

Media Release

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Pacific Broadband Networks and Haldon sp. z.o.o. announce partnership to promote and distribute optical broadband solutions for the Polish market.

Almere , The Netherlands, 14 October 2010 – Pacific Broadband Networks (PBN) and Haldon sp. z.o.o. (Haldon) today announced a partnership to promote and distribute advanced optical broadband solutions to the Polish market place. The association will significantly increase exposure of PBN products to the Polish CATV market.

For over fifteen years PBN has continued to develop and manufacture world class optical, digital and RF broadband products with great success. PBN's brand name has gained recognition and positioned PBN as one of the world's leading companies for HFC, FTTx and RFoG solutions. PBN recently opened its European office and intends to grow its European market share via both direct sales and distributors. Haldon is a perfect candidate to contribute to this objective.

For over 18 years Haldon has acted in the Polish market place, developing a professional and customer focused organization, which is known to be important and leading in supplying products and services to the Polish CATV market. Haldon intends to bring innovative, high quality solutions to the Polish market place, where PBN's solutions seamlessly fit this objective. It is with great enthusiasm both companies enter the cooperation.

"Haldon's expertise, professionalism and extensive knowledge of the local CATV market place will strengthen PBN's position in Poland. Haldon is well known for its expert-level of technical skills and its high quality level of support. It goes without saying the combination of these qualities make Haldon an ideal candidate for Channel Partner, as well as it allows Haldon to achieve a significant market penetration with PBN products in Poland.", said PBN's Director of Sales EMEA, Mr. Pieter Dhondt.

Mr. Mariusz Bajurko, Commercial Director of Haldon, said: "Bringing PBN's system solutions to Haldon's product & technology portfolio will impact in a positive way the quality, market demand coverage and competitiveness of our offering to the end customers. I believe that with a growing number of fiber applications projects in the market both companies will take a significant part as one of the leading providers."

About PBN

PBN is one of only a few companies globally who uniquely offer leading-edge products and solutions that represent significant advantages for Operators of Broadband Networks, delivering comprehensive broadband distribution and access solutions to over 30 million subscribers, served by hundreds of headend facilities worldwide.

PBN focuses on enabling Network Operators to grow their portfolio of services by addressing the changing needs of their customers. In addition, improved network reliability, resilience and quality of service are key driving factors when designing products and solutions.

We specialise in the design, development, manufacture, supply and support of advanced optical broadband products. We engineer and offer scalable solutions that deliver a seamless migration path from HFC through to RFoG and to a true FTTH Passive Optical Network (PON) delivery platform.

PBN will predominantly continue to bridge the gap for next generation broadband networks and the constant demands for more capacity and bandwidth. PBN's product road map is focused on building cost-efficient solutions for Network Operators through price improvements, space reductions, power efficiencies and more intelligent software.

Recently PBN opened facilities in the Netherlands to expand its local presence in the EMEA territory. The European organization will strengthen the PBN presence and significantly improve its support to customers and partners. PBN understands that the importance of staying close to the customer and the local market cannot be overstated.

About Haldon

Haldon is a specialized company which provides services connecting with CATV and IP networks, as well as telecommunication systems integration.

Haldon offers services and products delivery for its cable television operators, IP operators and traditional telecommunications operators throughout Poland.

Haldon makes every effort to provide well skilled work force with technical know-how, like digital television DVBC, IPTV, HFC networks and also network power supply.

For over 18 years Haldon has been a highly professional company which has proven to be well respected in the national and international business environment of cable-, telecom and IP networks. Haldon holds market- and product expertise and customer focus amongst their core values.

Media Enquiries

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