OPEN WiMAX

A New WiMAX Paradigm for Operators

ISCTE
Instituto Superior de Ciências do Trabalho e da Empresa,
Lisbon - Portugal

Raymond Forado
Raymond.Forado@Alvarion.com

27 / 09 / 2007

© Copyright Alvarion Ltd.

Safe Harbor

This presentation contains forward-looking statements within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995. These statements are based on the current expectations or beliefs of Alvarion's management and are subject to a number of factors and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements. The following factors, among others, could cause actual results to differ materially from those described in the forward-looking statements: the failure of the market for WIMAX products to develop as anticipated; Alvarion's inability to capture market share in the expected growth of the WIMAX market as anticipated, due to, among other things, competitive reasons or failure to execute in our sales, marketing or manufacturing objectives; inability to further identify, develop and achieve success for new products, services and technologies; increased competition and its effect on pricing, spending, third-party relationships and revenues; as well as the inability to establish and maintain relationships with commerce, advertising, marketing, and technology providers and other risks detailed from time to time in the Company's Annual Report Risk Factors section as well as in other filings with the Securities and Exchange Commission.
1. The environment

2. Dynamics of WiMAX Transformation

3. Innovation with Expertise: Evolution or Revolution

4. About us
**Anywhere Personal**

- Personal Broadband networks allow you to take your broadband connection **mobile** and make your mobile service **broadband**.

- The combination of broadband and mobility optimizes **Personal lifestyle, Professional efficiency** and **Productivity**.

- Anywhere Broadband connectivity will be embedded in a wide range of consumer products.

- Take the Internet to where cellular took voice.

---

**Primary & Personal Broadband**

**Connecting Buildings**

*Advanced triple-play services*

**Connecting Individuals**

*Bandwidth-intensive applications in a mobile environment*
We see demand in the consumer and business / government segments for bandwidth-intensive applications in a mobile environment.

**The Road to Personal Broadband**

- Fiber
- Mobile WiMAX 802.16e
- WiMAX 802.16d
- Municipal Community Wi-Fi Mesh
- Pre-WiMAX Broadband Wireless
- Wi-Fi Hotspots
- 4G
- 3G LTE
- 3G UMTS-HSPA EV-DO RevA/B
- 2G GPRS, 1XRTT
**WiMAX Standards Trends**

- IEEE 802.16-2004
- For fixed and nomadic broadband services
- Certified products currently available

- IEEE 802.16-2005 (802.16e-2005)
- Will support fixed, portable & mobile services
- Certification scheduled for 2007

**WiMAX – Anytime, Anywhere**

- Enterprise
- SOHO
- Residence
- Mobile
- Security
- Location Based
- Gaming
- Voice
- Internet Access
Dynamics of WiMAX Transformation

The Dynamic of WiMAX Transformation

- Rules of the game are changing
- Disruptive operator-centric culture replacing vendor-centric culture
- Leverage current successful IP network world

OPEN™ WiMAX Benefits for Operators

All Will Be Affected – All Can Benefit
OPEN™ WiMAX - Benefits for Operators

- Disruptive operator-centric approach in a telecom industry historically dominated by traditional vendor centric offerings from large Telcos
  - Scalable - equally suitable for large, medium, or small deployments
  - Cost optimized - operator can control WiMAX network deployment cost
  - Application driven - simple integration with 3rd party applications and services

- Multi-vendor
  - Operators can choose a combination of vendors offering WiMAX certified products including:
    - Best-in-class product in a specific category
    - Best-fit solution based on service providers’ needs

- Removes barriers to entry for newcomers
  - Helps new vendors join the market, enhancing overall market performance and product offering and variety

- Encourages creativity and innovation
  - Promotes “Internet spirit” of creativity and innovation in competitive markets

- Leverages on consumer devices markets

The Result - Best of Breed Solutions

Market Growth

Source: Maravedis, Skylight research, Senza Fili
Alvarion and Accton Technology Corporation (TAIEX: 2345) have formed Accton Wireless Broadband (AWB)-a new company based in Taiwan.

AWB goals:
- To become a world-class supplier of WiMAX devices and CPEs
- To develop mass market WiMAX consumer electronic devices in order to complement Alvarion’s WiMAX offerings - PCMCIA cards, indoor self-installable, and outdoor residential Gateways and other end user devices based on the 802.16e-2005 WiMAX specifications.

AWB allows Alvarion to economically expand its leadership in WiMAX CPEs as it transitions to a mass market, offering a wider variety of innovative end user devices to our customers.
End user equipment – key for services

- UMPC*
- BreezeMAX PRO
- Smart Phone*
- Consumer Electronics*
- BreezeMAX NA
- Data / Voice / Networking
- Indoor CPEs

* Provided by Alvarion partners and CE manufacturers

WiMAX Leadership in Transformation: OPEN™ WiMAX Best of Breed

All Will Be Affected – All Can Benefit
Innovation with Expertise: Evolution or Revolution

BreezeMAX™

1st Commercial WiMAX System in 3.5GHz Worldwide Since June 2004
June 2006 - WiMAX Certification

Complete product portfolio WiMAX certified

June 2006 - 802.16e Plug Fest

Alvarion among the first vendors to participate in private plugfest for 802.16e-2005 interoperability

ALVARION COMPLETES INITIAL 802.16e INTEROPERABILITY BETWEEN ITS 4MOTION™ BREEZEMAX™ BASE STATION AND VARIOUS THIRD PARTY DEVICES

Successful tests point to future multivendor mobile WiMAX ecosystem delivering personal broadband services

Tel Aviv, Israel June 22, 2006—Alvarion Ltd. (NASDAQ: ALVR), the world’s leading provider of wireless broadband solutions and specialized mobile networks, today announced that its complete portfolio of WiMAX products has been certified and is available for immediate deployment. Alvarion’s IFWA has been independently tested against the WiMAX Forum’s WiMAX Forum Certified™ product registry.

Alvarion’s extensive interoperability testing is part of the company’s efforts to promote open, standards-based WiMAX networks, while offering service providers the ability to buy a complete end-to-end WiMAX 802.16e-2005 solution. Alvarion’s mobile WiMAX solution, called 4Motion, includes a mobile WiMAX radio base station, end-user devices such as mobile desktop modems, PCMCIA cards and multimedia devices, core network elements such as AAA servers and mobile IP home agents, and a comprehensive management platform. 4Motion mobile services are expected to be available in the first half of 2007.
Dec 06 – New BreezeMAX Quad Mode CPEs

- BreezeMAX™ PRO and Si CPEs – 1st commercial CPEs powered by Intel® Connection 2250 WiMAX chip
- Dual mode 16-2004 & 16e-2005
- Dual mode FDD & TDD
- Dual mode compatibility
  - Seamless integration in existing BreezeMAX networks → Maturity
  - Future proof for 802.16e-2005 networks → investment protection
- Available both in PRO and Si models

Dec 2006 – AWB JV Announced

- Alvarion and Accton establish joint venture – Accton Wireless broadband located in Taiwan
- JV goal is produce cost effective WiMAX end user devices leveraging Alvarion’s technology expertise and Accton mass production capabilities
Q1-2007: BreezeMAX™ 4Motion 16e Solution

- Introduction of Alvarion’s 16e WiMAX platform in 2.3, 2.5 & 3.5GHz
- Commercial availability in Q1-2007

All IP Open Network Architecture

Strength: Field Proven Solution

Alvarion's 16e WiMAX platform is already commercially available worldwide, compliant with 802.16e certification. The platform is field proven with solutions for 3.3, 3.5, and 3.6 GHz FDD, and 2.3, 2.5, and 3.5 GHz TDD.

Final Phase of development already publicly demonstrated to be introduced shortly. Wave 2 True MIMO over 802.16e Mobile WiMAX.
WiMAX Market Share Q1-07

802.16d Certified / 802.16e Compliant

Market Size Last 4 quarters $206m

Market Size Q1/07 $51m

Certified 16d Radios include Certified 16d radios as well as those waiting for certification. Certified 16d radios that have 16e dual mode ability are included in both the 16d and 16e-based categories to highlight the shift from 16d to 16e.

Includes radios based on the Forum’s 16e specifications. Radios must support at least Wave 1 ready software and hardware. There may be some overlap with the certified 16d radio category as the market shifts from 16d to 16e vendors offer dual mode radios.

WiMAX 802.16e is Already Here

2G - 3.5G

WiMAX 802.16e-2005

Market Demand

- OFDM
- All IP
- MIMO
- Smart Antenna

LTE
Alvarion Global Deployments

More than 3 million units deployed in over 150 countries

Alvarion WiMAX Deployments

350+ networks, $100+ Million, 10k+ sectors, 100k+ CPEs, 100+ countries
AT&T Alascom

- Tier 1 operator in Alaska
- Provide fixed and nomadic services
  - 1-3Mbps to customers
- Equipment
  - 35 Macro Base stations
  - 6,000 – 9,000 - Si indoor
  - 250 outdoor CPEs
- Start deployment from Q4/06 and to complete by H2/07
- Deployment areas (suburban topology)
  - Anchorage, Fairbanks and Juneau
  - Delta Junction, Kenai, Petersburg, Nome Ketchikan, Sitka, Wrangell and Valdez
OPEN WiMAX - In open architectures service providers choose the combination of vendors and partners that best fit their specific requirements

- Enables operators to choose best of breed solutions
  - Best-in-class products
  - Best-fit products and solutions
  - Limitless mix & match combinations

- OPEN WiMAX solution delivered by pure-play vendor alliances
  - Leverage expertise of each pure-play vendor
  - Winning teaming and cooperation agreements
  - Create best-fit solution
Top Tier Operators

Western Europe
- Deutsche Telekom
- BT
- Eircom
- Vodafone
- Cegetel
- Telefonica

APAC
- Reliance
- Chunghwa Telecom
- AIRCEL
- CHINA MOBILE
- China Telecom
- Chincom
- CHINA UNICOM

North America
- TDS
- Alltel

Eastern Europe
- Telekom Srbiјa
- КАЗАКТЕЛЕКОМ
- БашКОМ
-뛹ено
- netia
- COMSTAR TELECOMMUNICATIONS
- TELLA

LATAM
- AXtel
- Embratel
- CABLE & WIRELESS
- COTAS
- TELEMÓVIL
- Tigo

Africa
- MTN
- GT
- TELECOM RANSTRA
- Méditel
- Vodacom

Top Emerging Operators

Western Europe
- wiMAX
- altitude
- Iberbanda
- FINNET
- mobilecity
- MällerEnergi
- BUTLER

APAC
- TelstraClear
- CallPlus
- TULIP
- FINTEL
- Dialog
- SunTel
- APTG

North America
- speakeasy
- Wheatland Broadband
- A2
- DIGITAL BRIDGE

Eastern Europe
- PETERSTAR
- NORBY
- Astra
- Clearwire

LATAM
- XTSTelecom
- AMERI
catel.
- telecel
- Ertach

Africa
- KPN
- @
- TCC
- Angola Telecom
What they say about Alvarion

“The mobile WiMAX services based on Alvarion’s 4Motion solution with enhanced MIMO technology, coupled with Intel’s WiMAX technology showcased today, is proof of the performance and bandwidth capacity of mobile WiMAX. Our strong and ongoing relationship with Alvarion is helping to broadly demonstrate performance of WiMAX technology to the industry.”
Sriram Viswanathan VP, Intel Capital and General Manager of WiMAX Program Office

“Alvarion has been with the WiMAX Forum from the beginning as a major advocate of the technology… Its already numerous BreezeMAX deployments confirm Forum claims of service quality, capacity, coverage and economics and have generated substantial market interest in WiMAX.”
Ron Resnick, President, WiMAX Forum™

“Cisco and Alvarion cooperate in designing WiMAX solutions based on WiMAX Forum™ specifications, driving the adoption of OPEN WiMAX solutions. Alvarion’s vision of a complete OPEN WiMAX ecosystem based upon best-of-breed all-IP open architecture, integrates seamlessly into Cisco’s view of next generation networks”
Larry Lang, Vice President and General Manager, Mobile Wireless Group, Cisco

“Iberbanda and Alvarion have a business relationship that is mutually beneficial to both companies. Alvarion’s WiMAX technology coupled with Iberbanda’s wireless experience and real world deployment expertise have enabled us to deliver a complete solution to Spanish operators looking to expand their services beyond the urban areas.”
Luis Miguel Garcia Sanchez, CEO, Iberbanda

“Alvarion’s WiMAX strategy enables us to optimize all aspects of our WiMAX network deployments using the best systems from multiple companies. This further enhances the WiMAX ecosystem while deepening the business partnership between our companies. Alvarion’s high capacity deployed network supports voice and broadband and is capable of meeting the mobility required by our customers, meeting a significant differentiator for CWI.”
Frank Mount, CWI Chief Technology Officer

“Alvarion has been a key WiMAX technology and market leader from the very beginning of wireless broadband – I have no doubt that Alvarion will benefit from its thought leadership and field experience to become one of the leading Mobile WiMAX vendors through the rest of the decade and beyond.”
Berge Ayvazian, Chief Strategy Officer, Yankee Group

It is all we do...
Thank You
Raymond Forado
Raymond.Forado@Alvarion.com

- OPEN™ WiMAX
- Top Tier Supplier
- Best of Breed Partners
- Thought Leader