

Alcatel-Lucent Overview





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Transforming communications
for a world that's always on.



Agenda

Alcatel-Lucent ● For a world that's always on.

Strategy ● Improving the end-user experience.

Research & Development ● A spirit of open innovation.

Customer Focus ● Local partners, global solutions.

Accountability ● A socially responsible corporate citizen.

Alcatel-Lucent at a Glance



Ben Verwaayen

Chief Executive Officer

- **Worldwide Presence: More than 130 countries**
- **Annual Revenues: €15.2 billion (2009)**
- **Employees: More than 77,000**
- **Employee Nationalities: More than 100**

R&D PROFILE

- **Budget: €2.4 billion (2009)**
- **Active Patents Held: 27,600**
- **Patents Awarded in 2009: 2,100**
- **Nobel Prizes Won: 7**
- **More than 500 experts in ~100 worldwide standards organizations.**



Paris

Global Headquarters

2008 Market Share Highlights



Broadband Access with 40,6% of DSL market share ⁽¹⁾ and 46.4% of GPON ⁽¹⁾
Optics (Terrestrial and Submarine) with 22.2% of market share ⁽²⁾
CDMA with 42.4% of market share ⁽¹⁾
Western Europe Enterprise Telephony with 17% of market share ⁽³⁾



IP/MPLS Service Edge Routers with 18% of market share ⁽²⁾



GSM/GPRS/EDGE Radio Access Networks with 10.8% of market share ⁽¹⁾
W-CDMA with 14.6% of market share ⁽¹⁾

Market shares in revenues for the full year 2008

(1) Dell'Oro Group (2) Ovum (3) Gartner Dataquest (July 2008)

Validation of our LTE solution by major operators

8
Americas trials
AWS, 700MHz, PCS, 2.6GHz

12
APAC trials
FDD, TDD, small cells, 1.8MHz, 2.3GHz, 2.6GHz, 2.1GHz

18
EMEA trials
FDD, TDD, small cells, 1.8GHz, 2.6GHz, 800MHz, 2.1GHz

2
large scale commercial contracts

40
LTE trials worldwide

Only end-to-end LTE network provider
(EUTRAN+EPC+IMS) - First-mover: LTE commercial services to launch in 25-30 cities in 2010. **CONTRACT**

1800MHz testing



700MHz and AWS testing

700MHz and AWS, commercial service in 2011. CONTRACT

TD-LTE and LTE FDD testing coexistence in 2010

Selected for Shanghai Expo 2010, **first major public trial of TD-LTE** - Showcasing TD-LTE technology to over 70million predicted visitor



Alcatel-Lucent Establishing Clear Market Leadership



Alcatel-Lucent in Deutschland



- Rund 4.500 Mitarbeiter
- Rund 1,5 Mrd. € Umsatz (2007)
- Nr. 4 weltweit bei Mitarbeitern und Umsatz nach USA, China und Frankreich
- Mit der Deutschen Telekom haben wir einen der größten Kunden weltweit
- Genesys und RFS als 100%ige Töchter

Vorstand der Alcatel-Lucent Deutschland AG



Alf Henryk Wulf



Hans-Jörg Daub



Dr. Rainer Fechner



Peter Kury



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Research & Development
A spirit of open innovation.



Bell Labs

1000 Scientists and Researcher

Global Presence in **10** countries

Cooperation with **300+** academic institutions



Reserach
in Math, Physics, Nanotechnology, Convergence
and Computing science.



Bell Labs in Germany

Stark in Forschung und Entwicklung



- Eingebunden in öffentlich geförderte Forschungsprojekte (von Bund, Ländern und EU)
- 50% der Mitarbeiter arbeiten in Forschung und Entwicklung

Treibende Kraft von Innovation

- Bell Labs in Stuttgart

F&E-Schwerpunkte

- Optische Netzinfrastruktur
- Mobilfunktechnologie



**Activities
BL in Germany**

**President, Bell Labs
Jeong Kim**

Chief of Staff

Research

Ventures

**Corporate
CTO**

**Intellectual
Property & Corp
Standards**

Chief Scientist

**Global
Operations**

**Physical
Technologies**

**Wireless
Access**

**Computing
Technology**

**Optical
Networks**

**Fixed
Access**

**Service
Infrastructure**

**Networking
& Networks**

Applications

North America

France

Belgium

China

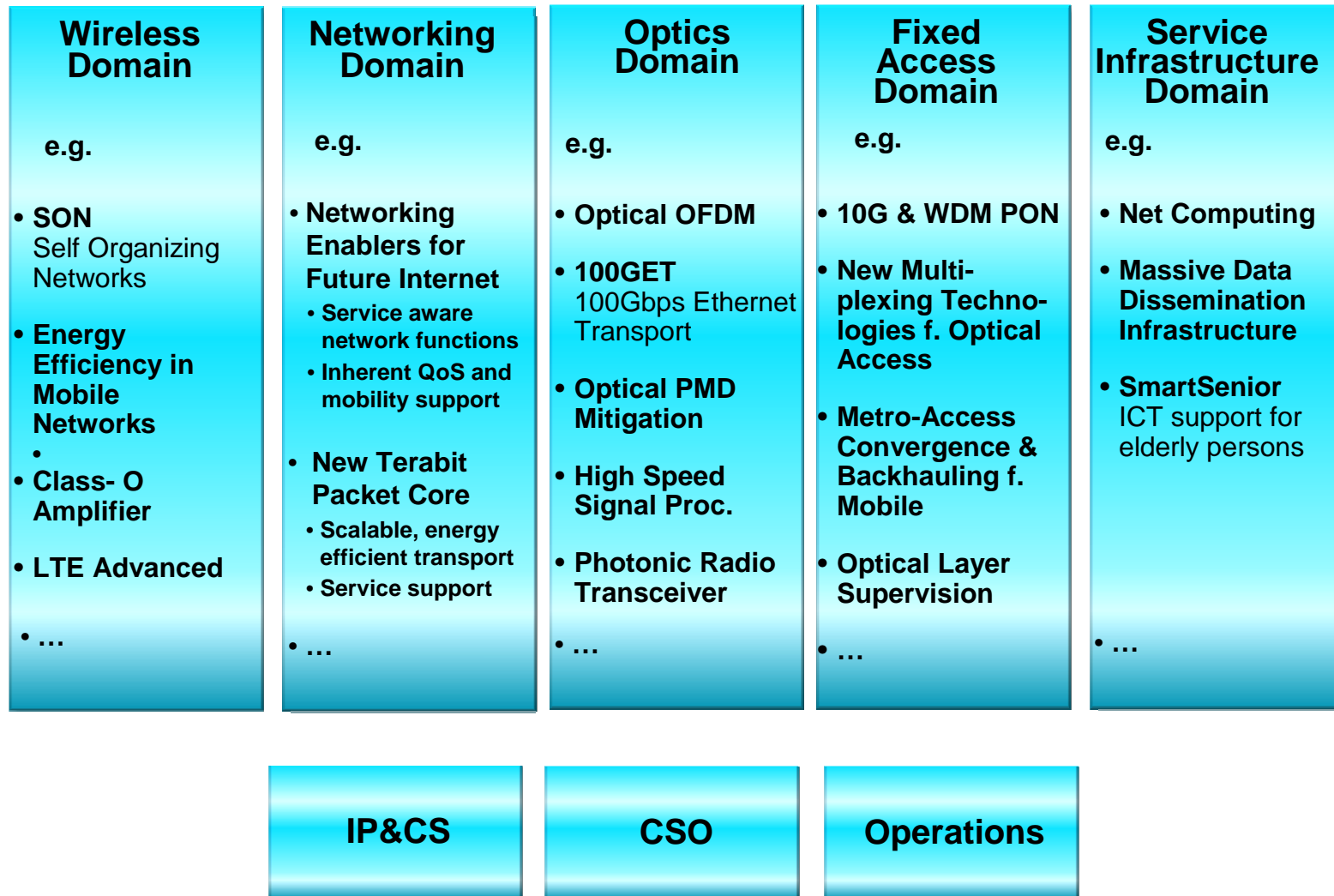
India

Ireland/UK

Germany

LTI – LTE-Technology Introduction

Bell Labs in Germany - Some examples for Research Focus



Bell Labs in Germany - Some examples for our excellent network

EU	CATRENE Member of Board eMobility – Vice Chair
Germany	Member of Electro-Mobility Group called by the Chancellor BMBF, BMWi, BMVS, BMU (Member several steering committees)
Associations	Bitkom – Chair of Working Group VDE / ITG – Chair of Working Group
Academia	Strategic Partnerships with HHI, Uni Stuttgart, Uni Erlangen Fraunhofer Gesellschaft, Max Planck Gesellschaft
Customers	Partnership with Deutsche Telekom Labs

Innovationen aus dem Boot Camp

• Innovation through Boot Camp

• Participation in 5 Boot Camps

• 38 Ideas

• 10 Ideas selected for Boot Camp

• 5 Projects converted into Products

• 50% Realization Rate !



Ageo



e/doRadio

Xenti guard