

# Datafile of Asia-Pacific Telecommunications

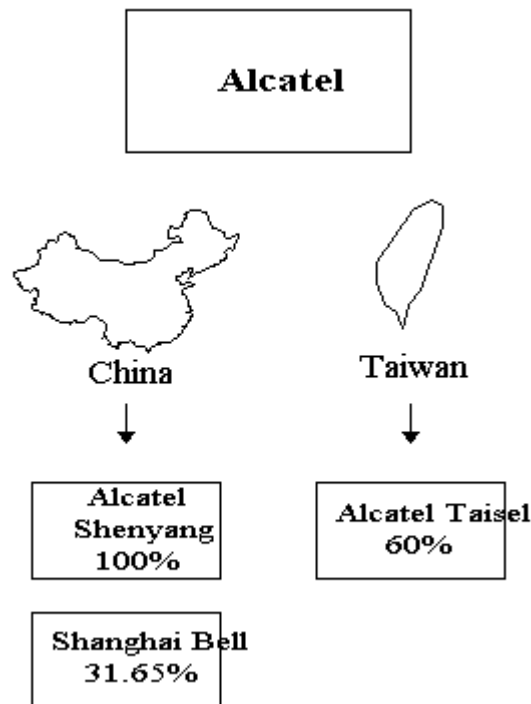
[CIT Publications Ltd](#), 3 Colleton Crescent, Exeter, Devon EX2 4DG, UK  
Tel: +44 1392 493444, Fax: +44 1392 493626

[Back to Main Contents Page](#)

---

## Alcatel

---



[Operational overview](#) [Financial highlights](#) [Indicators](#) [Subsidiaries](#) [Major contracts](#) [Ownership](#)  
[Addresses and contacts](#)

### Operational overview

Based in France, Alcatel is one of the largest telecoms equipment manufacturers in Europe and a leading player in the global market. Although the majority of its activities still take place in Europe, the group is developing its portfolio of business interests elsewhere, particularly in the Asia-Pacific and Latin America. In 1999 Alcatel continued its expansion with several acquisitions in the US (Assured Access Technology, Xylan Corporation, Internet Devices Inc and its agreement to buy Genesys) and through the creation of a joint venture with Thomson Multimedia. It also developed its cooperation with Thomson-CSF in the electronics and software businesses. At the end of 1999 Alcatel had operations in over 130 countries and approximately 120,000 employees worldwide.

For several years Alcatel has been strongly engaged in China through joint ventures, most notably Shanghai Bell Telephone Equipment Manufacturing Company and Shanghai Bell Alcatel Mobile Communications. In May 2000 Alcatel announced a joint venture agreement with Fujitsu to establish, develop and manufacture third-generation mobile network systems through a new company, which will be majority owned by Alcatel. Two months earlier Alcatel announced its intention to work with Cable & Wireless Optus in the development of communications services in

rural and regional Australia.

In recent years Alcatel has restructured its operating divisions on a regular basis. Following the latest re-organisation, effective from 1 January 1999, wireline and wireless access systems activities were transferred to its Networking unit from Transport and Access, which was renamed Internet and Optics.

**Alcatel now has the following operational divisions:**

-Networking - provision of switching equipment and mobile infrastructure, as well as network services. Aimed at the full network operator market.

-Internet and Optics - provision of transmission, access, and submarine network equipment.

-Enterprise and Consumer Business Group - provision of voice and data networks, GSM and Internet terminals.

**Cables and Components:**

-Telecoms Cables and Components

-Energy Cables.

**Financial highlights**

EUR million	12/1997	+/- (%)	12/1998	+/- (%)	12/1999
Networking	-	-	6,790	5%	7,134
Internet and optics	-	-	4,651	20%	5,596
Enterprise and consumer	-	-	3,126	20%	3,736
Telecom components	-	-	3,101	8%	3,357
Energy and cables	-	-	3,684	-1%	3,640
Other and eliminations	-	-	(93)	-373%	(440)
Revenues	28,335	-25%	21,259	8%	23,023
Net income	711	229%	2,340	-72%	644
Employees	190,000	-38%	118,000	0%	118,000

**Indicators**

	12/1997	+/- (%)	12/1998	+/- (%)	12/1999
Turnover (USDm)	30,175	-25%	22,640	8%	24,518
Profit margin	2.51%	-	11.01%	-	2.80%
Turnover (EUR)/employee	149,132	21%	180,161	8%	195,110
Turnover (USD)/employee	158,816	-	191,860	-	207,780
Net profit (EUR)/employee	3,742	430%	19,831	-72%	5,458
Net profit (USD)/employee	3,985	-	21,118	-	5,812

## Subsidiaries

Stake	Company	Operations
100.00%	Alcatel China	Manufacturer of access and switching products for fixed and mobile networks.
100.00%	Alcatel Australia	Manufacturer of switching systems, mobile infrastructure and network integration systems.
100.00%	Assured Access Technology	US developer of remote access systems for the IP carrier market.
100.00%	Genesys Telecommunications	US company which develops call centre software.
100.00%	Internet Devices	US provider of IP-based virtual private network solutions.
100.00%	Xylan Corporation	US Internetworking company which provides voice and data solutions to business customers and network service providers.
100.00%	DSC Communications	US manufacturer of access and switching products for fixed and mobile networks.
99.10%	Alcatel Submarine Cables	Makes and installs submarine cable systems.
95.40%	Alcatel Cable France	Manufactures and installs cable systems and components.
66.00%	Alcatel-Fujitsu	Joint venture to develop and manufacture 3G network systems.
60.00%	Alcatel Taisel	Taiwanese manufacturer of switching systems, mobile infrastructure and network integration systems.
51.00%	Alcatel Space	French satellite manufacturer.
51.00%	Alcatel Network Systems Romania	Supplier of digital network equipment.
51.00%	Alcatel Network Systems Vietnam	Manufacturer and supplier of Alcatel's 1000 E10 digital switching systems.
50.00%	Atlinks	Joint venture with Thomson Multimedia which develops and markets Internet-related communication devices.
50.00%	Alcatel Network Systems Ukraine	Supplier of digital network equipment.
49.00%	Skybridge LP	Low earth orbit satellite system providing operators with broadband capacity to offer interactive and multimedia services.
31.65%	Shanghai Bell Telecommunications	Joint venture with China Telecom and the Belgian government. Manufactures and develops advanced products and technologies such as switching systems, data communications and access networks.
25.30%	Thomson-CSF	French defence electronics group.

7.26%	Thomson Multimedia	Supplier of consumer electronics products.
3.40%	Vivendi	Provides telecommunications services in France through subsidiaries Transcell, Cegetel, CGV and Havas, and in the UK through General Cable.
<b>Held by Thomson-CSF</b>		
100.00%	Racal Electronics plc	UK provider of defence electronics, industrial electronics and transportation services.
49.00%	Alcatel Space	French satellite manufacturer.
10.00%	Indra	Spanish information technology group.
<b>Held by Alcatel Space</b>		
100.00%	Alcatel Espacio	Spanish company which provides equipment to satellites and space industries.
49.00%	Bolivar*Sat	Joint with Andesat providing satellite communications services in Venezuela.
<b>Held by Alcatel Espacio</b>		
49.00%	Indra Espacio	Joint venture with Spanish company Indra to provide equipment and solutions for the Spanish space industry.
<b>Held by Thomson Multimedia</b>		
50%	Atlinks	Develops and markets Internet-related communication devices.

## Major contracts

**Australia:** in June 1999 SkyBridge LP, a company led by Alcatel, signed an in-principle agreement enabling Telstra to become Skybridge's partner for broadband services in Australasia. In October Alcatel was awarded a contract by Telstra for the supply of over 500,000 lines of its next-generation Litespan 1540 equipment which will enable Telstra to offer broadband services as part of its data mode of operation (DMO) strategy. The value of the contract has not been disclosed.

**China:** in July 1999 Alcatel was awarded a contract by Shanghai PTA to supply ADSL products as part of the Chinese company's ongoing Shanghai Infoport project. The Alcatel ADSL solution will provide high speed internet and multimedia services to local subscribers. In the same month Alcatel signed a contract with internet service provider Xin Net for the supply of remote access concentrators enabling the ISP to connect subscribers from the public telephone network to the WWW. In October 1999 Alcatel was awarded a contract by Shandong PTA to build a dense wave division multiplexing (DWDM) link from Jinan to Qingdao. No financial details were disclosed for these contracts. In November 1999 the Hubei PTA signed a USD20 million contract with Alcatel for the supply of fixed wireless access systems for twelve of the province's 14 prefectures. In January 2000 Alcatel, via its Chinese joint venture Shanghai Bell Alcatel Mobile Communications (SBAMC), was awarded a series of GSM network expansion contracts worth over USD80 million. The following month SBAMC assigned Alcatel the installation of a pilot GRPS network and WAP trial in Hangzhou, the capital of Zhejiang province. In March 2000 the same partnership yielded three additional GSM contracts with China Telecom's Mobile Communication Companies (MCCs), totalling USD87 million. The new contracts were for the supply of GSM extensions in Shanghai,

Guizhou and Jiansu provinces, bringing total capacity in those districts to 7.21 million subscribers. In April Alcatel signed three contracts with China Unicom to provide cross-connect SDH and DWDM solutions across the company's national backbone network. No financial details were disclosed.

**Korea:** in April 2000 Korea Telecom awarded Alcatel a contract worth USD31 million for broadband services equipment, the first part of a three-stage project for high speed internet access solutions in the country. In the same month Alcatel signed a USD7.2 million contract with Hanaro Telecom to provide a local multipoint distribution system (LMDS) as part of Hanaro Telecom's deployment of broadband access solutions. Also in April Alcatel was selected to supply Omniswitch products to Inchun International Airport (IIA).

**Singapore:** in February 1999 Singapore Telecom (SingTel) announced that it had chosen Alcatel to expand its ADSL network to 50,000 lines. The move followed a similar contract between the two in 1998 under which Alcatel supplied an initial 10,000 ADSL lines. SingTel has begun trials of a number of other products from Alcatel including ADSL routers, E1 WAN interfaces and DANA broadband access servers.

**Sri Lanka:** in February 2000 Alcatel was awarded a contract valued at USD7.44 million by Celltel Lanka, a subsidiary of Millicom Asia, for the provision of a GSM network in the cities of Colombo and Kandy.

## Ownership

Distributed share ownership.

## Addresses and contacts

### **Alcatel Alsthom**

Corporate Headquarters  
54 rue La Boetie  
F-75382 Paris Cedex 08  
France  
Tel: 33 1 40761010  
Fax: 33 1 40761400  
Serge Tchuruk, Chairman and CEO  
Jozef Cornu, Chief Operating Officer

### **Australia**

#### **Alcatel Australia Ltd**

280 Botany Road  
Alexandria  
NSW 2015  
Australia  
Tel: 61 2 96905111  
Fax: 61 2 96900044  
Ron Spithill, Chief Operating Officer

### **China**

#### **Alcatel China**

500 Zhangyang Road, 20th floor  
200122 Shanghai

China  
Tel: 86 21 58368800  
Fax: 86 21 58368801  
D. de Boisseson, Country Manager

### **Hong Kong**

**Alcatel Asia Pacific Ltd**  
Hopewell Centre, 41st floor  
183 Queens Road East  
Wanchai  
Hong Kong  
Tel: 852 25062506  
Fax: 852 25992578  
L. Ambrose, Marketing Director

### **India**

**Alcatel India**  
DLF Centre, 5th floor  
Parliament Street  
New Delhi 110001  
India  
Tel: 91 11 3359650  
Fax: 91 11 3359742  
Jean-Michel Callot, Country Manager

### **Indonesia**

**Alcatel Indonesia**  
Wisma Korindo, 8th floor  
Jalan MT Haryono Kav 62  
Jakarta 12190  
Indonesia  
Tel: 62 21 7976262  
Fax: 62 21 7976263  
John Wilkinson, General Manager

### **Malaysia**

**Alcatel South Asia Pacific Ltd**  
Menara Haw Par, 16th floor  
Jalan Sultan Ismail  
PO Box 12182  
50250 Kuala Lumpur  
Malaysia  
Tel: 60 4 5070542  
Fax: 60 4 5071932  
A. Darus, Country Representative

### **New Zealand**

**Alcatel New Zealand Ltd**  
Level 8, BP House

20 Customhouse Quay  
PO Box 2810  
Wellington  
New Zealand  
Tel: 64 4 4605200  
Fax: 64 4 4605201  
Mark Giles, Country Representative

## **Philippines**

**Alcatel Philippines Inc**  
2270 Pasong Tamo Extension  
Makati City  
Philippines  
Tel: 63 2 8150227  
Fax: 63 2 8150225  
G. Pimentel, Country Manager

## **Singapore**

**Alcatel Singapore Ltd**  
6 Commonwealth Lane  
GMT Building  
Singapore 149547  
Tel: 65 4722002  
Fax: 65 3784480  
K.T. Soh, Country Representative

## **South Korea**

**Alcatel North Asia Pacific Ltd**  
Leema Building, Room 508  
146.1 Soosong-dong  
Chongro-ku  
Seoul 110140  
South Korea  
Tel: 82 2 7346231  
Fax: 82 2 7346656  
W.K. Kim, Country Representative

## **Taiwan**

Alcatel Taisel  
4 Ming Shen Street  
PO Box 26 Tu Chen  
23607 Taipei Hsien  
Taiwan  
Tel: 88 62 2686702  
Fax: 88 62 2686001  
Pierre de Montgolfier, Country Representative

## **Thailand**

**Alcatel Telecom**

Ocean Tower 2, 40th floor  
75/112 Sukhumvit Road, Soi 19  
(Wathana) Sukhumvit  
10110 Bangkok  
Thailand  
Tel: 66 2 6616699  
Fax: 66 2 6616798  
G. Jaffres, Country Representative

## **Vietnam**

### **Alcatel Telecom**

Nghia Tan  
Tu Liem  
Hanoi  
Vietnam  
Tel: 84 4 8362094  
Fax: 84 4 8361195  
Pierre Cascarino, Country Representative

Last updated: April 2000

[Back to Main Contents Page](#)

---



[CIT Publications Ltd](#), 3 Colleton Crescent, Exeter, Devon EX2 4DG, UK  
Tel: +44 1392 315567, Fax: +44 1392 493626

All rights in respect of the study (including copyright) are reserved. Neither the whole nor any part of the study may be reproduced, photocopied, scanned, stored in a retrieval system nor transmitted in any form nor by any means, electronic, mechanical, recording or otherwise nor can it be re-sold, distributed, lent, shown or otherwise made available to any person who is not a full time employee of the subscriber without the prior written consent of CIT Publications Ltd. The subscriber agrees to take all reasonable measures to safeguard this confidentiality. An order cannot be cancelled after the package containing the study has been opened.

Note: Although great care has been taken to ensure accuracy and completeness in this project, no legal responsibility can be accepted by CIT Publications Limited for the information and opinions expressed in this report.