



## Harmonic Announces Changes to Sales Management Organization

August 27, 2008

SUNNYVALE, Calif.--(BUSINESS WIRE)--Aug. 27, 2008--Harmonic Inc. (NASDAQ:HLIT) today announced that it has appointed Ian Graham, an industry veteran with more than 13 years of experience, as Vice President of Sales and Support for Europe, the Middle East and Africa (EMEA). Glen Sakata, who successfully led Harmonic's EMEA reorganization for the past two years, has been named Vice President of Sales for the Americas, with responsibility for North America broadcast, satellite and telco sales, as well as Latin America sales across all market segments. In addition, Jim Marino was recently promoted to Vice President of Sales for North America Cable, and Raymond Tse's responsibilities as Vice President of Sales for Asia Pacific were expanded to encompass China. All of these sales executives report to Matt Aden, Harmonic's Vice President of Worldwide Sales and Service.

Mr. Graham joins Harmonic from Motorola's Home & Networks Mobility division, where he held senior positions in sales management including Vice President of Motorola Sales & Services Inc. for the EMEA region. Mr. Sakata possesses 20 years of advanced video processing and control system sales, marketing, and business development experience, and originally joined Harmonic in 2001. Mr. Marino and Mr. Tse have been part of Harmonic's sales management team for several years, joining the company in 2001 and 2000 respectively.

"The appointment of Ian, Glen, Jim and Raymond to these new and expanded roles reflects Harmonic's focus on growing our business around the world and offering exceptional support to both existing and new customers," said Mr. Aden. "Each of these outstanding executives brings a wealth of experience, leadership and a customer focused attitude which I am confident will benefit Harmonic and our customers."

Headquartered in Silicon Valley, Harmonic's global presence includes sales, research and development centers in California, China, France, Hong Kong, Israel, New York and the United Kingdom.

About Harmonic Inc.

Harmonic Inc. is a leading provider of versatile and high performance video solutions that enable service providers to efficiently deliver the next generation of broadcast and on-demand services including high definition, video-on-demand, network personal video recording and time-shifted TV. Cable, satellite, broadcast and telecom service providers can increase revenues and lower operational expenditures by using Harmonic's digital video, broadband optical access and software solutions to offer consumers the compelling and personalized viewing experience that is driving the business models of the future.

Harmonic (NASDAQ:HLIT) is headquartered in Sunnyvale, California with R&D, sales and system integration centers worldwide. The Company's customers, including many of the world's largest communications providers, deliver services in virtually every country. Visit [www.harmonicinc.com](http://www.harmonicinc.com) for more information.

This press release may contain forward-looking statements within the meaning of Section 27(A) of the Securities Act of 1933 and Section 21(E) of the Securities Exchange Act of 1934, including statements related to: Harmonic's focus on growing its business around the world, and its executives' experience, leadership and customer-focused attitude which will benefit Harmonic and its customers.

Our expectations and beliefs regarding these changes to Harmonic's sales management organization may not materialize, and actual results could differ materially from those projected. The forward-looking statements contained in this press release are also subject to other risks and uncertainties, including those more fully described in Harmonic's filings with the Securities and Exchange Commission including its recent Reports filed on Form 10-K and Form 10-Q. Harmonic does not undertake to update any forward-looking statements.

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