



# Press release

## DORO and Swyx sign an OEM agreement for a new VoIP telephone exchange

DORO, the Lund-based telecommunications company listed on the O-list, of the OM Stockholm Exchange, has signed a partnership agreement with Swyx Communication AG, a German company, based in Dortmund.

DORO is now entitled to market SwyxWare as an official OEM Partner of the German VoIP specialist. The products "made in Germany", consisting of the SwyxServer, the PC-telephony client SwyxIt!, the IP phone SwyxPhone and the gateway module SwyxGate, will now be exclusively distributed throughout Sweden, Norway, Denmark, Finland, Poland and the Baltic states under the new brand name DORO-Swyx. Furthermore, DORO will sell DORO-Swyx through its sales channels on other markets. With this agreement, DORO and Swyx Communications AG have taken an important step in establishing themselves on the European telecommunication provider market.

DORO will adapt the products towards the needs and standards of the users, in order to meet country-specific customer requirements. Starting with Scandinavian language options, other language variations will be added throughout 2001.

"DORO gains access to a new exchange system for future offices. The co-operation with Swyx gives DORO access to leading technology in the VoIP field. We will become a complete supplier to different distributors, and a more attractive partner. We see significant opportunities for selling this exchange in all our markets," says Ingvar Karlsson, DORO's CEO.

Dr. Wolfgang Schröder, CEO at Swyx Communications AG believes this co-operation is of significant value to the development of the young company, founded in April 1999. "In DORO we have found the ideal partner to successfully penetrate the European and international telecommunication markets," he states. "With this co-operation we aim to achieve a good revenue stream in the first year," he concludes positively.

Martin Flensburg, head of telephone exchanges at DORO adds: "The Swyx product range is strategically important to our company. It is the optimal supplement for our product portfolio, driving the expansive development of DORO. Swyx is the perfect partner in the area of IP telephony, the growing market of the future."

DORO will issue its financial statement on 25 January. The financial year's quarterly reports will be issued on 17 April, 16 July, 17 October and 23 January 2001. The AGM will be held on 14 March.

More information about DORO can be found at: [www.doro.com](http://www.doro.com)

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