



## IPR at the heart of Vietnam pay-TV growth

### VIETNAM

The Cable & Satellite Broadcasting Association of Asia (CASBAA) reaffirmed regional television industry support for the remarkable growth of the Vietnam pay-TV industry – recently at more than 50 percent per year.

A high-level meeting of industry executives in Ho Chi Minh City praised the Government of Vietnam and domestic pay-TV operators for creating one of the most vibrant markets in Asia.

According to CASBAA, Vietnam has made important strides towards adhering to international standards for the protection of Intellectual Property Rights (IPR) for broadcasters of all kinds. During a working seminar

on pay-TV services for 120 officials and industry executives, CASBAA noted the favourable trend, which has heightened the interest of foreign investors in Vietnam. The seminar, entitled “Growing Pay-TV in Vietnam: Enhancing Revenues and Protecting Contents,” was co-organized by CASBAA and the Copyright Office of Vietnam.

However, the industry Association, which represents more than 120 companies from across the region, also warned that a formally structured, fully licensed, competitive marketplace must be put in place in order to support digital infrastructure and to underpin Vietnam’s economically vital communica-

tions market.

“CASBAA and its member organizations are eager to help Vietnamese companies to build a viable pay-television industry to meet the needs of Vietnamese consumers and contribute to the country’s development goals,” said Simon Twiston Davies, the CEO of CASBAA. “But the deployment of enforceable (and enforced) IPR and transparent licensing regimes is essential if today’s remarkable growth pattern is to be sustained.”

With approximately one million legitimate subscribers to pay-TV systems across the country, Vietnam also notably features more than 2.5 million

unauthorized (pirated) pay-TV subscribers to cable, satellite and digital terrestrial systems in Ho Chi Minh, Hanoi, Danang and the other fast developing cities. “The tolerance of widespread pay-TV signal theft sends a very negative message, even as Vietnam continues to benefit from its accession to the World Trade Organization and looks forward to the launch of the exciting VinaSat project in 2008,” said Mr Twiston Davies at the conclusion of the meeting in Ho Chi Minh City. The success of this project, and many others in Vietnam, will depend on continuing progress toward creating a positive environment for growth of the legitimate industry. ■

## Radyne to acquire AeroAstro

### USA

Radyne Corporation has signed a definitive merger agreement to acquire AeroAstro, Inc., for approximately US\$17.25 million in cash and \$750,000 in stock. In addition, Radyne will assume, and pay off, approximately \$500,000 in AeroAstro debt. The transaction has been approved by the boards of both companies and is expected to close shortly subject to customary closing conditions.

AeroAstro designs and builds small and microsatellites and related technologies. AeroAstro’s experience spans a range of capabilities — from ultra-low-cost R&D programmes using commercial components, to high-reliability programs using space-qualified components. Most recently, AeroAstro’s STPSat-1 satellite was launched onboard an Atlas V launch vehicle on March 8, 2007. That launch was the first use of the EELV Secondary Payload Adapter (ESPA) which allows the rideshare launch of microsatellites using spare capacity in a launch vehicle.

AeroAstro’s principal satellite and satellite component customers include the Air Force and NASA as well as major space

vehicle integrators.

In addition to spacecraft equipment, AeroAstro developed and operates the Sensor Enabled Notification System (SENS), which provides cost effective satellite-based low data rate communications and asset tracking throughout the North America, Europe, Australia, the Middle East, Asia, and South America. SENS customers include government entities requiring reliable low data rate communications and businesses seeking to monitor vital assets. For example, FEMA used SENS-based trackers to monitor the location and status of its deployed assets in the aftermath of Hurricane Katrina.

“We are delighted to welcome AeroAstro to the Radyne family of companies,” said Myron Wagner, Radyne’s CEO. “We believe that AeroAstro’s strong position and established products and reputation in the emerging small satellite business and satellite-based low data rate communications will align well with Radyne’s existing satellite businesses. Further, AeroAstro’s spacecraft products will provide high value to a large number of spacecraft systems integrators

in much the same model as our Radyne, Xicom, and Tiernan businesses do currently.”

“This combination with Radyne will provide AeroAstro with the resources needed to continue its rapid growth in the small and microsatellite industry,” commented Rick Fleeter, founder and CEO of AeroAstro.

“During our discussions, it became clear to me that Radyne had the strategy, operating philosophy and technology understanding to propel AeroAstro to the next level. I am excited and looking forward to combining our strengths to further demonstrate the power of microspace for both government and commercial applications.”

AeroAstro revenues in 2006 were approximately \$12.4 million (unaudited). The Company is located in Ashburn, VA with additional offices in Littleton, CO and Albuquerque, NM. Consistent with the operating approach with its existing businesses, Radyne intends to operate AeroAstro as a subsidiary with its existing management and infrastructure.

AeroAstro has been recognized by the Virginia Chamber of Commerce as one of the State’s “Fantastic 50,” an award that highlights the fastest growing technology companies in the state. In addition, the Company has won awards from the US Small Business Administration and NASA. ■

“We believe that AeroAstro’s strong position and established products and reputation in the emerging small satellite business and satellite-based low data rate communications will align well with Radyne’s existing satellite businesses.”



## MEASAT announce the development of a High Definition TV distribution platform

### MALAYSIA

MEASAT Satellite System Sdn. Bhd. has announced the development of a High Definition (HD) Television Distribution Platform to meet the need of international broadcasters distributing HD content across the wider Asia-Pacific region. The platform was recently showcased at the CommunicAsia 2007 exhibition in Singapore. Developed with Ascent Media and Pacific Century Matrix (PCM), provider of play-out and uplink services from Singapore and Hong Kong, and with the support of Scientific Atlantic and Tandberg Television, the HD Platform provides an end-to-end solution that leverage the latest compression technology to enable flexible and cost-effective distribution.

"The Platform design addresses content acquisition, MPEG-4 compression, encryption, uplink and content distribution via the MEASAT-3 satellite," said Terry Bleakley, MEASAT's Vice-President, Sales & Marketing. "MEASAT is delighted to be working with Ascent Media and PCM to bring together a HD video distribution solution tailor-made for the Asian market."

Wee Way Kiat, Managing Director of Ascent Media Network Service Asia, said, "Until now the distribution of HD content has been unable to meet bandwidth and compression expectation. As a provider of playout services to key broadcasters in Singapore, this has been a crucial step in the development of an HD workflow. We are now able to drive the transition to HDTV forward in Singapore and across the region."

"Being a vertically integrated company providing a diversity of solutions to premium broadcasters, PCM is in a unique position to offer customized HD solutions (both technical and commercial solutions) to HD broadcasters expanding into Asia, in a most cost-effective manner. If the playout is overseas, we have access to global fibre networks

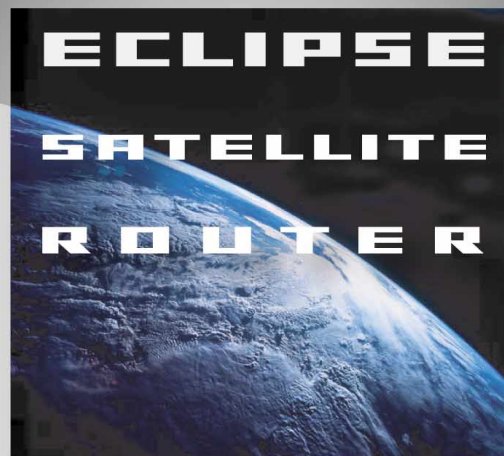
to bring our HD platform virtually to the customer's broadcast centre," said Guenter Kring, CEO of PCM. "We have been a front-run-

ner in utilizing the most advanced and reliable technologies for our customers' commercial gain, and together with our long-

standing partners MEASAT, we are committed to facilitating the rapid growth of HD channels in Asia." ■

### EFFICIENT BROADBAND SOLUTIONS

Multi-megabit Bi-directional Connectivity  
for Internet Access, Data, Voice, and Video Applications



[www.aaesys.com](http://www.aaesys.com)

[info@aaesys.com](mailto:info@aaesys.com)

408.732.1710

Visit us at:

IBC 2007 September 7-11 | Booth 5.313

CommunicVietnam 2007 October 3-5 | Booth D1-7



## A new low-cost satellite TV dish for every household

### THAILAND

Shin Broadband Internet Co., Ltd. (SBI), a subsidiary of Shin Satellite Plc., announced the launch of its brand new product named "DTV". DTV is the Ku-band satellite dish set able to receive free-to-air television programmes with no monthly fees with the concept of "An affordable Satellite TV Dish for Every Home".

The DTV satellite dish set is the lowest cost product in Thailand and in the region. Shin Broadband Internet also launched the special DTV Fantastic Caravan vans to promote the product in four regions of Thailand. The Company aims to install up to one million DTV dishes across the country within the year 2008.

The "DTV" satellite dish uses the lime yellow colour to represent liveliness and brightness. The satellite dish can be easily installed by a technician. Viewers no longer need to use the Yagi aerials, which are more expensive and with lower quality signals.

According to Shin Broadband's latest marketing survey, most Thai TV viewers still predominately watch free-to-air channels and do not want to pay monthly fees.

Mr. Tanadit Charoenchan, General Manager of Shin Broadband Internet (Thailand) Co., Ltd., said "Our company, a satellite applications developer, have been developing DTV, a low-cost Ku-band satellite TV dish set since 2006. Our aim was to build a very low-cost satellite TV dish set that makes it affordable to all households. The product also is high performance with high signal quality and sharp pictures with brilliant colours. The most important point of all is that there are no monthly charges and viewers can receive all free-to-air Thai TV channels (3, 5, 7, 9, 11 and TITV) with digital quality."

"At present, there are many frustrated Thai TV viewers with typical Yagi aerials at home hav-

ing to put up with unclear picture quality. In addition, to set up a high Yagi aerial is quite costly with no guarantee of receiving sharp pictures for all channels. As everyone knows, TV is still the most popular and cheapest form of entertainment. Therefore, Shin Broadband saw an opportunity to find a solution to benefit TV viewers across the country and came up with the "DTV"

product. Our DTV product can receive all free-to-air Thai TV programs directly from the THAICOM satellite in crystal clear digital. Many households, especially in the remote areas, where normally a very high Yagi aerial needs to be erected, will greatly benefit." Added Mr. Tanadit.

After the launch of DTV, Shin Broadband plans to expand its

distribution channels into the grass roots in order to cope with the high demand. The company launched pre-marketing and sales activities of the "DTV" product a few months ago and the demand has been enormous and products quickly sold out. Shin Broadband is therefore confident that it can reach the target of deploying one million DTV sets within the year 2008. ■

### Boeing to submit proposal for Global Positioning System III

The Boeing Company is preparing a response to a US Air Force Request for Proposals for the development and production of an enhanced constellation of Global Positioning System satellites known as GPS III.

The proposal is due Aug. 27, and the potential US\$1.8 billion contract award for the first eight Block A GPS III satellites along with an option for four more, is anticipated by the end of 2007 to meet a projected 2013 launch.

"GPS III will further evolve navigation and positioning capabilities," said Howard Chambers, Vice President and General Manager of Boeing Space and Intelligence Systems. "Boeing's GPS III solution delivers accelerated warfighter capability on time with a low-risk, high-confidence program. Our solution, which combines signal and power improvements, is the best value for the nation and will provide a more capable GPS service for both civilian and military users."

Boeing is building on its successful experience of producing 43 GPS satellites to date for Block I, II, IIA and the current IIF series. That heritage ensures GPS III will be compatible with existing civil and military user equipment. Boeing's mature, flexible and scalable GPS III design allows for future capability upgrades while minimizing life cycle costs.

GPS III is set to take navigation timing and accuracy to the next level. Its more powerful broadcast signals will incorporate a new civil signal making it interoperable with Europe's upcoming Galileo system, advanced anti-jamming capabilities and the military signal known as the M-code, which provides more secure operations for the warfighter.

Boeing's current production of 12 GPS Block IIF satellites will begin launching in 2008, and the Architecture Evolution Plan for the GPS ground station will be fully operational in September.

## DataPath acquires SWE-DISH Satellite Systems AB

### SWEDEN

DataPath has completed its acquisition of SWE-DISH Satellite Systems AB, a Stockholm-based, global leader in the design and manufacture of portable and transportable satellite communications (SATCOM) systems. SWE-DISH's customers include US military organizations; German, British, Japanese and Swedish defence ministries; and leading global broadcasters.

SWE-DISH is known for its innovative, reliable line of SATCOM systems with antenna sizes of 1.5 meters and below. This line includes Suitcase<sup>®</sup> terminals — a class of small satellite terminals pioneered by SWE-DISH — and Drive-Away (vehicle-mounted) and Fly-Away systems.

Its products complement DataPath's portfolio offer, which

includes: rugged, dependable terminals that range from Fly-Aways to Teleports; MaxView<sup>®</sup> network control software; wireless and baseband products; and field engineering services. Through the acquisition, DataPath also gains the ability to reach new customers in military, civilian government and broadcast markets in the United States, Europe and around the world. ■



## Key findings of Futron survey

### USA

Hannover Fairs USA, Inc. and Futron Corporation announced results of their annual satellite industry survey conducted during the International Satellite Communications exchange (ISCe 2007).

Among the key findings of the study:

- Continuing a trend identified in previous Futron/ISCe surveys, satellite capacity sales represent the largest area of anticipated new business. More than 40 percent of all respondents forecast that their biggest growth will come in this area from both government and commercial customers during the next two-to-three years.
- A slightly smaller percentage (20-30 percent) forecast their greatest areas of new revenue to be hybrid network services or hardware sales.
- Less than 10 percent of respondents said they thought new software products and services would drive new government or commercial revenues in the foreseeable future.
- Respondents reported that their commercial revenues in 2006 were fairly evenly divided among video distribution, private data network, and mobile services. They anticipate that this split will continue over the next two-to-three years, with mobile services growing considerably faster than the other two markets.

In keeping with the "Satellite and Hybrid Network Solutions" theme of ISCe 2007, commercial attendees were asked about their revenues from such networks.

Almost half reported that Hybrid Network Solutions represented less than 25 percent of their current revenues, with one-third reporting 26-50 percent. Only one-tenth said hybrid networks were over 75 percent of their revenues.

Military attendees were asked their perspective of the impact of upcoming military satellite launches on their use of commercial capacity, as well as their views on how commercial satellite suppliers understand or meet their capacity needs and

procurement requirements.

A majority (69 percent) of the military respondents said the new military launches will have no impact on their commercial capacity requirements. Seventeen percent forecast a potential reduction of commercial usage

of less than 25 percent, with just 10 percent forecasting a reduction of 25-50 percent.

An overwhelming majority of military respondents affirmed that commercial satellite providers meet their needs in a timely manner most of the time (64 percent) or always (16 percent). Only 11 percent claimed their needs were rarely met in a timely manner. ■

## Exclusively from AvL TECHNOLOGIES

### Patented Roto-Lok® Cable Drive 2 or 3 Axis Positioning System



Excellent for Large Aperture Ku-band  
*Assures maximum gain of narrow beam*

Ideal for Small Aperture Ku-band  
*Prevents adjacent satellite interference*

Perfect for Ka-Band  
*High stiffness • Zero backlash*

**STANDARD IN ALL AvL ANTENNAS**

**AvL TECHNOLOGIES**

*designs for ultimate performance*

[www.avltech.com](http://www.avltech.com)



# Commscope to acquire Andrew

## USA

CommScope and Andrew Corporation announced that the companies have entered into a definitive agreement, unanimously approved by their respective Boards of Directors, under which CommScope will acquire all of the outstanding shares of Andrew for US\$15.00 per share, at least 90 percent in cash, creating a global leader in infrastructure solutions for communications networks.

The transaction, which is valued at approximately \$2.6 billion, is expected to be accretive to CommScope's cash earnings per share, excluding special items, in the first full year after closing. The \$15.00 per share purchase price represents a premium of approximately 13 percent over Andrew's average closing share price for the last 30 trading days, a 21 percent premium over Andrew's average closing share price for the last 60 trading days, and a 16 percent premium over the closing price of Andrew's common stock on Tuesday, June 26, 2007, the last trading day prior to this announcement.

### Key strategic benefits of the transaction

The combined company will be a global leader in infrastructure solutions for communications networks, including structured cabling solutions for the business enterprise; broadband cable and apparatus for cable television applications; and antenna and cable products, base station subsystems, coverage and capacity systems, and network solutions for wireless applications. The combination of the companies' respective operations is expected to result in meaningful operating, cost and sales synergies, and other important benefits to shareholders, customers and employees, including:

- Building upon complementary global product offerings that will provide customers with a broader array of infrastructure solutions for video, voice, data and

mobility;

- Expanding global distribution and manufacturing capabilities;
- Enhancing growth opportunities by combining marquee brands, innovative technologies, and global service models;
- Strengthening industry-leading R&D and intellectual property portfolio;
- Affording scale in procurement, logistics and manufacturing in an increasingly competitive market;
- Diversifying top-tier customer base; and
- Providing greater opportunities for employees as part of a larger, more diversified global corporation.

Based on CommScope's and Andrew's results for fiscal year 2006, on a pro forma basis, the combined companies would have had sales of approximately \$3.8 billion comprised of approximately 35 percent in wireless antenna and cable products; 29 percent in carrier and network solutions; 21 percent in enterprise products; and 15 percent in broadband/cable television solutions. The combined companies' revenues on a geographic basis would have been approximately 57 percent in North America; 24 percent in Europe, the Middle East and Africa; 12 percent in Asia/Pacific Rim; and 7 percent in Latin America. The combined company will have more than 2,200 global patents and pending patent applications and approximately 16,000 employees serving more than 130 countries.

"We are pleased to have reached this agreement with Andrew, which we believe is extremely beneficial to the shareholders of both companies," said Frank M. Drendel, Chairman and Chief Executive Officer of CommScope. "By combining CommScope and Andrew, we are enhancing CommScope's position as a worldwide leader in 'last mile' solutions. Combining our innovative technologies, premier brands and a top-tier

customer base, we will expand our global service model and create an enhanced offering of communications infrastructure solutions that addresses a broader spectrum of customer needs. With the acquisition of Andrew, we are advancing CommScope's stated global strategy and creating important cost reduction and growth opportunities that we believe will drive increased shareholder value."

Mr. Drendel continued, "We are also pleased to welcome Andrew's talented and dedicated employees to the CommScope team. We intend to invest in the combined business for profitable growth, and the employees of both companies will be important to our continued success. CommScope is a proven and successful integrator of strategic transactions and we expect to begin realizing the benefits of this combination immediately after the transaction closes and enjoy them fully over the next few years."

"We believe that the combination of Andrew and CommScope creates a strong company with long-term advantages for our customers and employees," said Ralph Faison, President and Chief Executive Officer of Andrew Corporation. "Our two companies fit together strategically with leading complementary product offerings and geographical strengths. This transaction provides our shareholders with a significant cash premium and offers our global employees an even more promising future as part of a larger and more diversified company. We are excited to unite the strengths of Andrew and CommScope and further expand our range of services to the benefit of our many customers around the world."

### Cost savings and revenue synergies

Given CommScope's track record of successfully integrating acquisitions, manufacturing discipline and commitment to operational excellence, the combined company expects to gen-

erate substantial annual pretax cost savings, excluding one-time transition items, of approximately \$90 million to \$100 million in the second full year after completion of the transaction, of which approximately \$50 million to \$60 million are expected to be achieved in the first full year after completion. The cost savings are expected to come from a combination of procurement savings, rationalization of duplicate locations, streamlining overhead and integration of infrastructure, and building upon best practices in technology and manufacturing. No assurance can be given that these cost savings can be achieved in the amounts or during the periods predicted. Transition cash costs are expected to total approximately \$70 million to \$80 million in the first two years after completion.

CommScope has also identified potential revenue synergies, including expected benefits from the combination of Andrew's industry-leading in-building wireless products with CommScope's global leadership in the Enterprise market. In addition, CommScope sees the potential to increase sales of its integrated cabinet solutions through Andrew's leading global channel to wireless carriers as well as opportunities to expand broadband connectivity product offerings.

Following the close of the transaction, Andrew will become a wholly-owned subsidiary of CommScope. Frank Drendel will remain Chairman and CEO of CommScope, and CommScope will retain its global headquarters in Hickory, North Carolina. The combined company also plans to maintain its Chicago-area presence, exemplified by building upon Andrew's state-of-the-art manufacturing and office facility in Joliet, Illinois.

### Terms, financing and capital structure

Under the terms of the agreement, each share of Andrew common stock will be converted into \$15.00, comprised of \$13.50 per share in cash and an additional \$1.50 per share in either cash, CommScope common stock, or a combination of cash and CommScope common stock



" We are also pleased to welcome Andrew's talented and dedicated employees to the CommScope team. We intend to invest in the combined business for profitable growth, and the employees of both companies will be important to our continued success..."

totalling \$1.50 per share, at CommScope's option.

If CommScope determines to pay the \$1.50 portion of the purchase price entirely in CommScope common stock, each share of Andrew common stock would be converted into \$13.50 in cash, plus a fraction of a share of CommScope common stock equal to \$1.50 divided by the volume weighted average of the closing sale price of

CommScope common stock over the ten consecutive trading days ending two trading days prior to the closing date of the merger. The total transaction value is approximately \$2.6 billion, based on Andrew's estimated 176 million shares outstanding on a fully diluted basis, which includes shares associated with Andrew's existing convertible notes.

CommScope expects to

fund the cash portion of the purchase price through a combination of new credit facilities and available cash on hand. CommScope has obtained customary fully underwritten debt financing commitment letters from Bank of America and Wachovia Bank, N.A. (and their respective affiliates).

Following completion of the transaction, CommScope plans to reduce leverage by continuing to grow its historically strong cash flow, improving the combined company's operational performance, and by identifying and selectively divesting non-core or underperforming assets during the first year after completion. CommScope expects to grow its earnings per share through a combination of increased top-line performance, operational improvements and debt reduction.

**Approvals and timing**

The companies expect to close

the transaction by the end of 2007, subject to completion of customary closing conditions, including effectiveness of a registration statement on Form S-4, approval by Andrew's shareholders, clearance under the Hart-Scott-Rodino Antitrust Improvements Act of 1976 and any other applicable laws or regulations. The transaction is not conditioned on receipt of financing by CommScope.

Bank of America Securities LLC is acting as financial advisor to CommScope and Duff & Phelps LLC provided a fairness opinion to CommScope. Fried, Frank, Harris, Shriver & Jacobson LLP, Baker & McKenzie LLP and Robinson, Bradshaw & Hinson, P.A. are acting as CommScope's legal counsel. Citi is acting as the primary financial advisor to Andrew, and Merrill Lynch provided a fairness opinion. Mayer, Brown, Rowe & Maw LLP is acting as Andrew's primary outside legal counsel. ■

# VSAT ANTENNA SYSTEM

# TVRO SYSTEM

**Intelsat /GVF Type Approved**

- Reliable Communications
- Rapid Communications
- Remote Communications

**AZURE SHINE INTERNATIONAL INC.**  
 No. 1000, Gwang Fu Road, Pa Teh City, Taoyuan, 33455 Taiwan, R.O.C.  
 Http:// www.azureshine.com.tw/ E-mail: azure.shine@azureshine.com.tw  
 Tel: 886-3-3611393 Fax: 886-3-3615877

Please visit us at IBC 2007 Booth No. H2-343 & TAITRONICS AUTUMN from 9 to 13 OCT. 2007 in Taipei, Taiwan



## Satcom equipment order to support cellular backhaul in Southeast Asia

### USA

Comtech EF Data Corp., has been awarded a US\$1.0 million order to supply satellite communications equipment to a cellular service provider in Southeast Asia. The equipment will support the expansion of cellular services into remote areas.

The order includes Comtech EF Data's CDM-570/L Satellite Modems and the industry-leading GSM access optimization CX Series products from its subsidiary, Memotec. The combination provides a bandwidth-efficient and scalable backhaul solution

for the service provider to cost-effectively expand its subscriber base into less populated areas.

Comtech EF Data's CDM-570/L are entry-level satellite modems that provide industry leading performance and flexibility.

Designed to address the market for low-cost terminals, the modems are available with 70/140 MHz or L-band IF and EIA-530/-422, V.35, EIA-232 and G.703 data interfaces. An optional Internet Protocol (IP) Module with 10/100BaseT Ethernet

port is available for IP centric applications.

The Memotec CX Series products dramatically reduce the input traffic load from the cellular base station through the modem, enabling significant capital expense and operating expense savings for the cellular operator. When combined with the CDM-570/L Satellite Modems, the CX Series further extends the cellular operator's total cost of ownership savings by up to 50 percent. This unique Comtech EF Data solution, called

"AbisXtender," combines Memotec's GSM base station Abis link optimization and networking capabilities with the advanced forward error correction and modulation of the CDM-570/L Satellite Modems.

"This order is another example of the cellular industry's confidence in Comtech to provide optimization solutions that support global subscriber growth," said Fred Kornberg, President and Chief Executive Officer of Comtech Telecommunications Corp. ■

## CASBAA Satellite Forum condemns unconsidered deployment

### SINGAPORE

Delegates and government officials attending the June 18th CASBAA Satellite Industry Forum 2007 were warned that the unconsidered deployment of planned wireless broadband technologies are a critical threat to the operations of the Asia Pacific satellite industry's C-band (3.4 GHz – 3.7 GHz range) services and the industry's entire livelihood.

According to CASBAA, if regional administrations allocate C-band spectrum to much-hyped WiMAX services, the impact of a "spectrum grab" from Broadband Wireless Access (BWA) technologies could be disastrous.

Over 180 decision-making executives from the satellite industry drawn from around the world participated in the Singapore event, exchanging compelling industry insights and addressing issues facing the vibrant Asia Pacific market.

"Unlike BWA, which can be located in other spectrum bands, satellite providers do not have the option of changing frequencies. We cannot go anywhere. We cannot change frequencies for satellite services tomorrow," said Peter Jackson, CEO of blue

chip satellite operator AsiaSat.

In addition to WiMAX, various 4G mobile telephony initiatives are targeting the entire range of C-Band spectrum in meetings of the International Telecommunications Union (ITU), officials attending the meeting from India, China, Hong Kong, Pakistan and Singapore were warned.

"Indeed, the entire satellite industry in the Asia-Pacific could be affected, with operators forced to shut down satellite services along with hundreds of TV channels. If this proposed bandwidth grab is finalised, the effects on the media and satellite industries could be catastrophic," said Simon Twiston Davies, the CEO of CASBAA.

Barry Turner, GM, Engineering of AsiaSat explained that "the severity of the interference from Broadband Wireless Access technology is now well understood, and in the countries where broadband wireless trials have been licensed, the "jamming" of satellite signals has blacked out numerous customers. It is telling that the ITU and BWA industry bodies already agree on the effects, now leaving each national administration

to choose between killing satellite C-band or putting BWA in a different frequency band."

That's why Asia-Pacific satellite industry leaders have been calling on governments to take a considered approach in the allocation of existing satellite services.

Processes to consider such allocations are under way in Singapore, Malaysia, Thailand, Indonesia, India, Australia, Taiwan and the Philippines, among others.

The provision of "open skies" with unrestricted access for sat-

ellite services to domestic markets was also discussed at the Forum. Once again, CASBAA delegates were united in a call for governments to allow the industry to realize the full opportunity of such policies.

"Satellite has great potential to bridge the digital divide," said Ken Cheong, Regional Director Asia-Pacific, of global operator Inmarsat. "As a worldwide provider, the more markets we can reach, the more we can bring down pricing and increase affordability. We can support rural and social development pro-





grammes across Asia and do so in an affordable way.”

Nevertheless, while the operating environment in the region has been improving, the further adoption of best practices — both technical and regulatory — and the introduction of new satellite investment are essential factors for enhancing industry growth.

“The good news is that we are making progress and there have been substantial positive steps in the right direction. As we have more successes, we can provide better and cheaper services throughout Asia,” said Gregg Daffner, the President of Asia Broadcast Satellite.

The 180 decision-making delegates in Singapore also heard that the demand of mobile TV, Direct to Home (DTH) and HDTV services will be key drivers for massive future growth.

Emerging mobile TV services are sweeping the world with the Asia-Pacific market benefiting from that development. Dr. Young-Kil Suh, President and

CEO of TU Media of South Korea delivered an upbeat keynote address on the phenomenal growth of Mobile TV in his home market, where TU Media serves 1.1 million consumers via handheld TV devices. “Customers expect the same quality and coverage of our service as they get with voice mobile. Indoor is as important as outdoor,” he said.

Asia is also set to be the single most important DTH market in the world. For example, India’s DTH market has grown to five million subscribers in just over two years and the rest of Asia wants to follow.

Mass audiences in Asia are also slowly gearing up for High Definition TV (HDTV) services following the US, where 24 of the 48 million HDTV sets in the US are effectively connected to HD content.

HDTV has become a key demand driver for TV audiences the world over and 100 percent conversion is just a matter of time, delegates were told. ■

## Radyne’s Tiernan Division selected for Asian home land security early warning system

Radyne Corporation’s Tiernan Business Unit has been selected to provide data broadcast receivers for a homeland security early warning system for a country in Asia. The DBR-3000 receivers will be used throughout the country to demodulate and decode civil defence warning messages and remote equipment commands during emergencies such as earthquakes, tsunamis, extreme weather, and hostile activities from unfriendly nations. Radyne received the first firm order of approximately US\$800,000 for what is expected to be one fourth of the eventual procurement. The initial order will ship during the third quarter.

The Tiernan product is a derivative of Tiernan’s world class broadcast encoding and modulating technology. The DBR-3000 was adapted to meet this country’s rigorous standards for mission critical equipment required by this on-demand application. To prove itself under this specialized application, the DBR-3000 was tested in an extensive demonstration during 2006 with 31 municipalities around the country.

“This award is another in a series where our product proved its performance and our people demonstrated their commitment to meeting customer needs,” said Myron Wagner, Radyne’s CEO. “We look forward to additional orders in this program and continued opportunities to work with customers in other countries to meet their high value critical applications.”



Designer & Manufacturer of Satellite Antenna



*JONSA Satellite Antennas Simplify Communication*



**JONSA Technologies Co., Ltd**

website : [www.jonsa.com.tw](http://www.jonsa.com.tw)  
 e-mail : [saccount@jonsa.com.tw](mailto:saccount@jonsa.com.tw)  
 Tel : +886 49 2260666  
 Fax : +886 49 2260675

