



Acal Networks to Distribute Motorola Canopy™ Wireless Broadband Products to Pan-European Customers

Additional Canopy Solutions Being Developed for Europe

LONDON, April 6, 2004 – Motorola, Inc., and Acal Networks, a division of Acal PLC and a leading European value-added distributor, have signed a one-year agreement to distribute Motorola's Canopy wireless broadband products and accessories to Acal's customers throughout Europe.

The agreement will provide for expanding the distribution of Motorola's current fixed wireless broadband products at 5.7GigaHertz (GHz), and 2.4GHz frequency bands, as well as future products specifically tuned for the European wireless broadband markets.

"We are excited about adding Motorola's Canopy products because they provide affordable new options for service providers and private network owners, such as universities, business campuses or government agencies," said Paul Reeve, Acal's Information Technology director.

Amocom Net, a Cork, Ireland-based service provider, has deployed the Canopy solution for more than a year. It has enabled the company to "rapidly build out a wireless network within budget and with extensive reach of the greater Cork metro area," said John O'Hare, president of Amocom Net. "Motorola's Canopy platform allows us to quickly and easily deliver high-speed data synchronous connections to the small- and medium-size enterprises and residential markets. On numerous occasions we have replaced leased lines with a service that is a fraction of the cost, a multiple of the speed and far more reliable, according to our customers."

Besides Ireland, Canopy products have been deployed in 74 countries, including other European countries such as Russia, Hungary, Bulgaria, Georgia, Bosnia, Albania and Serbia.

"According to the most recent Skylight Research report, 4Q 03 & 2003 Broadband Wireless Access Market, Motorola is the worldwide industry leader in the sale of wireless broadband access radios in the 5 GHz bands," said industry analyst Emmy Johnson, Principal, Sky Light Research, of Scottsdale, Ariz. "Although North America has been the primary market for 5 GHz radios, other regions around the world are starting to utilize the frequency for broadband wireless applications. Historically, Europe has been a key market for broadband wireless access in the licensed frequencies. The 5 GHz market is starting to take shape in Europe and is expected to grow over the next five years."

The Canopy platform has helped governments and enterprises broaden their reach and extend services while saving money by reducing or eliminating costly E1/T1 leased lines. Motorola's Canopy platform has been integrated with existing infrastructure, such as virtual private networks, local area networks and private branch exchanges (PBX).

For service providers, the Canopy platform has helped build business because it is cost-effective, scalable and reliable. For carriers, Motorola's Canopy solution has complemented existing offerings by expanding into rural or remote areas cost-effectively. Canopy equipment has been integrated with technologies such as voice over Internet protocol, video services and security surveillance.

To view some of the varied deployments and applications of Canopy solutions, please visit http://motorola.canopywireless.com/media_home.php or www.connectwithcanopy.com.

"Besides leveraging Acal's customer knowledge and distribution skills in Western Europe and throughout the region, we see this distribution agreement as an opportunity to showcase our competitively priced products. Our product roadmap for the region can be used as a basis for buying decisions enterprises and service providers are making through the end of this year," said Dennis Stipati, director, international sales, Motorola's Canopy Wireless Broadband group.

About Acal Networks

Acal Networks is one of the specialist Information Technology products Divisions of Acal PLC. Acal distributes a range of IT products in the areas of Wireless Networking, Storage Area Networking, Document Management, and PC Parts throughout its European, Middle East and African Value Added Resellers. The Acal group is quoted on the London Stock Exchange and is a leading value-added distributor in Europe with sales of £270 million. For more information, please visit www.acalelec.co.uk.

About Motorola

Motorola, Inc. (NYSE: MOT) is a global leader in wireless, broadband and automotive communications technologies that help make life smarter, safer, simpler, synchronized and fun. Sales in 2003 were US \$27.1 billion. Motorola creates innovative technological solutions that benefit people at home, at work and on the move. The company also is a progressive corporate citizen dedicated to operating ethically, protecting the environment and supporting the communities in which it does business. For more information: www.motorola.com/canopy.

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