



Five years of LANCOM – five years of success with information technology Made in Germany

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Birthday celebrations for market leader in networking

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Aachen, May 14, 2007—On May 24 LANCOM Systems celebrates its fifth birthday. Since its foundation the company has grown to become Germany's largest supplier of networking technology. The LANCOM Systems success is thanks to its employees and partners.

The high-quality products, lean company structures, a product portfolio which is aimed at professional users, and the unwavering focus on the specialist-reseller channel have lead to LANCOM System's outstanding position in the market.

Without chasing after short-lived trends, the company has established itself with strong products in new segments such as wireless networking (WLAN) and Internet telephony (VoIP, Voice over IP).

In the D/A/CH region, LANCOM is launching five promotional campaigns to thank its channel partners for the exceptional cooperation. The first campaign, which started on May 1, gives partners a five-percent discount on the entire product range.

Co-founders and Managing Directors Ralf Koenzen und Ulrich Prinz look back with considerable pride on LANCOM's first five years. "We have proven that Germany is a top location for high-tech. Our development and production are based locally, which puts us in an excellent position to handle projects that demand speed and flexibility." says Ralf Koenzen.

"We owe a great deal of our success to our channel partners," adds Ulrich Prinz. "In so many cases their commitment and know-how set a fantastic example. Of course we have to express our thanks in a suitable manner. The discount campaign is just the first step. Our partners will benefit from similar fireworks at the start of each of the coming four months."

Throughout the company's history, LANCOM has set a number of technical milestones in the industry:

Within a year of the company's foundation, LANCOM presented Europe's first WLAN products with data rates of 54 Mbps and certification by the Regulatory Authority for Telecommunications. Rapid implementation of new technologies and their adaptation to the European market continue to be an important factor in the company's success.

2003 saw the first WLAN products with up to 108-Mbps data transfer speeds and Europe-wide certification. In 2004 LANCOM was the first European manufacturer to introduce improved security functions for wireless networks.

Throughout this year LANCOM has integrated VoIP functions into all of its products. The highlight in VoIP developments to date was introduced by LANCOM in 2006 with the first professional VoIP gateway featuring an integrated ADSL2+ modem and offering connections secured by Virtual Private Networking (VPN).

Further, the rapidly growing market for industrial applications has also been supplied with specialized products from LANCOM for the last two years now.

For the last three years the company has been pushing to develop its European markets. On their fifth birthday, LANCOM is positioned in all major markets in central Europe.

Background

LANCOM Systems GmbH is a leading German manufacturer of reliable communications solutions for large enterprises and SMEs, public authorities and institutions. We supply products and software for IP-based VPN, VoIP and wireless networks, along with support and services. These solutions are planned and developed specifically for the requirements of business customers. The company's focus is on Internet access products with integrated high-quality firewalls for ADSL, SDSL, ISDN and UMTS access and on comprehensive



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solutions for network connectivity and security with virtual private networks (VPN), wireless networks (wireless LAN) and public spots. LANCOM Systems GmbH is headquartered in Würselen near Aachen and has sales offices in Munich, London, Madrid, Bolzano, Tilburg/Netherlands and Prague. Ralf Koenzen and Ulrich Prinz are the company's founders and Managing Directors.

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