

Press Release

New Sales Partnership for the Polish Market

Hanover, Germany, February 09, 2023 – **With PB Technik Sp. z o.o. coming onboard, Viscom AG has gained a new strong distribution partner for Poland. The contract was signed on February 1, 2023 and covers Viscom's entire portfolio of inspection systems for electronics manufacturing.**

PB Technik is based in Warsaw, the capital of Poland. Founded in 1991, the company now represents many manufacturers known in the industry for equipping modern assembly lines and has over 40 employees, including its own service specialists. Jakub Karpowicz, Senior Product Manager Testing Systems, and Paweł Szumny, Managing Director and Vice President at PB Technik, analyzed Viscom in direct comparison with other potential suppliers before making the decision. "We also solicited opinions from our customer base. The feedback was really positive about the technologies used by Viscom and the image quality," emphasizes Karpowicz.

Viscom products will replace three other brands at PB Technik. With this step, the sales partner wants to optimally meet the requirements of larger electronics manufacturers located in Poland. "PB Technik is excellently networked in the Polish market and has the right competencies, especially for our inspection solutions," says Sebastian Legierko, Sales Manager Europe, Viscom AG, and direct contact for PB Technik's future concerns.

At the end of January 2023, Jakub Karpowicz came to Hanover, Germany, to get a detailed overview of the system types, prices, and options at Viscom. However, the overall impression on site was also important for him: "I'd like to come here more often in the future together with customers as part of joint projects," says Karpowicz. "Viscom's campus with its manufacturing, large demo center and other buildings simply deserves to be seen."

To make it easy for interested parties to get to know the technical possibilities, PB Technik will present selected systems from Viscom on its own premises as part of the cooperation. Jakub Karpowicz: "The demo machines are also proving really popular among our service staff, who utilize them to try out their unconventional ideas with a view to expanding their own knowledge." A transition process associated with appropriate training is planned here, ensuring that specialists from Viscom and PB Technik always cover the entire spectrum of support tasks within Poland in varying proportions.



Sebastian Legierko, Sales Manager Europe, Viscom AG, gives Jakub Karpowicz, Senior Product Manager Testing Systems, PB Technik Sp. z o.o., an overview of the inspection systems from Viscom

About Viscom

Founded in 1984, Viscom AG is one of the leading suppliers worldwide in the field of assembly inspection within electronics production. With its headquarters and production site in Hanover, Germany, the company develops, produces and sells high-quality inspection systems from the areas of AOI, SPI, AXI, MXI, wire bond inspection, and conformal coating inspection. The systems developed and manufactured in Hanover set high standards in terms of accuracy and speed. The product range covers the complete spectrum of optical inspection and X-ray inspection for small and medium-sized companies as well as for large series production. Viscom systems are used for 100% automatic inspection of electronic assemblies such as those used in the production of automotive electronics, aerospace technology or in the manufacture of telecommunications electronics.

Product development also focuses on customer-specific system developments and networking with other production processes for smart factory applications. In order to achieve this, Viscom AG increasingly invests in its own software and hardware development which is constantly defining new standards in inspection technology.

International sales are handled by a broad network of its own subsidiaries, application centers, service centers and representatives. A service team of in-house technicians and application specialists commission Viscom systems worldwide, offering maintenance, conversion and modernization from a single source. In addition, system-specific training courses are offered for customers' operators, programmers and maintenance personnel. Experienced engineers and technicians from the application and service departments share their expert knowledge with participants.

Viscom AG has been listed on the Frankfurt Stock Exchange since 2006 (ISIN: DE0007846867).