



ADTRAN Opens First European Office; New Zurich Office Formalizes ADTRAN Presence in Europe and Extends Leading Wide Area Networking Products to Worldwide Markets

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HUNTSVILLE, Ala.--(BUSINESS WIRE)--Nov. 22, 1999--ADTRAN, Inc. (NASDAQ:ADTN) today announced the opening of ADTRAN AG, its first European regional office in Zurich, Switzerland. The full-service location allows telecommunication service providers and end-user customers increased accessibility to ADTRAN product information, sales and support.

"The opening of this office in Europe is a step that will allow ADTRAN to fully support the growing demand for our international networking solutions," says Mike Wroblewski, director of international operations for ADTRAN. "By offering a wide set of E1, DSL and wireless telecommunication products, we expect to extend our market leadership throughout Europe and the rest of the world."

Heading the Zurich office is managing director Jaroslav Augustin. Formerly vice president of ADP's Swiss and German operations, Mr. Augustin will be responsible for establishing both direct and distributor sales channels to telephone companies and competitive service providers, and for developing new sales channels for ADTRAN's customer premises equipment product lines in European markets. The ADTRAN AG office is located at Stelzenstrasse 6, 8152 Glattbrugg, Zurich, Switzerland.

"This is an exciting new opportunity for European companies involved in networking and telecommunications," comments Augustin. "The breadth of the ADTRAN product line creates a highly competitive set of solutions appropriate for today's cost-conscious business environments."

About ADTRAN

Established in 1985, ADTRAN, Inc. is a leading provider of network deployment and access solutions for delivering today's digital telecommunications services over existing copper infrastructures.

Today, ADTRAN technologies support more than two million local loops worldwide. More than 500 ADTRAN products support all major digital technologies, including DS3, T1, E1, Frame Relay, DDS, HDSL, xDSL, ISDN, and wireless transport. In the carrier network and enterprise markets, ADTRAN produces a complete end-to-end solution that provides the greatest network efficiency and lowest possible telecommunications costs.

According to Dataquest and IDC, ADTRAN holds revenue-leading positions in the Frame Relay/DDS, ISDN Extension and HDSL/T1/E1 network and access markets. ADTRAN customers include the U.S. Regional Bell Operating Companies, interexchange carriers, GTE, domestic independent service providers, corporate end users, international customers and original equipment manufacturers.

For more information, contact the company at 800/9ADTRAN (800/923-8726), 256/963-8000, or via e-mail at jarosalv.augustin@adtran.com. On the web, visit www.adtran.com.

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