



Q3'97 Market Share Results

Dell'Oro Group Report 11/26/97



Summary of Q3'97 Market Share Results

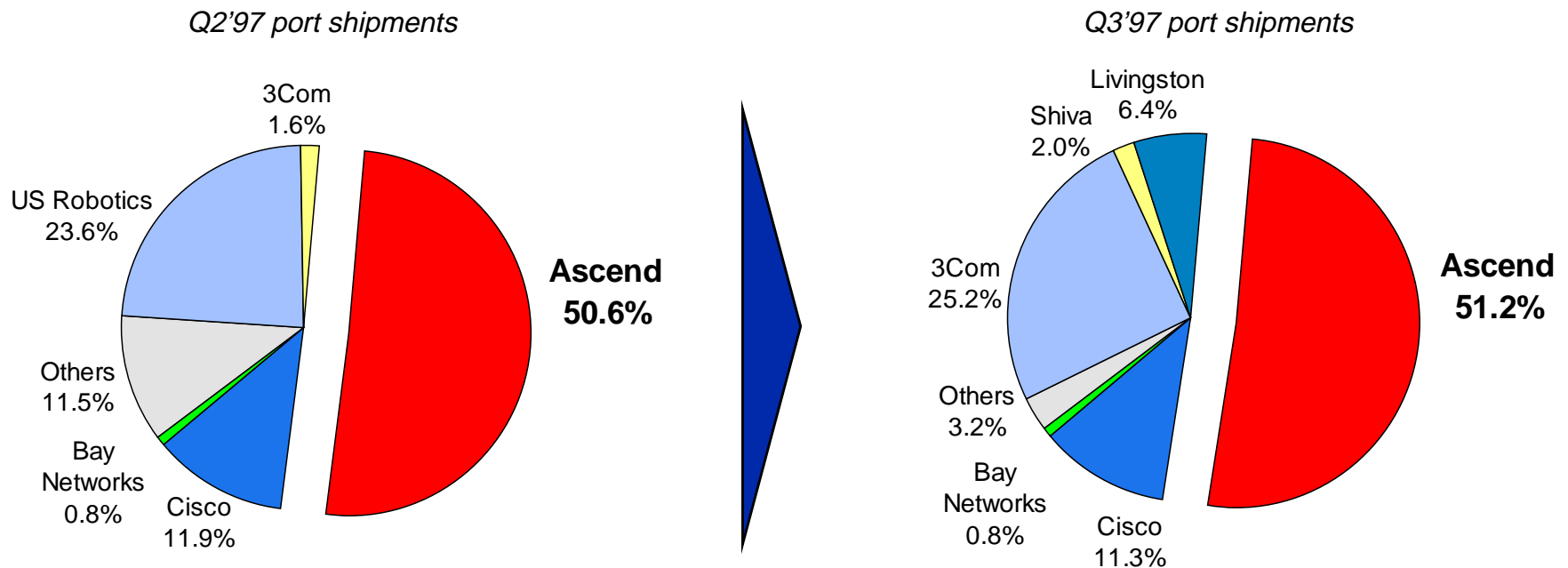
Ascend Dominates Remote Access Concentrator Shipments

- **51.2% share of analog port shipments**
- **61.2% share of ISDN PRI B-channel shipments**

Ascend Continues to Gain Analog Port Shipment Share in Q3'97



Change in Worldwide Market Share of Total Analog Remote Access Concentrator Ports:
Q2'97 to Q3'97

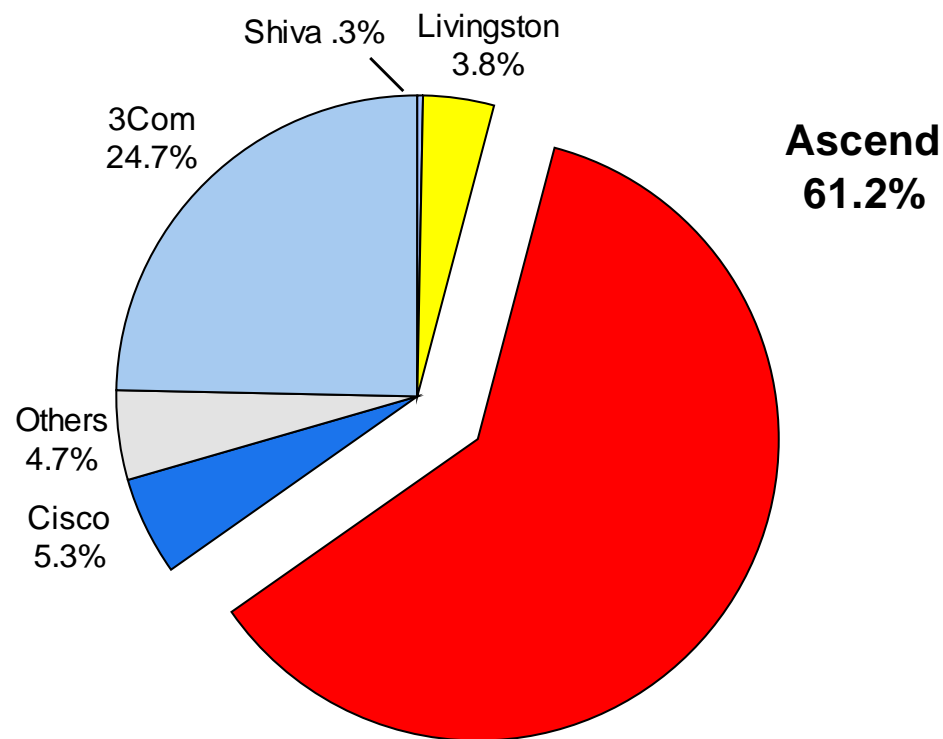




Ascend Dominates Access Concentrator ISDN PRI Ports

Worldwide Market Share of Total Remote Access Concentrator ISDN PRI Ports (B-channels)*

based on Q3'97 shipments



* In Q2'97, the Dell'Oro Group began separating ISDN PRI ports from T1 ports, therefore, comparative charts are not available