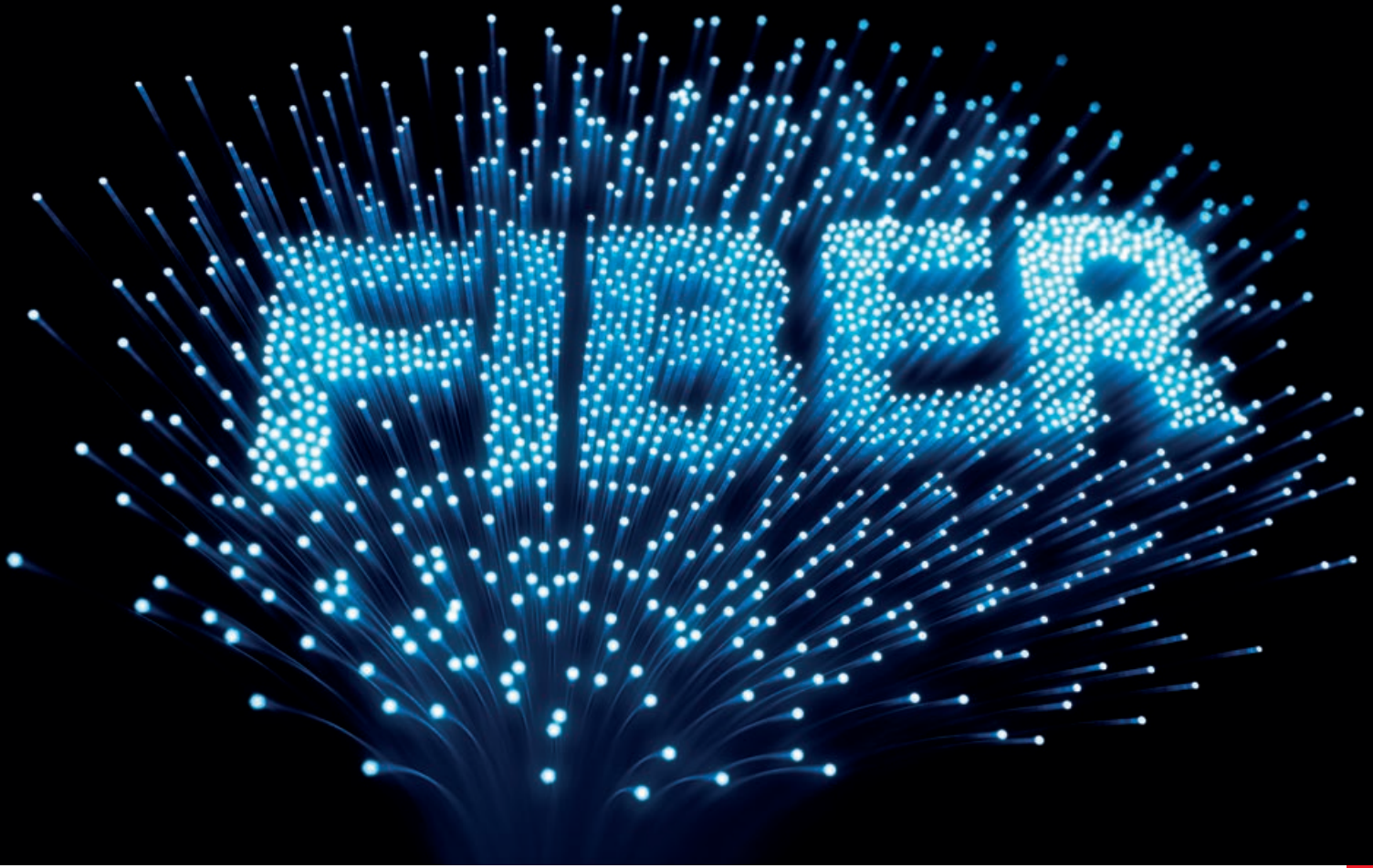




FIBER OPTIC



# STRATEGIC PARTNERSHIP

HENGTONG



# STRATEGIC PARTNERSHIP

## HENG TONG



**HENG TONG GROUP** is one of the largest optical fiber and cable manufacturers in the world. Ranked in the top 3 world producers of optical fiber communications products, HENG TONG supplies approximately 15% of the international market volume.

HENG TONG GROUP has more than 80 wholly-owned companies and holding companies (3 of which are listed on the Shanghai, Hong Kong and Indonesian stock exchanges), with 11 manufacturing facilities based in Europe, South America, South Africa, South Asia and Southeast Asia outside of China. With sales offices in more than 30 countries and regions around the world, HENG TONG GROUP supplies products to more than 140 countries.

From June of 2019, HENG TONG GROUP started to cooperate with Klaus Faber AG in fiber optical cable.

After a half-year cooperation, the two companies are both satisfied with the successful cooperation with each other. In January of 2020, the two companies successfully signed the strategic cooperation agreement and officially bonded the deep partnership on cooperation in cable distribution. Since then, HENG TONG GROUP authorized Klaus Faber AG as the official local distributor of optical fiber products and power cable in Germany, Austria, Switzerland and other strategic markets.



*"With the great support and local service from Klaus Faber AG, HENG TONG GROUP is able to provide the higher-quality service to support the customers. We are proud to find a reliable partner like Klaus Faber AG, and we believe we can create a brilliant future together."*

said by **David Tan**, the President of Hengtong International Industrial Group.





### **Klaus Faber AG**

With its two logistics locations and stock worth around € 100 mill, Faber is one of the strongest cable logistics partners in Europe. A large number of products are available for you directly from the warehouse. This allows us to assure a delivery period of 24 to 72 hours. In addition, with our cutting service we are able to cut the required goods precisely to your wishes, and realise and send special features.

*"I am impressed by the technical skills and value add mindset of HENGTONG GROUP. We are proud to be a strategic partner. Hengtong is clearly a leading manufacturer of preforms, optical fibers and fiber optic cable."*

said by **Kai Theile**, Global Sales Director and Head of Business Unit Broadband & Telecom at Klaus Faber AG.



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