



**Data-on-demand**

**PRESS RELEASE  
EQUIPMENT MANUFACTURER DATA BASE**

Paris, July 2008

**QUANTIFICA UPDATES  
EQUIPMENT MANUFACTURER DATA BASE**

Quantifica has just updated its equipment manufacturer data base. By evaluating the major equipment manufacturers worldwide according to different segments, the new data base offers an overview of equipment manufacturers from 2003 to 2007. It is segmented as follows:

- Financial information
- Revenue per product segment
- Share of product segment in total revenue
- Revenue per geographic segment
- Share of geographic segment in total revenue

Among the largest worldwide companies, Quantifica offers data for 16 of the largest equipment manufacturer's companies: Nokia, Nortel, Cisco, Ericsson, Juniper, Alcatel-Lucent, Sony-Ericsson, Sagem, Samsung, Siemens, Masutjita, Fujitsu, NEC, Motorola, ZTE, Huawei.

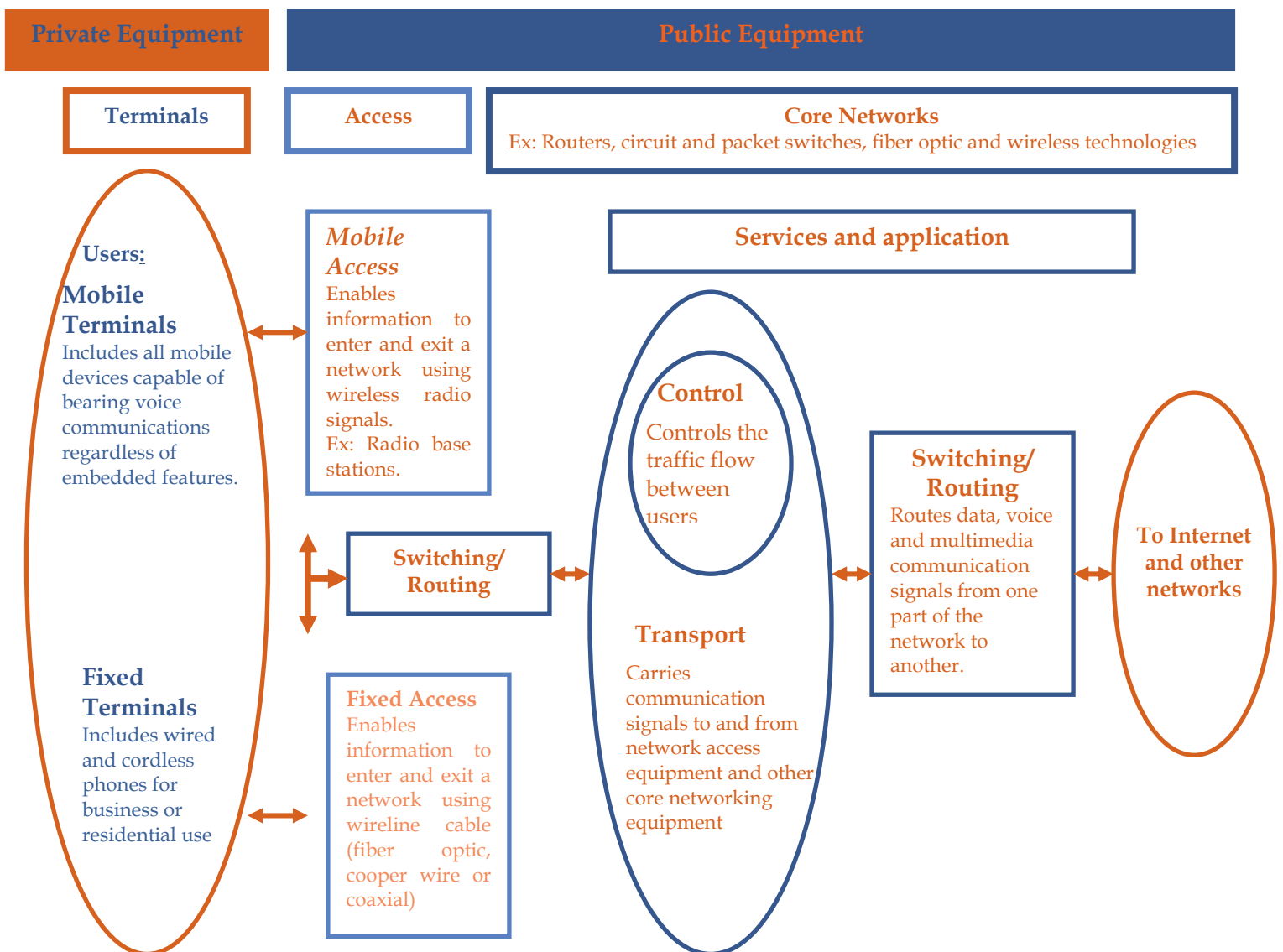
**A new expanded and updated data base**

With more than 3200 data, the new data base reflects corporate strategic development, and accounts for technological innovation to present a new segmentation of the data base:

- Segmentation by product: public equipment revenue: (core network, mobile access, fixed access) private equipment revenue (mobile network terminals, fixed network terminals) and services.
- Segmentation by geographic area: Americas (North and South America) EMEA (Europe including Eastern and Western Europe, Middle East & Africa) and Asia Pacific.

The following flow chart shows the new segmentation of the data base

### Equipment manufacturer segments

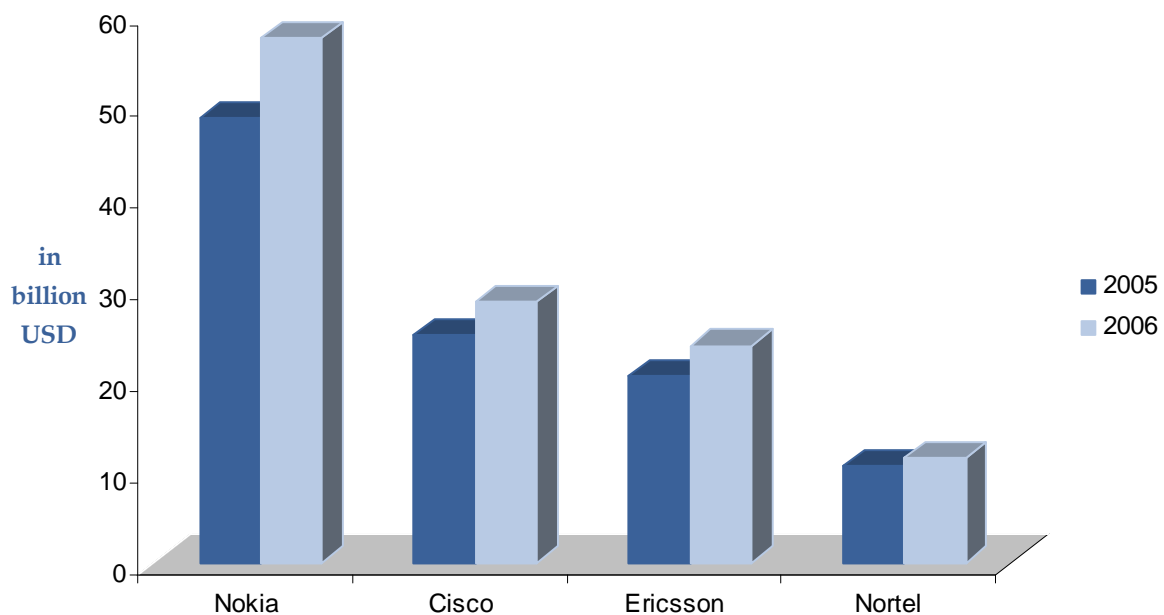


Source [www.quantifica.fr](http://www.quantifica.fr)

### Total revenue: Nokia ahead!

Focused on the private sector Nokia substantially exceeds its competitor's total revenue and shows the greatest increase from 2005 to 2006, (representing about 18%). Meanwhile, the other equipment manufacturers focused their presence on public equipment. Thus, Cisco and Ericsson, top two and three, showed an increase in their total revenue, which represents 15% and 8% respectively. Finally, Ericsson is third, while Nortel remains behind.

Four equipment manufacturers in terms of revenues 2005-2006



Source [www.quantifica.fr](http://www.quantifica.fr)

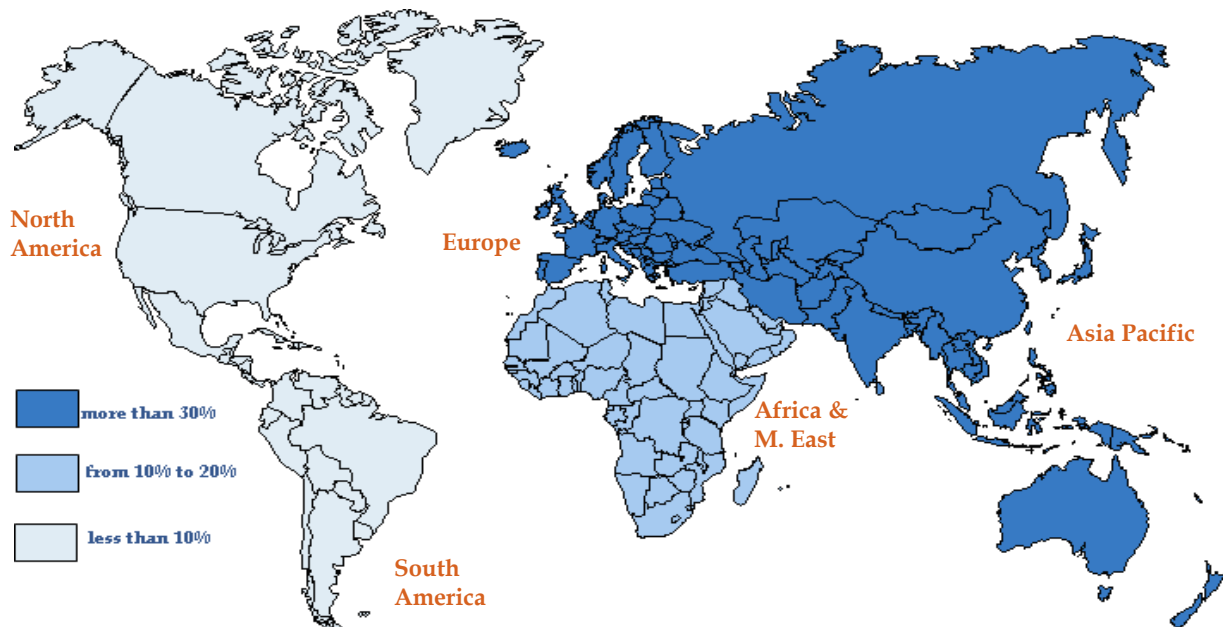
### Europe: main source of income for European manufacturers

Europe contributes up to 40% of 2006 total revenue for the two leading European equipment manufacturers Nokia and Alcatel-Lucent. However, for Nokia, the second region in terms of revenue was Asia Pacific with 18.928 billion dollars (or 33% of total turnover), while for Alcatel-Lucent, this position is occupied by North America with 7.457 billion dollars (or 19% of total revenue). For these two manufacturers last place is occupied by South America with only 9% of total revenue with respectively 5.162 billion dollars for Nokia and 2.103 billion dollars for Alcatel-Lucent.

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Nokia revenues per geographic segment in 2006



Alcatel-Lucent revenues per geographic segment in 2006

