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TELENCO GROUP  
Developing tomorrow's networks, today

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# The Group

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Telenco, an international Group, headquartered in Moirans (France), has been offering complete solutions for the development of copper and optical wired telecommunications networks since 1999.



Telenco is the market leader in fastening and connection accessories for overhead copper and optical cables. Telenco's expertise covers all stages of the value chain from product design to manufacturing, assembly and continuous quality control.



Driven by the ambition to become a key player in the sector, Telenco has enhanced its offer over the years with the equipment required by field engineers for the deployment and maintenance of telecom networks.

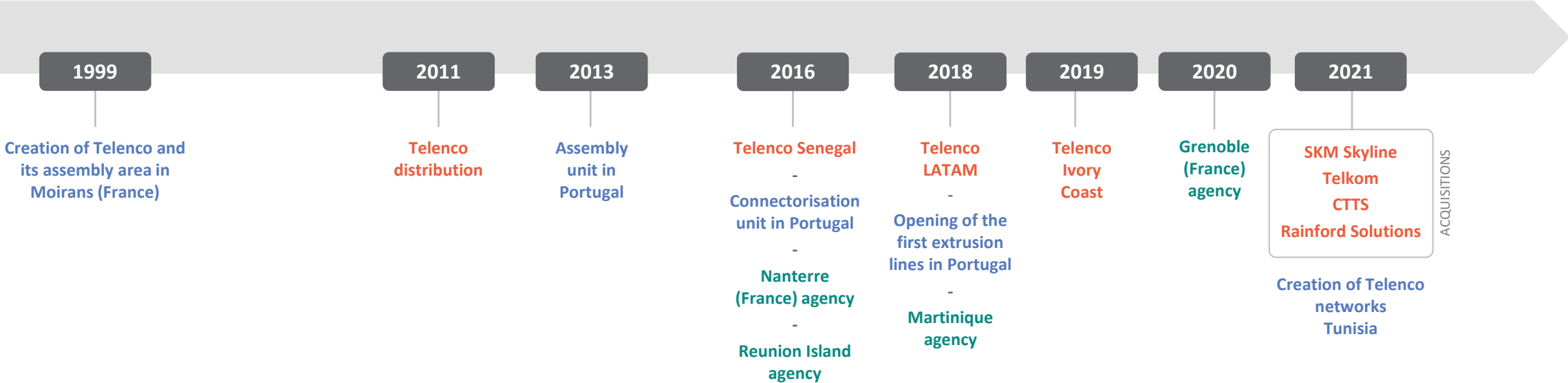


With over 20 years of experience in logistics and thanks to its multi-channel distribution network (sales force, local sales agencies and marketplace), Telenco is recognised as a trusted partner. The Group has managed to convince and retain more than 2,500 customers, including the major players in the telecommunications networks.

Since its creation, Telenco has experienced regular growth: its offer, its workforce and its turnover have developed in line with the needs of its customers and a constantly changing market.

# Key milestones

A development that has always been driven by organic growth and an acquisition plan



- Development of the business in France and internationally (creation of subsidiaries and acquisitions)
- Development of our production capacities
- Opening of local agencies

# Key figures

Year 2021

**198,9 M€**

Turnover



**617**

Employees

**+ 10 000**

Products available



**+2 500**



Customers



**+65**

Delivered countries

**23 000 m<sup>2</sup>**

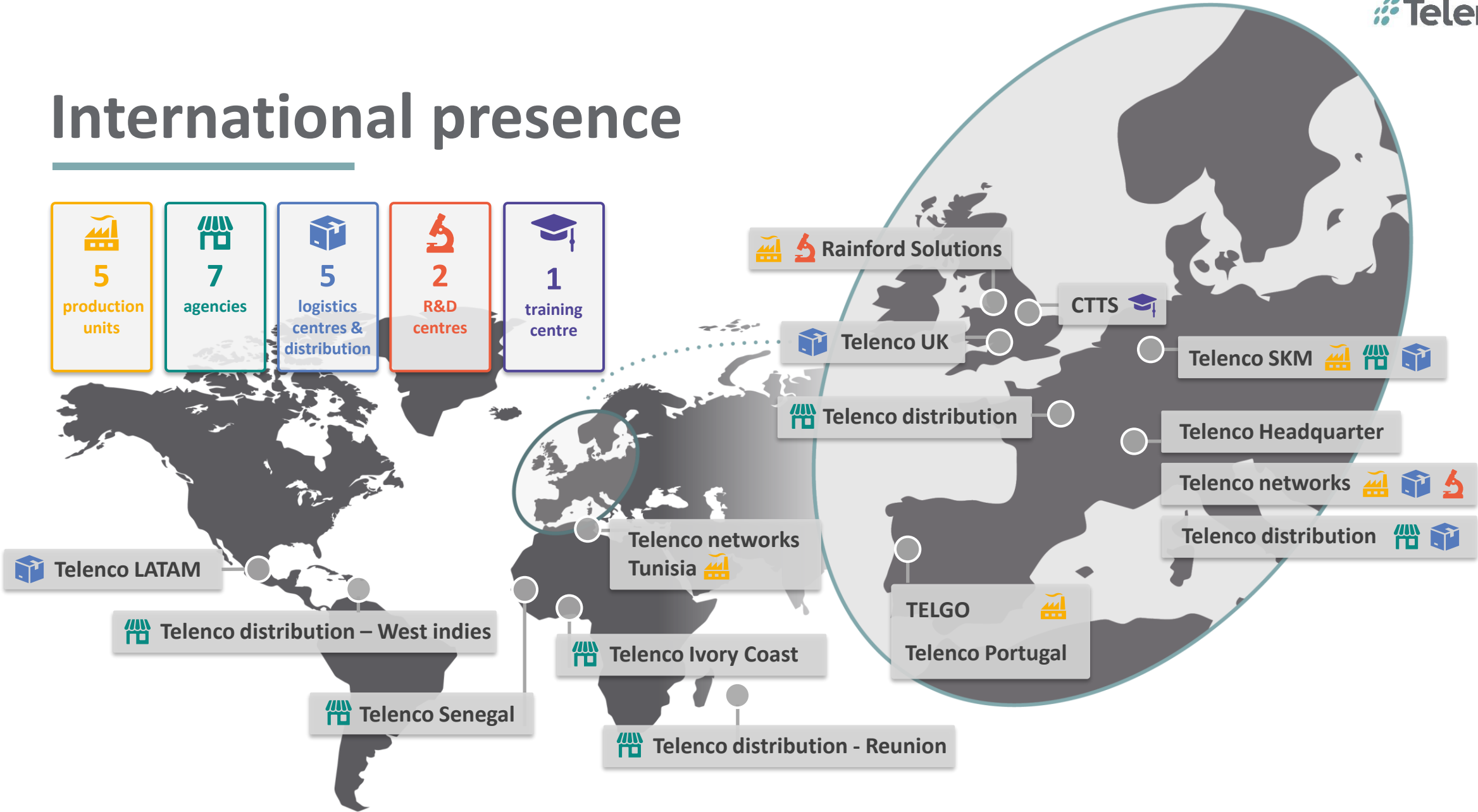
Logistics area

**9 000 m<sup>2</sup>**

Production area

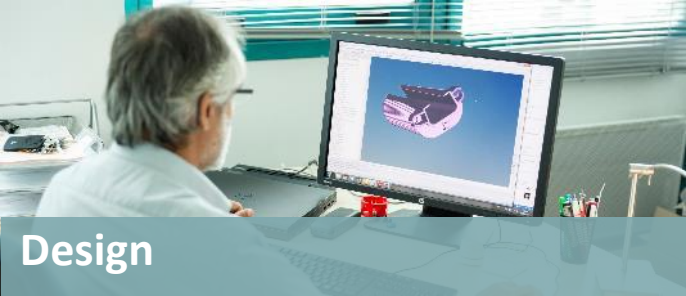


# International presence





# Our expertise



## Design

Innovation and continuous improvement  
 Design of tailored or mass-produced products



## Qualification

Systematic product qualification  
 Integrated testing laboratory



## Manufacture

Extrusion, connectorisation, assembly,  
 steel processing (laser cutting, welding,  
 bending)



## Quality control

Continuous individual control and follow-up of products and components at each production stage



## Logistics

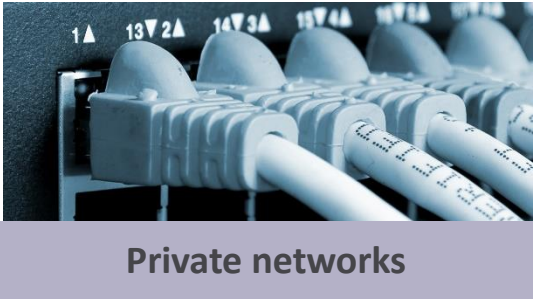
Integrated logistics process (flow management, storage, customs) ensuring flexibility, availability and responsiveness



## Distribution

Multi-channel distribution network in France and abroad (local sales force and agencies, Marketplace)

# Our market sectors





# A suitable offer for the networks' evolution

A wide range of equipment for the installation and maintenance of networks and certified training for qualified teams.

**Racks & Enclosures**  
Racks – Pathways for racks – Closures – Cabinets – Access chambers and accessories

**Cables & Ducts**  
Drop cables – DC power cables – Hybrid cables

**Active equipment**  
Switches - Multiplexeurs - Transceivers

**Connectivity**  
Trunks – Breakouts – Other passive equipment from ODF to OTO with connectivity components

**Aerial anchoring, Fixings & Routing**  
Fittings for aerial cables – Poles accessories – Vertical structures and fastening – Accessories for mobile antennas










**Technician equipment**  
Standard tooling – Specific tooling – Safety – Test equipment – Consumable – Individual equipment

**Power & Cooling**  
PDUs – Coolers – Ventilators – Batteries or generators

**Training**  
Corporate public & individual training – Telco specific accreditations and PIA – Resettlement courses – Civils trainings

# Products and services

Telenco offer a large range of customized and personalized products.

				Own Production	Third Party Production
<b>Aerial Anchoring</b>	 Anchoring & suspension	 Hardware	 Facade deployment	✓	-
<b>Optical Fiber Connectivity</b>	 FTTH riser solutions	 Aerial distribution boxes	 Passive components & connectors	✓	✓
<b>Drop Cables</b>	 Indoor	 Outdoor	 Pre-connectorized	✓	✓
<b>Datacom</b>	 Fiber breakouts	 Optical fiber trunks	 Optical fiber patch cords	✓	✓
<b>Copper Connectivity</b>	 Wire & cable management	 Splice protection sleeves	 Connection modules	✓	✓
<b>Technician equipment</b>	 Protection equipment	 Road work signing	 Telecom specific tools	-	✓
<b>Measuring equipment</b>	 Optical fiber	 Copper	 ADSL	-	✓
<b>Underground Deployment</b>	 Flexible subducting	 Ducting	 Pulling equipment	✓	✓
<b>Racks and enclosures</b>	 Indoor Racks & Cabinets	 Outdoor Telecom Cabinets	 Trackside Cabinets	✓	✓
<b>Training services</b>	 Openreach Accreditations and PIA	  Corporate and public training	  Civils training	✓	-

# Our brands



Range of optical enclosures and drop cables



Comprehensive range of equipment for telecom field engineers



Indoor/outdoor cabinets and racks



FTTx, Datacenter and LAN connectivity equipment



# Our customers

## Operators



## Installers



## Distributors



## Other customers



# 8 initiatives to illustrate our CSR commitments



Supply of equipment for the technical platforms of the **Plombiers du Numérique** schools: 8 schools equipped since the launch of the project in 2017.

More than €1.6 million turnover achieved with **adapted companies** in 2021.



**4 million steps** walked for the association Les Emplaqués, to finance sports equipment for children with cancer in 9 hospitals in Europe.

**192 osteopathy sessions and 104 muscle stimulation sessions** offered to employees in 2021.



Participation with the association Les **Enfants de l'Ovale** in the project **to build a house** in Ivory Coast which will be able to welcome 150 children by the end of 2022.

Support for the **"FCG in my town"** programme by financing the training of a sports educator and his work in schools in the Grenoble area for three years.



**Electricity from 100% renewable sources** for 100% of our consumption at our sites in mainland France since 2022.

Carrying out a **carbon assessment** certified by Carbone 4 in 2021

Discover all our actions on [www.telenco-group.com](http://www.telenco-group.com)



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## CONTACT-US

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