

# ATL TELECOM EXPANDS NORDIC REGION BY SIGNING TEAMCOM AS A KEY DISTRIBUTOR

Submitted by: ATL Telecom

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St Mellons, Cardiff, 1st May 2003 - ATL Telecom Ltd, formerly Ascom Telecommunications and a leading supplier of voice and data products to the telecommunications industry, has today announced that it has signed a distributor agreement with Teamcom in Norway, a leading systems integrator in the area. The agreement is the first formal distributor agreement in the region, and forms part of ATL's ongoing global growth plans for the next two years.

David Tomlinson, Sales and Marketing Director at ATL Telecom said, "The Nordic region is an important market for us, and we've had much success in supplying product to several resellers in the area for some time. Teamcom will play a critical part in moving forward as they are renowned for their knowledge and expertise, so we are happy to be working with them."

Richard Nilsen, Director Scandinavia at Teamcom said, "I feel that the fit with ATL is extremely good. Firstly, it is one of the few remaining companies that is still actually manufacturing its own equipment, and therefore in full control of the quality of its products. Secondly, the product mix manufactured by ATL in terms of the mixture of transmission and access products, suits our market very well. And lastly, the products available now, and the new products due to be launched this year are extremely competitively priced."

## About Teamcom

Teamcom AS is a Norwegian owned company involved in manufacturing, turn-key deliveries, installation and commissioning of advanced telecom products and systems to the industrial market. With offices in Norway (Bergen and Oslo), Sweden (Östersund) and Pakistan (Lahore) it has customers throughout the world.

## About ATL Telecom

ATL Telecom Ltd, previously Ascom Telecommunications Ltd, is a privately owned company that specialises in the development and manufacture of voice and data products for the telecommunications industry. It boasts an impressive list of customers that include the likes of British Telecom, HSBC, Thistle Hotels and Marks & Spencer. It also exports to over 40 countries, with major customers in China, Portugal, South Africa, India and Indonesia.