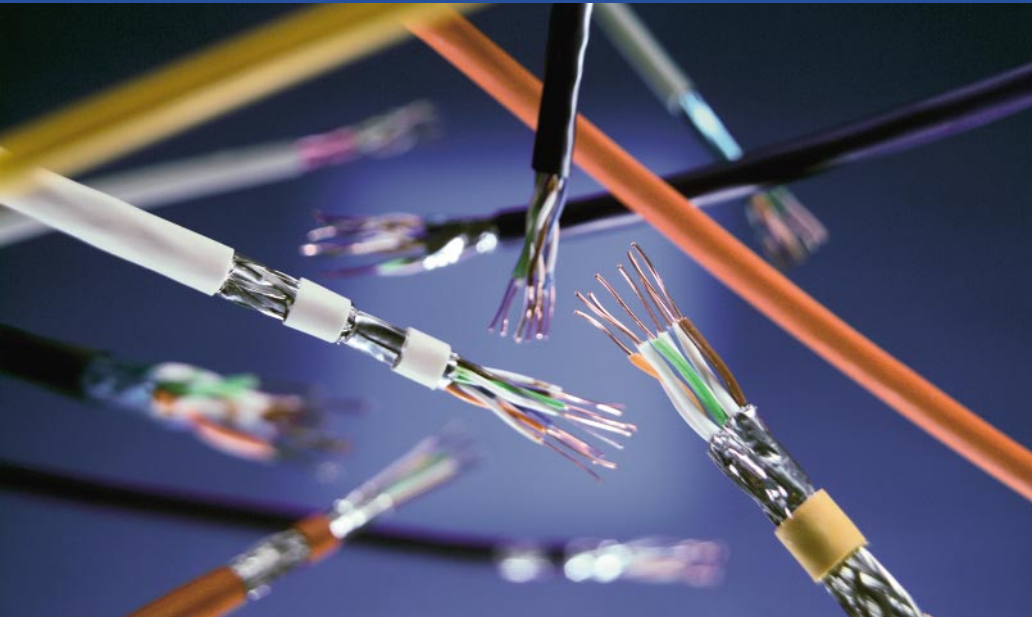




Draka

Draka Comteq | Cable Solutions - EMEA

MC LINE



Repositioned: UC copper data cable

The market for copper data cables is changing. Reason enough for Draka to face up to the new challenges with a repositioning of its UC (Universal Cable) series. Then, the demand for ever higher bandwidths and additional applications demands optimal solutions. After all, the high-quality UC cables are always in use wherever it is a question of high-speed data transmission and multimedia applications. The cable solutions are mainly used for standardized and manufacturer-independent networks.

Higher performance

An upgrading of the range has been achieved with two new cable types: The UC900 and UC1500 impress not only with their higher performance, they also directly replace the installation cables of the types UC600 HS, UC600 SS and UC1200 SS. Further changes: in future

duplex variants will only be presented with "2 x 4 P" in the product name. At the same time, the "D" suffix will be dropped.

Detailed information about the entire new UC range can be accessed at www.drakact.com/new.



If you have any questions about the UC repositioning or about other products from the Draka portfolio, please contact your local Regional Sales Manager.

Editorial

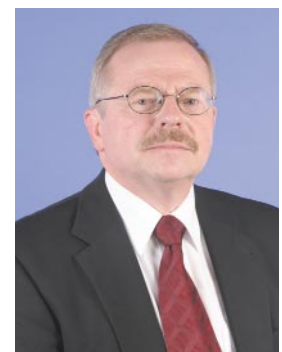
Dear Readers,
We are delighted that you are taking time to read through our customer magazine. You will have noticed right away that this issue of MC Line has a new look. After a short, creative break we will now inform you at regular intervals about the latest trends and new solutions in the world of multimedia cable. In this issue we will tell you all about the new positioning of our UC series, as well as the new contact data of our employees (page 2).

Exciting: The user report on the theme of "HDTV" (page 3). Just as exciting - don't miss the opportunity to join in our football tip competition (page 4)!

We would be delighted to be able to welcome you at the Infrakon Road show or on one of our trade fair stands. You will find information about them on page 4.

Yours Sincerely

Bernd Schwertheim
(Managing Director)





Introducing



Zoran Borcic

Zoran Borcic has been with Draka Comteq since 1st November 2005, as a Product Manager responsible for the area of Copper Data Cables and, in particular, currently concerns himself with the repositioning of the UC brand. While studying Business Management in Berlin, Zoran Borcic already worked in product management for a time. After completing his studies, graduating in Business Management, in 1995 he embarked on his career as a marketing manager in a venture capital company in Potsdam. Then in 2000 he joined KRONE in Berlin as Product Manager EMEA (Europe, Middle East, Africa) where he was responsible for main and digital signal controllers. From 2004, Zoran Borcic worked for Schüco KG, Bielefeld - again as a Product Manager, this time however, in the area of metal construction. In 2005, Zoran Borcic then moved to Cologne. At Draka Comteq, he will first develop a Draka brand for the copper data cable in Europe, in order to position it more strongly on the EMEA market.

Zoran Borcic, born in 1966 in Bosanska Gradiska/Bosnia, has one daughter and in his spare time likes to travel, but is also keen on active sport (football and skiing).

Market and sectors

Unpredictable: The price of copper

The enormous demand in China, and certainly also investment speculators, has contributed to the fact that the price of copper is steadily increasing. Whereas 100 kg of copper cost € 163 in 2004, presently you will have to pay over € 444. That means, for example, for a S/FTP data cable an increase in cost of € 100 per kilometer. In order to compensate for these unpredictable price fluctuations, Draka Comteq is once again billing for the increased copper price according to day listings, as is customary in the cable industry. The company does everything

it can, however, to keep its prices as stable as possible.



Raw material copper:
Essential component of multimedia cables.

New contact data

How to contact our employees even more easily

If you wish to send us electronic mail, you no longer need to worry about searching for the right e-Mail address. All you have to do is type in the first name, a full stop, the family name and @draka.com. In detail, this is how it looks for your contact partners:

Austria

Eder, Ferdinand	ferdinand.eder@draka.com
Krumböck, Romana	romana.krumboeck@draka.com
Leitner, Brigitte	brigitte.leitner@draka.com

Denmark

Harbo, Peter	peter.harbo@draka.com
Juul, Jan	jan.juul@draka.com
Koplev, Aksel	aksel.koplev@draka.com
Laustsen, Jeannette	jeannette.laustsen@draka.com
Nielsen, Stehen	stehen.nielsen@draka.com
Ørnfelt, Angelika	angelika.oernfelt@draka.com
Schwane, Carsten	carsten.schwane@draka.com
Sørensen, Niels	niels.sorensen@draka.com

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Müller, Charlotte	charlotte.mueller@draka.com
Omakowski, Michael	michael.omakowski@draka.com
Prescha, Dirk	dirk.prescha@draka.com
Scholten, Bastian	bastian.scholten@draka.com

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Shaw, Paul	paul.shaw@draka.com
Tweddle, Pam	pam.tweddle@draka.com
White, Joanne	joanne.white@draka.com
Young, Claire	claire.young@draka.com

WIGE MEDIA AG:

HDTV for millions of TV viewers

Live TV broadcasts, the latest data, graphic and result services, virtual animations and independent editorial content - as a full-service provider, WIGE MEDIA AG covers all links in the value-added chain of the media business and ensures that TV viewers all over the world can see all the live action like never before. At the beginning of the year, the fleet of outside broadcast trucks was extended to include "HD1". The "HD1" is specially designed for the transmission of digital high-definition television (HDTV), consists of more than 40 tons of concentrated image, sound, communication and broadcasting equipment and offers plenty of room for up to 18 technicians in 54 sq.m. of usable space.

The cables of the OB truck must, of course, also be suitable for HDTV. "And here the medium comes up against its limits", says Gregor Mucha, engineering manager at the subsidiary company WIGE TELEVISION. "Because with HDTV, a normal copper cable only has a range of 50 to 60 m. Anyone who considers glass fiber as an alternative, must reckon with considerably more expensive terminals".

The solution? "For distances up to 120 m, we use a copper cable which has been specially manufactured by Draka for HDTV applications", explains the engineering expert. "For distances over 120 m we use glass fiber". That applies to the camera cable which in practice should have a range of up to 3.5 km. "If the camera equipment is only used with glass fiber,



the investment costs here are not quite so high", comments the engineering manager.

Extreme conditions

And thus, the decision was made to purchase 25 km of camera cable according to the SMPTE 311 M standard. It is a hybrid cable which contains both glass fiber as well as copper veins. Initially however, sample cables were produced from various manufacturers and with different plugs. In the subsequent tests, the use of the cables under extreme conditions were investigated and among other things, the cable was cooled down to -38 °C, horribly twisted, banged against concrete edges and run over several times by a forklift truck.

Test winner

The test results were clearly in favour of the hybrid HDTV camera cable from Draka.

"While at some stage of the test it came to disastrous failures with this or that supplier", recalls Mucha, "the Draka cable convinced us not only in terms of its range, transmission quality and durability, but also due to the fact that it could be outstandingly combined with a plug solution". And therefore, it is no wonder that with 27.5 km, WIGE finally ordered more cable than it originally planned.

The complete test report with additional details can be ordered here via e-mail: koeln.marketing@drakact.com



Draka

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Internal



ENTERPreis for Draka

For several years, Draka has supported the excavations of the ancient city of Alexandria Troas in what is today Turkey (photo: ruins of the historic archway). Through this engagement on the border between Oriental and Western culture, Draka wants to set an example for the respecting of foreign cultures in the company and in social coexistence. After all, the company employs a large number of people of Turkish nationality. For this engagement, Draka was honoured in November as a large company in the category "Culture and Leisure" with the ENTERPreis of the NRW Ministry for Generations, Family, Women and Integration. Draka has made the prize money of € 1,500 available to the "Historisch-Archäologische Freundeskreis e.V." for further excavation projects.

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On the road again:

Infrakon



Draka Comteq is not exhibiting at CeBIT this year. Instead, the company will be meeting its customers in various cities within the context of the Infrakon Road show. This is a two-day infrastructure conference with foyer exhibitions in key business centers in Germany and Austria. Manufacturers, local network installers, system companies and end-users are involved in the program, which provides a multi-faceted overview of IT infrastruc-

tural themes with practical user reports and solution as well as project-related technical lectures. The themes include, for example, Industrial Ethernet, VOIP, effective excess voltage protection, wireless network etc. Draka Comteq will be participating in May: on 03./04.05 in Mannheim and on 16./17.05 in Leipzig. The theme: "Are copper cables a solution for the 10 Gigabit Ethernet?" Detailed information: www.infrakon.de.

Anyone who wants to visit Draka Comteq at a trade fair will find us here:

- ▶ 23.04. - 27.04.: **Light + Building**, Frankfurt/M., Hall 8.0 Stand H29
- ▶ 30.05. - 01.06.: **ANGA Cable**, Cologne, Hall 10.2 Stand G10

Football Tip Champion sought:

Tip with Draka and win!

32 football teams from all over the world will be battling for the title in Germany from 9 June to 9 July 2006. Exciting games, surprising results and really great football will have the hearts of billions of fans beating faster all around the globe. The Draka Comteq tip competition will also be exciting. Our customers have the opportunity here to become football tipping champions. You can find out how, where and when soon on our Internet page www.drakact.de.

