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## Press Release

### **BroadLight Announces the Industry's First BPON Controller for the Central Office**

*BroadLight Targets Today's Volume Fiber Deployments  
with Complete Hardware and Software Solutions for the CO and CPE*

**June 14, 2004 – Mountain View, Calif.** – BroadLight, Inc., the leading supplier of semiconductors, software and transceivers for fiber-to-the-premises (FTTP) deployments, today announced the XL230 – the world's first broadband passive optical network (BPON) controller for the central office (CO). Featuring a new low-cost design, the XL230 controller is a complete hardware and software solution that will enable equipment vendors to quickly, easily and cost-effectively design high-speed broadband equipment for growing fiber deployments.

The availability of the XL230 is a major milestone in facilitating the rapid deployment of broadband over fiber. Equipment vendors who serve the large telecommunications service providers require solutions that operate at both ends of the fiber network – from the central office all the way through to the customer premise equipment (CPE). Moreover, these original equipment manufacturers (OEMs) require a complete solution – the optical transceiver, the software stack and the controller. BroadLight is the first company to deliver the entire solution – from end to end. As a result, the company is speeding the time it takes to cost-effectively roll out large-scale fiber deployments.

“The PON market is beginning to emerge as an inevitable broadband contender as service providers around the globe realize they can build profitable business and residential services around the technology,” said Michael Howard, Principal Analyst and Co-Founder of Infonetics Research. “We believe this market will grow substantially over the next few years and BroadLight is well positioned as today, they are the only early supplier of BPON components and software for both the CO and CPE.”

“The PON fiber market is being fueled by new, low-cost and standards compliant semiconductor and software technologies from companies such as BroadLight,” said Steve Rago, Principal Analyst for Networking and Optical Communications with iSuppli

(EL Segundo, CA) a leading communications research firm. “As costs continue to come down and products become standardized across the industry, this market should experience tremendous growth as a viable broadband alternative to cable and DSL.”

“With the introduction of the XL230, BroadLight can provide customers with the significant cost savings and time-to-market requirements that they need to continue winning the volume fiber rollout contracts in the United States and abroad,” said Andrew Vought, CEO of BroadLight. “In addition, since BroadLight is the only company that provides BPON solutions for both the CO and CPE, our customers can be assured of the most compatible, interoperable and standards-based components on the market.”

### **About the XL230**

BroadLight’s XL230 is the only commercial BPON controller available today. The XL230 is based on BroadLight’s leading XL230FP FPGA but also adds important new features and functionality including:

- Extended BPON (1.25 Gbps downstream and 622 Mbps upstream) for higher performance.
- Dynamic bandwidth allocation (DBA) which enables higher upstream bandwidth utilization.
- Enhanced Utopia interface (Utopia 2 or 3 in a bus mode) for higher performance, cost and footprint reduction in a multi port CO BPON line card.

The XL230 also includes the following embedded functionalities: SERDES, BPON framing and media access, a TDMA controller, cell transmission, queue management, traffic security, privacy, and out-of-band management.

### **Complete Hardware and Software Platform**

BroadLight provides a comprehensive BPON protocol stack and device driver to accompany its XL230 chip. By offering a complete solution, BroadLight is helping customers to bring superior products quickly to market.

These comprehensive sets of APIs provide customers with full control of the XL230 component, a variety of tests and diagnostics operations, performance monitoring, an in-band vendor-specific control channel, seamless integration with software through consolidated platform configuration files, and ANSI C-compliant software.

### **What is PON over Fiber?**

PON is the architecture enabling service providers to roll out volumes of fiber-based broadband lines that are inexpensive to install and maintain, and provide unlimited bandwidth for today and in the future. PONs – because they feature no active components – allow carriers to offer higher bandwidth at lower operating costs, and with greater geographic reach than legacy DSL systems. In addition, PONs are future proof and allow service providers a guaranteed path toward future service offerings and higher margins. In the last year, the three big North American service providers – Verizon, SBC and

BellSouth – issued RFPs for broadband PON and they plan, over the next few years, to service up to 13 million subscribers. PON technologies are also gaining popularity in Japan and announced plans include the deployment of 10 million FTTH connections by 2005.

PONs can be deployed as fiber to the premises, fiber to the home (FTTH), fiber to the building (FTTB) or fiber to the curb (FTTC), and offer a number of advantages over competing broadband technologies.

- **Unlimited Performance** – While cable typically loses bandwidth during peak user times, fiber provides required bandwidth all the time. In addition, PONs have longer reach than broadband services such as DSL and cable.
- **Triple Play** – Service providers can provide a better voice, video and data solution than cable providers because of unlimited bandwidth. This enables them to offer additional services and increase their revenue.
- **Cost Savings** – PONs require lower upfront network build costs for faster and more reliable rollouts, and less maintenance because there are no active electronics in the loop.

### **Pricing and Availability**

Sampling today, the XL230 BPON controller will be priced at less than \$50 in volume quantities for the 622 Mbps downstream and 155 Mbps upstream configuration, and slightly more for the extended BPON 1.25 Gbps downstream and 622 Mbps upstream configuration. For more information, interested parties should contact BroadLight at sales@broadlight.com.

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

BroadLight delivers, cost effective components that enable high performance, end-to-end, easy-to-integrate PON solutions. BroadLight develops standards-based digital, analog and optical communication semiconductors, software stacks and algorithms for system vendors who are looking to integrate fully functional, high-performance passive optical network solutions for carriers and service providers. With the best price/performance in the industry, BroadLight provides the solution that will drive the deployment of FTTH, FTTB and FTTC today. The company is committed to work closely with vendors and carriers to support them throughout the project planning and integration process.

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