

For Release December 1, 2003

## **Norsat International and Novra Technologies Announce a Technology Partnership Agreement**

Norsat International Inc. (TSX-NII.TO, OTC BB-NSATF.OB) and Novra Technologies Inc. (NVI: TSX; Venture), a provider of broadband technologies for satellite, cable and wireless networks, today announced that they have entered into a partnership agreement for Norsat's Open Networks technology.

As part of the agreement, Novra will obtain the intellectual property rights relating to the Norsat IP Encapsulator and the DVB-IP data hub while Norsat retains rights related to the DVB networking technology incorporated into the Norsat OmniLink™ line of portable terminals. Under this agreement, Novra plans to further develop and extend the network management software technology to offer existing customers an upgrade path as well as capitalize on new opportunities in the marketplace. Novra will also take over current support contracts for Norsat's Open Networks client base as part of the agreement.

Norsat International will continue to focus on its Norsat OmniLink™ product line and further utilize the DVB networking technology to add new features and capabilities to its portable satellite terminals where the technology is already being employed to provide unique and innovative applications to manage setup and operation of these mobile terminals.

Norsat and Novra will both market and sell the current IPE/Hub products to customers worldwide without restriction. With a long history of working together, there is a strong synergy between the two companies and they are very comfortable working with one-another to support the DVB-IP marketplace.

"We are pleased to have concluded this agreement with Novra," said Cameron Hunter, President and CEO of Norsat International. "It allows Norsat to concentrate on the continued development of high-speed portable satellite terminals while ensuring that our existing Open Networks customer base has the on-going support they need and the opportunity to upgrade their systems."

"We are very pleased to add the Norsat DVB technology to our portfolio of premium broadband products and further strengthen our product offering in the DVB-IP and multicasting technology markets," said Harris Liontas, Novra President and CEO. "This acquisition nicely complements Novra's existing portfolio of DVB-IP products, including: the S-75 DVB satellite receiver, the DisseMedia multicast file server and the SSP100 broadband media store and play appliance. In addition the agreement also grants Novra access to the Ipi-100 injector engine – a key component of CEM100 DVB-C encapsulation/modulation appliance."

### **About Novra Technologies Inc.**

Novra Technologies offers premium broadband products, applications and services centered on DVB-IP and multicasting technology. Current products include the S75 and the C75 (high throughput, cost effective DVB satellite and cable receivers), the CEM100 (a DVB-C compliant encapsulation and modulation appliance), DisseMedia (a multicast file server technology) and the SSP100 (a broadband media store and play appliance).

## **About Norsat International Inc.**

Norsat International Inc. designs and markets satellite products for high-speed data transmission, including the Norsat OmniLink™ group of portable satellite terminals for application in remote or hostile environments.

## **Forward Looking Statements**

Statements in this release relating to matters that are not historical fact are forward-looking statements based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Factors that could cause or contribute to such differences include, but are not limited to general economic conditions, changes in technology, reliance on third party manufacturing, managing rapid growth, global sales risks, limited intellectual property protection and other risks and uncertainties described in Norsat's public filings with securities regulatory authorities.

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