

F AFL

We connect.™

We Connect

At AFL, we make connections possible. Using fiber optics, we integrate voice, data and video applications into specialized solutions that keep our customers connected. Our full suite of tools allows AFL to develop integrated solutions that solve our customers' unique technology and application challenges.

We're making technology work for our customers. From optical fiber, distinctive cable technologies and connectivity products, to equipment solutions such as fusion splicers, testing and inspection equipment, we have the products you need. Plus, we provide engineering, installation and training services with the right technical expertise to build a fully integrated solution for you every single time.

Today, many companies talk about offering a customized solution or a total package. It's an easy promise to make, but a much more difficult one to keep. At AFL, we're working with our customers every day to deliver integrated solutions that make their companies stronger, more profitable...and just better.

We are proud of what we're doing at AFL. Let us show you how we can make a difference.



HOT WATER RETURN

HOT WATER SUPPLY

CHILLED WATER SUPPLY

CHILLED WATER RETURN





AFL

AFL



Customers First

Our success is directly tied to our relationship with each customer. Across our company, our associates are doing whatever it takes to exceed our customers' expectations. Today, we offer thousands of products and services, but we know that it takes a personal commitment from each of our associates to satisfy our customers. We also understand that you have a choice. At AFL, we know it's a competitive environment, and we are ready to earn your business each and every day.

We want to make it easy to choose AFL as a partner. We never forget that it's about relationships. AFL's people make the real difference—going to extraordinary lengths to deliver what you need to improve your business. From that first sales call, through order specifications, delivery and service, we're focused on you. We know that with the right plan and the right partner, you can increase revenue and productivity.

Companies that want the latest technological innovations need a partner with a proven track record and the financial stability to be here, now and in the future. AFL is that partner.



A Rich Heritage

AFL is proud of our history of faithfully serving our customers. Our story began in 1984 with two major industries: electric utility and telecommunications. Long distance phone service had been deregulated in the U.S., which provided a perfect opportunity for new telecommunications providers and the electric utility industry to work together. Integrating the use of fiber optics in the ground wire of the utility's transmission lines provided communications capabilities for both utilities and communications carriers.

Our origins stem from two companies, each with a rich heritage that began in the 1880s. Alcoa, the world's leading producer of primary aluminum and fabricated aluminum, and Fujikura, a global leader in fiber optic technology, formed a joint venture in 1984 to supply optical ground wire for these utility and telecommunications providers. Fujikura provided the technical know-how, and Alcoa added in a proven reputation of providing conductor products and accessories to the utility industry. That's how our company started—with one product that helped customers across North America.

Since then, we've never looked back. We've added products and services that have fueled our growth and positioned us to provide truly integrated solutions. In 2005, Fujikura, with global sales of approximately \$6 billion, assumed 100 percent ownership of AFL. Together, AFL and Fujikura are growing and working in close collaboration to leverage the strength of one another, to not just meet, but exceed customer expectations.





FAFL

SEVERAL

Financial Strength

In today's competitive environment, financial strength has become increasingly important. At a time when some companies are slowing down, AFL continues to ramp up and grow our business.

We're investing in capital equipment to ensure our products and services are always in the forefront of technology. This investment, combined with engineering expertise, means we can bring you more robust solutions that make a difference in your business.

To complement our investments in technology and infrastructure, AFL recognizes the value of strategic acquisitions. Since our founding, we've acquired a number of companies with products and services that strengthen our portfolio.

None of this would be possible without a strong, positive balance sheet and consistent growth. Our revenues now approach \$1 billion annually, and we've continued to grow each of the last eight years. At AFL, we have the discipline to watch the numbers—the result is a company that continues to grow and prosper.



Safety is our Priority

At AFL, we focus on safety in every aspect of our operations. Our goal is that all of our associates complete their work day without incident or injury. To support that goal, each of our locations around the world has a multi-faceted plan in place to reduce risks in the workplace. The overall goal is that all of our associates are engaged in programs designed to continuously improve safety performance.

Injury reduction is a priority, and we're proud that our injury rates are substantially lower than similar businesses. The latest injury statistics from OSHA show that the average injury rate among similar companies is 3.4 injuries per 100 workers. For the last four years, AFL's rate has been 80 percent lower—clearly a world-class company by progressive safety benchmarks.

AFL's exemplary safety record and performance has been recognized by organizations around the world, including the South Carolina Manufacturers Alliance. While our goal is to become an injury-free workplace, we focus on safety because it's our associates that make our success possible.





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Protecting our Environment

A focus on environmental stewardship is nothing new at AFL. Built on a solid foundation of compliance, we are managing environmental impacts and reducing or eliminating them whenever possible.

Globally, we invest significant time and resources to not just meet, but exceed, international standards for environmental management systems. We are focused on continuous improvement and we regularly conduct aggressive audits of our facilities and processes. All of AFL's manufacturing locations are ISO 14001 certified (Environmental Management Systems). Even more impactful is that our associates are engaged in identifying and then implementing meaningful improvements to reduce our environmental footprint.

AFL's environmental program extends to recycling initiatives. We currently recycle over 80 percent of our waste. Scrap metal, used spools and plastic coatings are recycled to reduce environmental impact. On a local level, AFL sets a goal for planting and donating trees every 5 years. Having met our first objective of 5,000 trees in 5 years, we set a new goal to plant a tree for every associate during the next 5-year period. The new goal amounts to over 12,000 which we will achieve in 2015.

At AFL, we share a lasting commitment to build better communities for future generations.



Imagine Better Communities

The people at AFL are committed to giving back and making our communities better. In fact, our vision is to positively impact communities by delivering superior solutions, and community engagement is one of AFL's core values. Our Community Outreach Program consists of many initiatives—all with the same objective of making a positive difference in the lives of others.

With the help of our Community Advisory Board, we are reaching outside company walls to engage with our neighbors. Comprised of business and community leaders, our board is helping us reach a common goal—to connect with our communities and to improve the overall quality of life in these communities.

In 2014 to commemorate our 30th anniversary, AFL partnered with Habitat for Humanity® to build a home for a family in need in South Carolina. Additionally, AFL locations worldwide participated in 30 Days of Service to help their local communities.

AFL is committed to being an exemplary corporate citizen in the communities where we operate. Why? Because it's in our DNA. We have seen our commitments work. Each of us has a role in giving back. Through grants, associate engagement programs, environmental initiatives, sponsorships and so much more, AFL imagines communities that are strong and thriving.





People That Make a Difference

At AFL, we understand that it's each individual that makes the difference in the solutions and services we deliver to you. It's how we connect to you.

With over 4,600 associates living on five different continents, AFL is comprised of a team of very talented individuals who are laser-focused on taking care of our customers. AFL continues to succeed due to the strength of our associates, our customers and our communities worldwide.





"AFL continues to build on our history of the pursuit of excellence every day. 'That's good enough' is never an option; we'll continue to drive improvement in the services we provide, the products we produce and the communities in which we live."

Chandra Verrett, Sales Process and Applications Manager



"One of the key contributors of AFL's success is that we listen to our internal and external customers, and then we provide great products, services, training and documentation that meets each customer's needs."

Run Ron, Data Center Sales Manager



"Culturally, AFL never settles. We are always looking for better ways to do things. We analyze the data to improve our processes for AFL, which benefits our customers. I think this culture of continuous improvement is something that makes AFL different from most companies our size."

Frank Wilkins, Maintenance Technician



"At AFL, we strive to meet our customers' real-world problems. We want to work with them to create network solutions that save them money, drive revenue growth and increase their customer satisfaction."

Rene Franco, Process and Applications Manager

Serving Industries Around the World

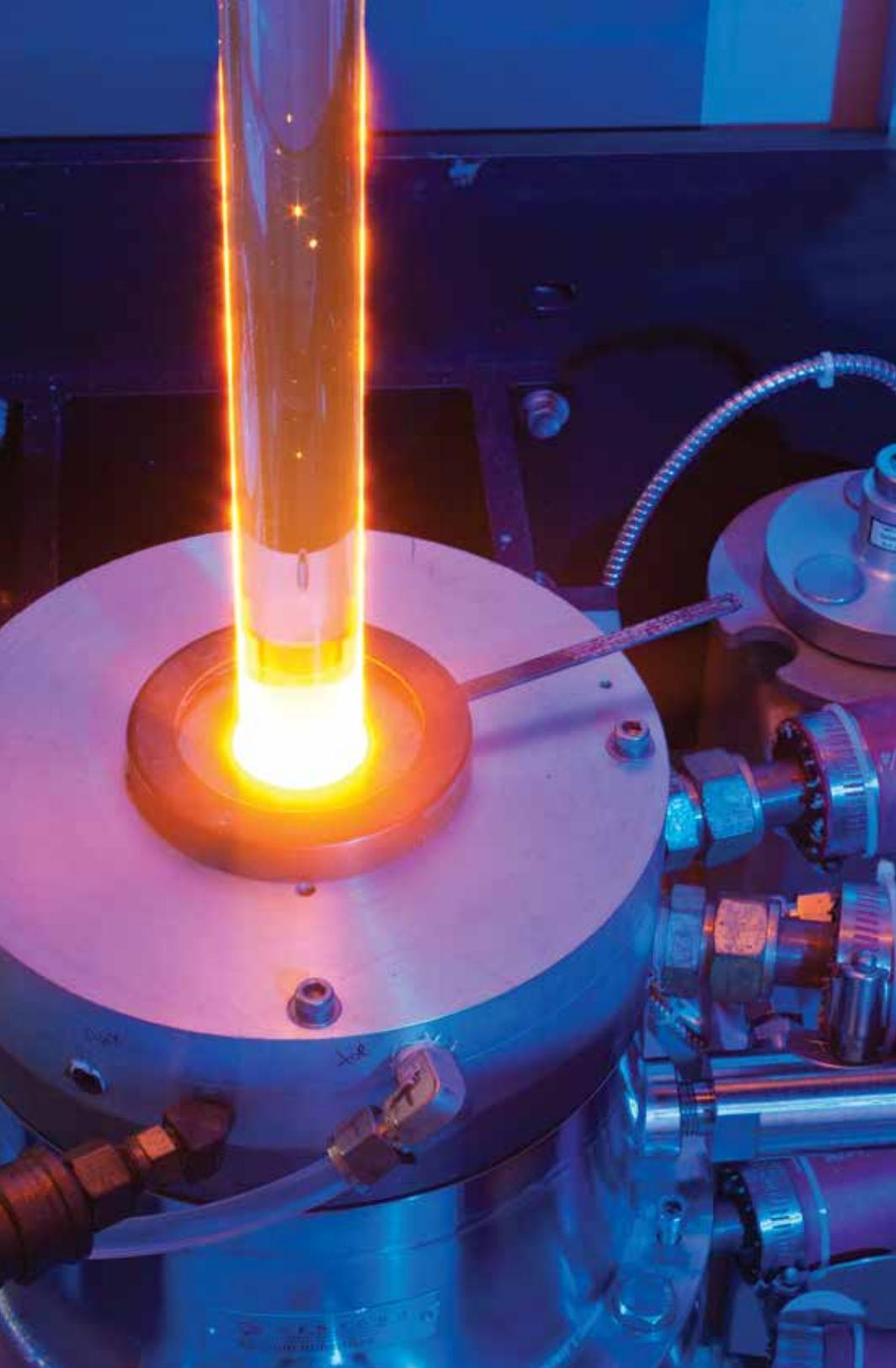
With three decades of experience in manufacturing, engineering and installing fiber optic products and equipment that help provide high-speed voice, video and data services to customers, AFL's team is especially skilled in the design and application of fiber optic networks that serve a variety of industries:

- **Telecommunications**
- **Electric Utility**
- **Aerospace, Military and Defense**
- **Broadcast**
- **Industrial Environments**
- **Installers and Contractors**
- **Medical**
- **Mining**
- **Nuclear**
- **Oil and Gas**
- **Service and Content Providers**
- **Rail Transit**

AFL started with one product, optical ground wire, and today, we provide literally thousands of products and services that are in use in over 120 countries around the world. AFL has operations in the U.S., Canada, Mexico, Europe, Australia and Asia. Our manufacturing facilities are in Duncan, SC; Belmont, NH; North Grafton, MA; Hawksworth, Swindon, UK; Mönchengladbach, Germany; Monterrey, Mexico; and Melbourne, Australia.

While we've grown into a global company, we've never forgotten that all business is local. We work hard to ensure that our facilities contribute to the local community and that our associates have opportunities to give back. This helps us understand issues at the local level. Our associates demonstrate this commitment on the job every day.





A Passion for Innovation

AFL delivers integrated solutions. Our products incorporate innovative and proven technologies that are precisely optimized with the right engineering and installation service solutions. Whether you need to connect continents, build an extensive network, upgrade a broadband system or connect a campus, AFL is the right choice.

Our history is rich in innovation. We're developing new technologies in emerging markets where fiber optic solutions address complex technical problems. We've designed solutions for the toughest environments—such as the extreme cold of polar ice caps, the scorching heat of deserts and the severe pressures of land and sea-based mining.

AFL's extensive portfolio of sophisticated fiber optic products and services provides our customers with a competitive edge to take their operations to the next level. With a team of talented professionals ready to assist at every step of the process, customers can easily leverage our knowledge and expertise.

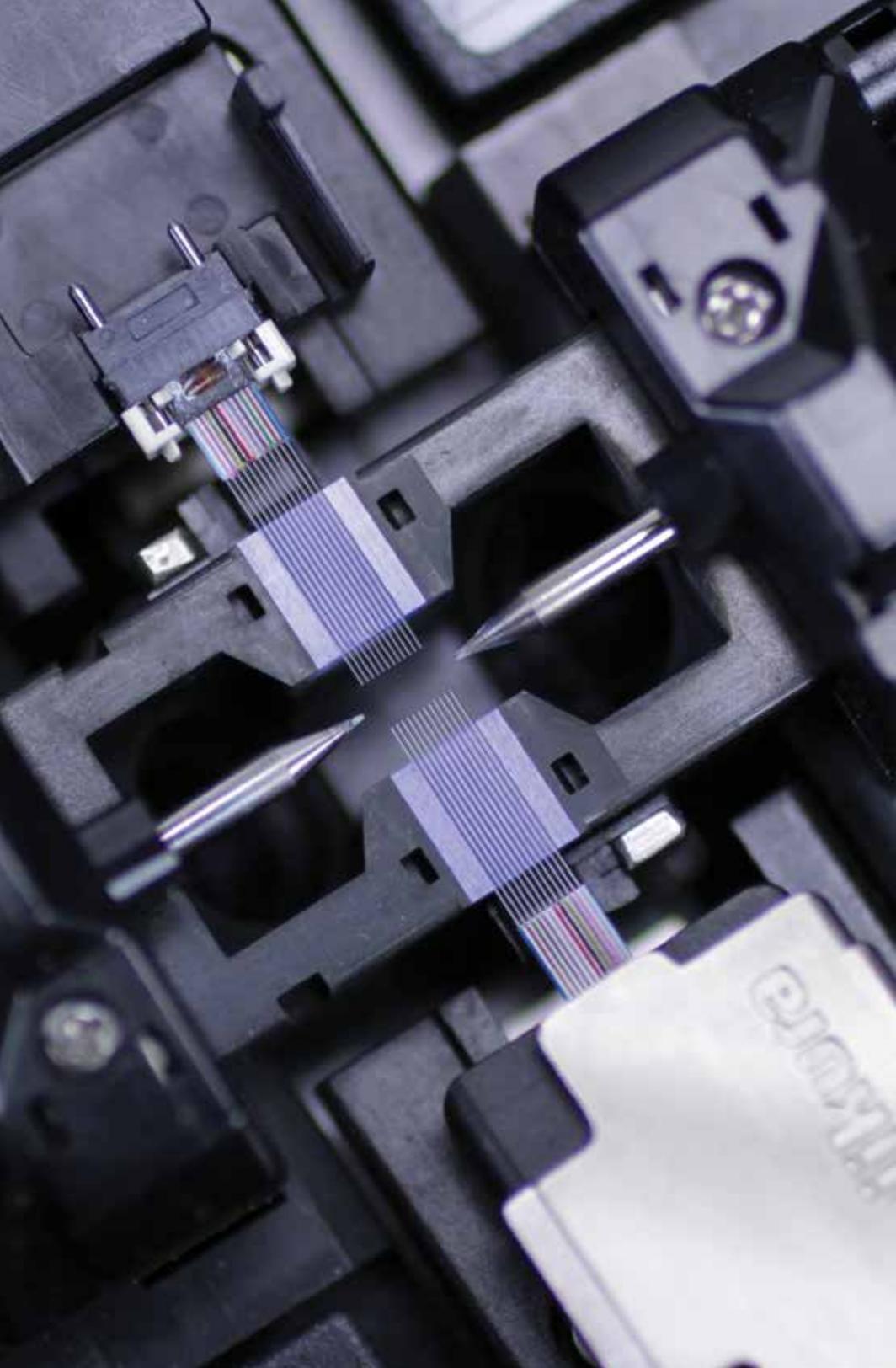


Product Solutions

Customers around the world have relied on AFL's innovation, quality and proven products. Our approach to product development begins with listening to our customers first. Once we understand the applications, we'll develop a solution—one that's more than just a single product. We engineer each product to exceed the requirements of the application and deliver exactly as promised. Our culture is one of continuous improvement in our products and to constantly create superior technology to better meet the needs of our customers.

- **Fiber Optic Cable**
- **Accessories**
- **Fiber Outside Plant**
- **Fiber Inside Plant**
- **Test & Inspection**
- **Fusion Splicing**
- **Specialty Optical Fiber**
- **Aluminum Clad Steel**
- **Rail Transit Systems**
- **Imaging, Energy and Sensing**
- **Copper Apparatus**
- **Fiber Optic Cleaning**







Service and Training Solutions

AFL understands that keeping your network operating at full capacity is critical to your business. Our services team provides end-to-end support to ensure you stay connected. We have over 1,500 technicians and professionals throughout the U.S., Canada and UK ready to meet your needs. Our technicians and engineers are skilled and certified as the industry's best to support you in the design, installation and maintenance of your network systems.

AFL understands that it is not only important which products you select but also how you will integrate those products efficiently and effectively. We develop solutions for your business, and build it from the ground up, add to your existing network or even upgrade and replace outdated networks. We have proven experience in outdoor environments including outside plant, cell sites, heterogenous networks, fiber-to-the-home applications, support and maintenance.

AFL brings expertise to large and small businesses, financial institutions, government installations, hospitals and schools. If performance of your network is critical, AFL has the expertise and in-the-field know-how to get the job done.

When training is needed, we have that covered too. AFL leads the industry with training tools that truly make a difference for your business. In response to our customers' requests for fiber optic training, in 2008, AFL acquired the Light Brigade®, the premier training source in the industry. With facilities in the U.S., India and the Asia-Pacific region, over 50,000 technicians have received the necessary training to support telecommunications and data networks worldwide.

The AFL Culture

Our 30-year story begins and ends with great people. When you work with AFL people, you'll see the spark.

At AFL, we live by our core values: customers first; innovation; community engagement; integrity; collaboration and accountability; and environment, health and safety. These values drive our actions each and every day.

We hope you have learned a little more about AFL—our story, our business and our values. It's what makes us unique, setting us apart from our competitors. It's our commitment to you—to find the right solutions to help your business grow. It's how we connect.

To learn more about how AFL can help you connect,
visit our website at [AFLglobal.com](https://www.aflglobal.com) or
call us at **(800) 235-3423** or **+1 (864) 433-0333**







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