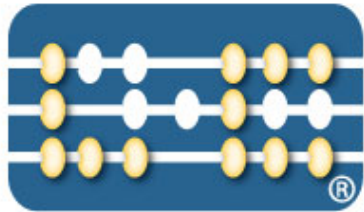


# Quarterly Market Update: 2018 Template



**LIGHTCOUNTING**  
Market Research

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**Market Research**

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# Purpose of this report

1. Provide a snapshot of telecom and datacom value chain's health
  - Covering: Services – Equipment – Components
  - Based on public financial results and news
2. Provide latest results from LightCounting proprietary vendor survey
  - With our opinion of near-term market outlook



# Scope of this report

Telecom

Datacom

Comms Service Providers (CSPs)

Internet Content Providers (ICPs)

AT&T, BT, DT, FT, NTT, Softbank, Verizon, etc.

Alibaba, Baidu, Apple, eBay, Facebook, Google, Twitter, Tencent, etc.

Network equipment providers

Datacom equipment makers

ADVA, Ciena, Coriant, Ericsson, Nokia, Huawei, Infinera, ZTE, etc.

Arista, Brocade, Cisco, Dell, H-P, IBM, Juniper, etc.

Public company financials

Semiconductor vendors

Optical component product sales

Optical component vendors

Finisar, Lumentum, Acacia, Accelink, Oclaro, et al.

LightCounting proprietary vendor survey



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# Contents

## Executive Summary – 14 slides

## Industry trends: Public financial results

53 slides covering spending trends and news of the 15 largest CSPs and 16 leading ICPs, sales trends and news of the 9 largest telecom equipment makers, 14 largest datacom equipment makers, 16 semiconductor manufacturers , and 14 leading optical components vendors.

## Product trends: LightCounting survey results

12 slides showing quarterly trends in optical transceiver products, in the Ethernet, Fibre Channel, WDM, FTTx, Wireless, Optical Interconnects, and SONET/SDH segments.

## Outlook for 2018 and beyond

5 slides summarizing the latest guidance from earnings calls and LightCounting's own research with industry experts

Purchase also includes a companion spreadsheet with quarterly sales and spending data for the companies listed above, as well as detailed quarterly shipments, ASPs, and sales data of over 100 categories of optical transceivers.

