

Winning Business Models

Generating Revenue in the Broadband Arena in Asia

Lynn Liu

President & CEO, Aicent, Inc.

December 5, 2002

Aicent, Inc.

Proprietary and Confidential

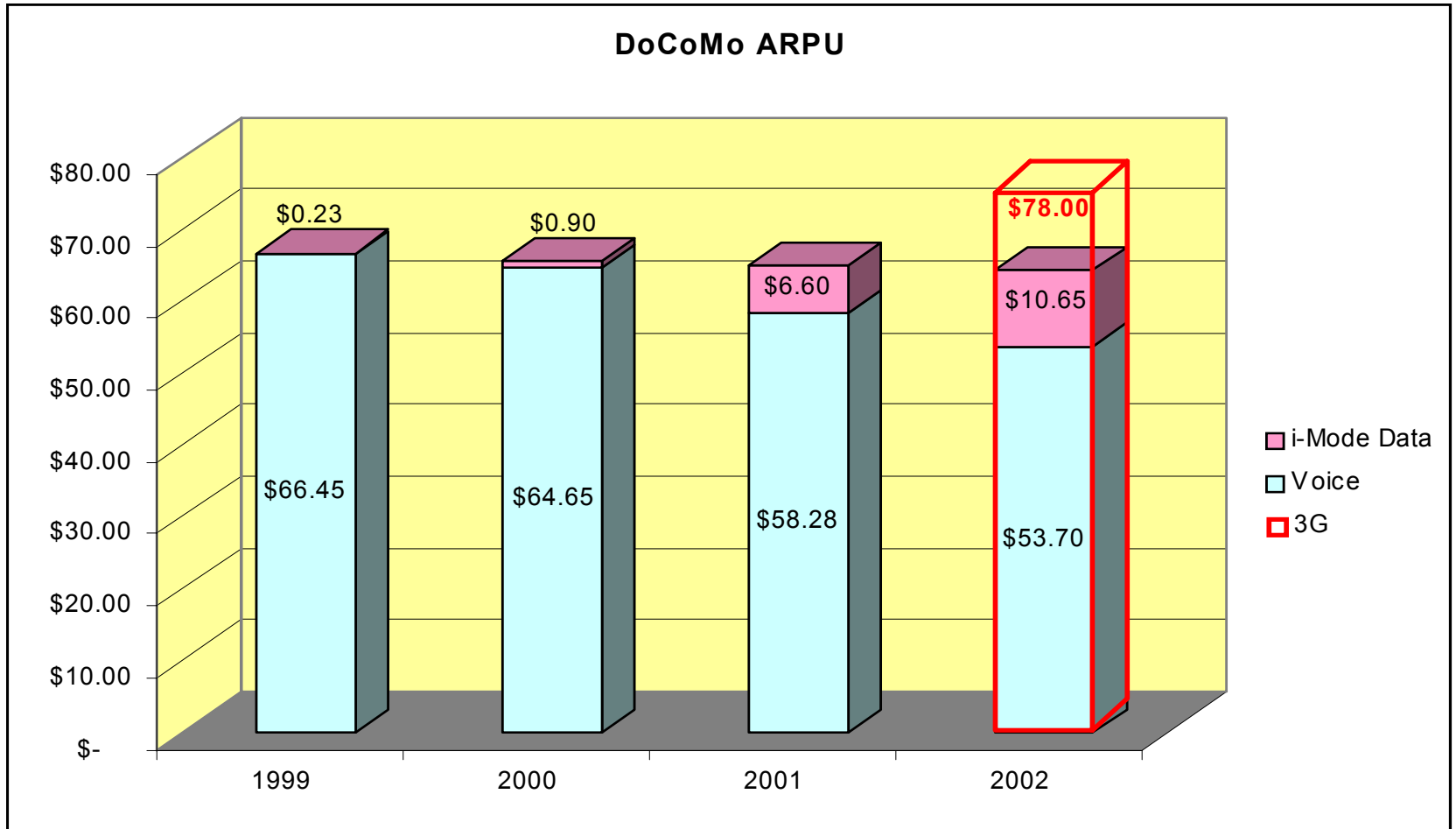
Asian Mobile Internet Market Overview

Asian Mobile Internet Market

- ◆ **World's fastest growing mobile subscriber base**
 - ◆ Asia Pacific accounts for over 30% world's total mobile market
 - ◆ China is the single largest market in the world
 - 160M mobile subscribers in 2002, around 13% of market penetration
 - 5M new subscribers per month, reaching 200M by 2004
- ◆ **2.5G/3G migration already underway**
 - ◆ China Mobile launched national GPRS service in July 2002
 - Projected GPRS subscriber base reaching 30M by 2005
 - ◆ Japan and Korea led the world in mobile Internet services
 - Impressive mobile Internet subscriber base, in 2Q 2002:
 - DoCoMo i-Mode 35M, KDDI Ezweb 11M, J-Phone J-Sky 11M
 - SKT 6M, KTF 2M, LGT <1M
 - World's first to launch 3G services in 2001
- ◆ **Mobile Internet service is the highest priority**
 - ◆ Introducing new data services to increase ARPU (Average Revenue Per User)
 - ◆ Still in its infancy development stage

Aicent, Inc.

NTT DoCoMo i-Mode and 3G ARPU



	Mar 1999	Mar 2000	Mar 2001	Mar 2002
i-Mode Data ARPU	0.3%	1.4%	10.2%	16.6%

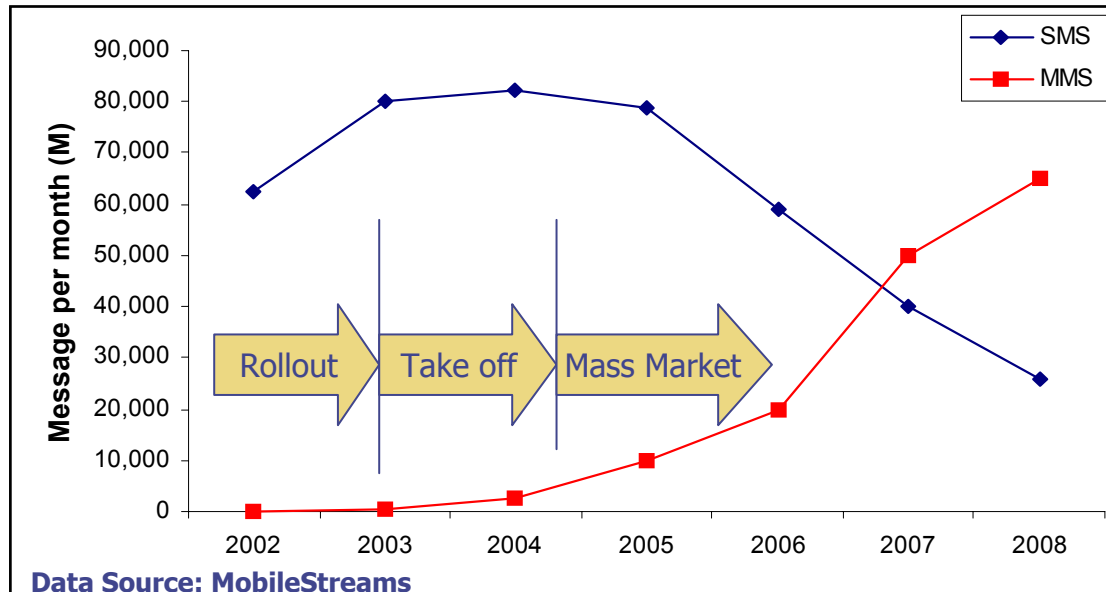
Aicent, Inc.

Proprietary and Confidential

Killer Applications – SMS and MMS

SMS proves to be a successful business by growing revenue for operators

- 2 billion SMS transmitted worldwide everyday
- China generated 19 billion SMS messages in 2001, reaching 60 billion in 2002



MMS viewed as a natural upgrade to SMS and the next killer application for revenue generation

- 40 GPRS operators launched MMS service by October 2002, with 9 MMS capable GPRS handset models, up from 1 operator in March with only 1 handset

Opportunities and Challenges

◆ Opportunities

- Mobile data market is poised to take off in 2003-2004
- First mover has significant market advantage
- Asia Pacific leads the world

◆ Challenges

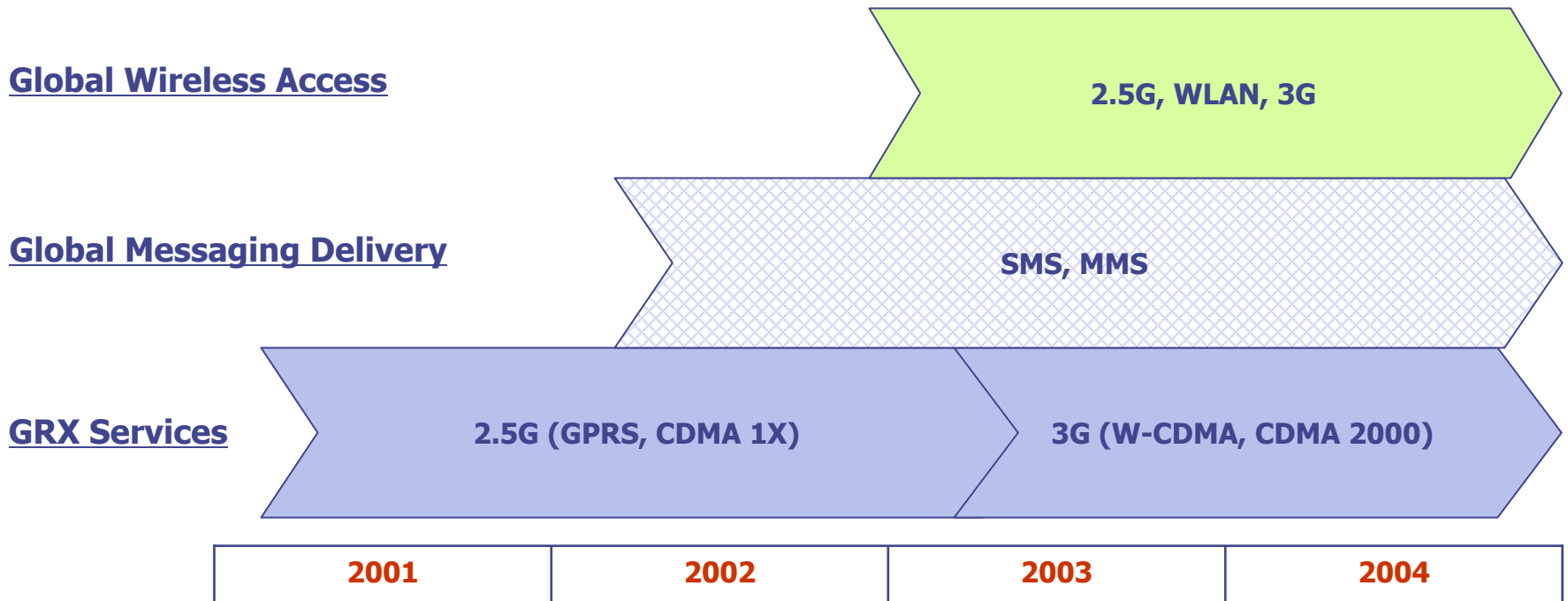
- New business model and value chain will take time to establish
- Competition is emerging
- Opportunities abound, strategic focus is key to success
- Revenue growth will depend on mass market adoption rate

Aicent Introduction

Aicent's Mission

To provide the global managed data network infrastructure that enables the next-generation mobile data services.

Product Roadmap

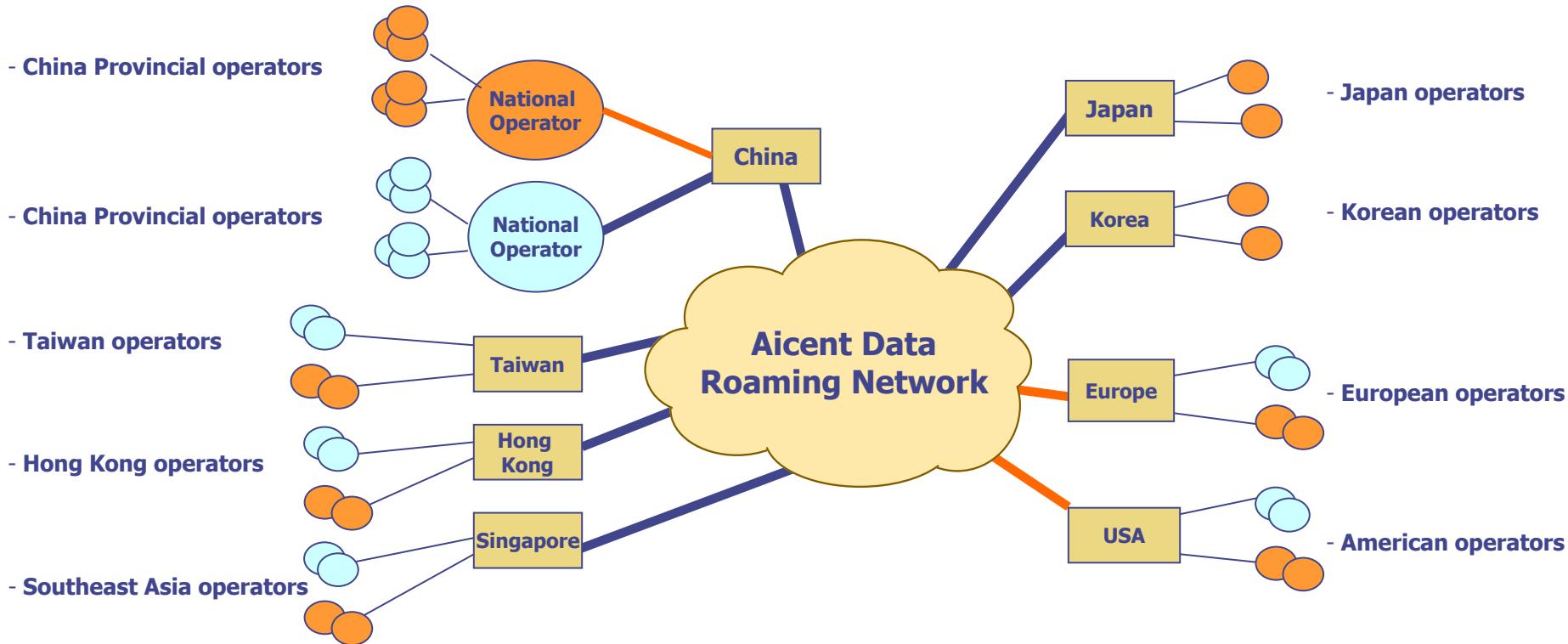


Aicent GRX Network

80% Asia Pacific Market Share

- ❑ 20+ Asia Pacific GPRS operators
- ❑ 180 million subscribers

- ❑ 100 GPRS networks reachable worldwide
- ❑ Extended to CDMA2000/W-CDMA networks

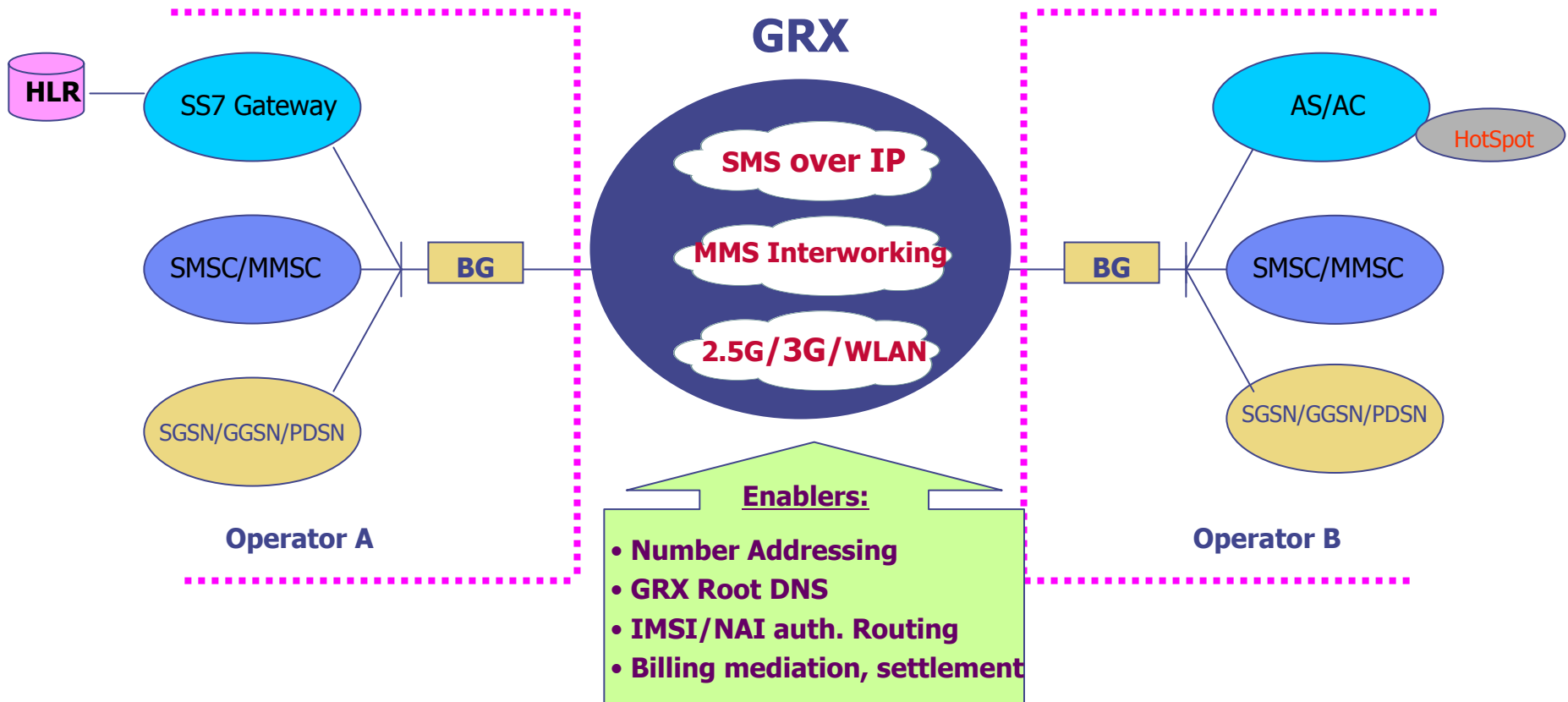


- GPRS operators
- Expanding CDMA2000, W-CDMA operators

Aicent, Inc.

Proprietary and Confidential

- Aicent Value-Added Services over GRX
 - ◆ SMS over IP
 - ◆ MMS Interworking
 - ◆ GPRS/CDMA/WLAN Global Access



Contact Information:

Lynn Liu
President and CEO
Aicent, Inc.

www.aicent.com