



## PRESS RELEASE

# Tilgin receives order for FTTx deployment in South Eastern Europe

**Stockholm, Sweden, October 13, 2010:** Tilgin, a leading provider of Home gateway solutions for multiplay and next-generation broadband access, today announces an initial order from a large systems integrator in South Eastern Europe. The order is for a new Tilgin customer, a leading operator in the region. The operator will deploy a national Fiber access network of remotely managed IP-based services.

The operator and Tilgin's systems integrator partner will deploy Tilgin's Home Gateway solutions for fiber connectivity (FTTx) and Tilgin's VCM software for service and device management, starting late 2010. The operator will deliver a state of the art triple play solution enabled by Tilgin's Home Gateway platforms including both field-based software and hardware. Initial order value is approximately 3 MSEK.

### Full triple play services and beyond

The operator is implementing a so-called Fiber-to-the-Building solution with a 100 Mbit/s Ethernet connection to the customers through the Tilgin Home Gateway leveraging on Tilgin's gateway management software HGA, connecting the households' telephones, computers and TVs. Tilgin's HG1300 and HG1500 Home Gateway families are designed to be used both in Ethernet and in point-to-point fiber networks. The chosen set of Home Gateways are built on a high performance platform with wire speed routing enabling the operator to deliver an extended portfolio of new revenue-generating and service-rich broadband services and applications to their end-users' homes. Initially a set of full triple play services will be made available including high-speed broadband connectivity, IP-telephony and IPTV.

### Only the beginning

According to market researcher Infonetics, the market for deep fiber access solutions FTTH/FTTB (fiber to the home/building) will expand rapidly over the next years, confirming the operator's choice of technology and decision to invest in next generation access technologies.

— End —

*"Tilgin makes this information public in accordance with the Swedish Securities Exchange Act and/or in accordance with the Swedish Financial Supervisory Authority."*

For further information, please contact: Mats Victorin, CEO Tilgin, Phone: +46 8 572 386 02, e-mail: [mats.victorin@tilgin.com](mailto:mats.victorin@tilgin.com)

### About Tilgin

Tilgin high-performance, software-controlled home gateways and remote management solutions turn online homes into a profitable business for operators and a personalized experience of quality and simplicity for their customers. Our telecom-grade solutions allow for managed services – for triple play and beyond – to be introduced instantly and individually. With easy integration in operational and business support systems, they substantially reduce operators' cost while creating loyal and

satisfied customers and a strong brand. Tilgin systems and solutions are used by more than 100 operators in more than 30 countries giving Tilgin a strong client base with a broad international reach. Tilgin was founded in 1997 and is listed at NASDAQ OMX Nordic Exchange i Stockholm. Tilgin is headquartered in Kista, Sweden, and the company has a network of international sales channels. For more information, please visit [www.tilgin.com](http://www.tilgin.com) **A press kit is also available on:** [www.tilgin.com/presskit](http://www.tilgin.com/presskit)