

PRESS RELEASE

Huawei gaining market shares in the telecom equipment sector at the expense of Nokia Siemens Networks, Alcatel-Lucent, Nortel and Samsung, according to new report by IEMR

Vancouver, November 25, 2008 – IE Market Research Corp. (IEMR), the Canadian-based provider of market intelligence services, announced today the release of its *Industry Strategic Outlook #13.2008: Huawei gaining market shares in the telecom equipment sector at the expense of Nokia Siemens Networks, Alcatel-Lucent, Nortel and Samsung*. The report covers the key strategic issues facing the company and provides forecasts on its operations.

“In the past two years Huawei’s market share has surged about 4x to 11% in 3Q08,” said Nizar Asanie, Vice President (Research) at IEMR.

“In our view Huawei, and Chinese rival ZTE, could gain even more share as China builds out 3G networks during 2009 and awards a bigger proportion of contracts to domestic vendors,” said Wendy Yee, Principal Research Associate at IEMR.

Key topics covered in this report are:

Slowdown in the wireless infrastructure market led by a 15% YoY decline in GSM revenues

Sharp fall in GSM revenues led by 26% YoY decline in Europe

WCDMA maintains stellar revenue growth with 67% YoY

CDMA continues its fall with -31% YoY revenue decline in 3Q08

Huawei the main market share gainer at the expense of Nokia Siemens Network, Alcatel-Lucent, Nortel and Samsung

EMEA and US both weak with -18% YoY and -22% YoY respectively while Asia is also decelerating

Charts:

Chart 1: Wireless infrastructure revenues by technology: WCDMA maintaining its stellar growth with 67% YoY (\$M), 1Q00 – 1Q08

- Chart 2: Trailing 12 months wireless infrastructure revenues by technology: WCDMA spending increasing while CDMA is decreasing (\$M), 4Q00 – 4Q07
- Chart 3: Wireless infrastructure revenues by region: North America and Europe continue to see decline in revenues (\$M), 1Q01 – 1Q08
- Chart 4: YoY revenue growth: North America and EMEA seeing negative revenue growth YoY while Asia-Pacific and the Rest of the World remain on the positive side, 1Q02 – 1Q08
- Chart 5: Wireless infrastructure market share: Huawei's market share is increasing while Ericsson maintains its lead in the market (%), 1Q00 – 2Q08
- Chart 6: Market share gain/(loss) in 3Q08: Huawei the biggest gainer in market shares in 3Q08 while NSN is the biggest loser (%), 3Q08
- Chart 7: GSM market share: GSM market still belongs to Ericsson and NSN despite increase in shares by Huawei (%), 1Q00 – 2Q08
- Chart 8: GSM market share gain/(loss) in 3Q08: Ericsson the biggest gainer in GSM market shares in 3Q08 while NSN is the biggest loser (%), 3Q08
- Chart 9: WCDMA market share: Huawei gaining market shares in WCDMA at the expense of NSN and Ericsson (%), 3Q02 – 3Q08
- Chart 10: WCDMA market share gain/(loss) in 3Q08: Huawei the biggest gainer in WCDMA market shares while Ericsson is the biggest loser in 3Q08 (%), 3Q08
- Chart 11: CDMA market share: Alcatel-Lucent still the market leader in CDMA market shares while Huawei continues to gain shares (%), 1Q00 – 1Q08
- Chart 12: CDMA market share gain/(loss) in 3Q08: Huawei and Alcatel-Lucent the biggest gainers in market shares in 3Q08 while Motorola is the biggest loser in CDMA market (%), 3Q08

Tables:

- Table 1: Revenues and Revenue Growth YoY (Ericsson, Nokia Siemens Network, Alcatel-Lucent, Huawei, Nortel, Motorola), 3Q07 – 3Q08
- Table 2: Market Share (Ericsson, Nokia Siemens Network, Alcatel-Lucent, Huawei, Nortel, Motorola), 3Q07 – 3Q08

For more information, visit

<http://www.iemarketresearch.com/Members/Reports/ViewReportDetail.aspx?RID=684&flag=1>
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We offer a variety of research products including **CONSUMEREADY™** and **EXPORTREADY™**. **CONSUMEREADY™** provides detailed demographic information on brand strengths and marketing strategies that are crucial to know when competing in international markets. **EXPORTREADY™** is based on our on-going business strategy research that allows us to establish strengths and weaknesses of firms in a wide variety of areas, ranging from intellectual property portfolios to strengths of marketing strategies to quality of engineering. These results are highlighted in our **EXPORTREADY™** publications and form a valuable tool for firms wanting to strategize their market entry options in international markets.

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