



1300 Crittenden Lane Suite 203  
Mountain View, CA 94043  
650.937.1130  
650.937.1125 (Fax)

## **BroadLight Ramps up Asia Market through Distributors in China, India, Japan, Korea, Singapore, and Taiwan**

*Network of Distributors Designed to Support BroadLight's Growing Customer wins in the Asia Pacific and Japan Regions*

**May 12, 2005 – Mountain View, Calif.** – Following the announcement that Huawei has incorporated BroadLight's complete end-to-end PON solution, BroadLight today announced that it has established an extensive network of distributors in China, India, Japan, Korea, Singapore and Taiwan. The signing of these distributors highlights BroadLight's growing presence in the Asia Pacific and Japan region and is designed to provide local sales and support for its ITU-T PON solutions. The companies that have been selected include Cytech Technology Ltd. in China, Rikei in Japan, ILDO Technology in Korea, EDOM Technology Co., Ltd. in Taiwan and Maxmega Electronics Pte., Ltd in Singapore and India.

"The PON market in Asia is expected to grow dramatically over the next few years as fiber becomes the broadband technology of choice," said Andy Vought, CEO of BroadLight. "The BroadLight distributors will enable us to expand quickly in this region and maintain our high standards for customer sales, support and service."

"The Asian market is leading the world's PON fiber rollouts and we have been actively engaged with customers to secure key design wins in that region," said Eric Cheong, General Manager of Asia for BroadLight. "We have a solid product offering for Asia and we are building strong sales and support channels through these very competent and experience distributors. We plan to play a major role in this region's PON expansion."

### **About BroadLight, Inc.**

BroadLight delivers the industry's only end-to-end solution (from the customer premises to the central office) for equipment vendors designing passive optical networks (PONs.) The company's completely integrated product line consists of standards-based digital and analog optical transceivers, communication semiconductors and software solutions that enable its customers to deliver ITU-T PON equipment to carriers and services providers worldwide. This end-to-end solution provides customers with a lower risk development cycle and enables them to significantly speed time-to-market. As a result, BroadLight

technology has been adopted by leading manufacturers who are currently providing equipment for the some of the world's largest fiber PON roll-outs.

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**BroadLight Public Relations**

Kelly Karr

650-299-8451

[kkarr@broadlight.com](mailto:kkarr@broadlight.com)

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