

**Ian Walker - Vice President, New Business Development, Advanced Digital Broadcast**

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Ian is the driving force behind Advanced Digital Broadcast's IPTV new business development strategy. He has successfully negotiated supply agreements with leading broadband and telecommunications operators, including Fastweb, HanseNet, Telefónica and Telefónica O2 Czech Republic.

Ian is a seasoned pay-TV professional with over 15 years experience in the industry. Whilst occupying a number of senior management positions over four years with Thorn Worldwide, he was instrumental in securing major contracts to supply pay-TV services to the hospitality industry. He entered the consumer electronics market in 1996 working for Pace Micro Technology as New Business Development Manager where he was responsible for securing supply agreements with European satellite television operators. In 1999 he joined NDS and then moved to TANDBERG Television, following their acquisition of NDS's head-end infrastructure business.

Ian joined ADB in 2003 where he has succeeded in building the Company's reputation as the dominant supplier of hybrid technology to the European telecommunications market. This has been achieved through the signing of major supply agreements in addition to securing a number of industry awards for IPTV technology.