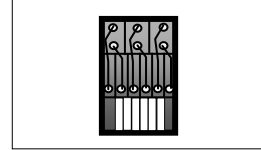


Earl J. Lum  
+1-650-430-2221  
[elum@ejlwireless.com](mailto:elum@ejlwireless.com)



## Global Base Station Contract Analysis

Fourth Quarter 2009

February 2010



Entire contents © 2010 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: Q4 2009 REVIEW .....	5
CHAPTER 2: BTS OEM CONTRACTS .....	11
2.1 Alcatel-Lucent .....	12
2.2 Ericsson .....	14
2.3 Huawei Technologies .....	16
2.4 Motorola .....	18
2.5 Nokia Siemens Networks .....	20
2.6 Nortel Networks .....	22
2.7 ZTE .....	23
CHAPTER 3 GEOGRAPHICAL ANALYSIS .....	25
3.1 Africa/Middle East .....	26
3.2 Americas .....	29
3.3 Asia Pacific .....	33
3.4 Europe .....	36

## TABLES

Table 1: Global Base Station Infrastructure Contracts Q4 2009.....	10
--	----

## EXHIBITS

Exhibit 1: Global Base Station Infrastructure Contracts, Q4 08 – Q4 09 .....	3
Exhibit 2: Global Base Station Infrastructure Contracts, Q4 08 – Q4 09 .....	5
Exhibit 3: Map of Global Base Station Infrastructure Contracts by Region, Q4 2009.....	5
Exhibit 4: Global Base Station Infrastructure Contracts by Region, Q4 2009.....	6
Exhibit 5: Global Base Station Infrastructure Contracts by OEM, Q4 2009 .....	6
Exhibit 6: Global Base Station Infrastructure Contracts by Air Interface, Q4 2009 .....	7
Exhibit 7: Global Base Station Infrastructure Contracts by Technology Generation, Q4 2009 .....	7
Exhibit 8: Global WCDMA/HSPA/HSPA+ Base Station Infrastructure Contracts by OEM, Q4 2009 .....	8
Exhibit 9: Global Base Station Infrastructure Contracts by CDMA2000 Technology, Q4 2009 .....	8
Exhibit 10: Global Base Station CDMA2000 Infrastructure Contracts by OEM, Q4 2009 .....	9
Exhibit 11: Alcatel-Lucent Global Base Station Contracts by Air Interface, Q4 2009.....	12
Exhibit 12: Alcatel-Lucent Global Base Station Contracts by Region, Q4 2009.....	13
Exhibit 13: Ericsson Global Base Station Contracts by Air Interface, Q4 2009 .....	14
Exhibit 14: Ericsson Global Base Station Contracts by Region, Q4 2009 .....	15
Exhibit 15: Huawei Global Base Station Contracts by Air Interface, Q4 2009 .....	16
Exhibit 16: Huawei Global Base Station Contracts by Region, Q4 2009 .....	17
Exhibit 17: Motorola Global Base Station Contracts by Air Interface, Q4 2009.....	18
Exhibit 18: Motorola Global Base Station Contracts by Region, Q4 2009 .....	19
Exhibit 19: Nokia Siemens Networks Global Base Station Contracts by Air Interface, Q4 2009 .....	20
Exhibit 20: Nokia Siemens Networks Global Base Station Contracts by Region, Q3 2009.....	21
Exhibit 21: ZTE Global Base Station Contracts by Air Interface, Q4 2009 .....	23
Exhibit 22: ZTE Global Base Station Contracts by Region, Q4 2009 .....	24
Exhibit 23: Global Base Station Infrastructure Contracts by Region, Q4 2009 .....	25
Exhibit 24: Africa/Middle East Contract Awards, Q4 2009 .....	26
Exhibit 25: Africa Contract Awards by OEM, Q4 2009 .....	27
Exhibit 26: Africa Contract Awards by Air Interface, Q4 2009 .....	27
Exhibit 27: Middle East Contract Awards by OEM, Q4 2009 .....	28
Exhibit 28: Middle East Contract Awards by Air Interface, Q4 2009 .....	28
Exhibit 29: North/Latin America & Caribbean Contract Awards, Q4 2009.....	29
Exhibit 30: North America Contract Awards by Air Interface, Q4 2009 .....	30
Exhibit 31: North America Contract Awards by OEM, Q4 2009 .....	31
Exhibit 32: Latin America & Caribbean Contract Awards by Air Interface, Q4 2009.....	31
Exhibit 33: Latin America & Caribbean Contract Awards by OEM, Q4 2009 .....	32
Exhibit 34: Asia Pacific Contract Awards by Country, Q4 2009 .....	33
Exhibit 35: Asia Pacific Contract Awards by Air Interface, Q4 2009.....	34
Exhibit 36: Asia Pacific Contract Awards by OEM, Q4 2009 .....	34
Exhibit 37: Western/Eastern Europe Contract Awards, Q4 2009.....	36
Exhibit 38: Western Europe Contract Awards by Air Interface, Q4 2009 .....	37
Exhibit 39: Western Europe Contract Awards by OEM, Q4 2009 .....	37
Exhibit 40: Eastern Europe Contract Awards by Air Interface, Q4 2009 .....	38
Exhibit 41: Eastern Europe Contract Awards by OEM, Q4 2009 .....	38