



When communication is critical



**Press release:  
23 April 2007 – 17:40**

## **Brussels, 23 April 2007 - ZENITEL increases its capital with 18 million EURO**

**ZENITEL intends to increase its capital with 18 million EURO. This is a necessary step to enable the company to further invest in its 2 strategic initiatives, more specifically, the further roll-out of the TETRA radio networks, mainly in the Netherlands and Belgium and the further development and sales of VoIP (Voice over IP) applications related to the intercom platform. The proceeds of the capital increase will also enable ZENITEL to cover its liquidity gap and to strengthen its balance sheet.**

**In the past 2 years, ZENITEL has made important steps towards sustainable growth. ZENITEL increasingly focuses on users of critical (reliable) communication. The recently announced sale of its subsidiary ZENITEL Colsys s.r.o. also underlines this focus strategy.**

ZENITEL announces that it intends to increase its capital with maximum 18 million EURO. In addition, an over-allotment option is foreseen for a maximum of 10% of the allocated base shares. For the existing shareholders a priority tranche of 13 million EURO is available. The part of the Offering that is not subscribed for by the existing shareholders through the priority tranche will be open for subscription by non-shareholders, in the free tranche. The offer price will be determined by means of a book-building procedure, within a price range of 2.6 EURO to 3.2 EURO per share. The subscription period will start on Wednesday 25 April and will be closed on 3 May for the priority tranche and on 7 May for the free tranche" (except in case of early closing of the latter). In the prospectus, the reference shareholders 3D NV and De Wilg GCV confirm that, by using their right to priority allocation, they will together subscribe for their share (39.6%) in the priority tranche.. 3D also reserves its right to participate in the free tranche as an institutional investor.

ZENITEL focuses on customers who depend in their daily professional activities on the availability of reliable communication, such as firemen, policy officers, nurses, security officers, chemical companies, captains on-board ships, ... customers for whom every day lives are at stake or for whom important assets need to be safeguarded. Perfection for them means 'always' and not 'almost always'.

Over the last 2 years, ZENITEL has chosen to invest in (knowledge about) 2 technical standards, being IP and TETRA. It has built its own growth platform on these two standards, in the form of its own TETRA networks and a VoIP intercom platform.

In this respect, ZENITEL has successfully built its own TETRA network in the Caribbean, to which it has connected 5.754 users as of today. In 2005, ZENITEL started the roll-out of a TETRA network (MCCN BV – Mission Critical Communication Networks BV) in the Netherlands, to which at the end of December 2006 already 1.027 users were connected. Since 1 January 2007, ZENITEL also started to build a network in the Antwerp harbour area. The further development of these networks is an important step in the further growth of long term recurring revenues.

On 1 June 2006, ZENITEL commercially launched its ALPHACOM E intercom platform. This new product introduction was successful, illustrated by the fact that in the course of 2006 already 495 systems were sold. The use of IP (the Internet Protocol) contributes to the fact that intercom systems are easier to install and to integrate with other systems. ZENITEL has chosen to follow this route because it will lead to the integration of intercom applications into complete security systems.

ZENITEL considers the market of safety and security in general to be a growing market. Within this broad market, the importance of Communications, and more specifically reliable communication, is only increasing.

## **Prospectus**

More extensive information about the offering and about the activities and the financial background of ZENITEL can be found in the prospectus. This prospectus consists of the annual report 2006 of ZENITEL, which was approved as a registration document, and of a separate share securities note (including the summary-). The prospectus will be freely available to investors as from 25 April 2007 at the registered office of the company, Z1 Research Park 110, Pontbeek 63, 1713 Zellik, and can be obtained upon simple request from KBC Telecenter at +32 3 283 29 70. The prospectus is also available via the Internet on the following websites: [www.kbcsecurities.be](http://www.kbcsecurities.be), [www.kbc.be](http://www.kbc.be) and [www.zenitel.com](http://www.zenitel.com).

## **Overzicht Tijdstabel**

24 April 2007	Publication date of price range
25 April 2007	Start date of subscription period and detachment of coupon nr. 2
3 May 2007	End date of the subscription period of the priority tranche
7 May 2007	End date of the subscription period of the free tranche, subject to early closing
8 May 2007	Expected publication date of the offer price
11 May 2007	Expected closing date (payment, settlement and delivery) and notary date

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[ZENITEL](#) is a leading player in instant audio and data communication. Communication products, communication networks and system integration services that are so reliable, so fast and so secure, they are also used as critical communication tools at a time of crisis. Zenitel communication is the preferred choice for those in authority or whose work involves protecting human lives or managing vital activities.

Zenitel is organized into three regions, each of which has a focus on, but is not exclusively dedicated to, one of Zenitel's key principle offerings: own Intercom products, System Integration services and Network Services.

Zenitel is a listed company (Euronext). The headquarters of Zenitel are in Brussels. For more information: [www.zenitel.com](http://www.zenitel.com).

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