

Corporate



<http://www.telsey.com>



to enable the future

we enable the future

At Telsey we believe that continuous technological innovation and next generation IP communication networks will improve the way people live and work. We work to enable communication service providers to deliver business, entertainment and communication broadband services into homes and offices.

Profile

Telsey is a worldwide leader in the design and production of **Access Gateway, IP-Video Station** and **Networking** solutions for the distribution of broadband interactive services in the next generation access networks for both FTTx and DSL technologies.

Telsey's added value goes beyond a complete, flexible and cost effective set of innovative and top-quality products. Thanks to our unique library of hardware and software building blocks, we provide total flexibility, rapid design and cutting edge technology in the design of tailored broadband access and distribution solutions. Given our multi-year experience in the deployment of access solutions for advanced IP networks (FTTx, xDSL, Cable) we provide **Consulting, Design and Support Services** to help our customers reduce time to market and increase the return of investment of their broadband services distribution business. Telsey's proven capability to rapidly deliver drastically helps broadband providers to overtake the 'last mile' bottleneck.

Thanks to our consolidated technological know-how and experience in perceiving customer needs, we also design Test and Measurement products for high-speed access networks.



History

Telsey boasts a decennial experience and technological dynamism.

Telsey, founded in 1993, dedicates its first few years of activity to the design of OEM solutions for major Network Equipment Manufactures such as set-top boxes (Italtel) and monitoring and control equipment for long distance networks (Pirelli Cavi and Cisco Photonix).

In 1997, Telsey installs the first commercial VDSL link for last mile broadband signal distribution. In 1999, the company, thanks to its broadband telecommunication consolidated knowledge, shifts its focus to the design of optical/electrical Access Gateway devices for broadband services on both IP and DSL technologies.

In the most recent years, Telsey has attained significant achievements in both the domestic and the international markets including the acquisition of important customers such as Fastweb, the first provider of an integrated offer of services over IP.

In 2001, Telsey has been awarded by Veneto Innovazione, a non-profit organization which fosters new research initiatives in the Veneto region, the 2nd edition of the regional award for recognition in the company's successful development of innovative technology.

In 2003 Telsey has been reconfirmed with the new Quality Certification ISO 9001:2000.

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Solutions and Services

ACCESS GATEWAY



The **Access Gateway** product family enables end-users, both residential and small-medium business, to access broadband networks (FTTx, xDSL) and to make use of high-speed (up to 100 Mb/s) integrated and interactive services such as **fast internet, digital video and voice services** (VoIP, VoDSL, Special Services). Telsey's Access Gateways support alternative in-building and in-house/office distribution solutions such as Powerline and Wireless LAN.

Telsey Access Gateways include products fitting the needs of the fast growing market of residential broadband subscriber asking for bundled voice, video and data services. In particular the new model called **CPVA500**, thanks to its cutting edge technology and innovative autoinstalling capabilities, sets a reference for the roll out of broadband ADSL services to the residential market segment. The completeness of Telsey Access Gateway is confirmed by the models for the **SOHO/SME** users that provide solutions that allow broadband operators to quickly deploy their integrated voice, video and data services to these high revenue generating users.

The **IP-Video Station** product family is comprised of **IP-Set Top Box** and Home Station solutions that enable the delivery of interactive IP video services such as **Video on Demand, Pay per View, Video Conference, Web browsing** and e-mail on FTTX and DSL networks. The television set becomes an interactive user interface to video, data and voice services based on IP. In the near future, the Home Station will consent additional interactive home automation control and management.

Unique in the marketplace the Telsey IP Set Top Box is a modular product that can integrate VoD and **Interactive TV** with high quality Video Telephony. Network operators can hereby offer a wide range of video services leveraging on the same hardware platform. Finally the flexible architecture of the Telsey IP-Set Top Box can be used to provide - over an IP network - remote presentation of multimedia contents to support dynamic advertising applications in the retail market segment.

IP-VIDEO STATION



NETWORKING



The **Networking** product family includes the @Link and media converter product lines. Telsey's @Link products distribute broadband signals through the building up to customer's homes and offices.

Telsey's Media Converters are an optical-electrical signal conversion devices providing a modular and low cost solution to interconnect high-speed optical and electrical network equipments.

POST SALES SUPPORT SERVICES

In addition, we offer online and an in-field **Post Sales Support Services**. Through a dedicated team of specialists, we are committed to provide our customers with a full support experience which includes: trouble ticketing, online tracking, Software Update Services from in-field technical support and repair services.



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Research & Development

We strongly believe in being an active leader in the research and development of groundbreaking solutions and products. More than half of Telsey's employees work in the R&D and Engineering department. Telsey's R&D department has a flexible and customer oriented approach and dynamic environment which facilitates advanced research that has produced numerous innovative products and patents.



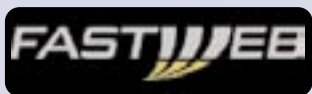
In 2002, in collaboration with the Telecommunication Engineering Department of the 'Università del Sannio' Telsey has inaugurated an additional research and development laboratory in Benevento. "Telsey in collaboration with 'Università del Sannio' has created a foundation for strong business growth and a profitable future for our engineers. Telsey and the 'Università del Sannio' will work together to ensure technological innovation and dynamism in the research for solutions for high speed broad band signal distribution using Powerline and wireless technologies."

Aniello Cimitile - Rector Università del Sannio

Partners Program

Telsey's partnership program is based upon our constant commitment in providing our customers with a total solution experience.

With this program, Telsey will offer to the customers more flexible, competitive and efficient solutions, with better price-performance and higher scalability, and at the same time Telsey will support its key partners in winning larger business opportunities.



Fastweb has chosen Telsey's technology to deliver their innovative suite of efficient, economic, reliable IP broadband services to customers' homes. Through the use of Telsey's Access Gateways and IP-Video Stations, Fastweb has already enabled over 100 thousand Italian customers to take advantage of voice and Fast Internet Services. Fastweb choose Telsey because of its fast response in providing the first prototype of residential gateways meeting Fastweb's set requirements.



Lyse Energi AS in Stavanger, Norway has chosen Telsey's Access Gateways and Media Converters to deliver broadband services to its subscribers. Telsey's Access Gateways have been chosen for their evolving design and for their technological flexibility.



Comunitel, the first telecommunications operator in Spain to take advantage of XDSL local loop unbundling to offer broadband services over copper telephone lines, has adopted Telsey's ADSL Access Gateway products to provide its customers with access to Comunitel's extensive range of innovative broadband services.



Telsey's Access Gateways have been selected for SIG evolving design and technological flexibility. SIG, a Swiss multi-utility provider, has benefitted from Telsey's decennial experience in delivering access gateways to complete modern and fast-evolving high speed networks, through the high number of Access Gateways installations throughout Europe. Telsey's distinguished product flexibility, complete range of products and promptness to deliver has got the confidence from SIG.



Telsey has been selected by Web Plus, one of the primary Internet Provider in Russia, thanks to the broad experience it has gained in designing and developing ADSL access equipment, customizing products and solutions for its customers and supporting them. A second key point was Telsey extensive range of solutions, offered by its Access Gateways product family.

Equity Capital Structure

Telsey's equity capital structure is strengthened by three holding companies: Flitel holds the highest percentage of the company's capital share and is headed by Telsey's president; Broadex N.V., held by Rafaello, a private equity fund advised by Euromobiliare Corporate Finance which belongs to CREDEM, the 5th largest banking group in Italy; and Berger Trust, an Italian Holding Company which mainly makes industrial and technological investments.

Mission

Telsey's Mission is to provide innovative, practical and top-quality solutions to help broadband communication service providers improve their time to market and business returns. We have the people, the knowledge and tools to help our customers design, build, operate, maintain and manage every aspect of the next generation access networks and new service applications.

Vision

Our vision is to continuously provide solutions which allow people at home and at work to have the most efficient and easiest way to access and use the advanced integrated communication, business and entertainment services using the next generation IP broadband networks.

Through innovation and flexibility we will help our customers effectively deploy and deliver, in a secure manner new communication services across any media and anywhere.

We will apply our technological knowledge and experience to deliver solutions that will provide seamless integration of voice, video and data services for the development of metro and regional high-speed networks and future home and office intelligence automation.



↓ **Andrea Bosio** - President

"... teamwork within Telsey with our customers and with our partners to enable growth"

↓ **Antonello Madonna** - CEO

"... innovation, speed, competence and flexibility to enable the business of our customers"

↓ **Massimo Mason** - General Manager

"... commitment to people, quality, processes and technology to enable high performance"

Telsey has delivered more than 410.000 optical and electrical IP and DSL Access Gateways and approximately 140.000 IP-Video Stations.



Where we are

Treviso Headquarters

Viale Dell'Industria, 1
31055 Quinto di Treviso (TV) - Italy
ph. +39.0422.377711-470840
fax +39.0422.470920

Research & Development and Logistics

Via Mattei, 29
31055 Quinto di Treviso (TV) - Italy

Benevento Research Laboratory

Via dei Sanniti, 1
82018 San Giorgio del Sannio (BN) - Italy

Sales & Technical Support Office

Viale Monte Ceneri, 62
20115 Milano - Italy



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