

Focus on four pillars of Internet

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Dawn

I come to more than two-thirds of the global population, Asia is the largest and most diverse telecommunications market in the world. It is a dynamic region of developed and developing nations, each with its own unique issues, aspirations and priorities.

Across Asia and around the world, data networks are becoming tomorrow's communication vehicles. Data traffic will account for nearly 80 percent of

the worldwide shift towards Internet Protocol (IP) as the fundamental telecommunications technology platform and is actively optimizing its products to leverage the power of IP. Strategically positioned at the heart of the Internet revolution, the corporation places special focus on the four pillars of the Internet-Optical Internet, Internet Telephony, Wireless Internet and Internet Services- and on creating a high performance Internet that is more reliable and faster than ever before.

Nortel Networks is redefining the economy and quality of networking, and the Internet through Unified Networks

at Tsinghua University to accelerate networking technologies in China.

* A multi-year scholarship programme at Tsinghua University.

* A five-year, US\$750,000 Asian education initiative in association with Canada's distinguished Richard Ivey School of Business.

* A wireless Centre of Excellence in Hong Kong, delivering 24x7 regional engineering and technical support.

* A wireless captive office in Taiwan to provide enhanced network management support and on-site technical training for Chunghwa Telecom.

* A wireless Internet strategic

worldwide backbone traffic by the end of 2000, and data networks like the Internet will carry voice as one of many applications on existing infrastructures and, in the near future, over wireless networks.

Nortel Networks recognizes

* that promise a new era of collaboration, communications and commerce. Two major lines of business facilitate communications networking of all types and sizes:

* Enterprise Solutions-providing world-class, IP-based data communications solutions and industry-leading solutions designed to deliver a new dimension of network power and efficiency across call center, enterprise mobility, multimedia communications and telephony environments. These customer-driven solutions increasingly take advantage of Internet and computer-telephony integration, helping drive business performance and creating greater competitive advantage for enterprises of all sizes.

* Service Provider and Carrier Solutions-delivering seamless access to Nortel Networks' rich portfolio of industry-leading Unified Networks solutions. Spanning IP, frame relay, ATM, circuit switching, broadband and narrowband wireless, and high-speed optical networking, the corporation is providing customers worldwide with the critical solutions and networking expertise to bridge the rapidly converging worlds of wireline and wireless, circuit and packet.

Nortel Networks had 1999 revenues of US\$2.13 billion, with a significant portion realized by its operations in Asia. Regionally, the corporation has a strong, established presence: over 4,000 employees; principal offices in Beijing, Tokyo, Hong Kong, Singapore and Sydney; four joint manufacturing ventures; five R&D labs; and close ties with more than 80 suppliers involved in such activities as

research consortium with Telstra and the universities of Sydney, Melbourne and Southern Australia.

* US\$7.8 million in carrier software development at Nortel Networks Technology Center at Australia's Wollongong University.

* US\$85 million investment in Australian export and R&D initiatives, including Wireless Internet R&D facility at Nortel Networks Technology Center, Wollongong.

* Software Training & Development Center for VNPT, Vietnam.

* Advanced software development based in India, involving 800 engineers and partnerships with leading Indian software houses.

Nortel Networks maintains a network of offices in Australia, Hong Kong, Special Administrative Region, India, Indonesia, Japan, Korea, Malaysia, New Zealand, People's Republic of China, Philippines, Singapore, Sri Lanka, Taiwan, Thailand, and now Pakistan.

Wherever it does business around the world, Nortel Networks emphasizes the transfer of advanced technologies and skills to local employees, customers and partner organizations. Centres of excellence have been established in Australia, China, Japan and Vietnam to provide customers with world-class training and technical support, as well as leading-edge R&D facilities in the same four countries and India. Nortel Networks is helping position and prepare the telecommunications industries of Asian nations for competitive participation in the global networked economy of the 21st