

QUICK: Do you know what every employee should know about the Greater China Region?

From the world's tallest peak on the border of Nepal and the People's Republic of China, north to the sub-arctic Chinese-Russian border and east to the sub-tropical city of Taipei, the reaches of the Nortel Networks Greater China Region span incredibly diverse peoples, geographies and economies. One factor binds this region of the company, however...

Greater China is a showcase for Nortel Networks leadership in networking infrastructure solutions in some of the liveliest, most significant telecom markets in the world.

Why are the region's markets so important?

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Why is the Greater China region so important?

- Capacity in Internet links connecting Asia-Pacific to the world skyrocketed more than eightfold between 1999 and 2001, jumping from 8 to 65 Gbit/s, according to the International Telecommunications Union.
- With 1.3 billion people, China is one of the world's most significant telecom markets.
- China tops the world in fixed-line users, according to the ITU.
- China has the world's largest number of mobile users, according to the ITU.
- Market reforms and the PRC's ascension to WTO are creating more competition and more opportunities.

How is Nortel Networks a leader in the region?

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In Greater China, Nortel Networks is a leader in transforming networks because we have:

- **A comprehensive presence**, with world-class R&D facilities, JVs, manufacturing, sales and service centers.
- **Strong leadership in optical**, deploying more than 50 10G and DWDM networks over a total distance of more than 60,000 km.
- **A steady stream of optical-contract expansions**, along with digital cellular, ISDN backbones and broadband multimedia networks.
- **Supplied one of the world's largest commercial VoIP networks** for Hong Kong Broadband Network.
- **Made other additional dramatic inroads in contracts** for VoIP, metro optical, and Optical Ethernet solutions for carriers and enterprises, while continuing to supply many high-profile PBX and call center customers.

Where are we going from here
in Greater China?

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MORE PROOF...

How Nortel Networks is uniquely positioned to drive the region's information networking future and help change the way people communicate:

- Our leading portfolio of solutions spans packet, optical, wireless and voice technologies.
- As competition and opportunities grow, Nortel Networks has a 30-year history in the region and solid relationships with industry and government.
- Our R&D centers are closely tied to leading higher education institutions and tap the country's keenest information engineering talent.
- We are fully prepared for the region's wireless evolution, having built Wireless Internet solutions in 17 of China's 31 provinces. We supplied the gear to launch Taiwan's first commercial 3G services.

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