



Kiwi PCS Press Releases

Kiwi PCS' Wilmington Market Turns "EBITDA" Positive EBIDTA Positive Reached Only 4 Months After Launch Tuesday, March 4, 2003 - Wilmington, North Carolina

Kiwi PCS announces that its Wilmington, North Carolina market has reached "EBITDA" positive.

Turning positive relative to Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) is a bellwether in the Telecom Industry indicating positive growth in a specific market. Generally, a projected period for a specific market to achieve EBITDA positive is 48 months. With the initial, high capital expenditures required, high overheads and current contraction in the telecom industry, many wireless firms have never obtained the status of 'EBITDA positive'. With this as a background, the rapid rise of Kiwi PCS in the Wilmington Market has been stunning.

"We are gratified that we have reached this milestone in such a short period of time. However, we are not completely surprised by it", said Ghanshyam C. Patel, Chairman and CEO of ComScape Telecommunications, Inc., (ComScape markets under the name "Kiwi PCS"). "We organized and operated Kiwi with this specific result in mind. We purposely did not laden the Company with debt or extraneous systems and personnel that would have bogged-down the operation. Plus, Kiwi has the specific assets and OSS that insure this type of rapid success when we go into a market", Patel added.

Two of Kiwi's assets that Patel referred are its' scaleable Management Information Systems (MIS) and Billing system that were designed and written 'in-house'. This gives Kiwi PCS the flexibility and control to manage a market and quickly adapt to its requirements as well as to expand into any size market. "When we decided to offer 'Kiwi Free America', which is our unlimited long distance offering for \$10 per month, the decision was made in the afternoon on January 6, 2003. On the morning of January 13, 2003 our radio and TV ads were on the air, our systems and procedures were in place and we began selling. Not only is that a quick 'turn-around', I believe this agility gives us a superior, competitive advantage in the market place", Patel stated.

Kiwi PCS utilizes Ericsson CDMA equipment for both its switch room operations as well as the Radio Base Stations (RBS). The compact nature of the equipment and its high capacity has given ComScape the flexibility to install RBS sites in locations not previously considered because of space, power and weight considerations. "Ericsson's CDMA2000 solution, which is compact and powerful, made our build-out quick, without the need for cranes or other specialized handling equipment. Because of this, it significantly lowered our build-out cost and our operating expenses," said Patel.

ComScape Telecommunications, Inc./Kiwi PCS is headquartered in West Palm Beach, Florida and is constructing a CDMA2000 1X wireless system in North Carolina with expansion into Ohio, West Virginia and Kentucky. They now offer their Kiwi Free service in Wilmington, North Carolina. ComScape is privately-held and has virtually no debt. They are a facilities-based, fully integrated, telecommunications services company with switching centers in Raleigh, North Carolina and Charleston, West Virginia. In addition, they have a call center in West Palm Beach, Florida.

**For more information, please contact:
Bhogin M. Modi ComScape Telecommunications, Inc.
ComScape Telecommunications, Inc. – Kiwi PCS
Telephone: 561-540-4771; E-mail: bhogin.modi@kiwipcs.com
1926 10th Avenue North, Suite 305
West Palm Beach, Florida 33461**