

PRESS RELEASE – 31 May 2013

Teleste provides comprehensive network services to one of the major cable TV operators in Europe

Turnkey project offers high quality services in a network of millions of households in Germany

TURKU, FINLAND – 31 May 2013 – Teleste, an international technology group specialised in broadband video and data communication systems and services, and its subsidiary, Cableway AG, have carried out a turnkey project that includes provision of network design, documentation, maintenance, upgrades, access delivery services and network expansions to Kabel Deutschland, the largest cable operator in Germany with a network serving approximately 8.5 million households.

Kabel Deutschland provides competitive and modern digital SD and HD TV services, analogue TV channels, video-on-demand, pay-TV services and video recording services as well as very fast — up to 100 Mbit/s — internet connections. Furthermore, the company offers telephone services via its own cable TV network and mobile communication services through a partner's network. Such a large network and wide range of services require skilful personnel for planning and operating in order to achieve a high quality of service. The company's environment is very dynamic, requiring quick reactions to changing demands, while at the same time maintaining quality.

Kabel Deutschland has collaborated with Teleste's subsidiary, Cableway AG, for several years. Cableway provides Kabel Deutschland with a wide range of technical services ranging from network upgrade projects, maintenance, design and documentation services and access delivery services all the way up to network expansions. The successful delivery of services to Kabel Deutschland is based on Cableway's technical expertise and a broad geographical coverage in Germany, combined with an active level of co-operation between the companies. In addition to daily operational activities, the companies actively collaborate in various projects, aiming to improve the quality of the client's network even further.

The following services were delivered as part of the project: high-quality customer installation services, field services both for access and for distribution networks, network upgrades and extensions, network planning and technical management services, 24/7/365 availability and dedicated call centre facilities. Also, Teleste's products, such as amplifiers and passives, have been widely deployed.

"We have been pleased with the co-operation we have had with Cableway AG during the past years; it has provided us with the capacity to implement network improvements quickly in the field. It gives us a great deal of flexibility and helps to maintain a high level of subscriber satisfaction", says Kabel Deutschland representative Bernhard Fanger, Head of Supplier Management.

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About Teleste

Teleste is an international technology company that develops and offers video and broadband technologies and related services. Our supply of technology contributes to the convenience and safety of daily living. Our core business is video - image and data processing, transfer and management. Our customer base consists of cable and telecom operators, as well as public sector organizations. Our business is divided into two divisions, which are Video and Broadband Solutions and Network Services. In both areas, we rank among the world's leading companies and technological forerunners. Video and Broadband Solutions focuses on access networks and product solutions in video surveillance applications. Network Services offers comprehensive services for network design, construction and maintenance. In 2012, Teleste's net sales totalled EUR 194 million, and the company employed more than 1,300 people. Teleste runs a worldwide network of offices and more than 90% of its sales are generated outside Finland. The company is listed on the NASDAQ OMX Helsinki Ltd. For more information see www.teleste.com.