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# Media Release

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Prepared by: Pacific Broadband Networks

## **PBN Americas to provide the CALA and NA markets with the next generation optical fibre broadband access equipment.**

**Melbourne, September 1, 2006** - Pacific Broadband Networks (PBN) today announced that it has branched out and opened a subsidiary company 'PBN Americas', which will be located in Virginia, USA. Through this office PBN Americas will further enhance PBN's existing reputation as a leading international product development and manufacturing company of advanced optical fibre broadband access products and technology services in the Carribean and Latin American (CALA) and North American (NA) markets.

Ed Kopakowski has been appointed as the Sales Director for PBN Americas. Ed has an extensive background in business development, sales, sales engineering, sales support and marketing in optical fibre broadband transmission technology for the HFC, CATV, CCTV and FTTx markets. Ed has been responsible for major local and international infrastructure projects for many prominent companies. Ed's impressive background, extensive understanding and insight into legacy and future technology requirements make him the ideal representative to take PBN to the next logical level and meet the company's future initiatives and goals.



*Ed Kopakowski  
Sales Director – PBN Americas*

PBN Americas' focal-point for the future will on the HFC and FTTx markets. For over a decade PBN's advanced *Light Link® Series 3* communications platform has been responsible for connecting many major cities and rural areas throughout Europe, China and South East Asia. Its superior characteristics are outstanding compared to many competitor products being offered in today's aggressive markets. This highly advanced and sophisticated platform enables customers to continue meeting the level of consumer demands.

PBN's products and technology solutions offer MSO the capability to move *from legacy to leadership*. Hardware solutions are combined with PBN's NMS3-DragonView fully integrated SNMP network management and provisioning software. Analog and digital services are integrated into both hardware and software products. HFC, Ethernet, EPON, P2P and P2MP technology is fully supported by *Light Link® Series 3* headends. PBN's products and solutions eliminate the burden of having to re-configure existing networks. Reduced capital outlay leads to savings over the life of the network.

The Chairman of PBN Americas Mr Peter Saglietti said, "branching out into America is testimony to the decade of local research and development efforts we have invested in our technology and resources to design, develop and manufacture a globally competitive optical broadband platform".

## About PBN

PBN is an Australian owned communications company that offers a wide range of advanced optical fibre broadband transmission products and services. PBN provides comprehensive broadband distribution and access solutions; including headend equipment, network management, advanced optical transmission products suitable for Ethernet, HFC and FTTx with EPON point to point and point to multi point applications.

If you would like to know more about PBN and our highly successfully teams, visit our website or contact our office directly. We would be happy to hear from you.

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*For further information:*

*Contact: Vickie Gillan  
Telephone: +61-3-9763-1800  
Facsimile: +61-3-9763-5522  
Email: vickie@pbn.com.au  
Website: www.pbn.com.au*

*8-10 Keith Campbell Court  
Scoresby, VIC 3179  
Australia*

*Contact: Ed Kopakowski  
Telephone: 703-579-6777 x 567  
Facsimile: 703-935-4506  
Email: ekopakowski@pbnamericas.com  
Website: www.pbnamericas.com*

*6102 Albemarle Lane; Suite 567  
Blacksburg, VA 24060-8116  
USA*