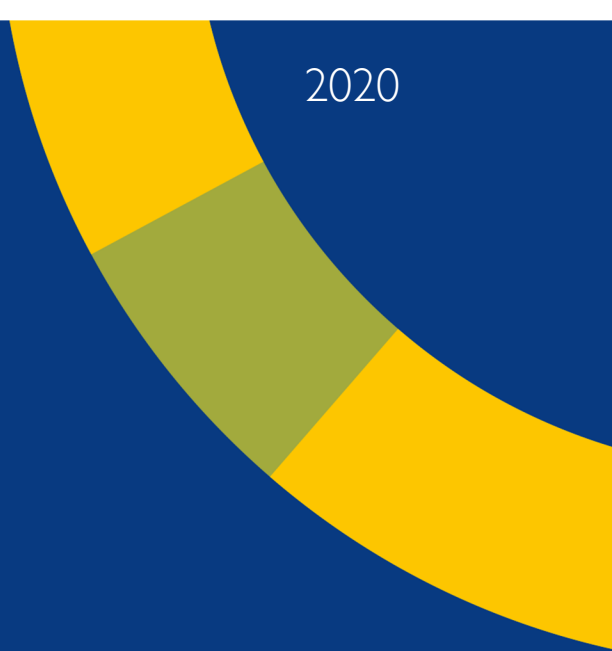
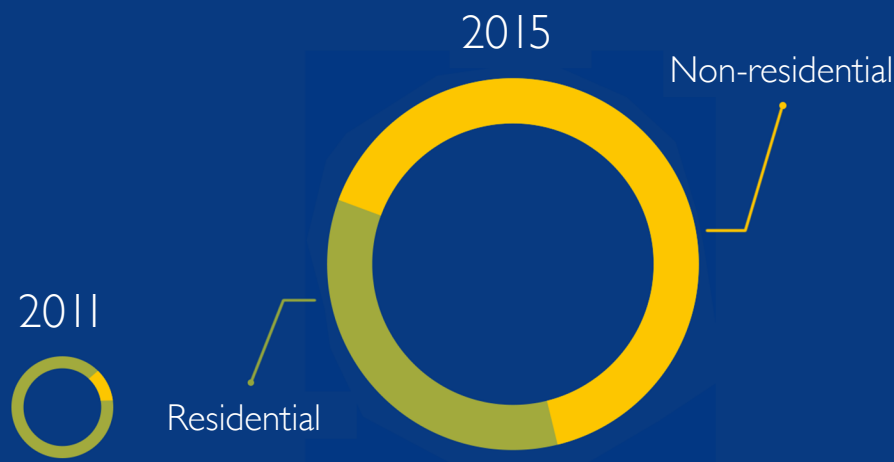


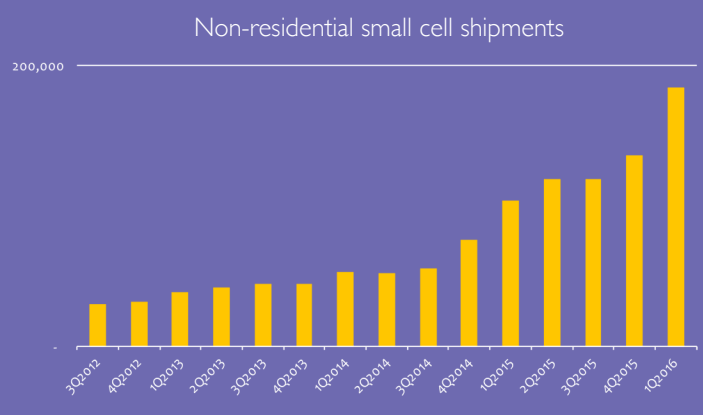
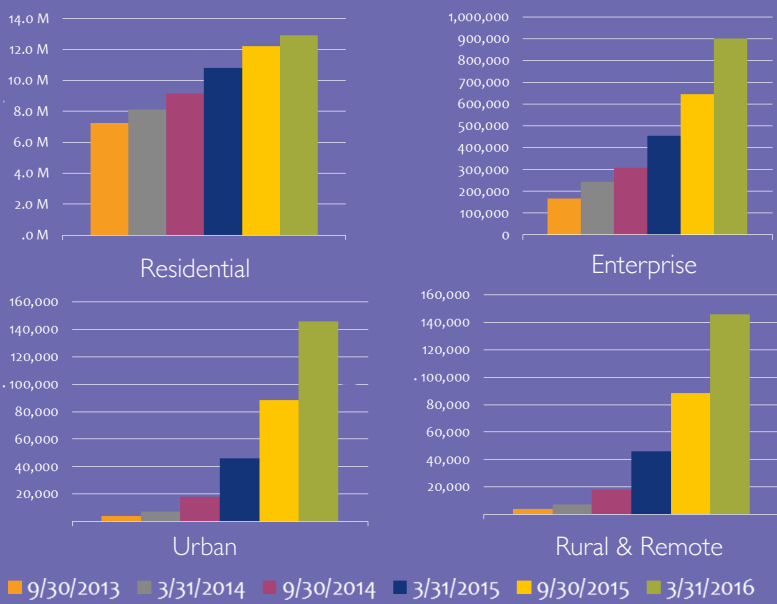
Small cell revenue forecast



Small cell revenue: **\$6 billion** in 2020

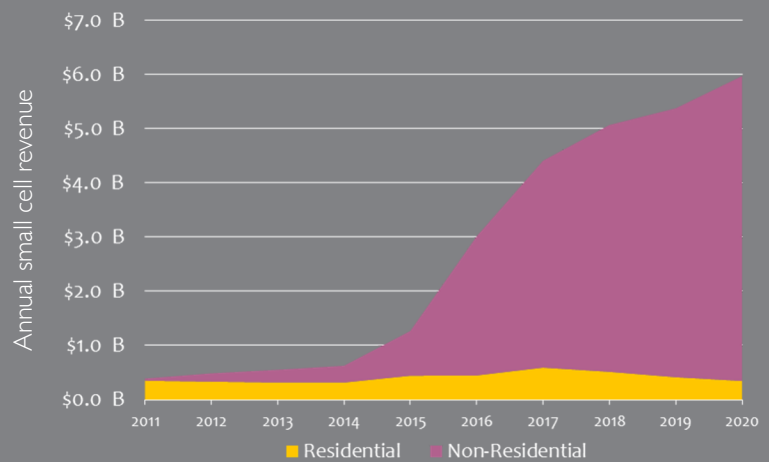
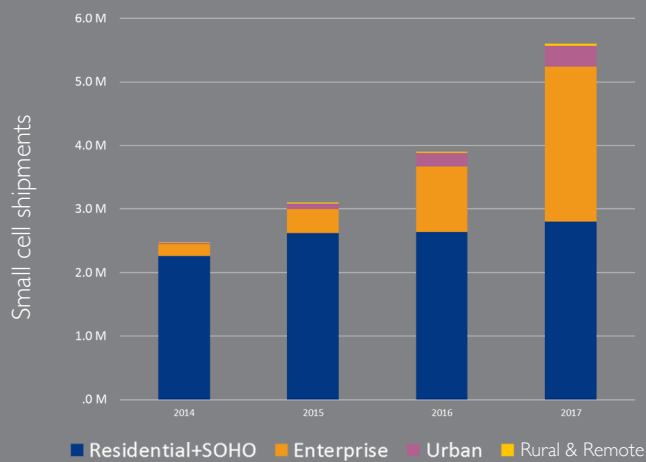
Small cell cumulative shipments by use case

14 million small cells shipped to date



78% growth in non-residential shipments from 1Q2015 to 1Q2016

Premium enterprise customers are driving higher prices



China Mobile has bought **45,000** nanocells so far, with a tender for 1 million units coming toward the end of 2016

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