

Infineon

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Wireline Communication

Prof. Dr. Hermann Eul
Senior VP & GM
Wireline Communication Group



Never stop thinking.



Disclaimer

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Agenda

■ **Competitive Position
(Overview, Financials, Market Share)**

■ **Market Trends and Development**

■ **Strategy and Business Proposition**

■ **Summary**

Agenda

**Competitive Position
(Overview, Financials, Market Share)**

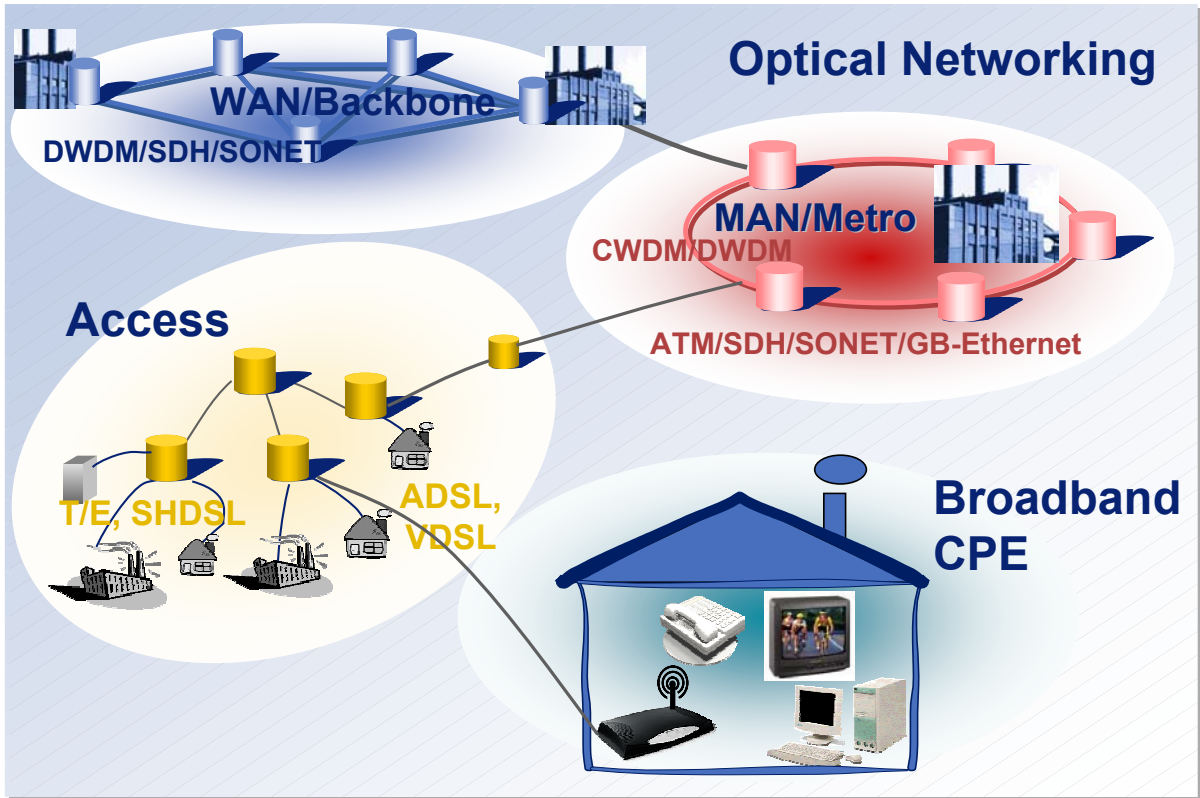
Market Trends and Development

Strategy and Business Proposition

Summary

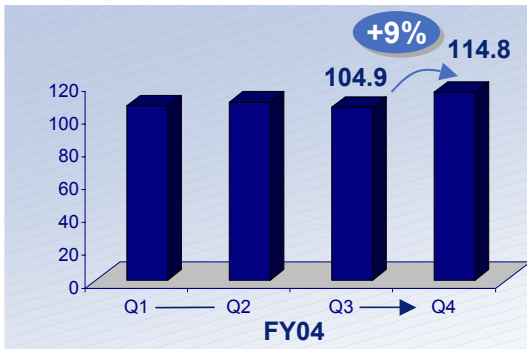
Wireline Communication (COM) provides semiconductor solutions for voice and data networks

Network topology



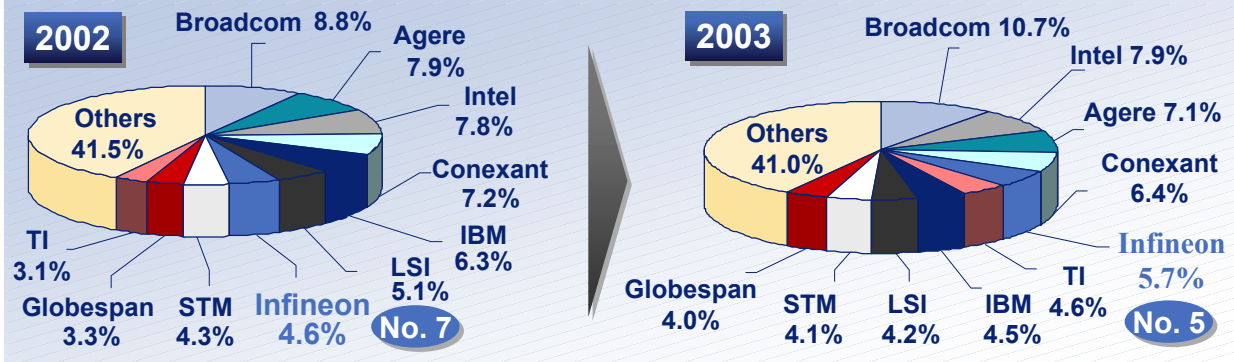
Wireline Communication Group outperforms market

Revenue development [EUR m]



- Stable revenue in FY03/04 in a difficult market environment
- Continuous cost reduction
- Streamlining of portfolio

COM gained 1.1% -point market share from '02 to '03 and moved up from No. 7 to No. 5

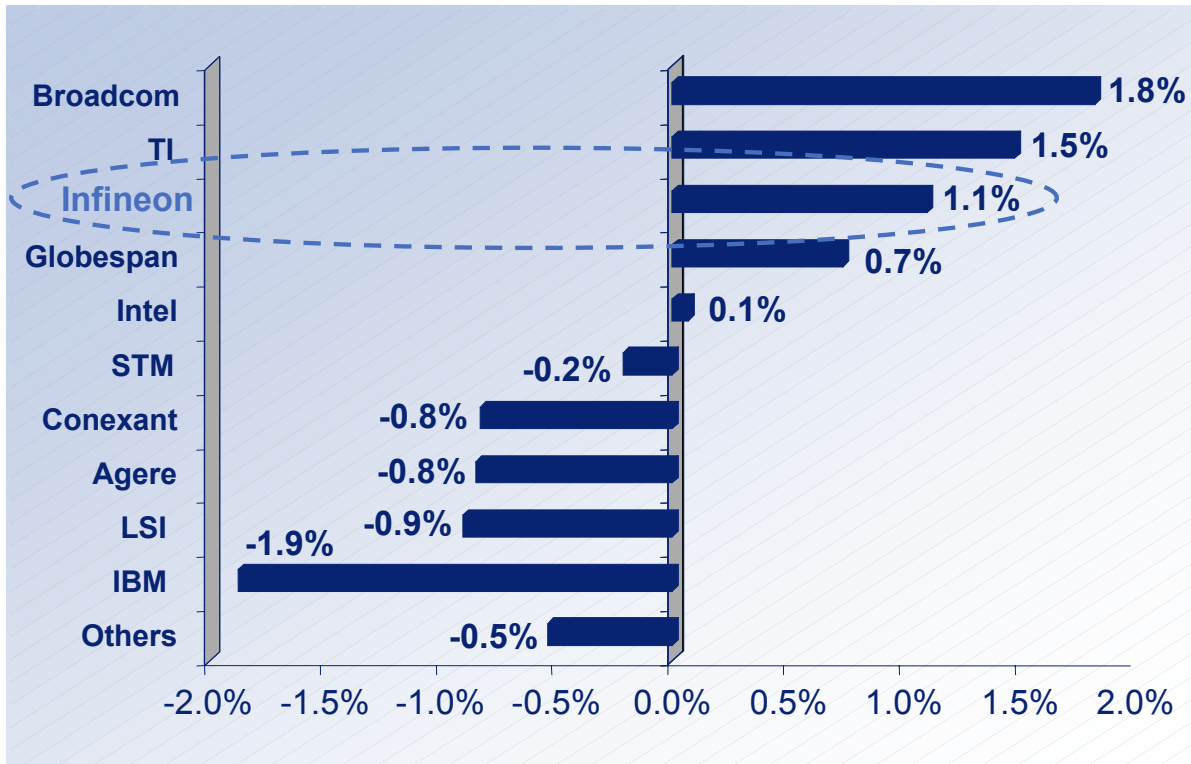


* Source: Gartner, June-2004, segments combined: Access, LAN, ATM, SONET, Switching and Network Processors



Wireline Communication – one of the fastest growing companies in 2003

Market share comparison CY 2003 vs. 2002



* Source: Gartner, June-2004, segments combined:
Access, LAN, ATM, SONET, Switching and Network Processors

COM significantly strengthened its leading position in Voice Access and achieved key design wins in DSL

Voice Access / Standard Telecom

- **Leading market position** in traditional telecom infrastructure*:

No. 1 T/E Carrier

- (from 23% in 2002 to 28% in 2003)
- **No. 1 Analog Linecards**
- (from 23% in 2002 to 33% in 2003)

- **Excellent competitive position**

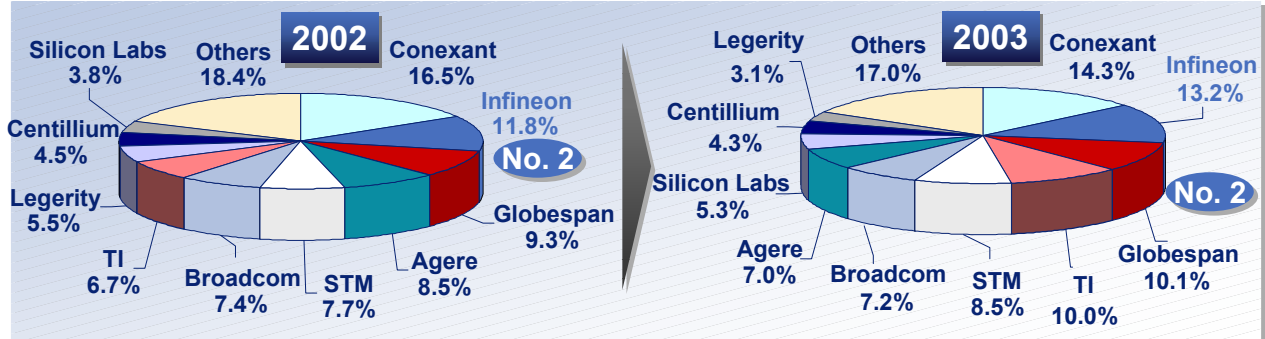
Broadband Access

- **Strong position** in VDSL QAM leveraged into aggressive roadmap towards VDSL2

- **No. 2** in SHDSL

- Design wins with important ADSL-CO Tier-1 Accounts in EU / Asia / NAFTA

In the Access market, COM gained 1.4%-points market share from 2002 to 2003



* Source: Gartner, June-2004, segments combined: Analog & Fax ICs, DSL, Cable, SLIC/CODEC, T/E, Analog Linecards

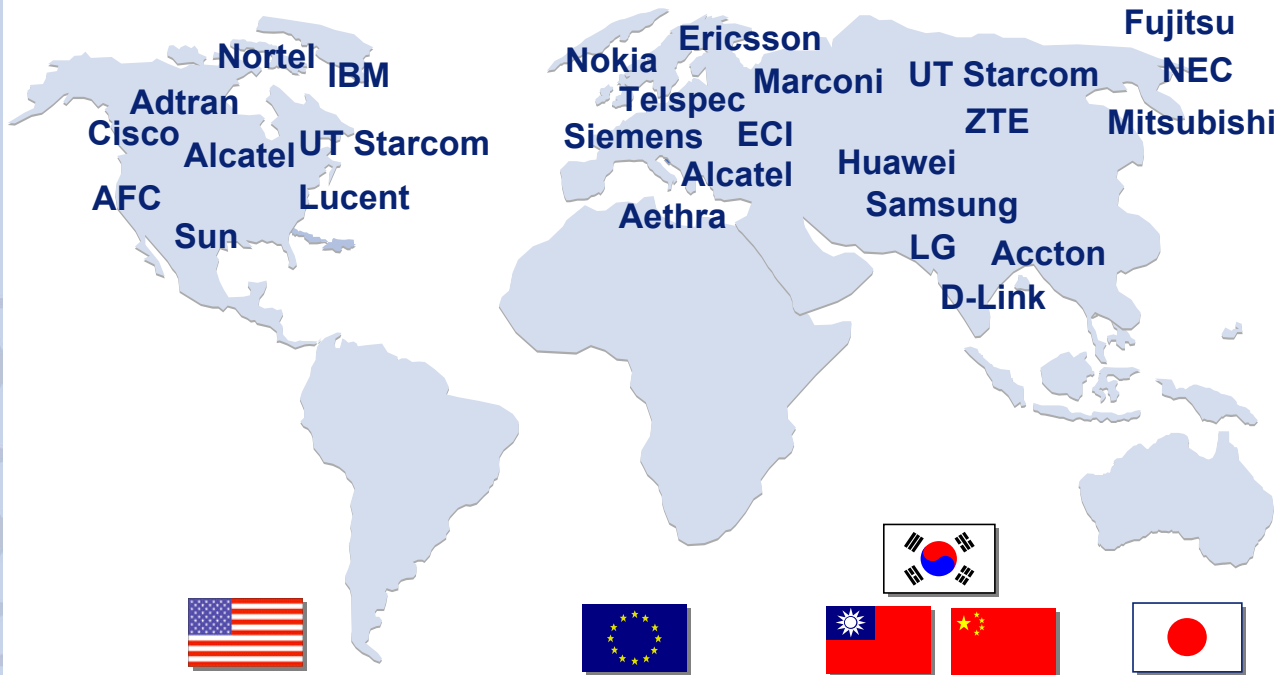
COM – a global player with a worldwide customer base

NAFTA

Europe

APAC

Japan



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Facing continually eroding voice revenue streams, carriers are now going IP TV

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Recent press releases

strategic **Gartner**

Perspective

Market Analysis

Incumbents Are Finally Moving Toward Triple-Play Services

Abstract: Former fixed-line incumbent carriers are adjusting their consumer product portfolios. However, their strategies are still in flux and goals are unclear.

By Andrew Chetham and Susan Richardson

France Telecom **Morgan Stanley**

Reuters: FTE.PA Bloomberg: FTE FP ADR: FTE.N

Company Update October 14, 2004

FT delivering on its Broadband strategy.

CREDIT SUISSE | **FIRST BOSTON**
Equity Research

Cable/Telecom Battle Continues; SBC Begins FTTN and ADSL2+ Trials

- On June 22, SBC announced that it is beginning trials this summer to deploy fiber to the node as it looks to increase bandwidth and begin to offer video service. SBC plans to make a decision on commercial rollout in the first half of 2005, which will be predicated upon the results of the field trial as well as the regulatory environment/rulings.

Investment conclusion
including Broadband and TV. The pricing is currently a premium offer, allowing FT to narrow the gap with other carriers.

around three axes: a simple triple-play product, and extensive DSL coverage of the French population.

North America US
Communications Wireline Services

13 May 2004 **Deutsche Bank**

Wireline industry

FTTP - No other way to entertain

Viktor Shvets
(+1) 212 250 7250
viktor.shvets@db.com

Nigel Coe, CFA
(+1) 212 250 7808
nigel.coe@db.com

Andrew Kieley, CFA
(+1) 212 250 7817
andrew.kieley@db.com

UTStarcom boxes promise IP TV over DSL nets

By Robert Keenan
EE Times
October 11, 2004 (9:18 AM EDT)

PRINT THIS STORY | SEND AN EMAIL

WAYNE, N.J. — UTStarcom Inc. is offering a combination of three systems to allow operators to deliver video services over DSL networks: a content engine and a streaming/storage server for central-office environments, and a customer premises equipment media console.

"Triple Play" is the next step

In the future, voice, data, and video will converge and share a common IP network



One-third of the carriers offers already Triple Play and another third will follow soon

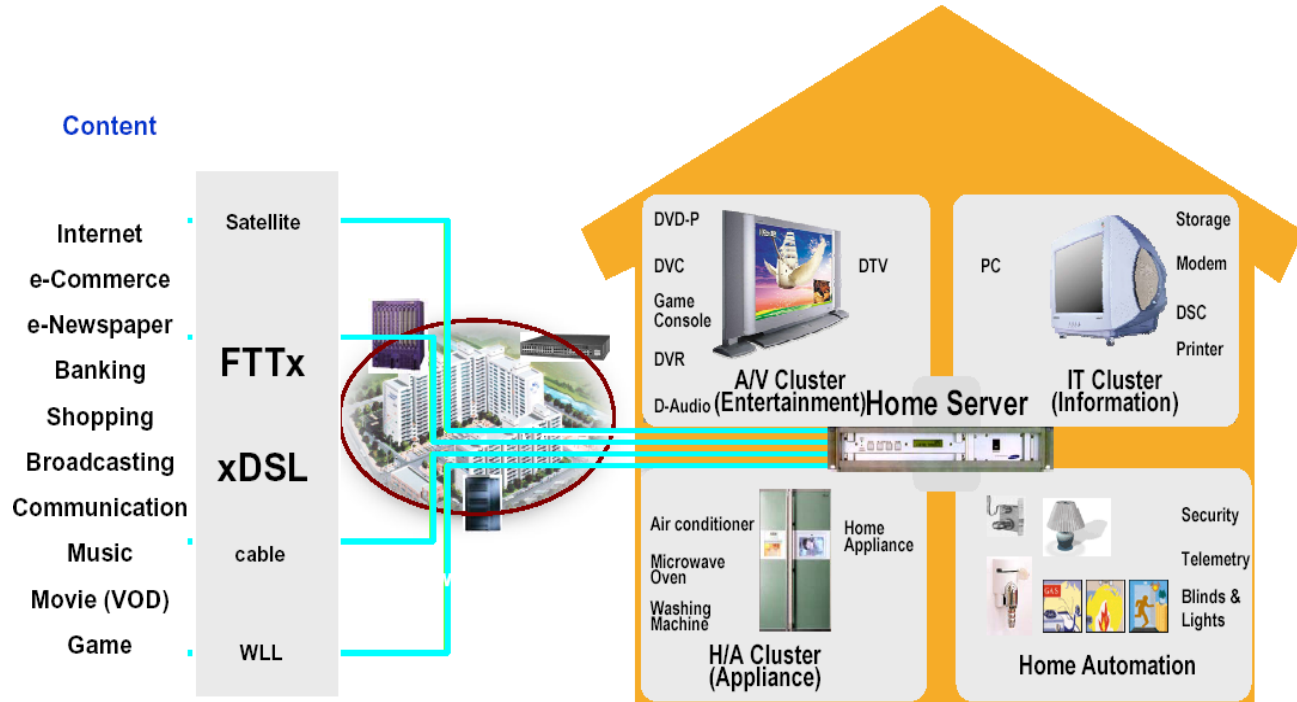


Examples of TV offerings:

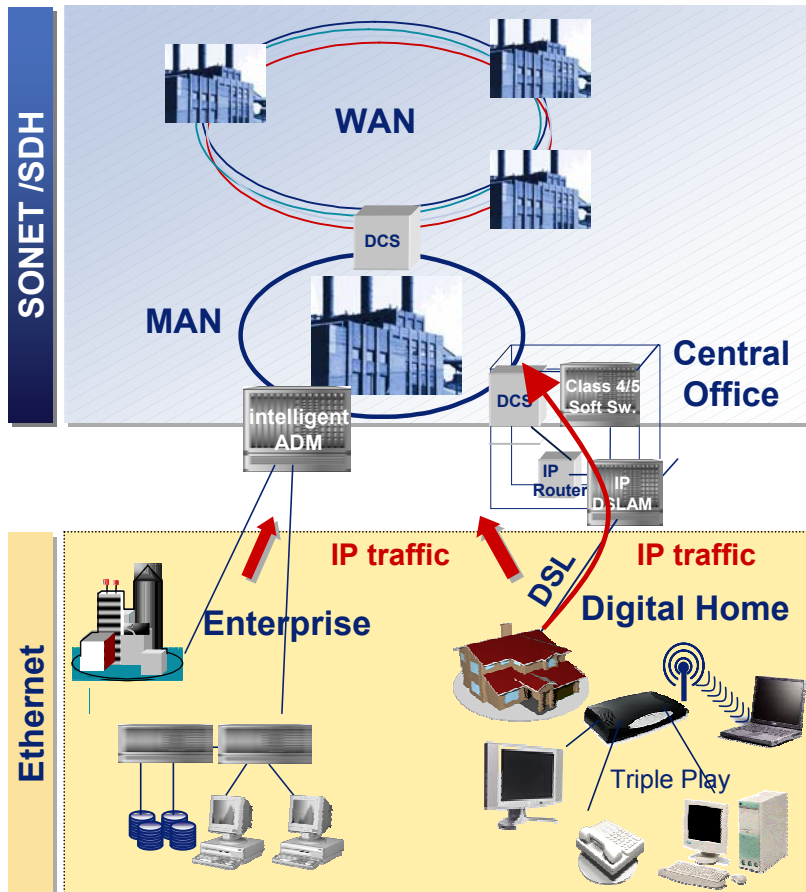
- Telefonica Spain
- PCCW Hong Kong
- Korea Telecom
- Chungwha Telecom
- France Telecom
- Fastweb
- Bell Canada
- others



In the future, various content and services will be directly delivered and distributed via broadband in our homes



Increasing data traffic from enterprises and households will push Ethernet into the Metro Network



Comments

- Residential broadband access based services will increase MAN bandwidth demand per user by magnitudes: from several 100 kbps to several 10 Mbps.
- Data services converge on IP / Ethernet.
- Existing Infrastructure dominated by SONET/SDH.
- Ethernet over SONET preserves the large base of installed infrastructure.

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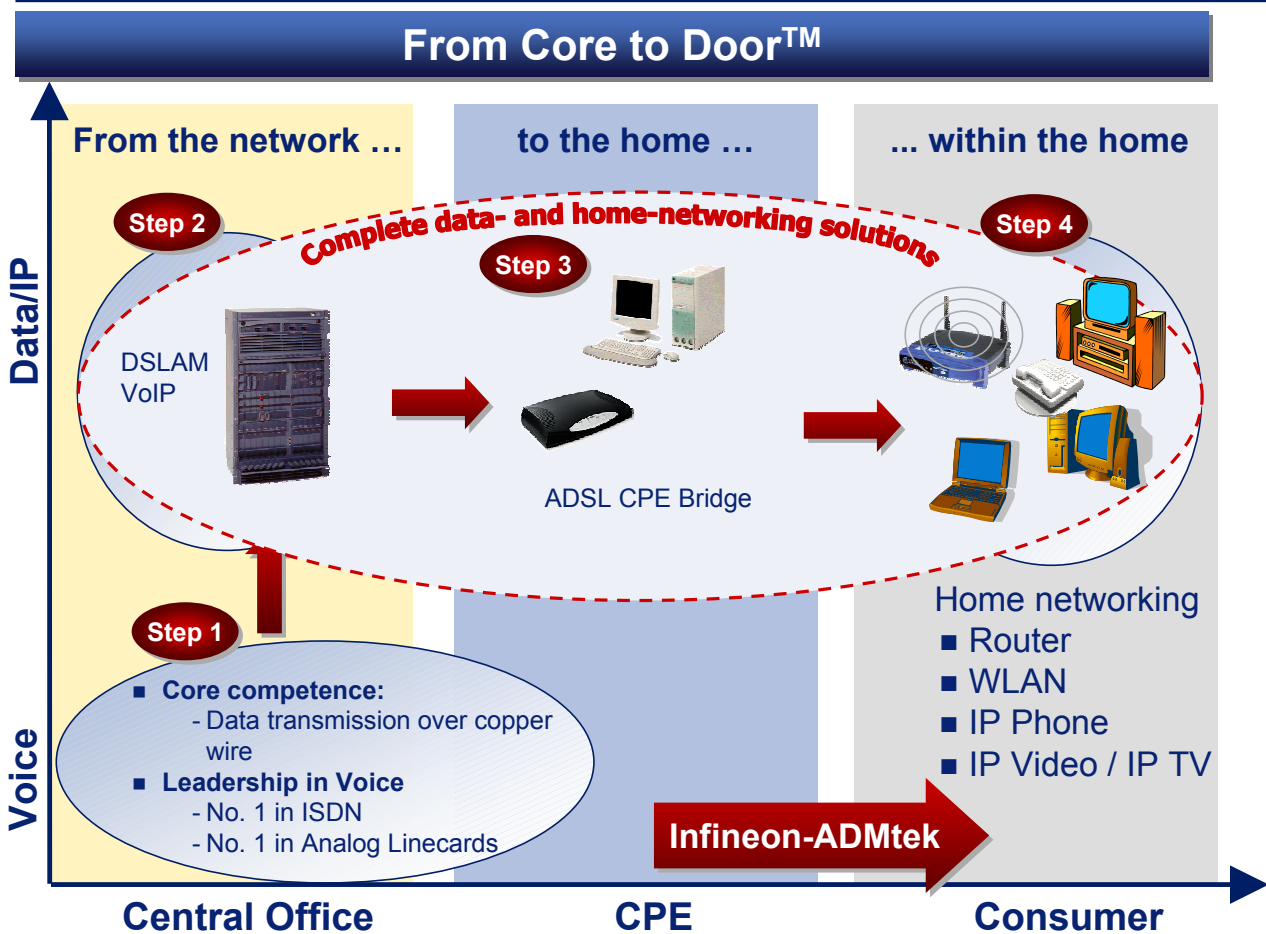
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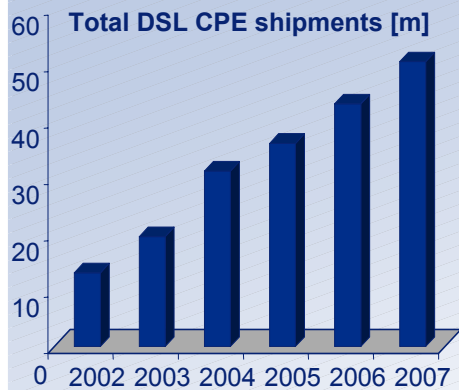
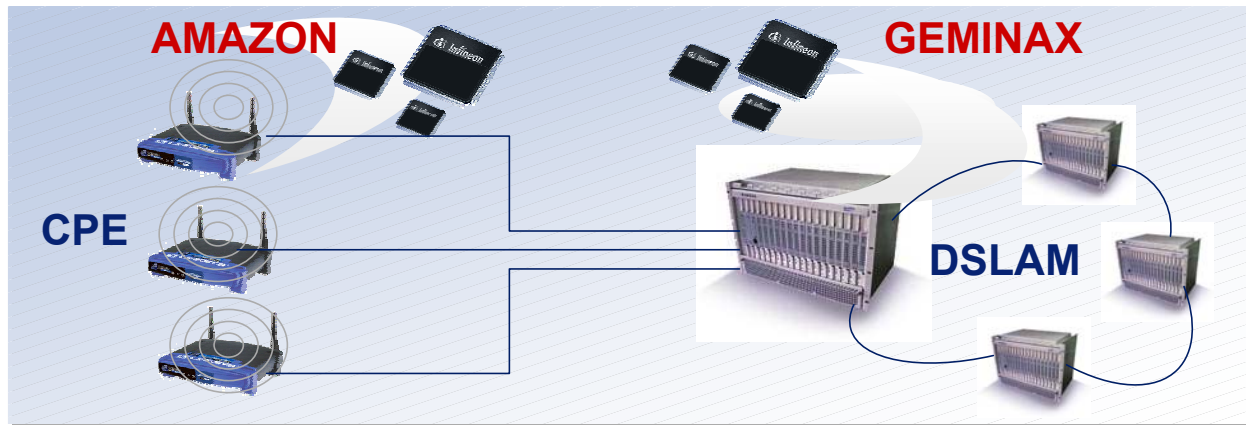
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Transforming from the leading traditional telecom voice vendor into a data- and home-networking solution provider

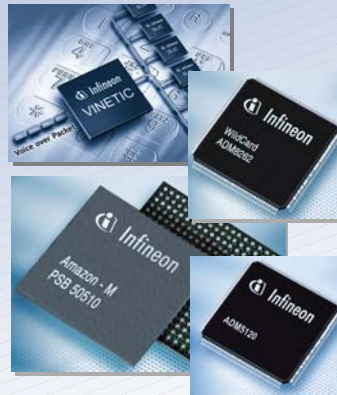


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Wireline Communications offers a complete portfolio of end-to-end broadband access solutions



Source: Infonetics, 2Q04 (includes Modems, Routers, IADs)



- Services supported:
 - Triple Play Fast Internet, Video and Voice
 - Advanced security features
 - Wireless LAN
 - VoIP
- Complete reference design including VoIP and WLAN features
- Strong interest from all major CPE providers

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VoIP technology is becoming a high-volume application and a successful solution for ATA

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DSL Modem **DSL Connection** **Internet**

ATA (Analog Telephone Adaptor)

VONAGE
THE BROADBAND PHONE COMPANY®

\$24.99	Premium Unlimited Calls to any phone in the US & Canada	\$49.99	Small Business Unlimited Calls to any phone in the US & Canada
\$14.99	Basic 500 1000 Minutes Anytime in the US & Canada, Argentina	\$39.99	Small Business Basic 1000 Local Long Distance Minutes to Anywhere in the US & Canada

[Sign Up](#) [Take the Tour](#)

New carriers can offer phone service based on DSL access



Small Ethernet Switch	Network Processor
SLIC	VOICE VoIP

- COM offers a ready-to-build reference design based on:
 - VoIP processor VINETIC
 - SLICs
 - ADMtek's NP 5120

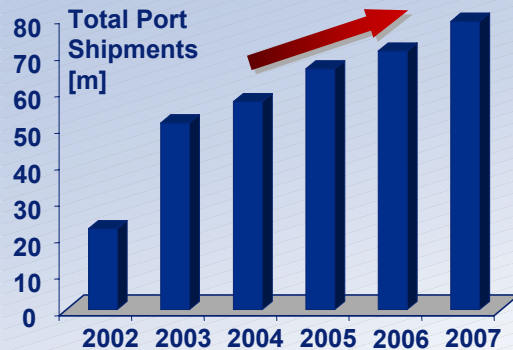


- Recent design win at leading CPE equipment suppliers

COM is well positioned in the fast growing DSL market through a complete portfolio, subsystem integration, ...

... and its own fabs

DSL market development



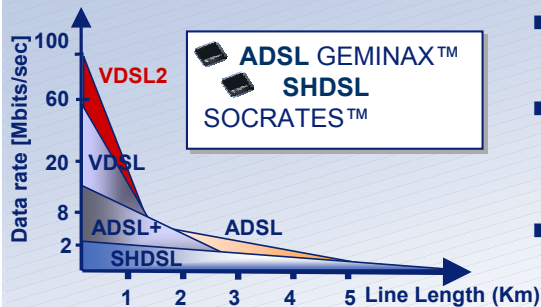
Source: Infonetics, 2Q04

- Worldwide subscriber growth fueled by "Triple Play"
- Strong growth in Asia:
 - China targets 75 m broadband users before the 2008 Olympics begin
 - South Korea and Japan continues to benefit from proactive regulation and economic incentive by the government
- "Every corner of the United States should be in reach of high-speed Internet links by 2007"

George W. Bush, 2004

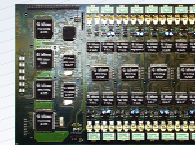
COM business proposition

Complete xDSL portfolio:



Subsystem integration:

- Complete xDSL Linecard solutions
- Extend voice leadership into data solutions
- Integrated Voice & Data (IVD)



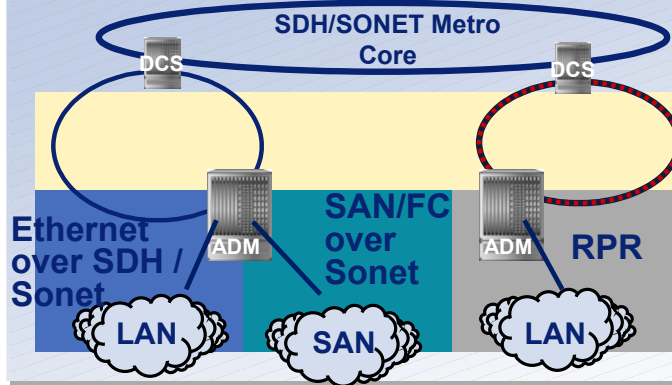
Competitive cost Position:

- Strong Position in Standard Telecom
- Own Fabs
- IVD

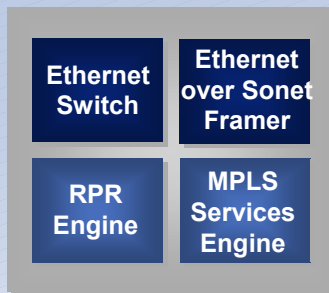
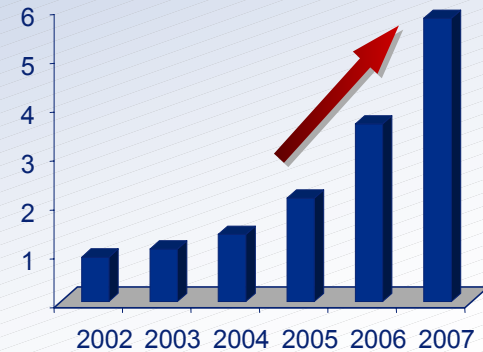


COM offers "any data" over SONET/SDH solutions with flexible ASSPs

Intelligent Metro Edge/Access Solutions



Total Metro Ethernet port shipments [m]*



"any data" linecard solution platform:

- COM solutions enable customers to lead service providers into converged data centric networks with standard compliant modular ASSP solutions allowing "any data" (Ethernet, Fibre Channel) over SONET/SDH
- Key design wins at most telecommunication equipment providers

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Market Trends and Development



Strategy and Business Proposition



Summary

Summary

- Stable revenue development in a difficult market environment
- Significant cost reductions and streamlining of portfolio
- Continued share gain in the wireline semiconductor market
 - Improved from No. 7 in 2002 to No. 5 in 2003 (Gartner, June 2004)
 - Strengthened leadership position in Voice Access
- Complete broadband portfolio and excellent competitive position
 - All xDSL flavors
 - Innovative IVD solution
 - Early entry into VDSL2
- Jump-start into CPE business through ADMtek acquisition
 - Both ends of the copper cable (xDSL CO and CPE)
 - Close proximity to Taiwanese ODMs and favorable cost position
- Early lead in Ethernet over Sonet (EoS) market with key design wins for almost all major telecommunication equipment providers

COM is well-positioned for the future by offering complete "Core to Door" semiconductor solutions!



Never stop thinking.

