



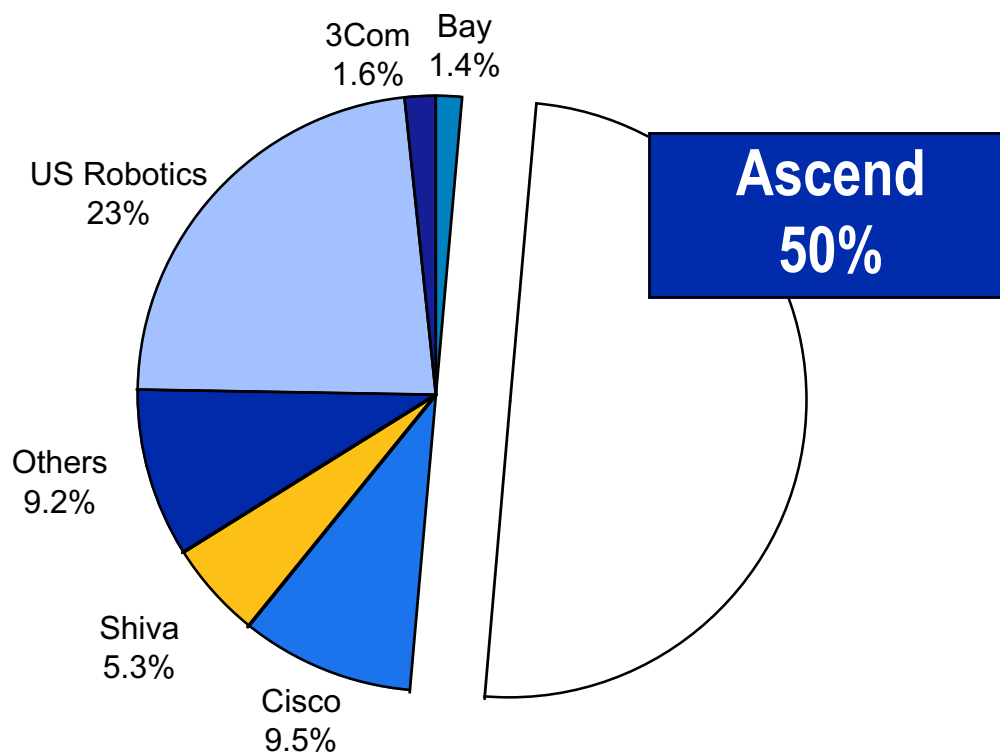
IDC's Latest Market Research Results Confirm Ascend's Continued Market Leadership in 1996

- **Ascend MAX products had a 50% market share of worldwide remote access concentrator ports**
- **Ascend represented 39.3% of total remote access concentrator revenues**



Ascend MAX Products Dominate the Worldwide Remote Access Concentrator Market

Market Share of Worldwide Remote Access Concentrator Ports*, 1996



* Remote Access Concentrators are defined as products that receive and aggregate incoming analog or ISDN calls onto T1s or ISDN PRIs
Ports are defined as B-channels



Ascend is the Leader in Remote Access Concentrator Revenues

Market Share of Worldwide Remote Access Concentrator Manufacturer Revenues, 1996

