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## Kaiam and Broadex announce partnership to manufacture and supply advanced optical modules in China

**NEWARK, CA and JIAXING, CHINA — May 14, 2018** — Kaiam, a leading manufacturer of advanced data center optical transceivers, and Broadex, a supplier of optical modules, announced a partnership agreement where Broadex would manufacture and supply high-end transceivers into the China market.

The two companies announced the signing of a memorandum of understanding (MOU) for furthering cooperation on volume production of QSFP28 100G-CWDM4 transceivers based on Kaiam's innovative LightScale®2 platform. The LightScale2 architecture has fundamental advantages in cost and performance and is ideally suited for high-volume applications. The agreement allows Broadex to manufacture these units in China and directly address Chinese customers who require local production. This also complements Kaiam's in-house manufacturing in the UK and provides further capacity to address the high volume data center market.

"We anticipate very strong demand for 100G transceivers based on our LightScale2 technology," said Dietmar Zapf, GM / VP of Manufacturing at Kaiam. "In addition to the production lines already running at our Livingston, UK facility, we need to develop and secure further expanded capacity for manufacturing these products in high volume. The MOU signed with Broadex would allow us to leverage Broadex's manufacturing expertise and infrastructure and expand our capacity in the next 3–6 months to meet high demand."

"We are glad that Kaiam chose to continue working with us for manufacturing its new non-hermetic transceivers for data center applications," said Yong Ding, PhD, VP and CTO of Broadex Technologies. "We have been producing OSA-level components for Kaiam in high volumes for several years now. The LightScale2 platform is optimized to deliver maximum value and performance in the data center environment at dramatically lower costs. We will work aggressively to quickly ramp to high volumes with high yields."

"Kaiam is eagerly anticipating expansion into the China market with the assistance of our valued partners at Broadex," stated Jeremy Dietz, VP of Global Sales and Marketing at Kaiam. "The two companies will combine on business growth activities in and around China to strengthen Kaiam and Broadex's market share in optical transceivers for data centers as well as PLCs for 5G rollouts."

The MOU includes details of mutual technology cooperation and manufacturing arrangements on timeline, cost roadmap, local sourcing and China market development.

### **About Kaiam Corporation**

Headquartered in Newark, California, with large-scale manufacturing in Livingston, Scotland, Kaiam is a leading manufacturer of optical transceivers for hyperscale data centers. Founded in 2009 by leading technologists from the optical networking industry, the team has a record of delivering breakthrough products that change the rules of the marketplace. Current products include 100Gb/s LightScale® optical transceivers optimized for data centers and a range of planar lightwave circuits (PLCs). For more information, visit [www.kaiam.com](http://www.kaiam.com) and follow on Twitter at: @KaiamCorp.

### **About Broadex Technologies Co., Ltd.**

Located in Jiaxing, Zhejiang Province, China, with R&D center in Shanghai, China, Broadex Technologies has leading expertise in areas of optical design, testing and packaging for PLC products. Founded in 2003, Broadex Technologies offers high quality and cost effective optical products for telecom and datacom markets. Main products include PLC splitters, arrayed waveguide gratings (AWGs), variable optical attenuators (VOAs), Variable Optical Power Multiplexer (VMUX), and optical sub-assembly (OSA) for transceivers. Broadex Technologies is publically listed in the Shenzhen Stock Exchange (300548.SZ). For more information, visit [www.broadex-tech.com](http://www.broadex-tech.com).