



Alcatel Shanghai Bell export

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ASB export, a crucial role in Alcatel

- **Flagship** of Asia Pacific
- **Joined support** for CIS countries with other Alcatel units
- **Entry into India**

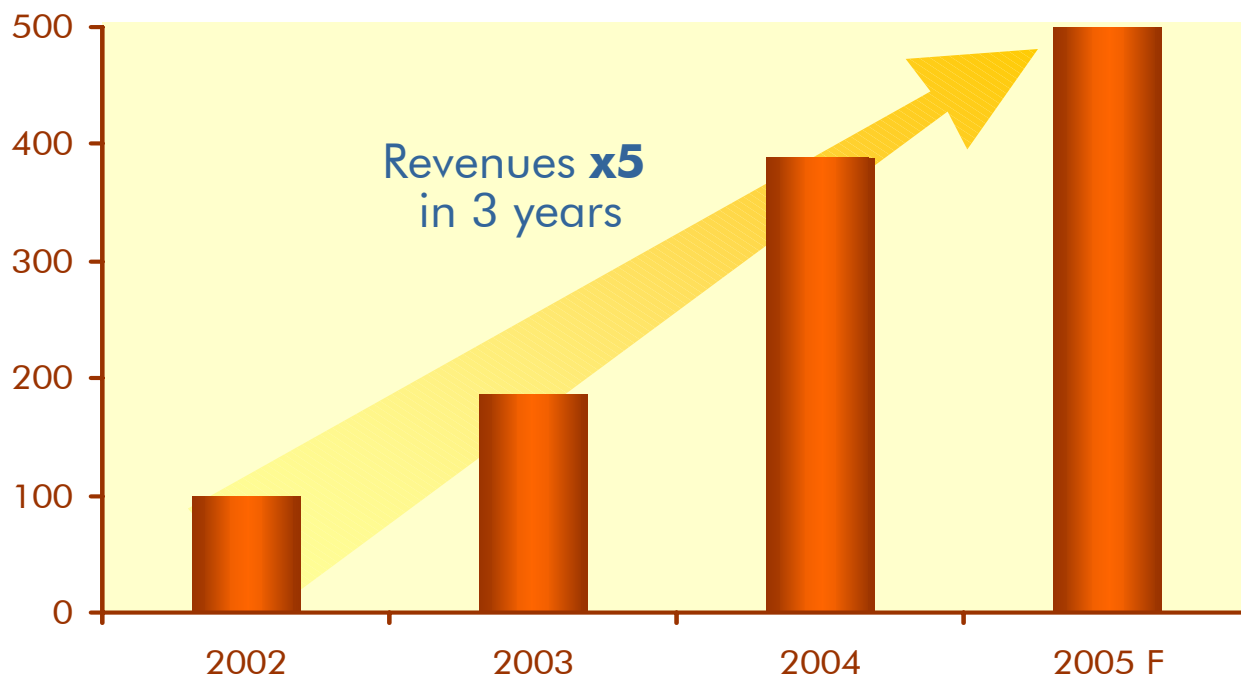
We continue to **leverage** Chinese government projects in export markets

Our export strengths

- **“Go abroad”** strategy initiated by Chinese government
- **Financing** support from China EXIM Bank & SINOSURE
- Close **partnerships** with large Chinese state-owned import & export enterprises
- **Long-term** partnership with Chinese operators in export markets
- Leverage Alcatel’s global **experience** and **resources**
- **Cost effective**, short lead-time and world-class quality

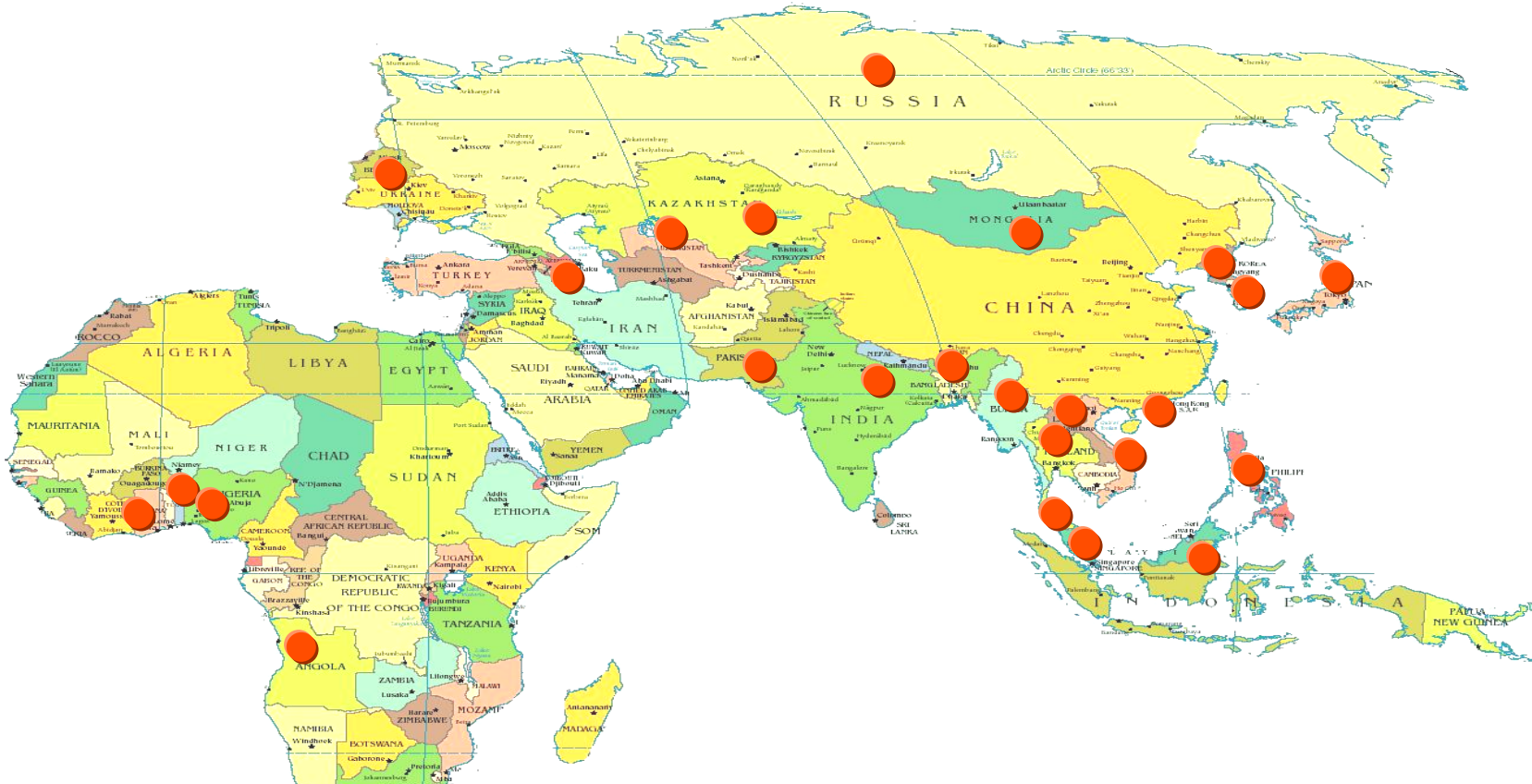
Strong momentum in export revenue growth

Base 100 in 2002



Export has become a **strategic** business since inception of ASB

Expanding reach, mainly in the emerging world



Footprint in **over 25** countries

Chinese financing support to reduce risk in export



Open to ASB & other Chinese vendors with same conditions

Short term credit

- 1 to 2 years
- Loan or payments insured by SINOSURE
- Chinese content: more than 50%
- Very quick to set up (2 to 4 weeks)
- Minimum amount: US\$ 1 M

Export Credit

- Mid-long-term: 6 to 10 years
- Loan insured by SINOSURE
- Chinese content: more than 70%
- US\$ 500 M available for ASB
- Minimum amount: \$ 2 M

Concessional Loan

- Govt to Govt loan through China EXIM Bank
- Low rate (2-3 %) in RMB
- Long term (6 to 15 years with 2 to 5 grace years)
- Minimum amount: US\$ 2.4 M

Frame agreement of US\$ 500 M buyer's credit

China EXIM Bank & ASB

Frame agreement of
US\$ 500 M Export
buyer's credit
Signed in June '04



- Access to Chinese financing sources
- Viable & suitable security package
- Ensure simplified & expedient assessment & evaluation

Ghana Telecom project



- A three phase frame contract with US\$ 79 M into force
- Turnkey project covering GSM, Fixed network, Optical transmission & IN network

ASB's winning power

- Unique financing offer combining SINOSURE & Société Générale
- Backed by Alcatel's worldwide sales team
- Visit by Ghanian President to ASB arranged by the Chinese Government convinced him of our credentials

Buyer's credit with SINOSURE coverage
" 2004 Deal of the Year" by Trade Finance Magazine

Laos ETL Phase III project

- GSM network expansion
- Valued at US\$ 30 M
- Customer being incumbent national operator – ETL

ASB's winning power

- Chinese Government support - Concessional loan
- Good bilateral relations gave us early entry 8 years ago
- Market share at ETL over 90%
- Market share in Laos over 70% in both fixed & mobile networks

Chinese **concessional loan** and early entry helped
by bilateral relations

Kazak-China oil pipeline project

- Telecom system along first Kazakhstan - China oil pipeline
- Valued at US\$ 38 M
- Customer being a China Petrol and Kazak joint venture

ASB winning power

- Strong alliance with China Petrol
- Strengthened credentials through partnership with Alcatel Germany

A success resulting from leveraging China
and global Alcatel resources

B R O A D E N Y O U R L I F E

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