



# Press Release

## 2008 Mobile Base Station Contracts Reach 550, led by Nokia Siemens Networks

### Asia Pacific and Chinese Operators Drive Overall Demand for 3G; Momentum for HSPA+ Accelerating in 2009

Redwood City, CA, February 25, 2009: Total contracts awarded within the wireless industry for 2008 reached 550 as activity surged in Q4 according to the latest report from EJL Wireless Research titled "*Global Base Station Contract Analysis Annual 2008 Review*."

"Nokia Siemens Networks secured 56.2% of total contract awards during the December 31, 2008 ended year, beating Huawei (15.5%) and ZTE (14.5%). Chinese OEMs captured 30% of overall contracts while each major base station vendor secured at least one win during the year," says founder and President, Earl Lum.

"Demand remained heavily concentrated in Asia Pacific while surprisingly, Latin America was the second most active region during the year. Chinese OEMs continue to dominate the CDMA2000 segment as they captured 67% of global contracts in 2008. Nokia Siemens Networks led the way with 67% of total WCDMA/HSPA /HSPA+ awards, followed by Huawei with 17.1%. Nokia Siemens Networks also led the GSM/GPRS/EDGE category with 65% of overall contracts," says Lum.

The base station contract analysis reports are issued on a quarterly and annual basis and provide a unique perspective on the global cellular/PCS base station contract awards and demand for mobile base station equipment covering all major OEMs including Alcatel-Lucent, Ericsson, Huawei Technologies, Motorola, Nokia Siemens Networks, Nortel Networks, and ZTE.

### **About EJM Wireless Research**

EJM Wireless Research provides proprietary, accurate and cutting-edge market analysis and consulting services on the wireless technology ecosystem. The firm focuses its research on all vertical elements of the wireless ecosystem including mobile subscribers, mobile operators, mobile handsets, mobile infrastructure and mobile content. In addition, the firm provides analysis across horizontal technology suppliers including RF semiconductor materials, RF semiconductor/components, subsystems and OEMs. Our goal is to provide our clients with mission critical market analysis and information.

EJM Wireless Research is managed by Earl Lum. Mr. Lum has 16 years of experience within the wireless industry including 8 years as an Equity Research Analyst on Wall Street covering the global wireless industry. The company is headquartered in Redwood City, CA. For more information about EJM Wireless Research, please visit the company's website at [www.ejmwireless.com](http://www.ejmwireless.com).