



USTC Corp Acquires Comstar Supply

USTC's rapid organic growth and recent acquisitions create market leader in broadband distribution solutions

August 9, 2021 – Edison, New Jersey – USTC Corp, Inc., a leading value-added distributor of telecommunications materials, supply chain solutions, and technical expertise announced today that it has acquired Comstar Supply, Inc., a national distributor of outside plant material and equipment for the broadband industry. With this transaction, USTC Corp now operates seven distribution locations in the U.S., with plans to significantly grow its service territory and customer base. The financial terms of the transaction are not disclosed.

Founded in 2017 by Cédric Varasteh and backed by Washington, D.C. headquartered global investment firm Carlyle (NASDAQ: CG), USTC Corp is a leading one stop shop for all materials, product design, and value-added distribution of passive and active equipment and tooling from more than 1,000 global suppliers for telecommunications, Hybrid Fiber-Coaxial (HFC), Fiber To The Home (FTTH), Fiber To The x (FTTx), wireless, and data center technologies, as well as supply chain management solutions. USTC Corp is a trusted partner for all technical and logistics expertise with extensive engineering and Broadband Fiber Networks capabilities, and an experienced team of nearly 400 employees.

Comstar Supply was founded in 1994 with the goal of providing the broadband industry with the necessary outside plant materials and tools. Through its distribution centers in Philadelphia, PA and Raleigh, NC, the Company serves a diverse customer base including contractors, broadband and electric utilities, wireline and wireless internet providers, cooperatives, and other CATV companies.

This acquisition as well as the recent acquisition of Walker and Associates allows USTC Corp to continue expanding its customer base and footprint with seven locations for the combined entities across New Jersey (including USTC Corp's headquarters in Edison), North Carolina, Pennsylvania, Texas and Nevada. USTC Corp is perfectly positioned to serve customers quicker across the country with greater flexibility and reliability needed to support network deployments, upgrades, and maintenance, while enhancing their supplier relationships.

For Comstar, the transaction provides an expanded portfolio of products and technologies beyond its existing outside plant inventory, and a comprehensive array of value-added solutions including planning, product design, kitting and home delivery, logistics services, as well as engineering capabilities.

Cédric Varasteh, Founder and CEO of USTC Corp, said “We’re thrilled to welcome the Comstar Supply team to the USTC family. Together we can help solve our customers’ toughest problems with our combined world-class distribution capabilities, technical and engineering expertise, and best-in-class supply chain and logistics solutions needed to quickly support network deployments, upgrades, and maintenance, and further expand our one stop shop offerings across our enhanced footprint. Our capabilities, end-to-end solutions, and comprehensive product catalog, along with our seven distribution locations across the U.S. enable us to offer the flexibility and reliability needed to support our customers on a regional and national scale with the added benefit of global purchasing power.”

Chad Punchard, President of Comstar Supply, added “Over 25 years ago, my father set out to build a company with a set of morals and ethics that continue to guide and shape who we are today, and I’m proud that USTC’s values and culture align beautifully with ours. Both organizations are guided by the same relentless pursuit of customer satisfaction, and with our extensive customized solutions, together we’re uniquely positioned as a true and trusted distribution partner to serve our diverse customer base across the country.”

Vladimir Lasocki, Managing Director at Carlyle, and Cyril Bourdarot, Director at Carlyle and Chairman of USTC Corp’s parent group, said “The capex trend in telecom is structurally growing due to the increased need for broadband and our increasingly connected economy. Our growth strategy with Cédric has been focused on positioning USTC Corp as the ideal partner for all investment needs, be they maintenance, upgrade or network roll-out for all technologies (FTTH, HFC, mobile – particularly 5G, datacenter, etc.). We are delighted with the significant progress made in the U.S. with the Comstar and Walker and Associates transactions which are both great additions to USTC Corp. This is building a business of real scale and importance in the region while delivering a complete offering that customers need and are valuing.”

Advisors on the transaction:

- M&A Advisor (Buy Side): Bank Street Group LLC
- M&A Advisor (Sell Side): Savran Benson LLP
- Legal Advisor (Buy Side): DLA Piper
- Legal Advisor (Sell Side): Blank Rome

About USTC Corp

USTC Corp is a leading one stop shop for all materials, technical expertise, supply chain management solutions, and the value-added distribution of passive and active equipment and tooling from over 1,000 global suppliers for telecommunications, HFC, FTTH, FTTx, wireless, and data center technologies. Founded in 2017 by CEO and Chairman of the Board, Cédric Varasteh, and headquartered in Edison, NJ with expanded operations in Dallas,

Texas, USTC Corp recently acquired Walker and Associates, adding additional locations in Winston Salem, North Carolina and Reno, Nevada. With flexible delivery models, a plug-and-play approach, and modular set of value-added services, USTC Corp believes that customers deserve customization. Their experienced team of nearly 400 employees across 5 facilities in the U.S. are working hard every day dedicated to customer satisfaction and reliability. To learn more, visit www.ustc-corp.com and follow USTC Corp on LinkedIn at www.linkedin.com/company/USTCcorp.

About Comstar Supply

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About Carlyle

Carlyle (NASDAQ: CG) is a global investment firm with deep industry expertise that deploys private capital across three business segments: Global Private Equity, Global Credit and Investment Solutions. With \$276 billion of assets under management as of June 30, 2021, Carlyle's purpose is to invest wisely and create value on behalf of its investors, portfolio companies and the communities in which we live and invest. Carlyle employs nearly 1,800 people in 27 offices across five continents. Further information is available at carlyle.com. Follow Carlyle on Twitter @OneCarlyle