

## C O R P O R A T E   O V E R V I E W



**OPTICAL CABLE CORPORATION:  
A leader by design.  
An innovator through vision.**

Optical Cable Corporation (OCC) is internationally recognized for pioneering the design and production of fiber optic cables suitable for both indoor and outdoor use and fitted for the most demanding military field applications. From the development of the first cable through a current product offering that ranks among the industry's most comprehensive, OCC has been keenly aware that customers look to the company not for products but for solutions.

While today's OCC offers a complete line of cabling and connectivity solutions, it is a company built on a single idea of uncompromising product quality and performance.

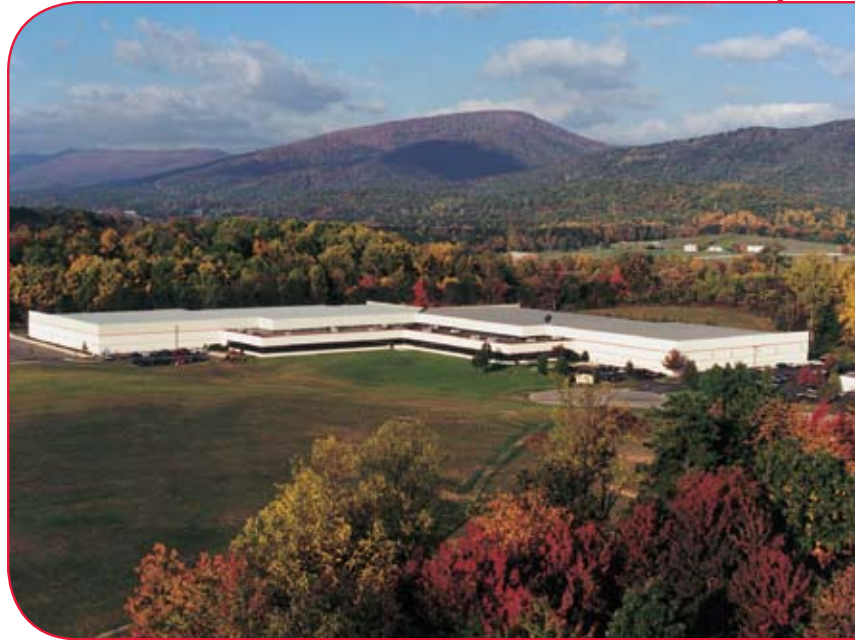
## **HISTORY**

**We started by revolutionizing the design of a cable. We evolved to change the way the world communicates.**

During the 1970s and '80s a tectonic shift in military operations opened the door for advances in communication technology. The ability to gather, distill and act upon huge volumes of data became the ultimate weapon.

To achieve its mission, the U.S. military needed an extremely strong, lightweight, rugged and survivable fiber optic cable for military tactical field use. The cable had to have the capacity to efficiently transmit previously unprecedented volumes of data. OCC and its engineers were at the forefront of the development of the tight-buffered, tight-bound cable technology that met these criteria. The result was a cable that was easy to deploy, functioned under the harshest of conditions without breach of performance and could handle a huge volume of data.

Founded in 1983, OCC was among the first companies to realize the potential of fiber optic cable through designing and manufacturing some of the most reliable, rugged and innovative cable products in the world.



A number of industry standards are based on designs OCC pioneered. OCC's cables use unique and advanced cable-jacket technologies that meet and often surpass the most rigorous industry standards. These factors along with other proprietary technologies make OCC the strongest, most dependable cable available.

As OCC grew, the company applied these technologies and manufacturing methods and its thorough understanding of the tight-buffered cable process to designing fiber optic cable for a variety of industrial and enterprise markets. OCC established footholds in the industry and developed a relationship with a worldwide network of distributors.

Since 1996, OCC has been publicly traded (NASDAQ GM: OCCF) and now serves virtually every business sector, with customers in more than 70 countries.

While OCC holds a united vision and focus, the acquisition of two companies served as a catalyst to transition the company from a cable provider to an integrated company offering a complete suite of connectivity solutions.

Located just outside of Asheville, our North Carolina facility offers innovative and patented technologies and a



### co 2 | CORPORATE OVERVIEW

full range of fiber optic and copper data-communication connectivity products. Formerly known as SMP Data Communications, the engineers at this facility develop products to enhance connectivity and networking.

OCC is also supported by an innovative team of designers and developers in our Dallas facility. Formerly known as Applied Optical Systems, the facility manufactures specialty fiber optic connectors and connectivity solutions for military and harsh-environment applications.

While OCC has always been seen as the gold standard in an industry that demands speed, technology and durability, the new acquisitions allowed the company to broaden its scope, creating a single source of integrated

solutions. Today's OCC product offering includes fiber-optic and copper cabling as well as connectivity components designed for commercial, specialty and harsh-environment applications.

### TODAY

#### Helping the world communicate faster.

Through the years, OCC has moved from being a cable provider to becoming a source for total solutions by adding products that simplify connectivity and speed installation. OCC now offers fiber optic and copper cabling, as well as connectivity components designed for commercial, specialty and harsh-environment applications. It is the combination of vision and products that has made OCC a leader in harsh environment and enterprise applications. Today OCC products are at work from mining applications hundreds of feet below the earth's surface to aerospace cabling at the edge of space, providing the conduit that helps military, business and government communicate with speed and clarity.

OCC's reliable, high-quality, warranted products must meet the company's own tough standards—and that includes the control and automation of its manufacturing processes to meet precise tolerance and performance levels. OCC's quality-management system and manufacturing facilities in Roanoke, Asheville, and Dallas are ISO 9001:2000 registered, and our Roanoke and Dallas facilities are certified by the U.S. Department of Defense as MIL-STD-790F, a reflection of strict compliance with government requirements.

OCC's products consistently meet the demanding survivability standards for the most extreme environmental and mechanical stress—from extreme temperatures to dust, chemicals and vibration—even in extreme mining applications where installations that stretch for miles are not unusual. These mining operations around the globe rely on OCC to enable their successful environmental and safety monitoring; equipment control; security; and voice, data and video communication. The company is proud to offer a broad range of Mine Safety and Health Administration-approved cable.

OCC's complete line of cabling systems and connectivity products are USA made and sold internationally—offering tough cabling solutions and exceptional connectivity to customers around the globe.

#### OCC is:

- listed on the NASDAQ Global Market (ticker symbol OCCF)
- ISO 9001:2000 registered, and its Roanoke and Dallas facilities are MIL-STD-790F certified
- the second-largest manufacturer of multimode fiber optic cable for North American enterprise market
- the premier manufacturer of ground tactical fiber optic cable for the U.S. military and its allies
- the holder of more than 19 active U.S. patents and 32 active foreign patents, cross licensed to another 50+ and has 28 licensees (all competitors)
- conscious of our carbon footprint and strives to employ "green" manufacturing techniques in all our manufacturing facilities
- a leader in technical support and customer service
- 2008 Exporter of the Year (Information Technology/Telecommunications), according to ThinkGlobal, publisher of Commercial News USA, the official export-promotion magazine of the U.S. Department of Commerce
- the recipient of numerous certifications, recognitions and awards from the U.S. Department of Defense, the U.S. Department of Commerce, the U.S. Patent Office, the Commonwealth of Virginia, Start-it magazine and the NewVa Corridor Technology Council

In addition, OCC provides resources to educate engineers, network designers, architects and the industry as a whole on the benefits of these emerging technologies, because the best way to maintain our record of performance is to help our customers find the right product for their installation and make sure it is installed flawlessly.

Today, the company manufactures a comprehensive, state-of-the-art line of tight-buffered fiber optic and copper cable products, fiber optic and copper connectivity components, and harsh environment equipment, which addresses nearly all communications applications, including commercial and residential structured cabling, data communications, LANs, telecommunications, video transmission, cable TV, traffic signaling and military tactical communications.

The company also accepts the role as an industry and community leader. OCC employees are active in a variety of roles both in the profession and on behalf of philanthropic organizations.

### THE FUTURE

**It's a new world.**

**OCC is helping it communicate.**

The technology that evolved as a weapon in the Cold War today helps our intelligence agencies fight terrorism and companies in your community do business more efficiently. The future holds new opportunities, and efficient communication will play a critical role in realizing the promise of a world where connections are more instantaneous, communication is clearer and people are more connected.

OCC pioneered the advent of the low cross-talk electrical connector system that revolutionized the high-speed connector industry. An evolution in product design led to the development of the impedance matched, reduced cross-talk electrical connector system.

OCC continues to drive standards for emerging technology such as 10Gbps over copper connectivity and cabling, Category 6a cabling standards and Extended Power over Ethernet. Dedication to designing superior fiber optic and copper connectivity components keeps the company at the forefront of the telecommunication industry.



OCC provides high-performance fiber optic cables for all applications including inter-building and intra-building communications, office automation and local area networks (LANs), as well as fiber optic cables for all harsh environments including industrial, mining and military.

Gigabit Ethernet, 10 Gigabit Ethernet and emerging technologies are placing new stresses on communications systems and presenting new challenges to our industry. OCC is making the most of these opportunities with the industry's widest array of optical fiber types and performance characteristics. We pledge to stay at the forefront of innovation—keeping pace with the growing demands of an increasingly connected world.

The uncompromising principles that led to the development of the first OCC products remain a constant influence on the design, production and service at OCC. End users benefit from fiber optic cables and connectivity products that are easy and economical to install, provide a high degree of reliability and deliver exceptional performance.

### Solutions for industry

High-performance networks have become an essential asset to compete in any industry. With the ever-increasing data demands of newer technologies, the ability to offer customers a complete solution for their infrastructure is critical to the success of the company. Products are at work in applications as diverse as

## CORPORATE OVERVIEW



### co 4 | CORPORATE OVERVIEW

expansive data center installations to harsh environment projects for industrial, mining and military uses.

OCC has earned a reputation for creating innovative backbone and network cabling solutions for every industry. Whether a customer is contemplating the latest in fiber optic or copper cabling solutions, OCC has the expertise to help evaluate specifications, offer suggestions and provide technical solutions to allow customers to make an educated choice. We make certain that customers receive the proper products to satisfy today's requirements while anticipating future needs. OCC and our subsidiaries help our customers build solutions that can stay relevant today and in the long run.

Today's OCC has moved from being a name synonymous with fiber optics to becoming a total solutions provider with innovative products for fiber optic or copper installations. We offer the products, support and service to realize exceptional performance for any industry application or any infrastructure need.



Products are available for almost every application in commercial, government, industrial, mining and military markets worldwide. OCC's products are widely selected for installation by:

- Aerospace Prime Contractors
- Industrial/Manufacturing Facilities
- CATV
- Insurance Companies
- Fiber-to-the-Home (FTTH)
- Colleges and Universities
- Military
- Financial Institutions
- Petrochemical/Oil/Gas Facilities
- Governments—Federal/State/Local
- Telco
- Hospitals and Healthcare Facilities
- Utilities
- Mining
- Security
- Transportation
- Data Centers
- Office Buildings
- Broadcast

For more information, call our Sales Department at (800) 622-7711 or +1 (540) 265-0690, or visit [www.occfiber.com](http://www.occfiber.com).

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