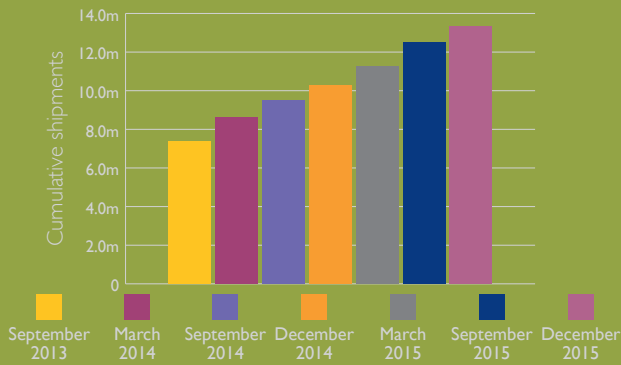


Small cell deployments

Market status report | February 2016

13.3 million small cells shipped to date



Small cell market now worth more than **\$1 billion** annually

Small cell shipments **BY USE CASE**

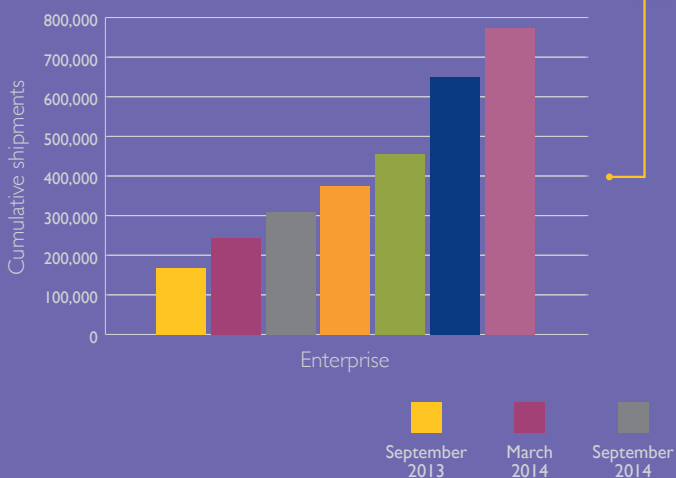
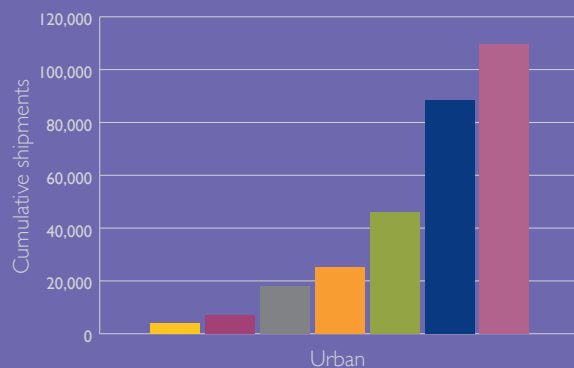


NON-RESIDENTIAL SHIPMENTS CONSTITUTED **38% OF TOTAL** SMALL CELLS IN Q4

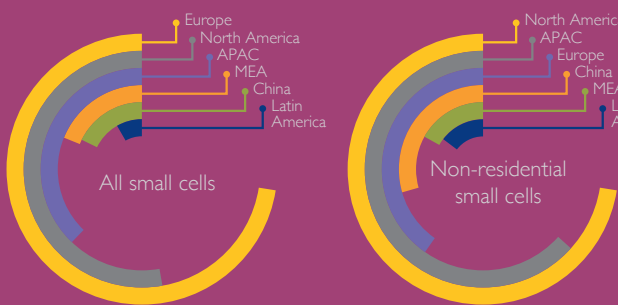
NON-RESIDENTIAL SMALL CELLS COMPRISED **66% OF** SMALL CELL REVENUE IN 2015

IN 2015, URBAN SHIPMENTS GREW **280%**

IN 2015, ENTERPRISE SHIPMENTS **DOUBLED**

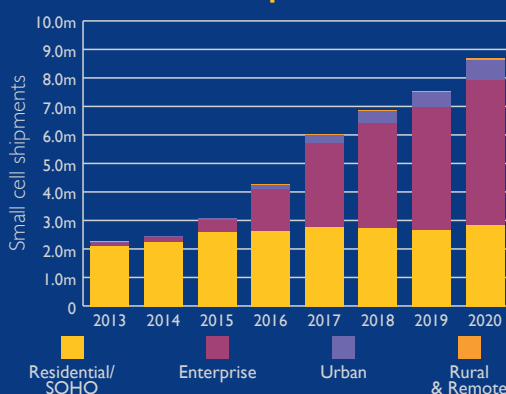


REGIONAL analysis



2016 forecast – the future is bright

Small cell shipment OUTLOOK



ENTERPRISE SMALL CELL SHIPMENTS WILL GROW BY **270%** THIS YEAR

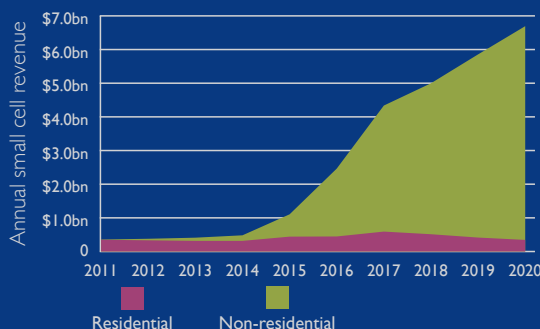
URBAN SMALL CELL SHIPMENTS WILL GROW BY **150%** THIS YEAR

NEW DEFINITIONS for Small Cell Forum market segments:

- Rural & Remote:** Small cells deployed in rural villages, remote industry, transportation, or emergency
- Urban:** Outdoor small cells in an urban high-capacity application
- Enterprise:** Indoor small cells, including carrier and business-led deployments
- Residential/SOHO:** Units in homes and very small offices

Note: Small cell definition now includes low-power RRH units

Small cell revenue FORECAST



SMALL CELL REVENUE FORECAST TO REACH **\$6.7 BILLION** BY 2020