

November 14, 2003

**PAL** SOLUTION SUPPLIER  
**TEK** **PALTEK CORP.**

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**SWITCHCORE**  
Silicon for the fastest networks

## PALTEK Corporation Signs sales and distribution agreement for the Japanese Market

**November 14, 2003** PALTEK Corporation, a leading silicon and electronic solution supplier in Japan, and SwitchCore, a leader in Gigabit Ethernet products, announced today that they have entered into a sales representative agreement for the Japanese market. This agreement further strengthens PALTEK's product portfolio in now offering the most sophisticated technology with SwitchCore's product range of Gigabit Ethernet products to deal with the growing demand for advanced components for enterprise and broadband access network equipment..



Through this partnership, SwitchCore expands its presence in Japan and improves the possibility of penetrating the Japanese market further. PALTEK has operated on the market for over 20 years and has extensive component and software experience with enterprise network products.

"We view our partnership with PALTEK as a strategic element in our continued efforts to expand in Asia, reach new markets and subsequently secure market shares. In associating PALTEK with our sales organization, SwitchCore can reach local customers quicker since PALTEK already has many customers that manufacture enterprise network equipment in Japan," says Henric Isacson, SwitchCore's CEO.

### About PALTEK Corporation

Since its foundation in 1982, PALTEK Corporation has been providing silicon and software solutions to the Japanese manufacturers. In particular, PALTEK has focused on communications and broadcast markets through its solutions in Programmable Logic Devices (PLDs), Application Specific Standard Products (ASSPs) for Networking applications. Based on the soundbusiness performance, PALTEK made its Initial Public Offering on JASDAQ in 1998. The company is continuously making efforts to contribute to the development of the Network industry by providing the best available hardware and software solutions. Further information is available at <http://www.paltek.co.jp>.

### About Switchcore AB

SwitchCore AB develops, markets and sells integrated network devices for data and internet communication. The core of SwitchCore's expertise is in its CXE technology, which allows for significantly higher data and internet switch capacity. Using SwitchCore's components, customers can cut manufacturing costs for the completed product and time-to-market. Customers and partners are network equipment manufacturers and suppliers, including Intel, Asanté Technologies, Allied Telesyn and Huawei. The SwitchCore Group presently has over 75 employees and the company's headquarters is in Lund, Sweden. The Company also has offices in Stockholm, San Jose, Ca, Boston, Ma, in the US, and Singapore in Asia. The Company is listed on Stockholmsbörsen's O list under the SCOR ticker. For more information see <http://www.switchcore.com/>

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