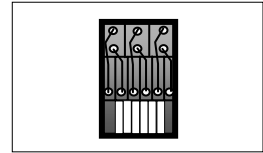


Earl J. Lum
+1-650-430-2221
elum@ejlwireless.com



Global Base Station Contract Analysis

Third Quarter 2007

October 2007



Entire contents © 2007 EJM Wireless Research LLC. All Rights Reserved. Reproduction of this publication in any form without prior written permission is strictly forbidden and will be prosecuted to the fully extent of US and International laws. The transfer of this publication in either paper or electronic form to unlicensed third parties is strictly forbidden. The information contained herein has been obtained from sources EJM Wireless Research LLC deems reliable. EJM Wireless Research disclaims all warranties as to the accuracy, completeness or adequacy of such information. EJM Wireless Research LLC shall have no liability for errors, omissions or inadequacies in the information contained herein or for the interpretation thereof. The reader assumes sole responsibility for the selection of these materials to achieve its intended results. The opinions expressed herein are subject to change without notice.

TABLE OF CONTENTS

EXECUTIVE SUMMARY	3
RESEARCH METHODOLOGY	4
CHAPTER 1: Q3 2007 REVIEW	5
CHAPTER 2: BTS OEM CONTRACTS	9
2.1 Alcatel-Lucent	10
2.2 Ericsson	12
2.3 Huawei Technologies	14
2.4 Motorola	16
2.5 Nokia Siemens Networks	17
2.6 Nortel Networks (LG Nortel Co. Ltd.)	19
2.7 ZTE	21
CHAPTER 3 GEOGRAPHICAL ANALYSIS	23
3.1 Africa/Middle East	24
3.2 Americas	26
3.3 Asia Pacific	28
3.4 Europe	33

TABLES

Table 1: Global Base Station Infrastructure Contracts Q3 2007.....	8
--	---

EXHIBITS

Exhibit 1: Global Base Station Infrastructure Contracts, Q1 06 – Q3 07	3
Exhibit 2: Global Base Station Infrastructure Contracts, Q1 06 – Q3 07	5
Exhibit 3: Map of Global Base Station Infrastructure Contracts by Region, Q3 2007.....	5
Exhibit 4: Global Base Station Infrastructure Contracts by Region, Q3 2007	6
Exhibit 5: Global Base Station Infrastructure Contracts by OEM, Q3 2007	6
Exhibit 6: Global Base Station Infrastructure Contracts by Air Interface, Q3 2007	7
Exhibit 7: Global Base Station Infrastructure Contracts by Technology Generation, Q3 2007	7
Exhibit 8: Alcatel-Lucent Global Base Station Contracts by Air Interface, Q3 07	10
Exhibit 9: Alcatel-Lucent Global Base Station Contracts by Region, Q3 07	11
Exhibit 10: Ericsson Global Base Station Contracts by Air Interface, Q3 07	12
Exhibit 11: Ericsson Global Base Station Contracts by Region, Q3 07.....	13
Exhibit 12: Huawei Global Base Station Contracts by Air Interface, Q3 07	14
Exhibit 13: Huawei Global Base Station Contracts by Region, Q3 07	15
Exhibit 14: Nokia Siemens Networks Global Base Station Contracts by Air Interface, Q3 07	17
Exhibit 15: Nokia Siemens Networks Global Base Station Contracts by Region, Q3 07	18
Exhibit 16: LG Nortel Co. Ltd. Global Base Station Contracts by Air Interface, Q3 07	19
Exhibit 17: LG Nortel Co. Ltd. Global Base Station Contracts by Region, Q3 07	20
Exhibit 18: ZTE Global Base Station Contracts by Air Interface, Q3 07	21
Exhibit 19: ZTE Global Base Station Contracts by Region, Q3 07.....	22
Exhibit 20: Global Base Station Infrastructure Contracts by Region, Q3 07	23
Exhibit 21: Africa/Middle East Contract Awards, Q3 07	24
Exhibit 22: Africa Contract Awards by Air Interface, Q3 07.....	25
Exhibit 23: North/Latin America & Caribbean Contract Awards, Q3 07	26
Exhibit 24: North/Latin America & Caribbean Contract Awards by Air Interface, Q3 07.....	27
Exhibit 25: Asia Pacific Contract Awards by Country, Q3 07.....	28
Exhibit 26: Asia Pacific Contract Awards by Air Interface, Q3 07	29
Exhibit 27: Asia Pacific Contract Awards by OEM, Q3 07	29
Exhibit 28: Asia Pacific Contract Revenues by OEM, Q3 07	30
Exhibit 29: China vs. India Contract Awards Q1 07-Q3 07	31
Exhibit 30: China vs. India Contract Awards Revenues Q2 07-Q3 07	31
Exhibit 31: Western/Eastern Europe Contract Awards, Q3 07	33
Exhibit 32: Western Europe Contract Awards by Air Interface, Q3 07	34
Exhibit 33: Western Europe Contract Awards by OEM, Q3 07.....	34
Exhibit 34: Eastern Europe Contract Awards by Air Interface, Q3 07	35
Exhibit 35: Eastern Europe Contract Awards by OEM, Q3 07.....	35