



# LIGHTPOINTE™

## Corporate Fact Sheet

### Overview

LightPointe Communications, Inc. (a.k.a. LightPointe Wireless) is privately held. The company was launched in 1998 and is headquartered in San Diego, CA, with regional offices/presence in Europe (Germany & France) and Asia (Thailand). LightPointe is the number one manufacturer in the world of point-to-point Gigabit Ethernet Free Space Optics and Hybrid Optical-Radio Bridges, and manufactures a complete line of 4G/LTE backhaul radios (60 GHz & 70/80 GHz e-band) for telecom carriers and enterprises such as businesses, schools, the military & government agencies. With over \$80 million in product development and over eight key patents, LightPointe has deployed thousands of Gigabit Ethernet bridges and digital video/security backhaul solutions worldwide.

### Key Advantage for LightPointe Customers

LightPointe offers the best of both worlds in wireless data transmission — the advantages of highly secure, ultra-fast optical wireless transmission *and* robust wireless/RF solutions. In fact, our industry-leading HyBridge™ Series includes both Free Space Optics and radio technologies for up to 99.999% availability, even in heavy snow and fog. While LightPointe's main competitors only offer one technology, LightPointe offers customers an unbiased choice of optical, radio frequency or hybrid technologies, all of which have particular advantages. LightPointe helps customers choose the best option for their particular installation and budget. And in cases where multiple technologies are deployed, LightPointe makes it easier for the customer to manage their network through one unified, easy-to-use management system. In addition to these customer advantages, LightPointe's products offer the best return on investment available in the industry, and most products do not require licensing.

### Technology Advantage

LightPointe's engineers and scientists have emerged as leaders in developing innovative wireless technologies. The company's management team includes industry leaders in wireless technology such as Dr. Erhard Kube, widely recognized as the "father of Free Space Optics," and Dr. Heinz Willebrand, author of a best selling book on wireless technology. LightPointe's technology advantages include numerous patents in wireless transmission and innovative products and features, including the company's Multi-Frequency Dynamic Rate Adaption. LightPointe's products, such as the industry's only 4-laser auto tracking/auto gain solution for optimum reliability, have won accolades for innovation.

- Patent Number 7,110,678: A hybrid wireless optical and radio frequency (RF) communication link.
- Patent Number 6,934,477: Erbium doped fiber amplifiers (ERDAs) optically couple optical signals.
- Patent Number 6,889,009: A method of managing a free-space optical network.
- Patent Number 6,868,237: Optical signals are received from a free-space link by directing received light.
- Patent Number 6,763,195: A hybrid wireless optical and radio frequency (RF) communication link.
- Patent Number 6,462,847: Erbium doped fiber amplifiers (ERDAs) optically couple optical signals.
- Patent Number 6,239,888: Erbium doped fiber amplifiers (ERDAs) optically couple optical signals.
- Patent Number 5,838,470: An optical receiver suitable for use in a wavelength division multiplexing (WDM) system.

### Manufacturing Advantage

All products are manufactured in San Diego, California, USA, where LightPointe's senior engineers can monitor every facet of production and testing. While many competing companies out-source manufacturing and software development to contract factories, LightPointe has achieved world-class manufacturing efficiency in the U.S. and enhanced levels of product quality and customer support. If problems arise, engineers are close to the production lines and can immediately address any issues prior to shipment. In addition, LightPointe does not incur the shipping delays associated with offshore manufacturing and can quickly fulfill customer orders worldwide.

### Investors and Stability Advantage

LightPointe is stronger today than at any point in its history, having survived and prospered through numerous technology 'bubbles' and the recession. At a time when there has been a wave of competing companies looking for continued venture capital or bridge funding, or are on the market for acquisition, LightPointe is stable and solidly backed by its primary owner and management team. LightPointe is majority owned by Berg & Berg Enterprises, LLC, the \$550,000,000 private venture arm of a Silicon Valley entrepreneur who is consistently listed on the Forbes list of billionaires. The company's interests include Mission West Properties (Nasdaq: MSW) and over 100 investments in chip, software and technology companies including Amdahl, Sun Microsystems and Integrated Device Technologies.

## Management Team

Heinz Willebrand, President & CEO  
Erhard Kube, Chief Scientist  
Lorian Sanders, GM & VP of Finance  
John Taylor, VP of Sales & Marketing  
Kim Sparrow, Director of Engineering  
Brian Schick, Director of Operations  
Brian Petersil, Director of Customer Service

## Examples of LightPointe Customers

U.S. Navy, IBM, CNN, Nokia, Vodafone, Nextel, BMW, FedEx,  
AT&T, Carnegie-Mellon University, Lockheed Martin, Novartis,  
SAIC, Sanyo, St. George Hospital, Tyco, Wales University,  
Ford, Chrysler, Delphi, Citco Bank, Mercedes Benz, Bosch-Siemens

## Products

### *Free Space Optics Bridges (license free)*

AireLite G (1.25 Gbps full duplex, PoE, Copper & Fiber Interfaces, up to half mile/750m)

AireLite 100E (100 Mbps full duplex, PoE, up to 1000m)



FlightStrata G (1.25 Gbps full duplex, exclusive auto tracking 4-laser system, up to 1000m/2000m)

FlightStrata 155 (155 mbps full duplex, exclusive auto tracking 4-laser system, up to 2000m)



### *Hybrid RF-Optical Bridges (license free)*

HyBridge SXR-5 (1.25 Gbps full duplex, PoE, Flexible Interfaces, Build-In Radio, up to half mile/750m)

HyBridge SX (1.25 Gbps full duplex, PoE, Flexible Interfaces, Radio-Ready, up to half mile/750m)

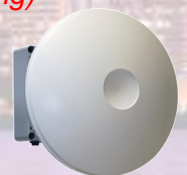


### *Millimeter Wave Radios/Bridges (60 GHz is license free in most countries; 70 GHz is light licensing)*

AireBeam G60 Extended Long Range (60 GHz, 2ft/.6m antenna, 1.25 Gbps full duplex)

AireBeam G60 Long Range (60 GHz, 1ft/.3m antenna, 1.25 Gbps full duplex)

AireBeam Z60 Long Range (60 GHz, 1ft/.3m antenna, 635 Mbps full duplex, ideal for Europe regulations)



AireBeam G70 Extended Long Range (70 GHz, 2ft/.6m antenna, 1.25 Gbps full duplex, typical range 3mi/5km)

AireBeam G70 Long Range (70 GHz, 1ft/.3m antenna, 1.25 Gbps full duplex, typical range 3mi/5km)



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