

14 Jan 2004

EXCELPOINT OBTAINS FUJITSU PRODUCT LINE

The Board of Directors of Excelpoint Technology Ltd ("Excelpoint") would like to announce that two of its subsidiaries, Excelpoint Systems (Pte) Ltd and Excelpoint Systems (HK) Ltd ("Subsidiaries"), have signed agreements with Fujitsu Microelectronics Asia Pte Ltd and Fujitsu Microelectronics (Shanghai) Co., Ltd, respectively ("Fujitsu") on 9 January 2004 appointing the Subsidiaries as distributors of Fujitsu's full range of semiconductor products.

The parties have entered into these agreements for an indefinite period of time and the agreements are effective immediately as per the date of signature. Excelpoint believes that the agreements with Fujitsu will contribute to the Excelpoint group's financials this Financial Year 2004 ("FY2004") when the Excelpoint group begins to scale up the distribution of Fujitsu's products.

The Subsidiaries, between them, will have distributorship rights to the territories comprising key markets like the PRC (including Hong Kong) and India, as well as ASEAN, Australia and New Zealand. The Subsidiaries will represent Fujitsu in their full range of semiconductor products in these markets, and the products have applications in various sectors including Wireless Communications, Biometric Fingerprint Sensors and Infotainment and Multimedia product segments.

The synergy between Excelpoint and Fujitsu is excellent as both companies are focused on research and development and have complementary business strategies. Through leveraging on their design and development capabilities, Excelpoint will be able to better add value to Fujitsu's line of products. Excelpoint will work closely with Fujitsu so as to develop new and innovative designs for customers, which will create demand for Fujitsu's products. Also, Fujitsu, being a dominant player in the semiconductor industry, is able to open up markets that Excelpoint has not previously penetrated, through adding new product lines to the existing wide range of products carried by Excelpoint.

Since its establishment in 1986, Fujitsu has become one of Asia's major players in the Microelectronics, Flat Panel Display (TFT-LCD) and Plasma Display Panel (PDP) industries. With TFT-LCD and PDP as its focus areas for Design and Development, Excelpoint will devote greater efforts to growing this segment of their business.