

## Singapore Grand Opening Guy Campbell Remarks

### [Welcome]

Thank you.

Mr. Lim, distinguished guests, ladies and gentlemen:

It gives me great pleasure to welcome you to the Grand Opening of Harris Stratex Networks, Singapore, Private Limited—our new international headquarters.

### [Our industry and our place in it]

Let me begin by saying a few words about our company, the role we play in global communications and the value we deliver to service providers and subscribers.

Every day, people all over the world rely on us to communicate even though they're not aware of it. Our technology is based on a simple premise: *Every connection counts.*

Keeping families connected, safe, and confident that their children are where they ought to be. Giving police, fire and medical personnel the ability to respond quickly—and save lives in a heartbeat. Enabling businesses to get their jobs done in real time—before the competition beats them to it. Helping government agencies complete their critical missions. Delivering new technologies that are being developed and implemented today—such as TV programming right to your cell phone or handheld TV.

Thousands of new connections every month support the growth of families, of businesses and of nations. Those connections can only be entrusted to a company with the technology, experience and commitment to wireless communications that we have. As our industry's technology leader, Harris Stratex Networks is at the forefront of next-generation systems that connect communication networks. We provide the innovations, products and bandwidth connections required to deliver exciting new services right to your phone or computer.

As a global wireless communications company, Harris Stratex designs, manufactures, installs and supports the equipment that carries your cell phone conversations into the public network. We enable businesses to access the public network from either mobile or fixed phone lines. We give communications network operators the ability to grow and expand with confidence.

Today, we are the #1 provider of wireless transport solutions in North America. We are #4 globally, with 15 percent of the world market. We are the largest *independent* provider of wireless transport solutions.

Our reputation for engineering excellence and unsurpassed customer support, built on decades of experience, is second to none. Our \$40 million R&D budget is equal to any in the industry and the largest among independent suppliers. We do business on six continents and in 135 countries.

### **[Why HSX chose Singapore?]**

Over 70 percent of our business comes from outside the U.S., and we project the majority of our future growth to come from our international markets. Our plan is to make Singapore a center of activity in supporting the delivery of wireless transport technologies to countries not only in Asia, but around the globe. We have been—and are becoming more so every year—a major global player in our industry.

Today we are moving an important part of our business out into the world we serve.

Why Asia? Because we want to be where the action is. The Asia wireless market has accounted for 22 percent of the global wireless market between 2003 and 2007, growing at an annual rate of 23 percent. Multiple studies see Asia as the next big growth market for next-generation services. China and India are leading the way, but Bangladesh, Indonesia, Malaysia, the Philippines, Singapore, Sri Lanka, Thailand, and Vietnam are growing markets, and we plan to be part of this growth.

Why Singapore? That was an easy decision for us: We saw the thriving business community, solid financial infrastructure, world-class commercial and travel facilities, talented workforce and a government committed to sustaining Singapore as one of the world's great commercial centers.

We have received excellent support from the Singapore Economic Development Board, and I am delighted to see its honored Chairman here today as we begin operations. We are well aware that today's undertaking is based on a cooperative relationship between our company and the EDB and thank them kindly for the amiable and productive atmosphere created during the process of establishing our international headquarters.

### **[What we bring to Singapore]**

We plan to invest significantly in our new headquarters and see this as a win-win for both Harris Stratex and Singapore. We have three critical missions here. First, we are establishing a base for all international business, including operations, finance, contracts, supply chain, logistics, and procurement. Second, this will be our Asia-Pacific sales and service hub. And third, we will establish an R&D center here focused on software development. This facility was chosen to provide the breathing room we need to grow our business.

Harris Stratex Networks takes pride in being an outstanding corporate citizen. Of our company values, integrity is always at the top, and we have strong internal programs to ensure our employees act both legally and ethically at all times. We plan to participate in Singapore's economic growth as model citizens and enjoy the benefits of its rich historical and cultural heritage. We will expand our company's capabilities using the high level of professional talent available in Singapore.

### **[Closing]**

In closing, let me state that it would be hard for me to overestimate the significance of this milestone in our company's history. Participating on a global stage such as the one Singapore

offers and raising the level of presence with our international customers will be critical factors in our future growth. Delivering greater regional sales and customer support to communications network operators throughout Asia will make a huge difference in strengthening our existing customer relationships and building new ones.

I would like to thank each one of our Singapore employees and all of the vendors and support people who have helped make this day happen. And I would like to extend a special thanks to Mr. Lim and his colleagues of the EDB for making this possible and sharing this special day with us. Again, I welcome you to our new home and invite you to enjoy the refreshments after the ceremonies are over.

Thank you for supporting us.