



media information

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CAMBRIDGE BROADBAND RECEIVES \$2.6 MILLION ORDER FROM DG TELECOM, CHINA



Beijing, China, 14 April 2003: As part of the ongoing relationship between Cambridge Broadband Limited and the Beijing DG Telecommunications Equipment Co., DG Telecom has placed an order for \$2.6 million of Cambridge Broadband's VectaStar 3500 fixed wireless access technology.

As in previous orders, DG Telecom will undertake distribution, sales and support of the VectaStar 3500 equipment under its own "DGStar" brand. DG Telecom expects to order significant further quantities of VectaStar equipment during 2003, some of which will be locally manufactured in China.

This order follows the most recent round of fixed wireless access licensing in China, where a number of 3.5GHz licences were awarded in 32 cities. Nine companies won the licences, including China Telecom, China Netcom, China Mobile, China Satellite and China Communications.

Zhang Wu Zheng, Chief Executive of DG Telecom, comments: “We already provide equipment and services to many of the nine new licence winners, as well as a number of operators from the previous round of licensing. Demand is high for the VectaStar 3500 equipment, which offers carrier-class multi-service capability whilst also providing excellent coverage in a non-line-of-sight environment.”

Zine Seghier, VP Business Development at Cambridge Broadband, said: “We have been working with DG Telecom for almost two years now, and our relationship has been most productive. We are pleased that the latest round of spectrum licensing has happened, after some months of delay, and we look forward to working with DG Telecom in providing equipment to meet the voice and data needs of the Chinese market.”

DG Telecom will be using the VectaStar equipment for a number of new deployments, as well as expanding some existing networks. DG Telecom holds more than 50% of the point to point wireless transmission market, and the VectaStar equipment will be deployed in both point to point and point to multipoint configurations. Product shipments have already commenced, and will continue over the coming months. DG Telecom is currently the sole authorised distributor of Cambridge Broadband products and technology in China.

Cambridge Broadband will exhibit at CommunicAsia 2003, Singapore, from June 17 to 20.

— Ends

notes

1. For more information about any of the issues in this press release, please contact Nicky Dibben, Invention Marketing Limited, e-mail nicky@invention-marketing.co.uk, phone +44 (0) 1223 235399.
2. Photograph, caption “Cambridge Broadband and DG Telecom deploy fixed wireless access equipment throughout China”, is available electronically, please contact Nicky Dibben (as above).
3. A PDF version of this press release is available, please contact Nicky Dibben (as above).

About Cambridge Broadband www.cambridgebroadband.com

Cambridge Broadband has pioneered the development of carrier-class, point-to-multipoint broadband wireless access equipment for network operators wishing to deploy high-capacity, multi-service networks. The company is focused on delivering high quality multi-service networks with the best price-performance in the 3.5GHz band for license holders worldwide. Cambridge Broadband was formed in January 2000 by an experienced team with a strong record of successful innovation in broadband wireless design.

About DG Telecom

PTIC Capitel Group (Beijing Telecommunications Equipment Factory), headquartered in the Electronic Town of Beijing Municipality, is one of the 520 key enterprises in China designated by the State Economic and Trade Commission. Boasting of a long history, the Capitel Group was founded in 1941 and deserves the title of the first communication manufacturing enterprise in China. In 1958 the group began to develop microwave equipment and became the first microwave manufacturer in China. In 1982 the group successfully trial-produced mobile communication products and became the first mobile equipment manufacturer in China. In 1986, the group constructed the first digital microwave circuit in China with solid-state 34 MB/S equipment. Now the group has become one of the largest State-owned high and new technology enterprises engaged in the R&D, production and distribution of communication products.

About VectaStar 3500

Cambridge Broadband's 3.5GHz VectaStar 3500 system offers the most advanced combination of high bandwidth, high coverage and extended range on the market. It supports multiple carrier-class services simultaneously, each with robust QoS and has a 480Mbps (Megabits per second) base station capacity that can deliver up to 60Mbps full-duplex per customer. The VectaStar has excellent non-line-of-sight capability and self-backhaul at ranges up to 20km, making it a compelling solution for network operators looking to deploy high-capacity multi-service networks.