



Mobile WiMAX - Uncovered

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April, 2007





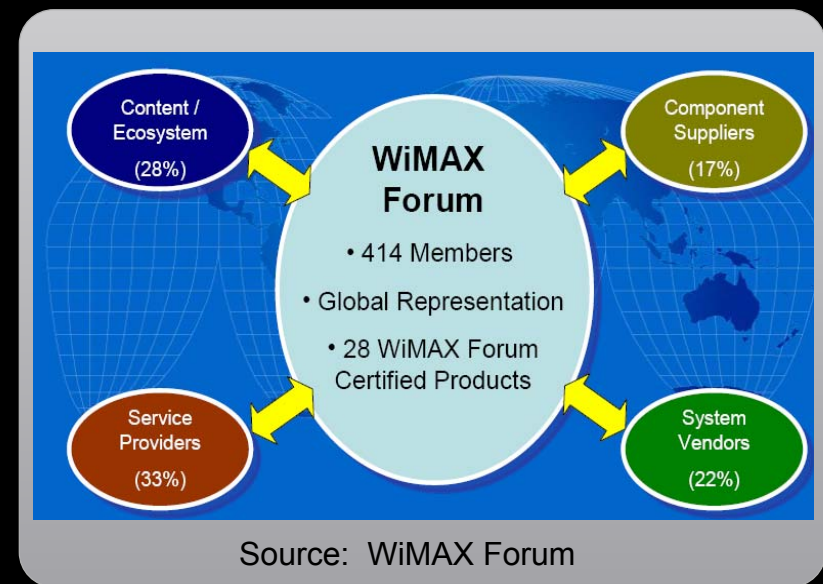
Agenda

- > Introduction
- > WiMAX Market Adoption & Drivers
- > Hyper connectivity and WiMAX
- > WiMAX reality
- > Devices and Network Status
- > Nortel Momentum
- > Summary



Strong WiMAX Ecosystem

- > Broad based Ecosystem
- > Global representation
- > Cost effective personal broadband for everyone
- > Eliminate CPE cost with embedded chipsets
- > Standardised & Ubiquitous



WiMAX is Key to Nortel's Future Growth

WiMAX Technology

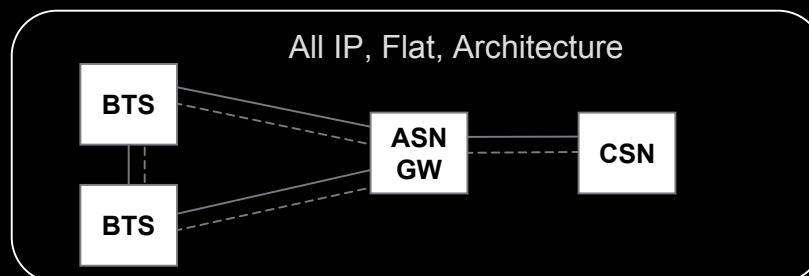
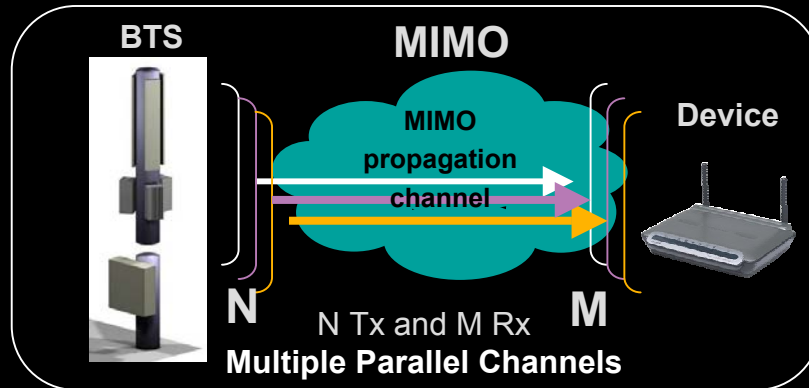
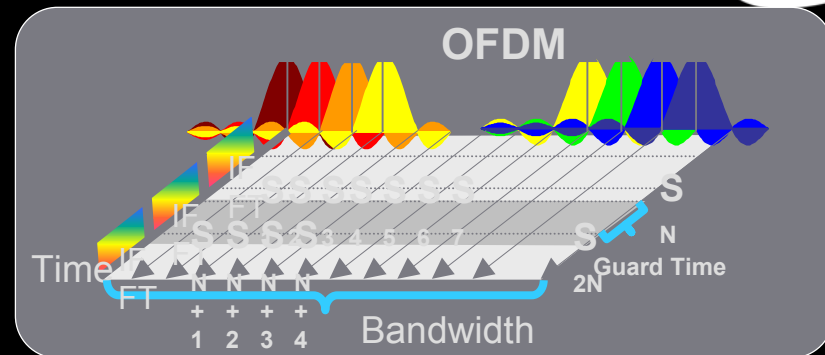
WiMAX is the First 4G Mobile Broadband Access



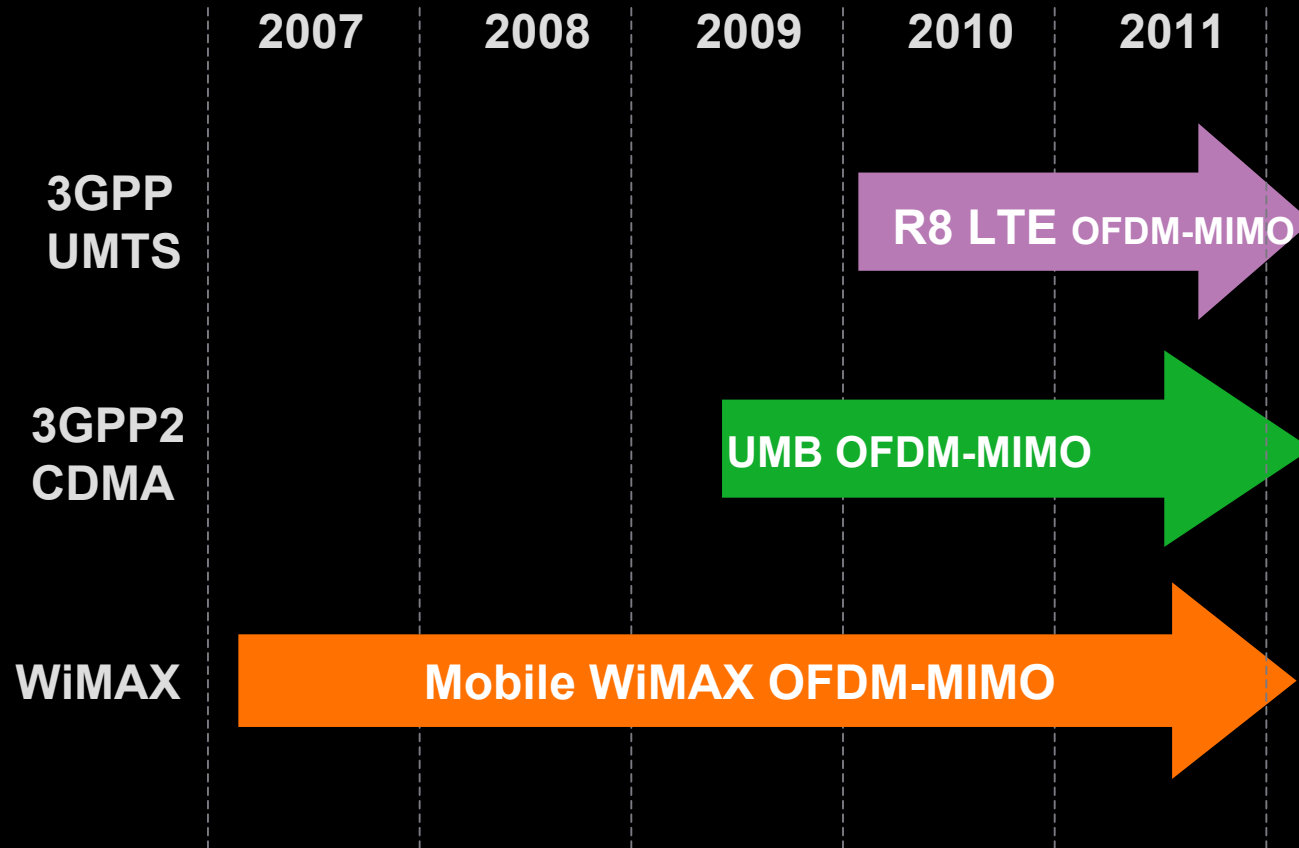
- Next Generation of Air Interface
- Spectrally Efficient
- Immune to Interference

- Better Performance at cell edge
- Doubles Capacity (2x2 MIMO)
- Reduced \$/Mbyte
- Small Antennas

- All IP
- Flat, Low cost, Architecture
- No Legacy Circuit



4G Technologies



OFDM + MIMO is basis of all 4G technologies

Affordable Mobile Broadband for Everyone



> 2.5G 1xRTT / GPRS / EDGE

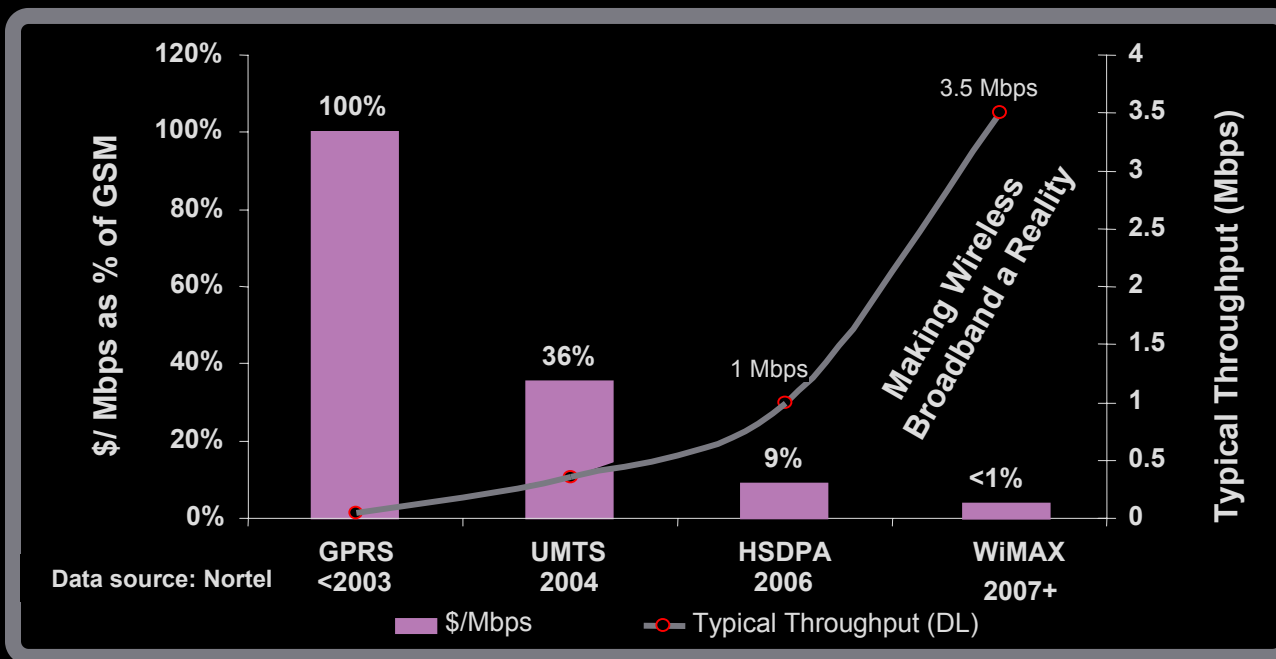
- Introduced wireless data to the world

> 3G EV-DO / HSDPA

- Mobile broadband viable but with limited capacity

> 4G WiMAX

- The right cost structure → mobile broadband affordable for the masses



1/10th the costs of 3G

- ✓ 3-4X Spectral efficiency
- ✓ Flat architecture - Less Nodes to manage

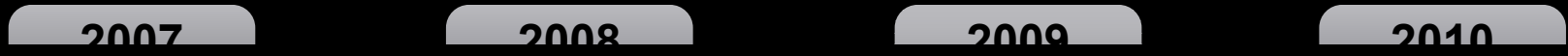


WiMAX Global Market Adoption & Drivers



Market Segmentation and Sequencing

WiMAX is the first 4G network – disruptive technology



Underserved Broadband

- Fixed / Nomadic
- DSL Alternative, VOIP

Attackers

- Aggressive market-makers; Quad-play services
- Cable / Satellite / Alternative operators

2G Leapfrog / 3G Migration

- Traditional operators compelled by 4G ecosystem (↓ cost)
- Real-time applications with seamless mobility and QoS

4G

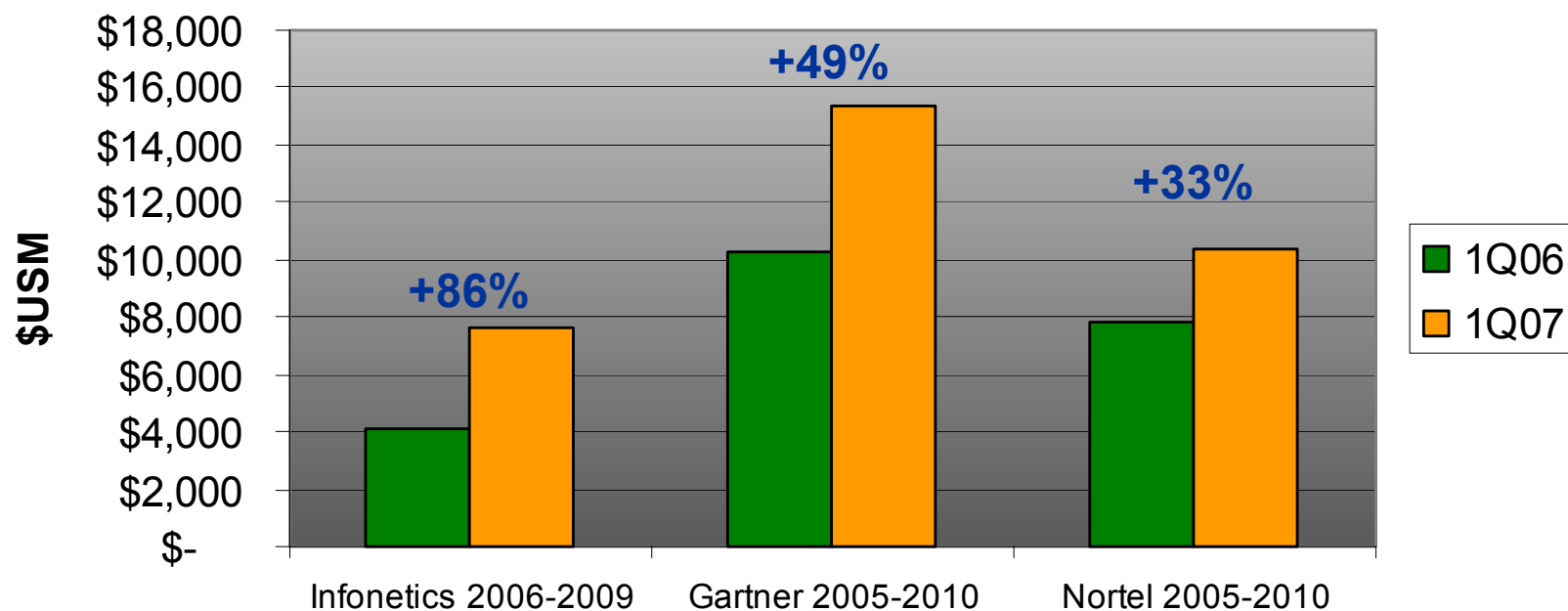
- Domino effect unfolds with Rev C & LTE along with WiMAX
- WiMAX will have ecosystem lead within 4G



WiMAX Global Market Estimates



WiMAX Spend Forecasts (\$M)



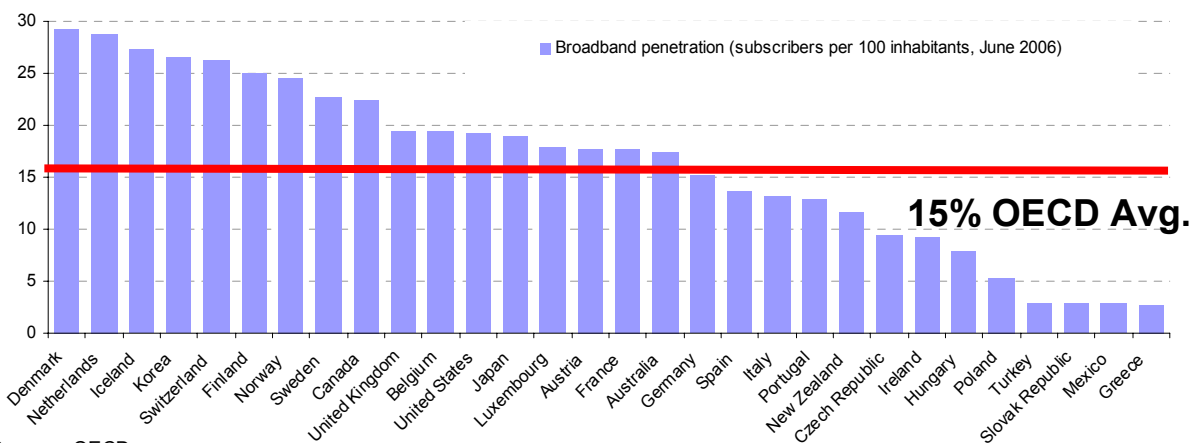
WiMAX Market Opportunity continues to Grow



Broadband Penetration

Broadband penetration (subscribers per 100 inhabitants, June 2006)

Broadband penetration



Source : OECD



- Many OECD countries > 60% Penetration of Broadband per household
- 60% of High speed lines subscribed in 2H 2006 in USA were mobile

Huge Opportunity for Personal Broadband

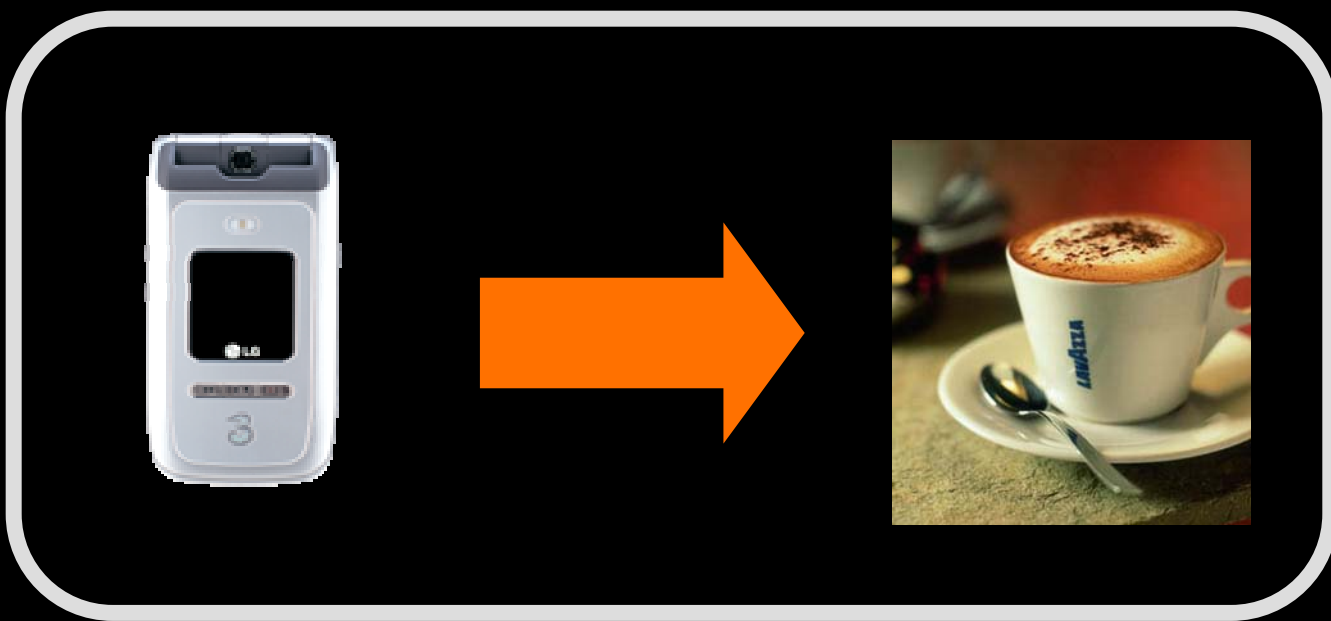


WiMAX Mega Trend

Hyper connectivity

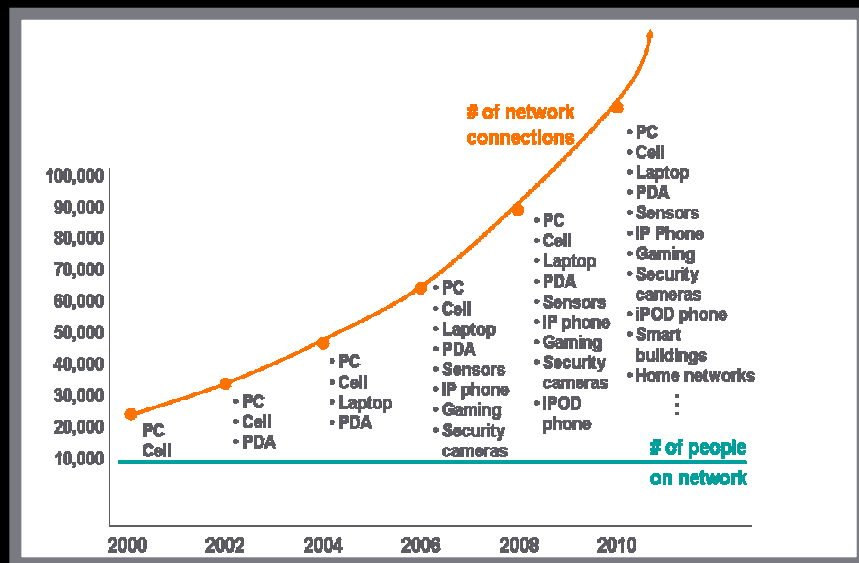


My New 3G Phone



Jack of all trades → Master of None

Hyper-Connectivity



> Change the Paradigm

- One mobile does everything → All devices are always connected
- Multitude of portable consumer electronic devices

> Current Barriers to Hyper connectivity

- Experience
- Cost
- Billing & Provisioning

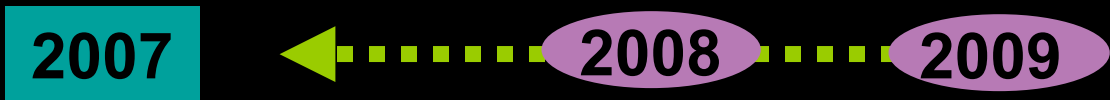
WiMAX will enable hyper connectivity





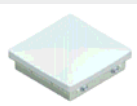










Mobile WiMAX Status

Are we there yet?

WiMAX CPE & Device Acceleration



<u>Time to Market</u> • CPE	<u>Market accelerant</u> • NBPC/UMPC embedded	<u>Market maturity</u> • CE/HH embedded
  <p>PCMCIA Card Wireless Router</p>   <p>CF/SD/USB dongle</p>   <p>Indoor SS Outdoor SS</p>	 <p>WiMAX/WiFi Embedded NB PC</p>  <p>WiMAX/WiFi Embedded UMPC</p>	  <p>iPhone BlackBerry</p>    <p>PDA PMP PSP</p>   <p>iPod Mobile Phone</p>
<p>Deliver Early MIMO CPE solutions</p>		<p>Hyper-connectivity CE: LGE, Microsoft, HP, Apple, ...</p>



WiMAX Enabled Enterprise Solutions

> Target Digital Home/SOHO/SMB

- SIP for cost savings and internet access bundling
- “landline” look and feel device

> Enterprise (WiMAX)

- Centrex services
- Unified Communications



> Home (WiMAX)

- SIP and internet access
- SIP + home internet gateway
- SIP + WiFi Router



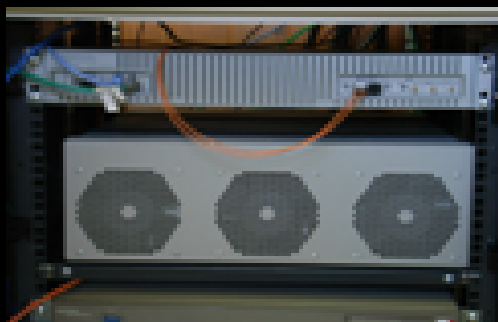
> WiMAX-enabled key system (WiMAX)

- IP enterprise communication solution
- Digital hybrid key system





Network Status – Trials Underway



Commercially Deployable 2H 2007

Nortel WiMAX Momentum



- 1st WiMAX Networks in Canada, Greece, Netherlands and Taiwan
- 1st End to End multi-vendor MIMO “over the air” call
- World’s 1st demonstration of Collaborative MIMO



Summary

- > Mobile WiMAX is the start of 4G
- > WiMAX continues to build strong momentum Globally
- > Hyper connectivity is a key inflection point in personal broadband.
- > It is not just about mobility but Consumer Electronics
- > Trials are underway with deployment in 2H 2007
- > Nortel is building global momentum with WiMAX



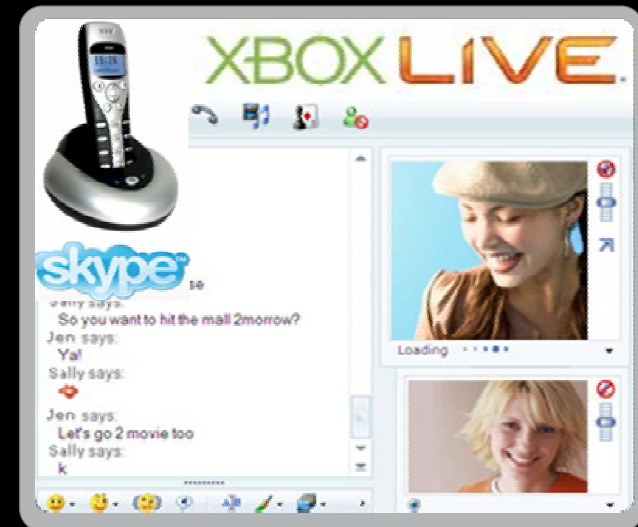
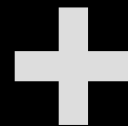
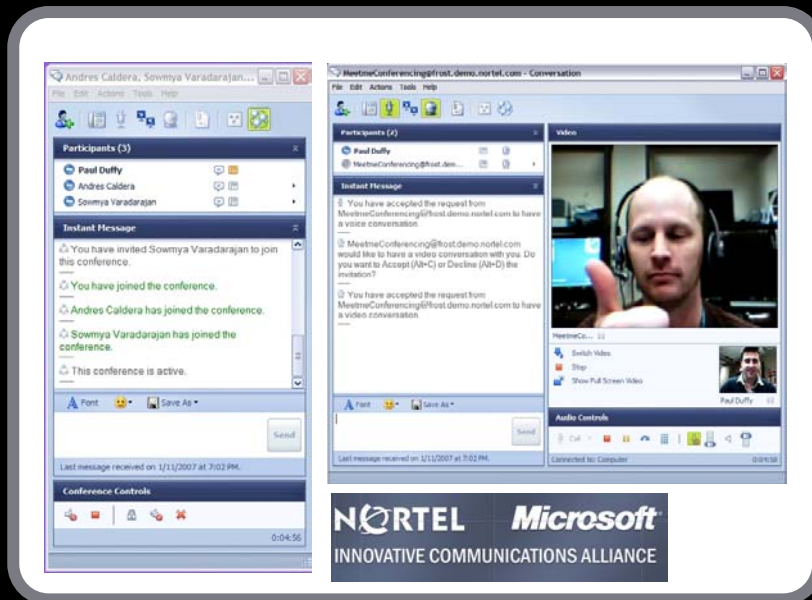
Thank you

Communication Enabled Applications

- > 1.3M text and voice messages are sent via Xbox Live every day totaling half a billion messages per year
- > 100M Mobile VoIP users by 2011
- > Wireless enabled mobile entertainment devices will make up 36% of VoIP devices sold in 2011



Google
YAHOO!



Business

Consumer

Packet Voice from Non Traditional Sources