure – Regional Account Managers, and Technical Assistance

A Proven Track Record

ADC's network infrastructure solutions leverage carrier-class best practices and offer our clients the most comprehensive global solution portfolio available in the market. With experience serving the world's premier multi-national companies, ADC builds long term relationships with our clients and becomes "your" team.



What ADC can do for you?

Choosing ADC as your "Local Global Partner" is easy when you understand the value, support and global reach of the organization. With ADC you receive the following:

- A low risk and financially stable organization with years of experience
- The widest range of "best-in-class" solutions for now and in the future
- Global channel support with product availability and installation excellence
- Outstanding support with in region product management, engineering, technical and commercial support, and customer service
- Proven track record with multi-national organizations and the ability to meet our client's requirements

Visit www.adc.com to learn more.

ADC Your Local, Global Partner



Website: www.adc.com

From North America, Call Toll Free: 1-800-366-3891 • Outside of North America: +1-952-938-8080

Fax: +1-952-917-3237 • For a listing of ADC's global sales office locations, please refer to our website.

ADC Telecommunications, Inc., P.O. Box 1101, Minneapolis, Minnesota USA 55440-1101

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