

Figure 3: Global Handset Model

Handset Shipments

By Region (in thousands)	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013E	2014E	2015E	2016E
Handset Unit Shipments													
Western Europe	130,722	205,001	205,057	219,582	233,219	166,798	177,645	183,814	203,458	207,364	212,647	220,989	230,834
Eastern Europe	81,594	99,511	118,750	103,570	104,349	98,562	122,350	145,173	169,271	175,153	177,362	178,650	181,688
Asia	247,343	322,071	456,136	596,558	690,182	795,716	926,456	1,147,808	1,272,281	1,347,197	1,412,031	1,463,728	1,529,444
Developed Asia	71,959	78,961	86,283	95,323	110,060	87,769	91,173	97,428	107,518	116,381	121,218	137,705	143,245
China	107,201	132,197	216,802	229,444	255,777	288,148	294,103	385,661	546,758	555,130	572,765	589,180	607,213
India	20,128	31,533	39,423	123,882	155,537	257,939	345,647	365,374	281,761	322,824	345,330	356,200	385,282
Indonesia	12,105	19,270	28,782	37,444	49,594	40,244	64,382	85,845	102,207	104,553	112,126	115,703	118,896
Developing Asia	35,850	82,111	84,866	110,485	119,225	121,818	131,152	213,500	234,038	248,308	260,582	284,941	278,808
North America	124,733	128,347	138,673	146,352	152,698	127,187	147,141	168,676	186,888	187,634	189,074	196,822	211,143
Latin America (Ex. Brazil)	31,283	73,909	77,728	83,452	87,055	116,776	124,607	145,519	153,198	165,775	168,490	177,271	175,440
Brazil	20,540	38,610	36,265	44,226	56,680	61,298	71,413	114,737	113,028	104,592	105,673	110,453	106,079
Africa/Middle East	40,947	78,320	94,084	144,894	203,592	177,750	277,533	318,026	331,463	359,485	404,572	435,495	444,724
Total Unit Shipments	677,163	945,768	1,126,692	1,338,634	1,527,776	1,544,086	1,847,144	2,223,756	2,429,587	2,547,201	2,669,848	2,783,408	2,879,353
y/y growth	19.5%	39.7%	19.1%	18.8%	14.1%	1.1%	19.6%	20.4%	9.3%	4.8%	4.8%	4.3%	3.4%

By Technology (in thousands)	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013E	2014E	2015E	2016E
Handset Unit Shipments													
GSM	474,552	677,204	804,774	940,158	1,046,447	1,011,754	1,135,392	1,335,799	1,294,239	1,241,928	1,163,571	1,078,589	930,452
# GSM	257,387	302,838	351,302	374,072	342,840	305,024	233,885	221,422	187,115	161,074	92,739	116,239	97,932
# GPRS	200,932	296,260	325,257	374,009	397,687	404,966	474,399	555,190	519,060	548,028	510,467	339,387	293,707
# EDGE	16,253	78,105	128,215	192,077	305,920	301,764	427,108	559,187	586,064	532,826	560,365	622,963	538,613
WCDMA	18,029	60,891	97,824	171,903	263,292	300,821	441,018	556,500	682,281	765,600	823,270	885,367	938,805
#WCDMA	18,029	60,890	91,978	136,433	145,663	116,706	153,063	93,925	118,650	142,448	165,720	189,687	216,311
#HSDPA	-	1	5,846	35,470	117,629	184,116	287,935	462,576	563,631	623,152	637,550	695,679	722,494
CDMA	151,212	177,709	205,885	215,208	211,744	217,873	244,416	247,087	237,082	201,328	198,931	205,352	207,966
# CDMA	3,698	0	-	-	-	5,852	15,808	15,783	-	-	-	-	-
# CDMA2000 1xRTT	136,491	153,915	158,886	140,907	106,654	100,423	94,005	47,452	47,835	41,851	39,026	37,576	39,443
# CDMA450	-	-	-	-	-	-	-	59	58	55	54	55	55
# CDMA2000 1xEV-DO	11,023	23,794	47,000	74,301	105,090	111,599	134,604	183,773	189,188	159,423	159,851	167,721	168,458
LTE	-	-	-	-	-	-	-	30,849	107,645	249,389	371,180	514,508	711,887
TD-SCDMA	-	-	-	-	-	9,901	21,841	43,806	100,189	81,658	105,227	93,210	85,916
WiMax	-	-	-	-	-	920	1,026	5,946	5,375	5,216	5,986	4,486	3,975
TDMA	12,125	13,868	6,648	2,273	-	-	-	-	-	-	-	-	-
IDEN	6,626	6,710	6,238	6,179	4,500	2,255	2,183	2,458	1,555	932	361	392	362
AMPS/Other	14,620	9,386	5,323	2,913	1,793	560	1,269	1,330	1,221	1,150	1,322	1,504	-
Total Unit Shipments	677,163	945,768	1,126,692	1,338,634	1,527,776	1,544,086	1,847,144	2,223,756	2,429,587	2,547,201	2,669,848	2,783,408	2,879,353
y/y growth	19.5%	39.7%	19.1%	18.8%	14.1%	1.1%	19.6%	20.4%	9.3%	4.8%	4.8%	4.3%	3.4%

Source: Deutsche Bank, company data

