

Newsletter September 2003

Hong Kong enlarges Powerline Rollout with 40'000 lines

To meet fast growing demand on broadband Internet access using Powerline Access technology in Asia and Pacific regions, Ascom Powerline Communications AG and CK Power Communications Limited (CKPC), a member of Cheung Kong Group, signed a license agreement on August 12, 2003. This agreement provides CKPC access to Ascom PLC technology for local production and distribution of Ascom PLC systems and products. In connection to this agreement, Ascom will further deliver PLC equipments for upcoming demand of up to 40'000 customers in the next couple of years.



CKPC is a member of Cheung Kong Group. Through the collaboration with Hutchison Global Communications Limited (HGC), the two partners are jointly offering innovative Internet access service to residential homes, serviced apartments and hotels in Hong Kong.

Through the cooperation with CKPC in the past two years, Ascom PLC systems and products have been supporting over 10'000 broadband users in Hong Kong. The service, first of its type in Asia, is an alternative for users to access broadband service, and establishes powerline as a major access technology in the already competitive broadband market.

In this context, Mr Weilin Liu, Head of Ascom PLC comments, "The technology transfer and equipment delivery agreement will enables our partner CKPC to realise the largest commercial rollout to provide internet service using PLC technology. This is an important step for Ascom to further exploit the huge business potential of broadband access market not only in Hong Kong but also in other fast growing Asian and Pacific regions."

And: "It proves Ascom's leadership in providing economically attractive, competitive and reliable broadband access technology. We will continue to work on and strengthen this technology leadership."

Besides of the ongoing projects with CKPC and the future potential throughout its markets, Ascom Powerline receives a huge number of requests from potential partners and utilities in countries like Thailand and Japan. Ascom Powerline believes in the potential of emerging markets and will bring up some new flags on the map of Powerline covered countries. Initial discussions for possible trial scenarios are already ongoing with contacts from India and Malaysia.

Berne, 2nd September 2003