

Press Release

Regulated information

12 October 2018, 8:00

Zenitel (EURONEXT Brussels: ZENT) and Jotron AS have signed an Asset Purchase Agreement whereby Zenitel Norway AS intends to acquire the Phontech operations from Jotron AS

Zenitel announces that it has signed an Asset Purchase Agreement with Jotron AS to acquire the Intercom and Public Address business from Jotron AS, hereafter referred to as the Phontech business. The deal is structured in a two-step transaction where the closing is subject to the fulfillment of conditions precedent. Located in Horten, Norway, Phontech is specialized in Intercom and Public Address & General Alarm solutions for the Maritime and Oil & Gas markets, with world-wide market presence. The Phontech business is currently integrated in Jotron AS and the transaction will be structured as an asset deal. The purchase price will be fully paid by own funds. Revenue of the Phontech business was 7.3 million Euro in 2017 with a negative EBIT. Zenitel anticipates non-recurring integration costs in 2018 and 2019 and expects the Phontech business to be contributing to operating cashflow in 2020.

Merete Berdal, CEO of Jotron said to be very pleased with the agreement: “Jotron is a world leading provider of safety communication. Segments of our business have been growing very fast and in order to maintain this growth we have decided to look for new ownership for the Phontech business. We believe Horten, Norway will gain an even stronger position by combining two major Public Address and Intercom providers into one world leading player”.

Kenneth Dastol, CEO of Zenitel said that the long-term growth strategy of Zenitel remains focused on presence in multiple markets as well as possible acquisitions. “Phontech is a dynamic and flexible business organization, specialized in Intercom and Public Address & General Alarm solutions to the Maritime and Oil & Gas industry. This strategic acquisition will strengthen Zenitel’s position as a world-wide market leader for intelligent critical communication solutions in the Maritime industry”.

The parties expect closing to happen before year-end.

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Zenitel has firmly established itself at the intersection of two domains - communication on the one hand, security and safety on the other. As a leading player in instant audio and data communication, Zenitel is the preferred choice in situations that involve the protection of human lives, or the management of critical activities. Zenitel is committed to the success and future objectives of its Secure Communication Systems (SCS) activity that develops and distributes fully integrated communication platforms including Intercom, Public Address and two-way Radio Systems.

Zenitel has a strong presence in both the onshore and offshore secure communications market through its global brand, Vingtor-Stentofon. The brand is recognized globally for offering advanced offshore and onshore communication systems. Vingtor-Stentofon provides integrated security communications for environments where life, property and assets are at stake. Systems interface with other security devices including CCTV, access control and alarm for a comprehensive security solution. Vingtor-Stentofon's primary system offering is within Public Address, Intercom and Radio. The key segments include Building Security & Public Safety, Transportation, Industrial, Oil & Gas and Maritime.

Zenitel is a listed company (Euronext). The statutory headquarter of Zenitel is in Zellik (Brussels) and the operational headquarters is based in Norway.

(*) Representing a BVBA

For more information: www.zenitel.com

The enclosed information constitutes regulated information as defined in the Royal Decree of 14 November 2007 regarding the duties of issuers of financial instruments, which have been admitted for trading on a regulated market.