Leoni to open sales office in Dubai

Globalisation of infrastructure project business

Nuremberg, 30 October 2012 – Leoni, the leading provider of cables and cable systems to the automotive sector and other industries, will on the day after tomorrow open a subsidiary in the United Arab Emirates (UAE). This sales office in Dubai is part of the globalisation strategy that aims to establish and expand business in regions of dynamic growth.

Leoni is, with its new branch, seeking proximity to its existing and future customers in the UAE and other Gulf states such as Saudi Arabia, Oman and Bahrain. Hitherto the Company's activity in the region involved commercial agents. The newly formed company, named LEONI Middle East FZE, is based in Dubai's Jebel Ali free trade zone.

The Business Units Infrastructure & Datacom as well as Energy & Communication will start the sales activity, which will initially concentrate on infrastructure projects. New construction such as office buildings, airports and shopping centres provides great potential for high-quality cabling systems. In particular, Leoni offers power, fire protection, data and safety cables as well as related engineering services for such projects.

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☞ *Related illustration material can be downloaded from* [*www.media.leoni.com*](http://www.media.leoni.com) *next to this release*

About the Leoni Group

Leoni is a global supplier of wires, optical fibers, cables and cable systems as well as related services for the automotive sector and further industries. Leoni develops and produces technically sophisticated products from single-core automotive cables through to complete wiring systems. Leoni’s product range also comprises wires and strands, standardised cables, special cables and cable system assemblies for various industrial markets. The group of companies, which is listed on the German MDAX, employs more than 61,000 people in 32 countries and generated consolidated sales of EUR 3.7 billion in 2011.



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