



**ADALTRA**

**CORPORATE  
PRESENTATION**

## We-make-the-connection

Adaltra is both a designer and supplier of integrated cable and connectivity solutions. We combine technical expertise with a customer-centric culture to deliver innovative and sustainable solutions tailored to each client's needs.



Paris Le Brio Office - 14 Mail du Commandant Cousteau - 91300 MassyBrio



**40** years of experience

CAE Group rebrands as Adaltra, offering the same expertise and know-how through leading brands since 1987.



**250** employees

A culture of care and commitment, by your side on every project.



**35** countries

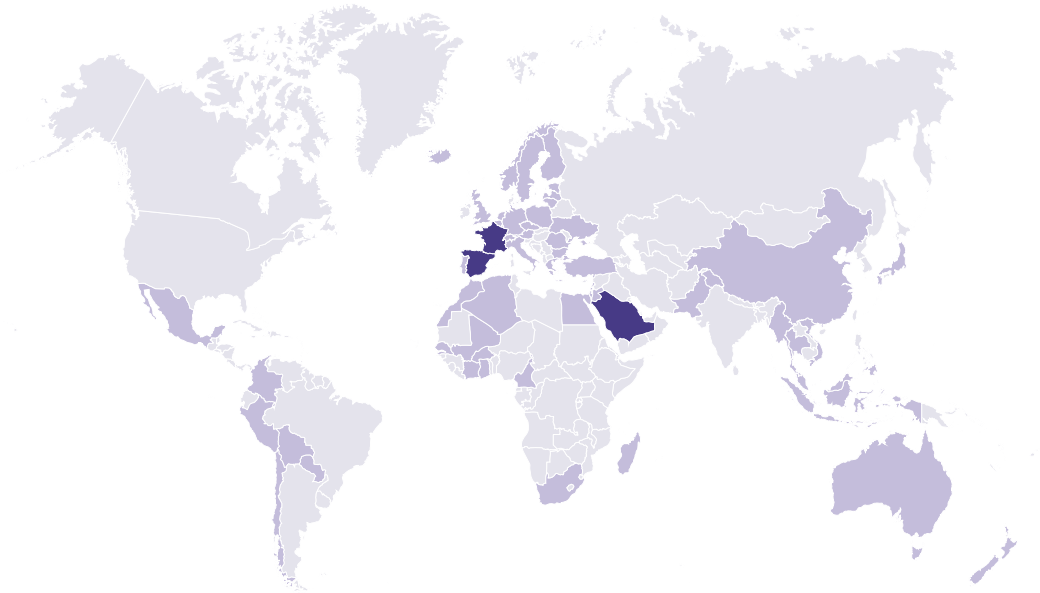
A global presence to respond quickly to local constraints.



## Adaltra's Global Presence

To stay close to our clients and their projects.

/ Operating in 3 countries  
France,  
Spain (2024)  
Saudi Arabia (2025)



 Commercial presence France / Spain (2024) / Saudi Arabia (2025)

 Distribution network



## OTHER ADALTRA BRANDS



Comfort sound and alert solutions for public and commercial buildings.



Cables designed for general building needs.



Industrial cables designed for the most demanding technical environments.



Terrestrial TV distribution.



Solutions for residential networks and connected homes.



Multimedia Connect, France's leading brand in cabling (fiber optic and copper) and data centers.



Leading brand in France for cabling for the performing arts (audio/video), major events and shows.





Hospitality



Education



Public  
administrations



Data centers /  
Networks



Corporate  
buildings



Industry



Wind and  
solar parks



Franchises  
and distribution



Transport  
infrastructures



Telecommunication  
operators



Smart cities



Healthcare





**Data networks  
(passive)**



**Data networks  
(active)**



**Low-voltage power  
grids**



**Automation and  
Industrial  
Processes**



**Security**



**Residential  
Solutions**



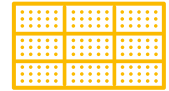
**Cable TV**



**Sound System**



**Audio/Video for  
Live Performance  
and Broadcast**



**Screens and video  
walls**

**Solutions from EKSELANS and OPENETICS**



## 14 vertical markets

10 solution ranges	14 vertical markets													
	Defense	Marine	Water / Energy / Environment	Nuclear	Agri-food	Industry	Hospitality	Healthcare	Franchises and distribution	Residential buildings	Data centers / Networks	Education	Transport infrastructures	Events
Data networks (passive)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Data networks (active)	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	✓	✓	✓
Low-voltage power grids	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Automation and Industrial Processes	✓	✓	✓	✓	✓	✓	N/A	N/A	N/A	N/A	N/A	N/A	✓	N/A
Security	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A
Residential Solutions	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	✓	N/A	N/A	N/A	N/A
Cable TV	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	✓	✓	✓
Sound System	✓	✓	N/A	N/A	N/A	N/A	✓	✓	✓	✓	N/A	✓	✓	N/A
Audio/Video for Live Performance and Broadcast	N/A	N/A	N/A	N/A	N/A	N/A	✓	N/A	N/A	N/A	N/A	✓	N/A	✓
Screens and video walls	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	N/A	✓	✓	✓

More than 10,000 products

# WHO IS ADALTRA IBERIA?



**EKSELANS (EK) and OPENETICS** are two renowned Spanish brands in the sector, with decades of experience and strong expertise in developing telecommunications solutions. Today, they are part of **ADALTRA IBERIA**, the Spanish subsidiary of the French company **ADALTRA**, which integrates R&D, software engineering, electronic design and the manufacturing of professional solutions.

**EK** specializes in advanced solutions for TV signal reception, processing and distribution, as well as connectivity and active network technologies, among others. **OPENETICS**, on the other hand, focuses its activity on the design and manufacturing of structured cabling, fiber optics, rack cabinets and PDUs, always following the most demanding quality standards.

In 2024, both Spanish brands were integrated into the French group **CAE GROUPE**, which in 2025 began a new era under the name **ADALTRA**. This change is more than just a new name: it symbolizes a renewed ambition, the desire to rethink connectivity solutions —both active and passive— and to open new paths toward a more efficient, responsible and interconnected world.



Headquarters in Sant Cugat del Vallès, Barcelona



**HEADQUARTERS  
MADRID**  
Madrid



**LOGISTICS AND  
PRODUCTION  
CENTER**  
Sabadell,  
Barcelona



# WHO IS ADALTRA IBERIA?



**ADALTRA** is now a European leader in integrated cabling and connectivity solutions, with a presence in multiple market verticals: smart buildings, critical infrastructure, industrial, naval and offshore, nuclear, defense, healthcare, energy, and hospitality, among others.

Our **mission** is to connect the physical and digital worlds through innovative and sustainable solutions. Our **vision** is to break new ground, redefining the standards of connectivity, service, and innovation in Europe. And our **ambition** is to become the partner of choice for integrated cabling and connectivity solutions, combining technology, proximity, and sustainability.

ADALTRA's identity is inspired by the slogan "**We make the connection**," which reflects both our ability to connect people and infrastructure and our commitment to building strong, lasting relationships with customers and partners.

EK and OPENETICS, as active members of ADALTRA, are moving toward a future in which connectivity is no longer just infrastructure, but a true driver of transformation.

# ADALTRA

we make the connection





With a perfectly structured, **professional-oriented** commercial policy, we distribute our solutions to more than 50 countries. This global vision allows us to draw on the experience provided by different international markets, which is reflected in the varied range of products available to customers, in many cases with products tailored to the needs of each country.





We make significant investments in research, development, and technological innovation. Our engineering teams — who have extensive experience in R&D, industrialization, and the production of technological solutions — develop products that are manufactured to high-quality standards.

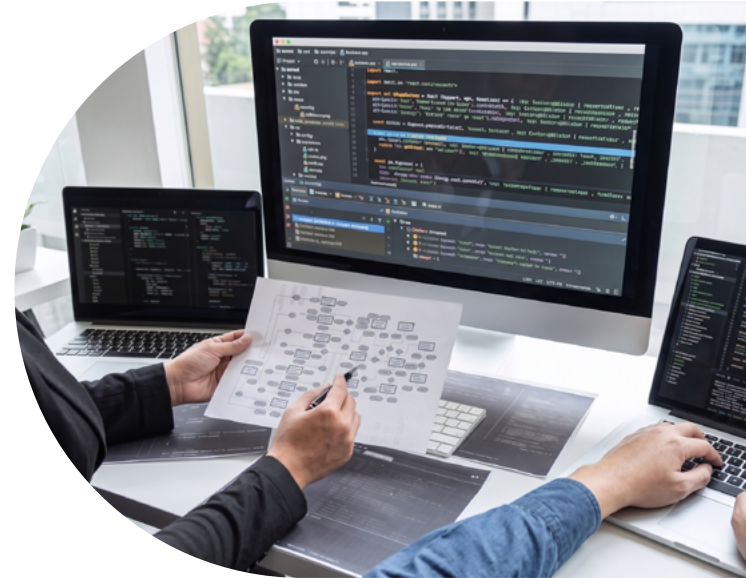




**BC-TECHS** is a young company founded with the mission of providing the best and most advanced range of engineering products and services for the transmission, encoding, and protection of content for **DIGITAL TELEVISION**.

Over the years, the team of professionals at BC-TECHS—with extensive experience in the industry and a strong commitment to quality—has pushed the boundaries of digital network integration: DTT, SAT, IPTV, and streaming.

In addition, BC-TECHS currently develops professional Wi-Fi connectivity systems and monitoring and control systems for GPON/FTTH/FTTR passive fiber networks for the **hospitality** sector and **Smart Cities**.



**BC TECHS** Plaza de la República de Ecuador, 2, 1st Floor, Apartment A  
28016 Madrid, Spain

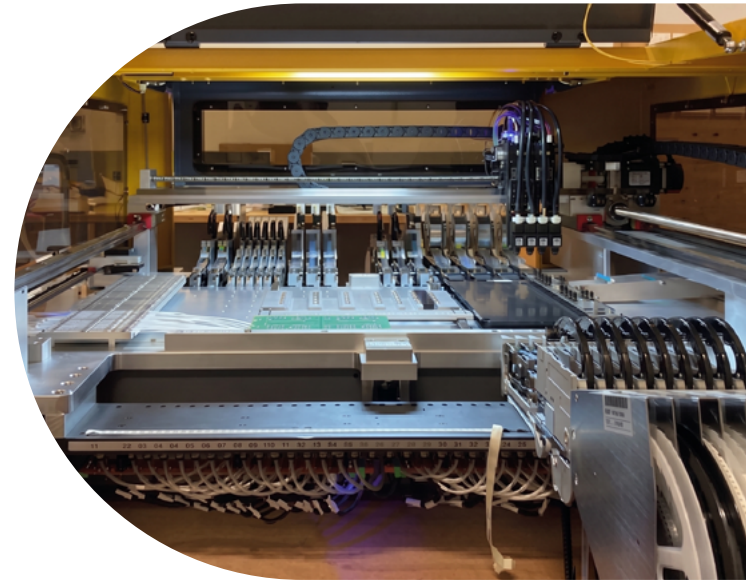




**SENSORLAB** is a company founded in 2011 with the goal of designing and manufacturing instruments specifically for oceanographic research, with its initial products being high-precision spectrophotometric pH sensors. Over the years, SENSORLAB has continued to expand its line of products and services into the monitoring and integration of scientific sensors, as well as the development of various projects in the field of optoelectronic instrumentation.

By joining the ITS Partner Group, the company has continued to expand its scope of operations into the fields of optoelectronics and wired and wireless communication networks.

In addition to its strong R&D team, SENSORLAB operates production lines for both surface-mount and conventional electronic circuits, as well as a laboratory for conducting sophisticated technical tests.

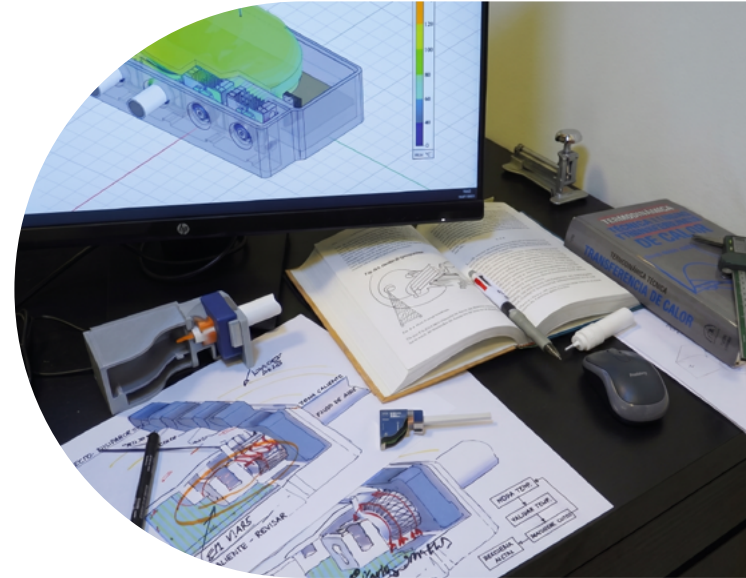


**SENSORLAB** 111-113 Calle Invierno, Ground Floor 35018  
Las Palmas de Gran Canaria 28016 Madrid, Spain







**inEkin Design** is a product design firm that offers innovative solutions to both everyday and professional problems and needs.

inEkin Design is not a conventional design firm; we turn the conventional approach on its head and embrace the concept of Open Innovation. This means we focus on actively seeking out latent needs and problems so that, once a need is identified, we can develop an innovative solution that can be protected by industrial and intellectual property rights.



**INEKIN DESIGN** 170 Paseo Miramón, Suite 13 - 20014, San Sebastián



 <p><b>01</b> SMATV</p>	 <p><b>02</b> OPTICAL FIBER AND STRUCTURED CABLING</p>	 <p><b>03</b> RECEIVERS, MODULATORS AND REPEATERS REMOTE CONTROL ONLINE</p>	 <p><b>04</b> TRANSMODULATION HEADEND, ENCODERS, AND IP STREAMERS</p>	 <p><b>05</b> HOSPITALITY AND HEALTHCARE / IPTV SERVERS / CHROME CASTING / OTT AND OPERATORS</p>	 <p><b>06</b> CATV / HFC / ICT2 TRANSMISSION - OPTICAL RECEPTION</p>	 <p><b>07</b> DTT, and SAT BROADCASTING OVER FIBER OPTICS</p>
 <p><b>08</b> GPON, SOLUTION FOR HOSPITALITY, RESIDENTIAL, INDUSTRY, AND SMART CITIES</p>	 <p><b>09</b> INSTRUMENTATION</p>	 <p><b>10</b> EKOAX. INTERNET VIA COAXIAL CABLE</p>	 <p><b>11</b> WIFI, SWITCHES, 4G ROUTERS AND WIRING STRUCTURED</p>	 <p><b>12</b> HOTSPOT CAPTIVE PORTAL AND NETWORK AUDIT</p>	 <p><b>13</b> SENSORY, IoT</p>	 <p><b>14</b> VIDEO DOOR AND ACCESS CONTROL</p>





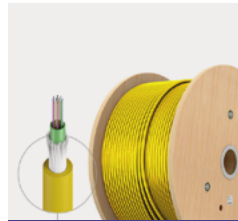
15

SYSTEMS WIRING  
STRUCTURED  
COPPER



16

RACK CABINETS



17

OPTICAL FIBER  
MM/CM



18

MEASURING  
EQUIPMENT  
AND FIBER OPTIC  
INSTRUMENTATION

myNET  
Campus

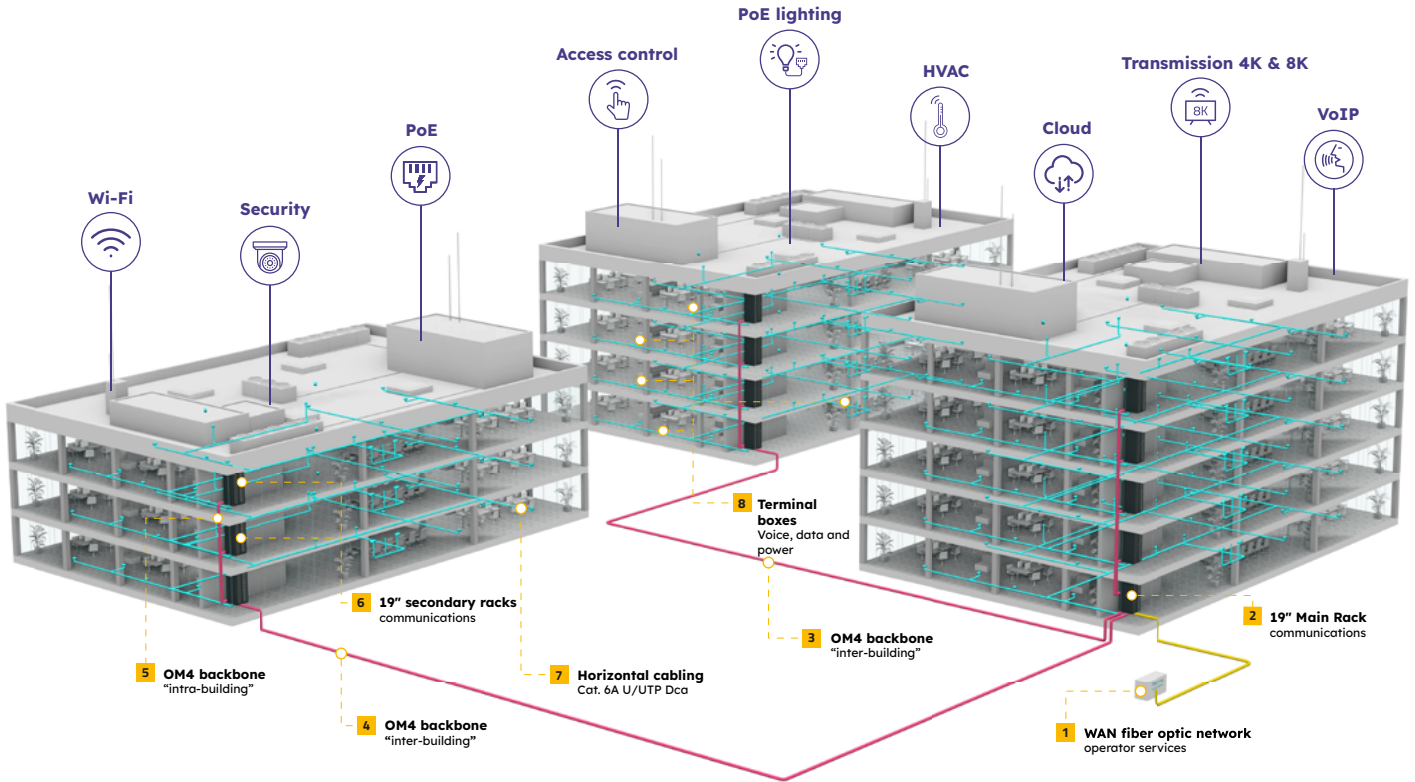


## THE BEST DESIGN AND CALCULATION SOFTWARE FOR STRUCTURED CABLING NETWORKS

Designed for engineering firms and installation companies

[/ mynet.openetics.com](http://mynet.openetics.com)





# WHY CHOOSE US?



**Spanish technology companies with significant investment in R&D**



**Training plans, both in-person and online**



**Technical support of the highest standard**



**Exclusive commercial focus for professionals**



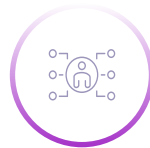
**Continuous contribution billing with new technological solutions**



**Comprehensive solution and real alternative to other market players**



**Excellent value for money**



**Highly qualified local commercial support**



**Influence on the market through engineering**



**Comprehensive support for accessing and implementing new technology projects**





**Hotels and campsites**



**Universities and schools**



**Administrations public**



**Data centers**



**Corporate buildings**



**Industry 4.0**



**Wind and solar farms**



**Shops**



**Buildings corporate**



**Telecommunications operators**



**Smart cities**

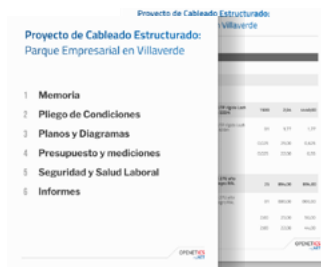


**Social healthcare sector**





Our customers receive advice from our prescription team, made up of professional network and telecommunications engineers.



## PROCESS:



Evaluation of the network requirements.



Definition of the more reliable systems.



Creating lists of materials.



On-site installation support.





OPENETICS offers an **extended 25-year warranty** for copper and fiber optic installations carried out with the brand. To obtain this warranty, the installer must be an OPENETICS Integration Partner.





- / Exclusive guidance for professionals
- / Company with high capacity for investment in development
- / In-person and online training for installers
- / Pre- and post-sales technical support for professionals. From the technical office, the product managers responsible for the different product families respond with the utmost respect and professional rigor to any queries that may arise from installers.
- / Objective: to innovate and offer professional solutions as dynamically as possible, always paying attention to quality and the ability of our distribution network to generate business.





We offer the hotel sector a wide range of technological solutions that enable it to respond to current needs and demands in terms of connectivity and entertainment.

Based on our own developments, we offer a wide range of professional equipment that allows us to create advanced multimedia environments in hotels, either by upgrading existing infrastructure without the need for construction work, or by implementing advanced FTTR (Fiber-To-The-Room) systems over fiber optics.



**SCALABLE WIFI  
COVERAGE**



**FAST AND SECURE MOBILE  
CONNECTIVITY  
(BYOD)**



**PROCESSING AND DIS-  
TRIBUTION OF CHANNELS  
FOR DTT, SATELLITE, AND  
IPTV**



**CREATION OF INFORMATI-  
VE CHANNELS**



**OTT - STREAMING SERVI-  
CES OVER WIFI**



**ACCESS TO MULTIMEDIA  
SERVICES WITH MOBILE  
DEVICES AND HOSPITA-  
LITY TV**



**HOTSPOT, PORTALS OF  
WELCOME, DIGITAL MAR-  
KETING**



**SECURE INTERNET  
ACCESS WITH CLASSIFI-  
CATION BY  
INFORMATION AND  
NETWORK AUDIT**



**SYSTEM  
CHROMECASTING**





We provide ongoing training to distributors, installers, and system integrators through technical workshops, online webinars, and video tutorials.

EK WEBINAR ACADEMY and myACADEMY, now combined, connect telecommunications professionals with EK and Openetics technologies through webinars led by the company's engineers.

With over 5,000 live views, we are making the content available to those interested on our YouTube channels.

**webinar**   
EKSELANS | OPENETICS



# COMPLETED PROJECTS

Projects carried out with EK and OPENETICS technology:

We are backed by more than  
**10,000** installations  
worldwide.



**Hospital of Sant Pau  
Barcelona**



**Majestic Hotel  
Barcelona**



**Volcano Hotel  
Lanzarote**



**Onyx Hotel  
Punta Cana**



**Now Jade Hotel  
Riviera Maya**



**First Division Stadium  
Eibar FC**



**Telephone CPD  
Madrid**



**Sonatrach  
Algeria**



**Courts  
Canary Islands**



**IKEA stores  
Spain**



# EIBAR FC'S FIRST DIVISION STADIUM EIBAR

## TECHNOLOGIES USED

WIFI<sub>byEk</sub>



CMHEADEND



OTT<sub>byEk</sub>



Corporate buildings





# MAJÈSTIC HOTEL BARCELONA

## TECHNOLOGIES USED

CMHEADEND



Hospitality



# HOSPITAL OF SANT PAU BARCELONA



## SOLUTION

**600**  
network nodes

**25**  
Racks



Corporate buildings



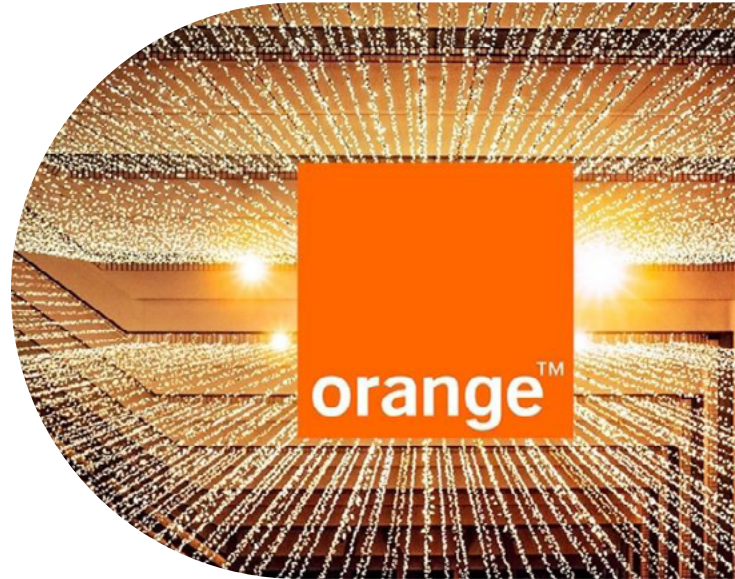
## ORANGE MALI

### NEED

Deployment of network infrastructure at the regional and national levels through multiple projects involving connectivity and technical infrastructure.

### THE SOLUTION

250.000 m Cable installed    75.000 m Optical fiber    35 Cabinets



Telecommunications providers



**Ek** SELANS /ADALTRA      OPENETICS /ADALTRA

**ADALTRA**



ek.plus



@ekplus



ekselansbyits



openetics.com



@OPENETICS



openetics