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## **For Immediate Release**

### **BroadLight Secures Additional Series C Financing from Azure Capital Partners and Existing Investors**

*Azure Capital Joins BroadLight's Premier List of Investors: AFC®, Delta Ventures,  
Israel Seed Partners, Siemens Venture Capital, and Star Ventures*

**Mountain View, Calif., July 7, 2004** – BroadLight, Inc., the leading supplier of semiconductors, software and transceivers for fiber-to-the-premises (FTTP) deployments, today announced that it has received additional series C financing from Azure Capital Partners and several existing investors, bringing the total round to U.S. \$17.9 million. BroadLight had previously closed this round on March 15<sup>th</sup> with an investment by Siemens Venture Capital and prior investments by Israel Seed Partners, Delta Ventures and two strategic investors.

Following this round, Paul Weinstein, general partner at Azure Capital Partners, will be joining BroadLight's Board of Directors. Said Weinstein "BroadLight has secured a market share lead in the North American BPON market with first-to-market products for both end of the lines. We believe the company's product line is well positioned to continue winning strategic designs for fiber roll-outs and we are excited to be involved in their future growth potential."

"We are extremely pleased to welcome Azure Capital Partners as a strategic investor in BroadLight," said Andrew Vought, CEO of BroadLight. "Paul is a very savvy communications sector investor and we look forward to having him join our Board of Directors to guide our growth. We intend to use the additional funds to strengthen our current leadership position with increased R&D and an expansion of our sales and marketing efforts worldwide."

#### **BroadLight Recent Achievements**

BroadLight has made major progress in the last year to secure a leadership position in the BPON fiber market:

- BroadLight is currently shipping its volume components and software to Tier 1 equipment vendors.

- Through its customers' design wins, BroadLight has emerged as the market share component leader in North America.
- BroadLight recently announced its XL230, which represents the industry's first BPON controller and integrated software for the central office. The XL230 complements BroadLight's existing XN230 BPON controller for optical network terminal (ONT) devices at the customer end point, enabling customers to quickly and easily design high-speed broadband equipment for both ends of the line.
- The Company named Andrew Vought as CEO; Tony Maher as Chairman and opened new U.S. Headquarters in Mountain View, Calif.
- BroadLight received a strategic PON patent to protect its intellectual property.

### **About Azure Capital Partners**

Azure Capital Partners is a leading venture capital firm based in San Francisco with over \$500 million under management. Azure focuses on communications, software and other IT technologies and has a philosophy of investing in a platform approach of supporting and accelerating early stage companies throughout their lifecycle of growth. The Azure team brings to bear a unique experience and knowledge base that bridges the gap between the operating requirements of a start-up and the strategic realities facing companies that aspire to become large platform providers. Our involvement with companies is always with the objective of helping our entrepreneurs succeed and accelerate their business momentum. We work to build a world-class management team, help set strategic direction, facilitate relationships with key customers, partners and suppliers, and leverage our large network of industry participants to provide our entrepreneurs with new important relationships.

### **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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### **BroadLight Public Relations**

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