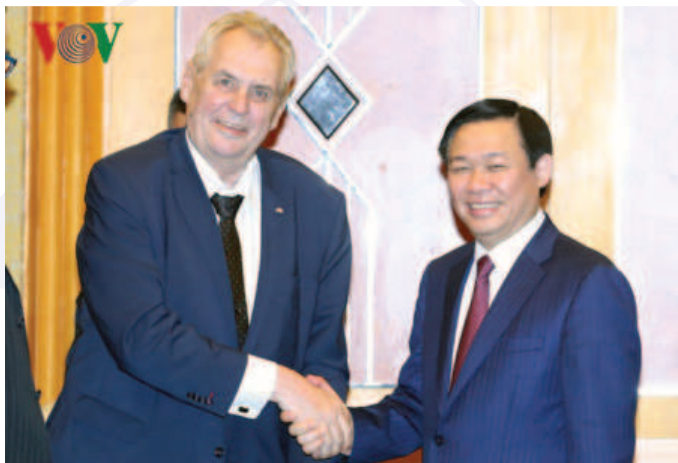


Press release For Immediate Release

Jihlava 15.06.17

OPTOKON and SINH PHUC Technology Systems announce agreements on new service center and distribution in Vietnam

OPTOKON a.s., the renowned Czech fiber optic manufacturer is pleased to announce the signing of a Memorandum of Understanding with Hanoi-based SINH PHUC Technology Systems for the establishment of an OPTOKON Service Center in Vietnam along with a distribution agreement for the distribution of OPTOKON test equipment, military products, and fiber optic components in Vietnam.



The agreements were signed during the state visit of the Czech President Miloš Zeman in June, who was accompanied by a Czech trade delegation representing important Czech companies and organized by the Confederation of Industry of the Czech Republic. The Memorandum of Understanding was signed in the presence of the President and witnessed by Vuong Dinh Hue, the Deputy Prime Minister of Vietnam and various other dignitaries.

The state visit and the delegation of Czech businessmen attracted a significant amount of media attention and OPTOKON General Director Jiří Štefl told reporters, “Our company is engaged in telecommunications and optical fiber production. This deal is very significant for OPTOKON and will allow us entry to the Vietnamese market on a larger scale. We need to provide a complete service for all our products and further support for a wide range of customers. The agreement concerns not only the telecoms market but also products for military applications, which are our main focus. The first year of the contract will generate orders for approximately \$250,000 (5.9 million CZK) and we are currently waiting for the next move from the Vietnamese side”.

Relations between the two companies were strengthened by their joint participation at the ICTCOMM 2017 Exhibition in Ho Chi Minh City from 7 to 9 June 2017 where key products were on display for the ruggedized and military systems, test equipment, and other passive and active fiber optic solutions. The exhibition booth attracted large numbers of visitors over the three days.



The Managing Director of SINH PHUC Technology Systems, Mr. Tuan Nguyen Quang, said at the contract signing “The signing of the Memorandum of Understanding between the companies means for both companies a strong reinforcement of their position on the Vietnam military market. After signing the agreement, then in accordance with the strategic plan it is planned to open a joint Calibration Laboratory for south-east Asia countries.”



About OPTOKON, a.s.

OPTOKON a.s. is a leading global producer and supplier of premium active and passive fiber optic components specializing in fully tested integrated data network, FTTx and tactical military solutions. The company produces high-efficiency fiber optic components and technologies that are delivered to the commercial and military market segments and our components and solutions can be found in applications in businesses, communities and armed forces throughout the world.

OPTOKON was founded in 1991 and is a 100% Czech-owned company that oversees the OPTOKON Group, which includes the new OPTOKON Kabel Co. Ltd. Further members of the group are the eight representative offices across Europe, America, Asia, and the Gulf Region. The OPTOKON calibration laboratory was established in 1999 and accredited under ISO 17025 (CAI reg. no. K2315) for the calibration of fiber optic test equipment. Additional information regarding OPTOKON is available on WWW.OPTOKON.COM

About Sinh Phuc Technology Systems

Sinh Phuc SPS JSC is a telecom and military system integrator and supplier in Hanoi and Ho Chi Minh City. Founded in 2008, the company supplies various telecommunication, security, and marine equipment and solutions to telecom operators, the coast guard, and government organizations in Vietnam and the surrounding region. Additional information regarding Sinh Phuc Technology Systems is available on www.sinhphuc.com.

