



## Press Release

### 2010 Mobile Base Station Contracts Increase 33% to 401

#### 4G Contracts at 7% in 2010, 3G/3.5G at 58%

Salem, NH, April 4, 2011: Total contracts awarded within the wireless industry for 2010 reached 401, up 33% from 2009 levels of 301 on a comparable basis, according to the latest report from EJL Wireless Research, titled “*Global Base Station Contract Analysis, 2010 Annual Review.*”

“Total contract awards for the Chinese OEMs were 78.9% in 2010. Total contracts for Huawei Technologies increased 39% year over year and confirms the base station market share gains that the company has been claiming while ZTE contract awards increased 80%. However despite these gains, both OEMs have continued to be locked out of the lucrative Tier 1 LTE market in the United States with Alcatel-Lucent and Ericsson winning the Sprint Nextel tender,” says founder and President, Earl Lum.

“Asia Pacific continued to be the largest region for contract awards and accounted for 41.8% with India awarding 37 contracts, just ahead of China.,” says Lum. Some data points from the analysis are presented below:

- |                                |                              |
|--------------------------------|------------------------------|
| 🌐 #1 Region for 2010:          | Asia Pacific (167 contracts) |
| 🌐 #1 Country for 2010:         | India (37 contracts)         |
| 🌐 #1 OEM for 2010:             | ZTE (159 contracts)          |
| 🌐 #1 Mobile Operator for 2010: | China Mobile (16 contracts)  |

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, and ZTE. The air interfaces analyzed exclude WiMAX technology.

### **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.

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EJM Wireless Research is managed by Earl Lum. Mr. Lum has 18 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 Salem, New Hampshire, USA. For more information about EJM Wireless Research, please visit the company's website at [www.ejmwireless.com](http://www.ejmwireless.com).