



PRESS RELEASE

## Ekinops Expands North American Presence, Doubles Customer Base

**Rockville, March 19, 2024 – Ekinops (Euronext Paris - FR0011466069 – EKI)**, a leading optical transport and network access specialist, announces the opening of its new US headquarters in Rockville, Maryland USA. Tripling the size of its previous location, the new facility is the result of Ekinops continued success operating in North America.

The upgrade from the previous location was necessitated by Ekinops growing presence in the region. Over the last three years, Ekinops has doubled its customer base and continues to demonstrate strong revenue growth. With an increase of 10% for 2023 fiscal year, following unprecedented 39% growth in fiscal year 2022, North America now accounts for 25% of Group sales in 2023 (vs.18% in 2021)and is Ekinops top region for sales of its Ekinops360 optical transport platform. The new facility will serve as Ekinops regional headquarters including its world-class customer service organization as well as the Ekinops Learning Center (ELC) that serves as its training facility for all North American customers.

Ekinops North American home for the past five years, Rockville, is conveniently located close to both Washington, DC and Baltimore, MD making it easily accessible to two major cities and three airports.

“We’ve been an Ekinops customer for several years and continue to be impressed with the level and quality of service we receive from them,” said **Mike J Schmitt, Supervisor, Fiber Optic Services of DQE Communications**. “The opening of a new, larger facility is a testament to their success, and we look forward to continuing our relationship.”

“We’re very excited to have this new space that allows us to continue our growth here in North America,” said **Kevin Antill, Chief Revenue Officer North America at Ekinops**: “Our customer relationships are our most valuable asset and it’s important to have a strong presence in-region staffed by qualified Ekinops employees that are best suited to providing the support they need and deserve.”

For more information about the Ekinops360 portfolio, please visit <https://www.ekinops.com/solutions/optical-transport>

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### Contacts

For further media information, or to schedule an interview with Ekinops, please contact Fraser Kay, isepr +44(0) 113 350 1922 / [fraser@iseepr.co.uk](mailto:fraser@iseepr.co.uk)



## About Ekinops

Ekinops is a leading provider of open, trusted and innovative network connectivity solutions to service providers around the world. Our programmable and highly scalable solutions enable the fast, flexible, and cost-effective deployment of new services for both high-speed, high-capacity optical transport as well as virtualization-enabled managed enterprise services.

Our product portfolio consists of three highly complementary product and service sets: EKINOPS360, OneAccess and Compose.

- EKINOPS360 provides optical transport solutions for metro, regional and long-distance networks with WDM for high-capacity point-to-point, ring, and optical mesh architectures, and OTN for improved bandwidth utilization and efficient multi-service aggregation.
- OneAccess offers a wide choice of physical and virtualized deployment options for Layer 2 and Layer 3 access network functions.
- Compose supports service providers in making their networks software-defined with a variety of software management tools and services, including the scalable SD-WAN Xpress and SixSq Edge-to-Cloud solutions.

As service providers embrace SDN and NFV deployment models, Ekinops enables future-proofed deployment today, enabling operators to seamlessly migrate to an open, virtualized delivery model at a time of their choosing.

A global organization, Ekinops (EKI) - a public company traded on the Euronext Paris exchange operates on four continents.

Name : Ekinops

ISIN Code : FR0011466069

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Number of shares : 26,801,716

For more information, visit <http://www.ekinops.com/>