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Maravedis has established itself over the years as the most credible and reliable resource for market intelligence in the broadband wireless industry. Maravedis works closely with equipment vendors, service providers, regulators, financiers and other stakeholders to produce the MOST reliable analysis of emerging market trends, competitive analysis and market forecasts.

About BWA Research UK

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Supported by Industry Leaders:



WiMAXCounts™

WiMAX Operator Tracking & Analysis Service

As an emerging area, the WiMAX industry lacked a bottom-up tool to track vital network deployment data. WiMAXCounts is the result of hard data collected directly from service providers worldwide. WiMAXCounts is an unbiased tool that enables operators and manufacturers to track the key variables affecting the evolution of WiMAX adoption and network deployments.

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WiMAXCounts initial coverage includes:

Europe: Austria, Denmark, France, Germany, Ireland, Netherlands, Norway, Poland, Portugal, Romania, Russia, Spain, Ukraine and United Kingdom.

APAC: Australia, China, India, Japan, Korea, Malaysia, New Zealand, Pakistan, Philippines, Singapore, Sri Lanka and Thailand.

CALA: Argentina, Brazil, Chile, Colombia, Dominican Republic, Ecuador and Mexico.

North America: Canada and United States.

A flexible reporting tool has been implemented to provide the information needed by decision makers and with unprecedented granularity. With more than 350 unique predefined reports and 67 exhibits covering key variables, users can customize their research and export data into multiple formats including Microsoft Excel™ and Adobe for easy manipulation and analysis.

A dedicated team is permanently working on populating and updating WiMAXCounts. They are in direct contact with service providers around the world to guarantee that the WiMAX ecosystem is captured with the most unbiased and current information available.

¹ ClearSpectrum provides information on over 1,100 BWA/WiMAX spectrum license owners and covers 100 countries. ClearSpectrum covers 2 – 11 GHz frequency bands.

THIS QUARTERLY NEWSLETTER IS AVAILABLE TO CUSTOMERS OF WIMAXCOUNTS.COM TRACKING SERVICE, AND COMPRISES:

- Yearly access to MORE THAN 100 WiMAX operator detailed profiles
- Quarterly newsletters providing an executive summary analysis of service provider trends
- A flexible graphical reporting tool providing over 350 unique reports and graphics
- An elaborate search engine
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The comments and tables contained in the WiMAXCounts Newsletter make reference to the operators covered in WiMAXCounts only and should not be interpreted as covering the entire WiMAX industry or all WiMAX deployments worldwide.

KEY FINDINGS

Consideration for figures included in our study:

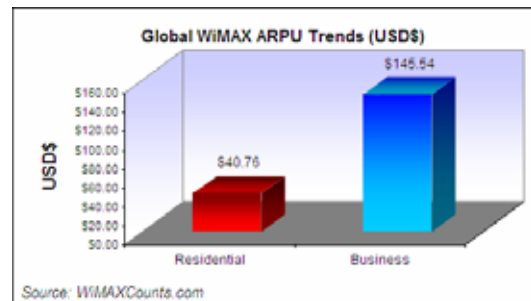
We have included figures for pre-WiMAX and proprietary sales when these are shown to be in spectrum and for operators who are expected to convert their customer base to WiMAX in the near future. We think that the WiMAX market will develop somewhat similar to the cellular market: TDMA and other earlier wireless technologies have been superseded but the market momentum the early entrants developed were instrumental in developing market awareness, operator cash flows and the development Ecosystem that enables flourishing of the overall thrust. We will make comments here and there regarding how well the precursor deployments may translate into 'true WiMAX' business momentum.

- The more than 100 operators covered in WiMAXCounts accounted for 950,000 subscribers as of Q1 2007 using a mix of wimax and proprietary technologies.
- About 300,000 subscribers were using WiMAX certified technology
- The WiMAX subscriber base grew 85% between Q1 2006 and Q1 2007.
- The average number of subscribers per operator was 18,227 for WISPs and 5,800 for CLECs in Q1 2007
- Clearwire USA was the top operator in number of subscribers, reporting 232,000 subscribers in the United States at the end of Q1 2007.
- United States, Spain and Australia were the top 3 countries in number of subscribers. In Q1 2007, they accounted for 0.5 million WiMAX subscribers.
- WiMAX service revenues in 2006 among WiMAXCounts operators totaled US\$322 million, with recorded ARPUs of US\$40.76 and US\$145.54 for residential and business subscribers, respectively.
- The split by subscriber type among WiMAXCounts operators was 58% residential and 42% business.
- APAC accounted for 38% of deployments, Europe 33%, North America 17%, and CALA 13%.
- WiMAXCounts showed that 52% of the deployments used proprietary equipment, 36% applied the 802.16-2004 standard, and 12% applied wave 1 802.16-2005 standard.
- The average downstream speeds were 1.6 Mbps and 2.1 Mbps while, the average upstream speeds were 1.0 Mbps for residential users and 1.8 Mbps for business respectively.
- The 3.3-3.8 GHz band is the most widely used, with 64% of WiMAXCounts operators deploying their WiMAX networks in this band.
- The region with the highest WiMAX service revenue accumulated from Q1 2006 to Q1 2007 was North America, with nearly US\$200 million.
- APAC operators offer higher speeds compared to other regions, yet APAC has the lowest ARPU at US\$30.45 for residential.
- More than half of WiMAX packages for either residential or business have upstream speeds between 256 kbps and 780 kbps.
- There is no specific pattern for whether WiMAX is lower or higher in price than DSL. However, the price difference between these two technologies tends to be narrow, which tends to negate price as a factor for potential customers.

WIMAX KEY STATISTICS

As of the date of this Newsletter, WiMAXCounts covers 103 WiMAX operators in 36 countries. The following are some of the key highlights covered in the Newsletter:

- **Number of BWA/WIMAX Subscribers²:** 950,000 as of March 31, 2007
- **WiMAX Revenues:** US\$322 million in year 2006
- **WIMAX Customer Mix:** 58% residential and 42% business
- **WIMAX Subscriber Growth:** 85% from Q1 2006 to Q1 2007
- **WIMAX Deployments by Region:** APAC - 38%; Europe - 33%; North America –17%; CALA - 13%
- **Deployments by Frequency Band:** 57% of operators in 3.3 – 3.8 GHz
- **WIMAX Equipment Standard:** Proprietary - 52%; 802.16-2004 - 36%; 802.16-2005 - 12%
- **WiMAX Residential ARPU:** US\$40.76
- **WIMAX Business ARPU:** US\$145.54
- **WIMAX Subscribers per Operator:** 9,246
- **Average WiMAX Upstream Speed:** Residential: 1.0 Mbps; Business: 1.8 Mbps
- **Average WIMAX Downstream speed:** Residential: 1.6 Mbps; Business: 2.1 Mbps



² Refers to WiMAX certified and other proprietary BWA

1 BACKGROUND

As an emerging area, the WiMAX industry lacked a bottom-up tool to track vital network deployment data. WiMAXCounts is the result of hard data collected directly from service providers worldwide. WiMAXCounts is an unbiased tool that enables operators and manufacturers to track the key variables affecting the evolution of WiMAX adoption and network deployments.

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As part of the WiMAXCounts service, subscribers benefit from a quarterly newsletter, which summarizes the content in WiMAXCounts and analyses WiMAX deployment trends.

We expect to add
another 150 profiles
by Q1 2008,
for a total of
250 profiles.

³ ClearSpectrum provides information on over 1,100 BWA/WiMAX spectrum license owners and covers 100 countries. ClearSpectrum covers 2 – 11 GHz frequency bands.

Introducing the first WiMAXCounts Newsletter

BWA Research UK Ltd and Maravedis Inc are proud to release this inaugural issue of the WiMAXCounts Newsletter. The purpose of the WiMAXCounts Newsletter is to provide subscribers with value-added synthesis of the information contained in WiMAXCounts online database. The Newsletter, which is sent to each subscriber on a quarterly basis, provides an executive summary and an analysis of recent WiMAX service provider deployments and industry trends.

The Newsletter begins by presenting consolidated information on operators, including the percentage split of operators by region, by frequency and by equipment standard. An overall view on the number of subscribers split between residential and business is provided along with ARPU and revenue information. The Newsletter continues with further details such as deployment trends, ARPU trends, subscriber statistics, service revenue trends and equipment trends. Additional content includes end-user trends, service provider trends, regional trends and applications.

The comments and tables contained in the Newsletter make reference to the operators covered in WiMAXCounts only and should not be interpreted as covering the entire WiMAX industry or all WiMAX deployments worldwide.

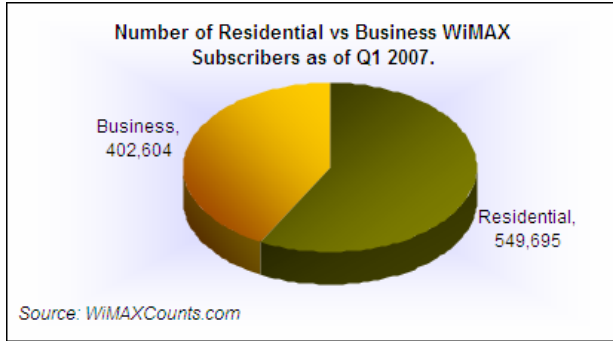
WiMAXCounts Key Highlights

The information collected from WiMAXCounts shows over 950,000 WiMAX subscribers as of Q1 2007; the subscribers are 58% residential and 42% business. Without Clearwire, which has 232,000 subscribers – 80% of which are residential – the split is 50-50. Most operators are focusing on business customers, even though there are a few operators such as Clearwire and Unwired Australia (76,000 subscribers – 99% residential) that have a large residential subscriber base.

In 2006 this subscriber base brought in US\$322 million of revenues to these operators, with recorded ARPUs of US\$40.76 and US\$145.54 for residential and business subscribers, respectively.

As of Q1 2007
100 operators accounted for
nearly 1 million WiMAX
subscribers:
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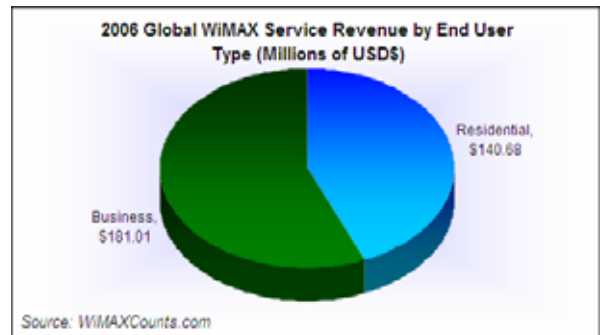
Exhibit 1: Number of Residential vs. Business WiMAX Subscribers as of Q1 2007



Between Q1 2006 and Q1 2007 the WiMAX subscriber base has grown 85%. Clearwire's (US) subscriber base, which is the largest among operators, shows growth of over 100% from Q1 2006 to Q1 2007. Other operators that have seen similar triple-digit growth rates are Danske Telecom (Denmark), Enforta (Russia) and Orbitel (Colombia).

WiMAXCounts currently monitors WiMAX operators from 36 countries in North America, APAC, Europe, or CALA. Africa and Middle East will be covered in the next newsletter. The regional split of WiMAX deployments is similar to that seen for worldwide broadband internet access lines, internet user

Exhibit 2: 2006 Global WiMAX Service Revenue by End User Type (Millions of USD\$)



penetration and household internet penetration. These regional splits on broadband internet are available in Maravedis' [WiMAX and Broadband Wireless \(Sub-11GHz\) Worldwide Market Analysis and Trends 2006-2012](#) report. The top WiMAX deployment regions (in terms of number of deployments) are APAC and Europe at over 30% each, followed by North America and CALA at 17% and 13%, respectively.

The frequency band with most deployments recorded is 3.3 to 3.8 GHz, which is the most allocated band for broadband wireless worldwide.

Exhibit 3: Percentage of WiMAX Deployments by Region

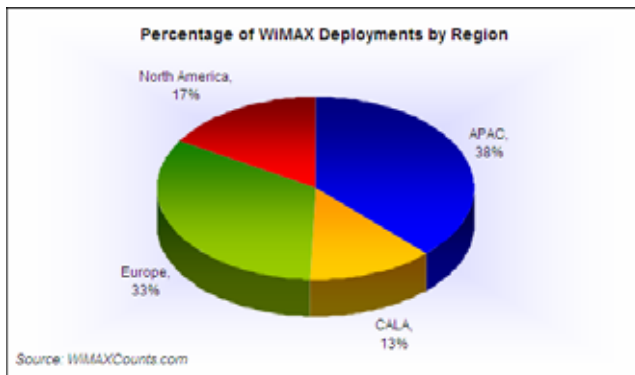


Exhibit 4: Percentage of WiMAX Deployments per Frequency Band

