



WiMAX Provides Essential Broadband Services in Suburban and Rural Territories in Spain

The Company

Iberbanda* was founded in 2000 and is headquartered in Madrid, Spain. An innovative broadband communications provider, Iberbanda offers its customers a wide variety of High Speed Internet, Telephony, Data Transmission and Value Added Services. The company has nationwide licenses in the 3.5 GHz band providing access to 40 MHz (two 20 MHz channels) of spectrum.

With almost 900 WiMAX base stations covering nearly 30% of Spain, Iberbanda has one of the largest operating WiMAX networks in Europe.

The target market segment for Iberbanda has traditionally been customers in suburban and rural areas where DSL and cable facilities are poor or non-existent. Iberbanda is, in many cases, the only broadband option for the customers in the covered regions. This WiMAX deployment strategy has enabled Iberbanda to grow its customer base substantially since its initial launch in May of 2004. Customers are primarily residential, but also include small and medium businesses (SMB) and local government offices. During 2007 the company experienced a customer growth rate of 82%, ending the year with 33,000 subscribers. Iberbanda expects to reach 50,000 subscribers by the end of 2008.

WiMAX Broadband Services Offered

Iberbanda customers may elect to contract for broadband internet services, telephony services or a package that provides both broadband and telephony. Below is a description of some of the service packages offered.



Broadband internet service provides a symmetrical data rate of up to 4 Mbps, includes a dynamic IP address, up to 5 email accounts (25 MB) and 50 MB of web space hosting for personal use. With AVIPlus

* www.iberbanda.es

a wireless 802.11 router is provided with the service to support multiple in-home computers. A basic internet package for 512 kbps (symmetrical) is available for €39 per month with a 1 year service agreement.

VoIP service provides calls to any destination (metropolitan, provincial, inter-provincial, international, moveable, intelligent network and special services), installation for up to 4 telephone lines, and various value added services such as: caller ID, concealment of identity, selection of telephone numbers, number portability, and flat tariff for calls between Iberbanda clients.



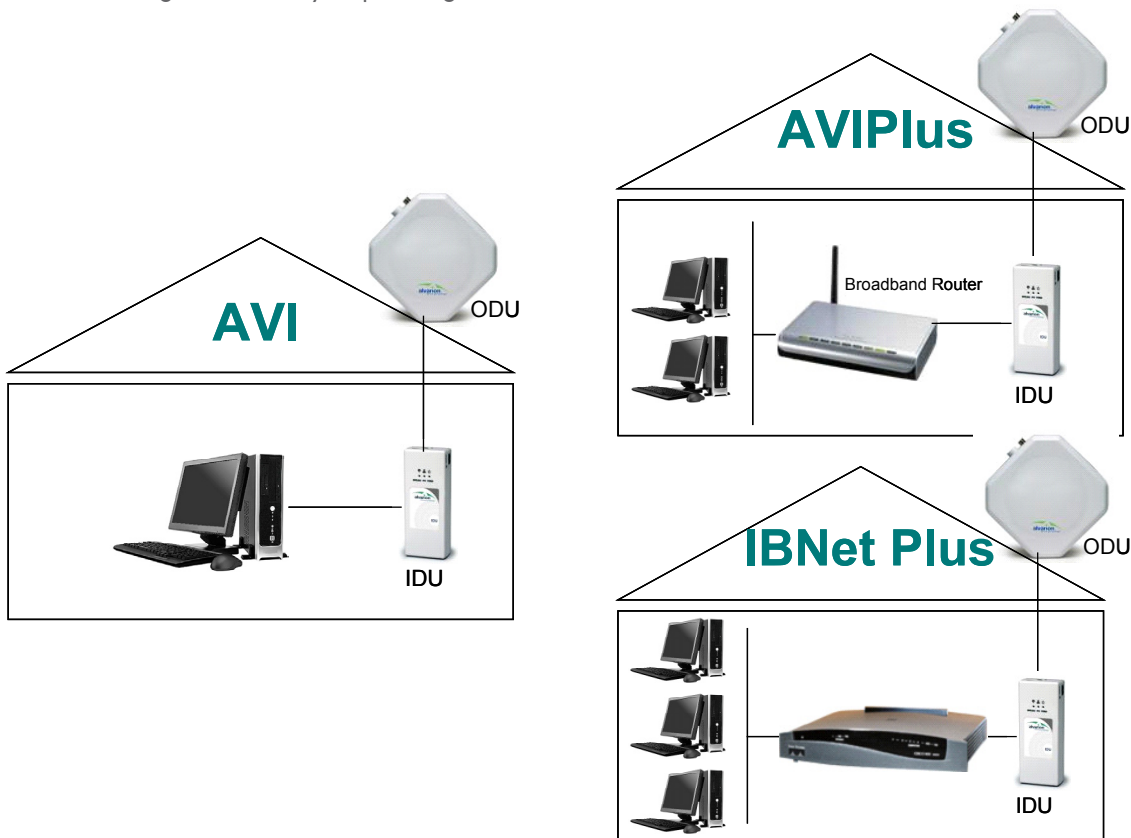
A service including both broadband internet access and telephony, AviPack provides the features of Avi and AviTel at a combined monthly rate of €45 per month for a 512 kbps symmetrical data service plus voice service.



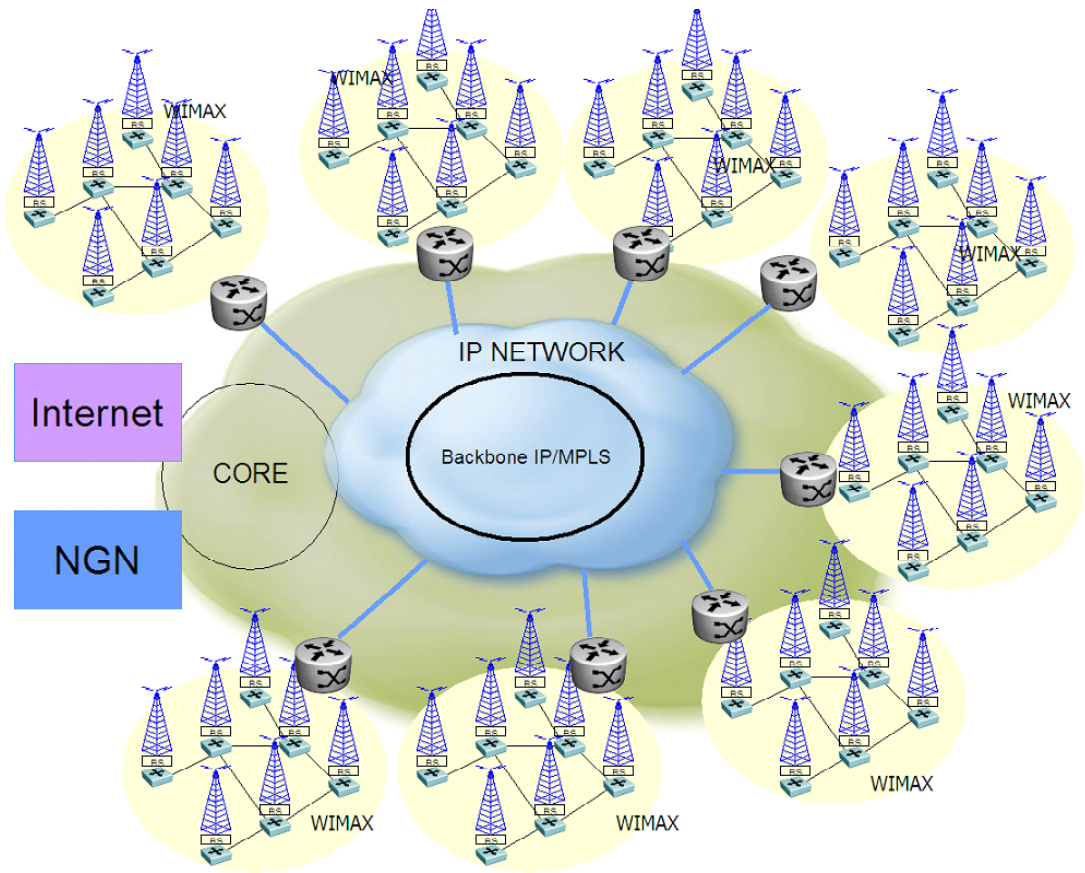
IBNet and IBNet Plus describe Iberbanda service offerings for enterprises. Both IBNet services include a high capacity router to support an in-building LAN. IBNet Plus provides a higher guaranteed level of service at an additional cost. IBPack provides a packaged enterprise solution that also includes VoIP services. The basic IBNet service for enterprise customers is priced at €75 per month.

The End-to-End Network

The customer premises equipment shown in the following diagrams illustrates some of the configurations to support the various service offerings. Each is shown with a fixed outdoor unit with a high gain antenna. The indoor configurations vary depending on the service.



Iberbanda uses high capacity Ethernet microwave point-to-point links to backhaul the Alvarion WiMAX base stations to aggregation points. OC-3 and gigabit Ethernet transport make up the rest of the end-to-end network



The map below illustrates areas for which Iberbanda currently provides WiMAX coverage



Market Opportunity and Iberbanda's Vision

Although Spain has a healthy economy with an above average GDP per capita, its broadband penetration of less than 20% is below many other countries in Western Europe. Iberbanda hopes to take advantage of the anticipated growth in demand for broadband services. Certainly the dramatic growth in subscribers experienced by Iberbanda in 2007 is indicative of the increasing demand for broadband access.

Although Iberbanda has been focusing on providing coverage in regions where wireline broadband access was not available, going forward it will also extend coverage into urban areas to directly compete with DSL and cable operators. With the expectation for lower cost WiMAX subscriber devices and pending regulatory approval for mobile services, Iberbanda hopes to be able to differentiate itself from the conventional wireline operators.

Iberbanda base station installation providing rural area coverage to remote towns and villages



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