

## About

# Nortel Networks

Nortel Networks is a global leader in telephony, data, eBusiness, and wireless solutions for the Internet, and is creating the high-performance Internet that is faster and more reliable than ever before. It is redefining the economics and quality of networking and communications that enables the coming deluge of eBusiness. Visit us at [www.nortelnetworks.com](http://www.nortelnetworks.com).

### Financial overview

Nortel Networks had revenue of US\$21.3 billion last year, demonstrating revenue growth of 26.3 percent year over year from 1998 to 1999. For the third quarter of 2000, Nortel Networks demonstrated revenue growth of 42 percent, rising to US\$7.31 billion from US\$5.15 billion for the same period in 1999. In addition, for the first nine months of 2000, revenues increased 46 percent to US\$21.46 billion from US\$14.71 billion for the same period last year.

### Number of employees

75,000 worldwide.

### Locations

Nortel Networks serves customers in more than 100 countries and territories around the world. For a list of Nortel Networks' worldwide offices, please visit us on the Web at <http://www.nortelnetworks.com/corporate/global>.

### Stock listings

NYSE: NT  
TSE: NT

### Business make-up

Focusing its efforts on Optical Internet, Wireless Internet, Local Internet and eBusiness Solutions, Nortel Networks serves the emerging and existing needs of service providers, carriers, dot-coms, small- and medium-sized businesses and large corporations worldwide.

## Senior leadership

### **John A. Roth**

President and Chief Executive Officer

### **Clarence J. Chandran**

Chief Operating Officer

### **Charles A. Childers**

Chief Marketing Officer

### **Nicholas J. DeRoma**

Chief Legal Officer

### **Frank A. Dunn**

Chief Financial Officer

### **William R. Hawe**

Chief Technology Officer

### **Richard Ricks**

Chief Information Officer

### **F. William (Bill) Conner**

President, eBusiness Solutions

### **Anil Khatod**

President, Internet Business Solutions

### **Pascal Debon**

President, Service Provider Solutions, Europe, Africa, and the Middle East

### **Gary R. Donahee**

President, Service Provider Solutions, The Americas

### **Masood A. Tariq**

President, Service Provider Solutions, Asia

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# Nortel Networks

## is at the heart of the Internet Revolution

We are a global leader in **Optical Internet, Wireless Internet, Local Internet** and **eBusiness**, and our solutions redefine the speed, reliability, quality and profitability of the Internet for businesses of all kinds. Working with our customers and partners, we are building the new high-performance Internet to unleash a new era of eBusiness and global communications.

### Nortel Networks, the Optical Internet leader

The Optical Internet is the foundation for the High Performance Internet.

### Nortel Networks is the global Optical Internet leader:

- In North America, we have more than 90 percent market share in the highest speed and capacity 10 Gigabit optical backbone systems.
- Nortel Networks' Optical Internet solutions have been sold to more than 500 customers globally — more than any other vendor.
- We're delivering Optical Internet capabilities to MCI/WorldCom, AT&T, Sprint, Level 3 and Qwest, just to name a few. We've won 42 of the last 57 North American and European Optical Internet contracts.

- The market opportunity for Optical Internet is expected to grow from \$30 billion to \$150 billion in the next five years.
- Annual Nortel Networks sales of optical equipment were up 80 percent in 1999 and are projected to exceed \$10 billion in 2000.

### Our Optical Internet backbone solutions carry the Internet's traffic:

- 75 percent of all Internet traffic in North and Latin America and 50 percent in Europe rides across our Optical Internet capabilities.

### We Are The Optical Internet Innovator

- We are making the Optical Internet:
  - 20 times faster. We will deliver 1.6 terabits per second on a single fiber.

- Five times wider by taking it to 160 wavelengths,
- Six times longer. Our recent acquisition of Qtera will enable us to extend the reach of the optical Internet to around 4,000 kilometers without electronic regeneration. That means big cost savings for service providers.
- Smarter. Our intelligent Optical Internet capabilities will enable Service Providers to focus on managing services rather than networks. Why? Service Providers generate profits by both providing services and managing networks.

## Our high-performance Optical Components are redefining the industry:

- In May 2000, we created our High-Performance Optical Component Solutions business unit (HPOCS), a world leader in supplying open, high-performance optical components that enable leading-edge capabilities such as our 10-gigabit Optical Internet systems.
- Our global optical components business is one of the biggest and fastest-growing in the industry, with pro forma revenues (adjusted to reflect market prices) of approximately US\$2.5 billion in 2000, up over 200 percent from 1999.
- Nortel Networks is investing big in Optical Components and Systems. Since July 2000 we have announced US\$1.9 billion in investments to increase our Optical Internet equipment manufacturing capacity globally and created 9,600 new jobs. The investment comes on the heels of US\$660 million in investments that are tripling manufacturing capacity for Optical Internet equipment.
- We have thousands of world-class Optical Engineers — and we're investing in their skills and the tools to keep ahead of the curve.
- In North America, we have more than 90 percent market share in the highest speed and capacity 10 Gigabit optical backbone systems.

## Key Customers

WorldCom  
Level 3 Communications  
Cable & Wireless Communications  
Williams Communications  
Qwest  
IXC Communications, Inc.  
Split Rock  
Genuity  
SBC Communications  
Metromedia Fiber Network  
Microsoft

IBM  
Bear Stearns  
Touch America  
France Telecom  
Sprint  
Global One  
Telia  
Telstra  
Equant

## Major Brands

OPTera  
Passport

## Nortel Networks is the Local Internet

Nortel Networks is bringing the speed, reliability, quality, and profitability of the High Performance Internet to businesses and neighborhoods near you.

Our vision of the Local Internet combines the Optical and Wireless Internet, and our world-leading Internet enabling capabilities spanning content management and IP services, through IP routing and switching, Internet Telephony and high-speed access solutions. This combination will ignite a new generation of services – from Internet Data and Storage centers through Bandwidth Hotels and Application Service providers.

These services represent an opportunity for business and service providers to profit from hundreds of billions of dollars in new service revenue. And businesses will have access to the critical services and infrastructure to profit from the second wave of eBusiness.

**NORTEL**  
NETWORKS™

## The Local Internet will:

- Bring all the benefits of the high-performance Optical Internet into cities and metro environments, placing its performance, scalability and reliability directly in the hands of businesses and consumers.
- Unleash new business opportunities for service providers that will generate top-line revenue by improving their ability to control quality, offer differentiated services and deploy value-added services such as broadband content, IP services, managed applications services, Optical Internet data centers and enterprise outsourcing.
- Enable the second wave of eBusiness — an explosion of applications, content and personalized services that will drive demand for optical-class bandwidth into cities.

The Local Internet will be ground zero for ...

- **Internet Telephony:** Today's networks will evolve from circuit to packet. Nortel Networks Succession solution is a next-generation, packet-based architecture for building converged, multi-service and more efficiently managed networks. Current Analysis and IDC say Nortel Networks' Succession solutions portfolio as the most complete Internet Telephony architecture for local and long-distance carriers worldwide.
- **Breakthrough Content Management and Service Solutions:** Our Optically-energized IP services and content management and delivery capabilities will unleash the "multi-billion" dollar services opportunity in the Local Internet for Service Providers & Carriers.



- **New Virtual Private Network (VPN) Solutions:** Nortel Networks is the leader in Local Internet VPN solutions, according to the latest report from Synergy Research Group. Our industry-leading Contivity Extranet Switch for CPE-based VPN and Shasta 5000 BSN for Network-based VPNs lead the market in terms of both revenue and units shipped.
- **Hot IP Routing and Switching Capabilities:** Nortel Networks is the No. 1 worldwide in enterprise WAN access and infrastructure revenue market share according to the June 2000 Synergy Research report.
- **Next Generation High Speed Access:** As we break through the last mile and feet to homes and business, Nortel Networks has greater than 70 percent global market share of broadband cable telephony today, and will deploy the most complete broadband IP Telephony solution in the industry this year.

Local Internet capabilities will be enabled by Nortel Networks' Preside. They are:

- The industry's first fully functional suite of next-generation management applications designed for greater and faster creation, implementation and management of high-value, in-demand, revenue-generating applications
- The "glue" that service providers need to bind the high-performance Internet and applications, and then deliver services tailored to customers' individual requirements.

The dramatic rise in the availability of bandwidth and the drop in its cost, driven by the Optical Internet, is creating a disruptive change in network economics. Nortel Networks is leading the effort to take advantage

of the opportunities of cheap, plentiful bandwidth by bringing new networks and new business models into metropolitan areas and directly to the office and the home.

Nortel Networks Local Internet will deliver speed, reliability and quality of the global, high-performance Internet to businesses and neighborhoods around the world.

- We lead in the Optical Metro space with 71 percent market share.
- Nortel Networks Shasta IP Services Routers are No. 1 globally.
- Our Internet Telephony solutions lead the market with major deployments including BT Spain, the world's largest IP network with 90,000 ports.
- Nortel Networks is the first to deploy softswitch technology with a major carrier (BT Spain and Telstra).

#### Key Customers

Earthlink  
@Link  
Nextlink  
LambdaNet  
Bell Canada  
BT  
Qwest  
Telergy  
BellSouth  
AT&T  
Einsteinet  
Cleardata.net  
Comcast

#### Major Brands

Local Internet  
Shasta  
CVX-1800  
Reunion  
Optera Packet Core  
Preside  
Universal Edge  
Optera Metro

#### Nortel Networks Wireless Internet

In addition to being profitable, the High Performance Internet will be available anywhere, anytime.

- Wings Of Light is our strategy for unifying IP, Optical and Wireless Internet.
  - It's accelerating the time to market and profit for service providers offering next-generation Wireless Internet services.
- Wings Of Light brings the Internet to Wireless.
  - The Wireless Internet is all about the Internet. About bringing the Internet Protocol (IP) capabilities of the High Performance Internet to Wireless.
- Nortel Networks is redefining the speed, reliability, quality and profitability of the Wireless Internet.
  - We are improving operating margins for wireless service providers around the world, and we're building the third-generation (3G) wireless infrastructure that will support a new wave of eBusiness.
  - We broke the terrestrial speed barrier with the Optical Internet, now we're breaking it in the air with Wings Of Light. Our next-generation Wireless Internet solutions can provide packet data transmission at speeds up to 144 kilobits per second for always-on Internet access from mobile devices.



- Nortel Networks has leading market positions in all current wireless technologies (2G/2.5G): GSM, GPRS, 1XRTT, TDMA, CDMA and is building its positions in 3G networks through trials, demonstrations and network supply contracts (BT Cellnet).
- Herschel Shostek Associates and The Yankee Group ranked Nortel Networks No.1 among major vendors for our next-generation wireless telecommunications infrastructure strategy.

#### Key Customers

Vodafone  
China Unicom  
Verizon  
France Telecom  
Deutsche Telekom  
AT&T Wireless  
Sprint PCS

#### Major Brand e-Mobility

### Nortel Networks eBusiness Solutions

We “e-enable” businesses – from eBusiness applications and infrastructure to Web and call centers and solutions for mobile commerce.

Through our eBusiness optimized applications, infrastructure and services, we arm our customers with the capabilities, reliability and competitive advantage required to win in the communications intensive second wave of eBusiness.

Our customers can move at “Web speed” beyond just managing clicks to both clicks and customer conversations. Beyond managing independent customer touch points to delivering a single customer-facing portal and integrating all interaction types for a seamless customer experience, online and offline, to creating and participating in online marketplaces and virtual supply chains.

To do this we have unified all of our Enterprise data, IP and telephony assets with Clarify and Periphonics to create Nortel Networks’ eBusiness solutions group. We’re bringing a full suite of office applications together with Layer 3-plus network capabilities and the high-performance Internet.

We are the first organization of its kind to combine customer relationship management (CRM) and front office solutions with a tailored eBusiness optimized network infrastructure.

We also have the right systems integration partnerships and services to ensure successful eBusiness implementations. This gives us first-move advantage in leading businesses to success in the second wave of eBusiness.

- No other IP or network vendor has our CRM or eBusiness “know-how.”
- No other CRM or eBusiness vendor has our IP or network savvy and smarts. By combining these two worlds, we can ignite eBusiness across the Wireless Internet, Optical Internet, and Local Internet.

We understand how to take eBusiness applications to Wireless Internet and mobile devices; how to ensure that all of your business networks are Optical Internet ready; and how to optically energize all the applications and servers running on them to create a powerful eBusiness engine.

We know how to transform the call center into a powerful tool that will enable businesses to improve their Return on Relationship (RoR) from their customers and in turn, dramatically strengthen customer loyalty, and how to make RoR the new driver of business success.

The new Fortune 500 will be those that embrace the communications-intensive second wave of eBusiness and discard the patchwork of networks, stand-alone customer touch points and old world routers. They will demand the same quality, speed, reliability, and performance for applications as they demand of their networks.



When eBusiness is your business, you will need it to be available with five nines of reliability. Competing in the second wave of eBusiness is all about redefining customer relationships and experience. Building stronger, more profitable customer relationships will become a hallmark of success.

We created the high-performance Internet; now we're unleashing the second wave of eBusiness through powerful eBusiness-optimized applications, infrastructure and services.

Enterprises of any size can gain a competitive edge through several solution sets:

- ATM solutions for the LAN/Campus
- LAN/Campus frame-based (Ethernet) solutions
- WAN edge solutions
- Small/medium-sized business solutions
- VPN solutions

#### **Key Customers**

American Airlines  
Charles Schwab  
Edison  
Inktomi  
Merrill Lynch  
Roche  
Xerox  
Best Buy  
Deutsche Telekom  
General Electric  
Kaiser Permanente  
Microsoft  
VitaminShoppe.com  
Bear Stearns

#### **Major Brands**

Passport  
Clarify  
Open IP

Nortel Networks is the global leader in Layer 3 switching. Offerings include Nortel Networks' industry-leading Accelar routing switches, BayStack 10/100 Ethernet switches, Contivity Extranet Switches, Centillion ATM switches, Optivity network policy management, Passport Enterprise Network and Multi-service access switches.

Other comprehensive solutions are designed for an organization's call center, enterprise mobility, multi-media communications and telephony environments. These customer driven solutions increasingly take advantage of Internet and computer-telephony integration, helping drive business performance, and creating a greater competitive advantage for customers.

The Internet Communications Architecture (Inca) portfolio offers the Telephony over IP (ToIP) solutions of Inca M1, Inca M10, Inca M100 and Inca M7500 combined with i2204 and i3220 IP telephones.

The IP-enabled Telephony Solutions include Enterprise Edge, Meridian 1 IP, Meridian 100 IP, MC6500 IP and Mercator IP product lines.

eBusiness Solutions also offers a complete line of business, residential, and public access phones with a wide range of features and capabilities. In addition, managed service and systems integration solutions for global voice, data and video networks are offered through eBusiness Solutions.

Nortel Networks serves small and medium-sized businesses with an organization designed specifically for its business partners and their customers.

Together, Nortel Networks and its partners will define the products and services needed for small and medium-sized businesses to gain a competitive advantage in the new Internet economy.

These initiatives demonstrate Nortel Networks' commitment to helping its business partners and their customers by making it easier for them to do business with Nortel Networks.

One of the ways this new business model will accomplish its goal includes the ongoing development of thousands of network resellers, increasing Nortel Networks' and its business partners' reach to new customers through e-based marketing and support tools, an integrated solutions portfolio and other value-added services.



## A closer look at Nortel Networks

# and the building of the high-performance Internet

- Our networks clearly are the fastest and the most reliable worldwide — so trustworthy, in fact, a computer with the same rate of reliability would lock up for only one second every 3.17 million years.
- Nortel Networks systems are the most cost-effective part of the Internet today, a fact of which we're extremely proud.
- We're strongly positioned as a major player in networks optimized for the Internet protocol (IP) and as a major builder of the new Internet. The Internet revolution is central to our vision and strategic direction. Our commitment is to work with our customers and global partners to build a high-performance Internet.
- Nortel Networks is a leader among leaders. And to get a sense of that, consider our network as a starting point.
- Our network manages voice, video, and data traffic among approximately 70,000 employees at about 300 sites worldwide. More than 60,000 PCs and workstations and more than 120,000 IP-addressable devices are connected, making ours one of the world's largest private intranets.
- We leverage the power of our network in many ways. We use it as a living lab to develop the expertise to design next-generation Intranets. By integrating the Web with other access tools, we use the network to let customers get information when and how they want it.
- The network is changing historic patterns of productivity and employment. For example, we're moving from a vertically integrated manufacturing model to one based on the virtual integration of internal and contract manufacturers, suppliers, distributors, design centers, employees, and customers.
- We've set up seven global systems houses that virtually integrate our entire supply chain.
- e-Business is, of course, central to our new business model. We're at the leading edge of the trend and have embraced e-Business as being fundamental to our day-to-day operations.
- Our Web site ([www.nortelnetworks.com](http://www.nortelnetworks.com)) uses our advanced Web response, call center, and personalization technologies to integrate marketing, sales, and service for customers and distributors.
  - The site offers customers unique personalized services while simplifying the purchasing process, whether through the company's sales force, Web site, or channel partners.
- The integration is bringing increased speed and efficiency for customers in order-tracking, delivery, technical support, and other account services.
- About 200 million people worldwide use the Internet today. Growth rates are exceeding 10,000 percent. The telephone network took almost 75 years to reach 50 million users. The Web reached that many users in just four years.
- Business-to-business commerce on the Internet, barely a blip a few years ago, is projected to surpass US\$43 billion this year and hit US\$1.3 trillion by 2003. Nortel Networks' high-speed, high-reliability Internet technologies are uniquely suited to support the increasing user demand and the business opportunities provided via the Internet.
- We have 20,000 developers who are awarded an average of four patents every business day for advancements in creating the new Internet.



**Nortel Networks is an Internet leader. Through acquisitions, alliances and R&D, the company is successfully executing on a four-pronged strategy to build a better Internet: Optical Internet, Local Internet, Wireless Internet and eBusiness Solutions. Through this strategy, Nortel Networks is creating the first-mover advantage for its customers and stakeholders in the Internet Age.**

**While today there are multiple wireless, wireline and cable lines for voice and Internet access, Nortel Networks is enabling multiple services to coexist over a single infrastructure for eBusiness customers, service providers and carriers worldwide.**

**For the end-user this means freedom of choice and simplicity – one line, and a wide array of new services and applications, from e-commerce to e-entertainment.**



<http://www.nortelnetworks.com>

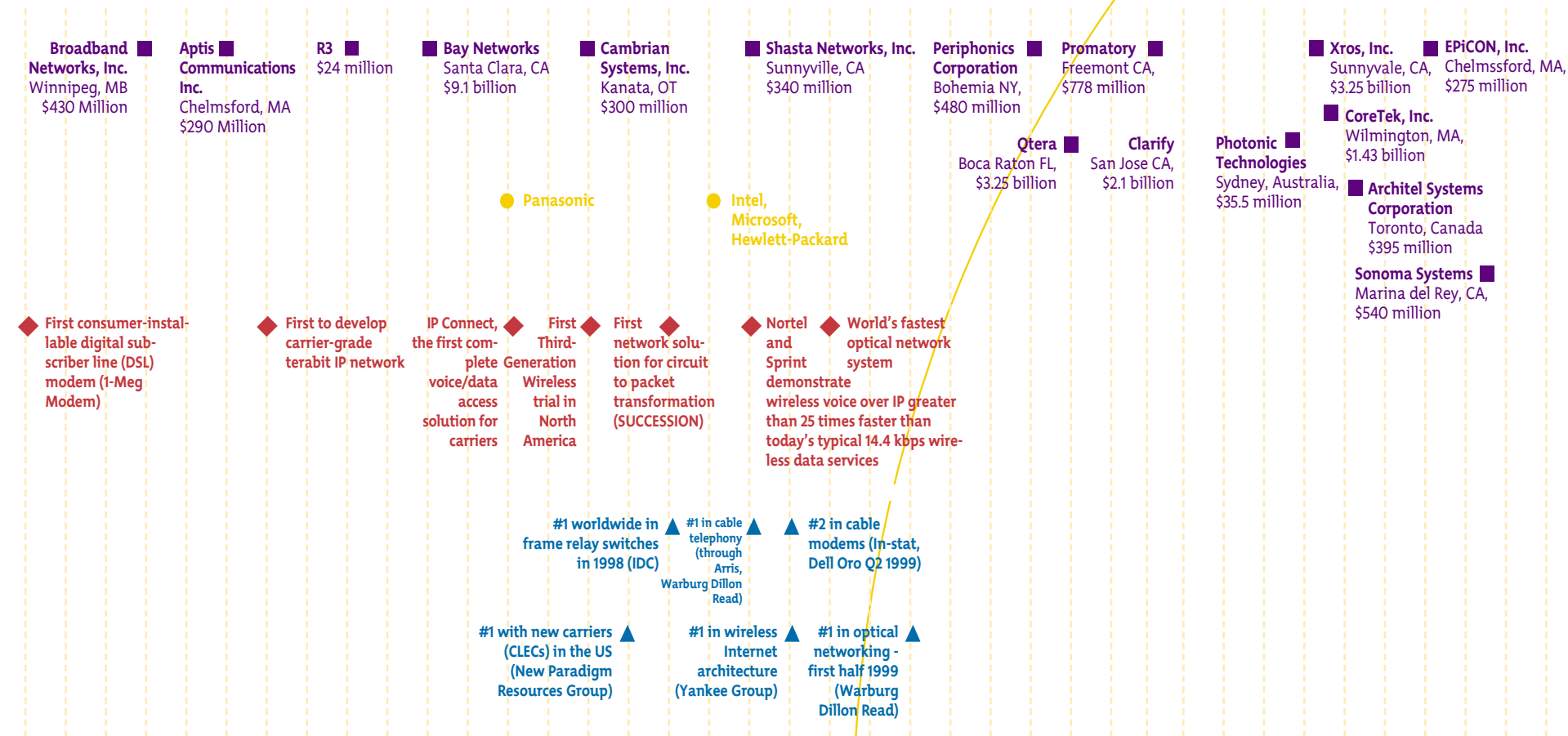
## **Nortel Networks -**

# **milestones in the creation of an Internet leader**

Nortel Networks is an Internet Leader. Through acquisitions, alliances and R&D the company is successfully executing on a four-pronged strategy to build a better Internet - Optical Internet, Local Internet, Wireless Internet and Intranet Services. Through this strategy, Nortel Networks is creating the first mover advantage for its customers and stakeholders in the Internet age.

While today there are multiple wireless, wireline and cable lines for voice and Internet access, Nortel Networks is enabling multiple services to coexist over a single infrastructure for eBusiness customers, Service Providers and Carriers. For the end-user, this means freedom of choice and simplicity — one line, and a wide array of new services and applications, from e-commerce to e-entertainment.

OCT 97 NOV 97 DEC 97 JAN 98 FEB 98 MAR 98 APR 98 MAY 98 JUN 98 JUL 98 AUG 98 SEP 98 OCT 98 NOV 98 DEC 98 JAN 99 FEB 99 MAR 99 APR 99 MAY 99 JUN 99 JUL 99 AUG 99 SEP 99 OCT 99 NOV 99 DEC 99 JAN 00 FEB 00 MAR 00 APR 00 MAY 00 JUN 00 JUL 00 AUG 00 SEP 00 OCT 00 NOV 00 DEC 00



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# John A. Roth



*John A. Roth, President and Chief Executive Officer of Nortel Networks, and Vice Chairman of the company's board of directors*

Since being named Nortel Networks' president and chief executive officer in October 1997, Mr. Roth has helped build the company into one of the world's foremost creators of Internet and data networks and telecommunications equipment.

In fact, Nortel Networks now is considered to be one of the leading global providers of fiber-optic networks and Internet Protocol networking technologies — a leadership position largely attributed to Roth's vision for the company.

Roth, who also serves as Nortel Networks' vice chairman of the board of directors, has 30 years of service with the company. Since joining Nortel Networks in 1969 as a design engineer, Roth has held a wide range of management and executive positions within the corporation and its subsidiaries, including division general manager, station apparatus

division for Canada; vice president, operations manufacturing; and executive vice president. He also was president, Bell-Northern Research Ltd. (BNR).

Roth, 56, was instrumental in establishing Nortel Networks' wireless business, serving as the first president of the Wireless Network organization. Between 1993 and 1995, Mr. Roth was president of Nortel Networks' North American operations.

Roth was named Nortel Networks' chief operating officer in 1995. He was elected to the board of directors in 1996. In February 1997, he was named president of the corporation, in addition to continuing to serve as chief operating officer. In October of the same year, Roth became president and chief executive officer.

Less than one year into his tenure as president and chief executive officer, Roth engineered the \$6.9 billion acquisition of Bay Networks, a Silicon Valley-based maker of Internet and data equipment based on the Internet Protocol networking technology. This was a major acquisition for Nortel Networks during a time when Roth was steering the company into the heart of the competitive data networking market.

Indeed, Roth's foresight and leadership has helped the company aggressively compete with some of the biggest names in the telecommunications equipment sector.

Roth has been named chair of the Premier of Ontario's Industry Advisory Board for the Access to Opportunities Program (ATOP). He previously served on the Canadian Prime Minister's Industry Advisory Board on Science and Technology. In 1998, Mr. Roth received the Emerging Markets CEO of the Year Award. He is a member of the Business Council on National Issues' (BCNI) policy committee.

A collector of antique automobiles, Roth owns a 1966 Jaguar and a 1967 Corvette.

Roth holds a Bachelor of Engineering degree in Electrical Engineering and a Master of Engineering degree from McGill University.

# Clarence J. Chandran



*Clarence J. Chandran,  
Chief Operating Officer*

Mr. Chandran was appointed Chief Operating Officer in June 2000, and is responsible for the company's global operations and managing its explosive growth in Optical Internet, Wireless Internet, Local Internet and eBusiness Solutions worldwide.

Chandran perfected his global business skills while serving as President of the company's Service Provider and Carrier group, where he personally dealt with Nortel Networks carrier and service provider customers around the globe.

Earlier in his career, Mr. Chandran served as Nortel Networks Group Executive for Asia, responsible for all business interests in Asia and the South Pacific. From 1990-1995, he was President of Nortel Networks' Caribbean and Latin America operations (CALA), with responsibility for Mexico, Central and South America and the Caribbean.

Mr. Chandran joined Nortel in 1985 from Bell Canada where he started his telecommunications career in 1973. During his tenure at Northern Telecom Canada (1985-1990) he held various executive positions including Vice President Sales, Service and Engineering for the DMS Public Switching product line, Vice President Major Accounts, and Director of Marketing for the Meridian business communications product line.

Chandran was the first recipient of Nortel Networks worldwide Award of Excellence in February 1990. He was recognized for his leadership developing voice-mail for the hospitality industry, and helping other Global Enterprise Customers successfully roll out sophisticated applications around the world.

Mr. Chandran's leadership abilities have been recognized outside of Nortel Networks as well. In 1992, the Secretary of State for External Affairs of the Government of Canada appointed Chandran as a member of the Tri-Lateral Task Force on Higher Education, which also included collaboration with the United States, Mexico and Canada in support of the NAFTA.

Chandran resides in Raleigh, NC, where he is active in the community. He serves as a member of the Board of Visitors at the Kenan-Flagler Business School, University of North Carolina - Chapel Hill; the Board of the North Carolina Partnership for Excellence in Education; and the CEO Advisory Board of the N.C.



# Charles A. Childers



*Charles A. Childers,  
Chief Marketing Officer*

Mr. Childers is responsible for overseeing the development and integration of Nortel Networks' total marketing strategy and ensures it is in line with the company's business objectives and operational priorities.

Childers is responsible for continuing to build the momentum behind Nortel Networks' brand and integrated marketing programs, and he oversees all advertising, branding, public and analyst relations, Web

business development, customer value, and government relations programs.

Childers has a sales and marketing background that spans 21 years and includes a number of leadership positions over a 10-year period at Nortel Networks.

Most recently, he held the position of senior vice president, Sales and Marketing, for Bell Nexxia, Bell Canada's new broadband company. At Bell Nexxia, he was responsible for marketing, services, and sales to Canada's large business market. Before leaving Nortel for Bell Nexxia, he held the position of Major Account Vice President, servicing Nortel's ISP business and the Ameritech account.

Before joining Nortel, Childers served as Vice President and General Manager of premier accounts for Pacific Bell, overseeing 880 employees who generated more than \$700 million in revenue. He also held various positions throughout the United States with the IBM Corporation.

Childers was graduated from Purdue University with both a Bachelor and Master of Engineering degrees.

# Nicholas J. DeRoma



*Nicholas J. DeRoma,  
Chief Legal Officer*

Mr. DeRoma has worldwide responsibility for the legal, contracts, corporate secretarial and patent and licensing activities of the corporation and its subsidiaries.

Before joining Nortel Networks in 1997, DeRoma held many key positions with International Business

Machines Corporation from 1972 to 1997, including General Counsel of IBM North America; Assistant General Counsel of IBM; General Counsel of IBM World Trade Europe, Middle East, Africa Corporation; and General Counsel of IBM World Trade Asia Corporation.

He was graduated cum laude from the University of Connecticut and the Law School at the College of William and Mary. DeRoma also is member of the Virginia Bar Association; the District of Columbia Bar Association; the Canadian Bar Association; the American Bar Association; the American Corporate Counsel Association; the International Bar Association; the Association of Canadian General

Counsel; the Corporate Executive Board, General Counsel Roundtable; the Chief Legal Officer Roundtable; and the Advisory Board of the Canada-United States Law Institute.

# Frank A. Dunn



*Frank A. Dunn,  
Chief Financial Officer*

Mr. Dunn joined Nortel in 1976 and has progressed through positions of increasing responsibility within the finance community.

Prior to his current assignment, he held the positions of Senior Vice President Finance and Planning, Vice President Operations, Finance and Planning, Vice President Finance, Nortel North America; Vice President and Corporate Controller; as well as Vice President, Wireless Product Group.

Dunn has been the finance executive who has led activities to strengthen the performance of Nortel's internal financial operations. As Senior Vice President Finance and Planning, Frank had the responsibility for the

Global Field Operations Finance team, the Global Control and Accounting Services organization, as well as the Nortel Planning activities.

Dunn is a certified management accountant and holds a Bachelor of Commerce degree in Finance from McGill University.

# William R. Hawe



*William R. Hawe,  
Senior Vice President and  
Chief Technology Officer*

As CTO, Mr. Hawe directs the technology strategies for the company. A networking visionary and Nortel Networks chief technologist, he assures the health and well-being of Nortel Networks' technology and market directions, and directs new technology investments and acquisitions.

Hawe joined Nortel Networks in 1998 when Bay Networks merged with Nortel Networks. He was Vice President of architecture at Bay, where he directed the network architecture strategies and guided Bay's technology development and directions, including the development of technology alliances, investments and acquisitions.

Before joining Bay Networks in 1997, Hawe held the position of Chief Technology Officer for the Network Product Business at Digital Equipment Corp., where he was responsible for the division's strategic direction and underlying technologies.

Hawe holds 30 patents in networking and encryption technology and has published more than

30 technical papers. He led Digital's design efforts on Ethernet, FDDI, ATM, DECnet, TCP/IP, packet routing and Extended Local Area Networks. As an engineer in Digital's corporate research, Hawe played a leading role in the Digital/Intel/Xerox project, which invented the original Ethernet technology and brought 10 Megabit-per-second Ethernet to market.

Hawe holds a Master of Science degree in Electrical Engineering and a Bachelor of Science degree in Electrical Engineering from the University of Massachusetts. He also serves on a variety of professional boards and committees. He lives on the Internet and sleeps in Massachusetts.

# Richard Ricks



*Richard Ricks,  
Chief Information Officer*

Mr. Ricks is heavily focused on the significant challenges of supporting business process transformation through a period of technological innovation and change, with a mandate to ensure that Nortel Networks is at the forefront of industry leadership in the area of information technology.

With the explosive growth of electronic business, Ricks is working aggressively to provide industry-leading solutions and enabling a supply chain capability that is second to none.

Before his current role, Ricks was vice-president, Global Operations, Information Services, where he brought a renewed focus on process re-engineering leadership for Nortel Networks, developing the supply chain strategy.

Based in Raleigh, NC, Ricks has been in leadership roles in Nortel Networks since 1979, spanning areas that include Operation, Quality, Customer Service, Technology, Product line, Management and Installation.



# F. William (Bill) Conner



*F. William (Bill) Conner,  
President, eBusiness Solutions*

Under Mr. Conner's leadership, Nortel Networks is creating a powerful new eBusiness organization that will establish a leadership position in delivering communications-intensive eBusiness applications and services to redefine the relationships businesses have with their customers. These eBusiness applications include the acquisitions of Clarify front office solutions, Periphonics voice/speech recognition, Architel service provisioning, and EPiCON service management. The eBusiness capabilities span portals, front office applications, integration with back-office applications, services and eBusiness-optimized networks. These applications take advantage of the Optical Internet, Wireless Internet and Local Internet systems Nortel Networks is building around the world.

Prior to being recently named to this post, Conner served as President of the company's Enterprise Organization. As the leader of one of

two business units within Nortel Networks (25% of Nortel's revenue), the Enterprise business delivered a dynamic new portfolio with over a dozen new products in the span of six months, while delivering a dramatic customer service turn-around. Additionally, the organization established a new direct-touch vertical sales organization that grew to over 2,500 employees. This culminated in a turn-around of Enterprise market share and financial performance while establishing the foundation and growth for the 2nd wave of eBusiness.

Mr. Conner served as Nortel Networks' first Chief Marketing Officer (CMO). Under his leadership, the CMO team spearheaded the integration and alignment of the corporation's marketing strategies and investments with its business objectives and operational priorities through a global advertising and branding program and an aggressive public relations and influence program. The results of the initiative put Nortel Networks at the heart of building a high performance Internet, a 50% increase in brand awareness and a significant increase in the company's market capitalization. In recognition of these accomplishments, Conner received the "Marketer of the Year" award from a notable industry publication.

Prior to being CMO, Conner held multiple senior executive positions in Nortel – most notably, President of Nortel's first data line of business. In this capacity, he led the business drive and acquisition of Bay Networks. He joined the company in 1992, before which he spent 12 years at AT&T. In addition to his work for Nortel Networks, Conner is on the Board of Directors for Entrust Technologies, Williams Communications, Travelocity.com, MATRA-Nortel Networks, and the Board of Visitors of the U.S. Joint Forces Command. He also serves on the Board of Governors of the Dallas Symphony Orchestra and is a member of the Hart Global Leaders Forum of Southern Methodist University and a member of the Wharton Club of DFW Advisory Board.

Conner graduated from Princeton University with a Bachelor of Science degree in Mechanical Engineering, and holds a Master's degree in Business Administration from the The Wharton School of Business.

# Pascal Debon



*Pascal Debon,  
President of Service Provider  
Solutions, Europe, Middle East  
and Africa*

Named to his position in March 2000, Mr. Debon is responsible for growing the momentum of Nortel Networks as an Internet powerhouse throughout Europe, the Middle East and Africa.

Before this appointment, Debon served as President of the Nortel Networks Global Wireless business, where he played a significant role in the creation of Nortel Networks leadership position in wireless communi-

cations. Additionally, along with John Roth and other company executives, he helped Nortel Networks evolve into a global leader in the Wireless Internet arena.

Debon also has served as President, GSM Solutions, and helped Nortel Networks become an industry leader in GSM infrastructure in less than four years.

He joined Northern Telecommunications Ltd. (now Nortel Networks) in 1990. Previously, he spent 15 years (1975–1990) with Alcatel Business Systems. During this period, he held several operational and general management positions within sales, marketing and international relations.

Debon is based in Nortel Networks European headquarters in Maidenhead, UK.

# Gary R. Donahee



*Gary R. Donahee,  
President, Service Provider Solutions,  
The Americas*

Mr. Donahee is responsible for sales to carrier customers throughout the United States, Canada, the Caribbean, and Central and Latin America.

In his 25-year tenure with Nortel Networks, Donahee also has served as President, Nortel Networks Carriers, Europe, and President, Nortel CALA, responsible for 46 countries in Central and South America and the Caribbean.

Under his leadership, Nortel Networks is making many major gains in the Optical and Wireless Internet arenas throughout North America and the CALA region, including Brazil, Argentina and the “southern cone.”

Many organizations — cultural, community, business and technology— have come to rely upon Donahee’s wealth of knowledge and vast experience in global business affairs.

Donahee has an undergraduate degree from the University of New Brunswick. He has also undertaken graduate work at the University of Western Ontario and Stanford University.

# Anil Khatod



*Anil Khatod,  
President, Internet Business Solutions,  
Service Provider and Carrier Group*

Mr. Khatod is responsible for securing Nortel Networks' position as a market-making global leader in Optical Internet, Wireless Internet, IP Data Services, Cable Media Solutions and Applications Service Provider Solutions by focusing on Customer and delivering on value propositions which will disrupt the

market. Khatod also is responsible for the delivery of Internet business solutions to fast growing emerging service providers.

Before his current role, Khatod led the Optical Internet business in Nortel Networks for four years. Under his leadership, Nortel Networks Optical Internet business grew to over \$10 billion in revenue, growing in excess of 80 percent annually, and the company emerged as the undisputed global leader in this high-growth market.

Since joining Nortel Networks in 1982, Khatod has held increasingly responsible management positions in general management, marketing, sales, operations and finance. In 1980, he founded a high-tech

start-up in California and, in 1976, began his professional life in management consulting.

Khatod holds a bachelor in business administration degree from the University of Rajasthan, India, and a Masters degree in Business Administration from the Indian Institute of Management.

# Robert Pfeffer



*Robert Pfeffer,  
President, Service Provider and  
Carrier Portfolio*

Mr. Pfeffer is responsible for addressing service provider needs in the areas of Packet Networks Infrastructure, Service and Management Software and IP Applications.

In addition, Pfeffer leads a combined Nortel Networks' organization that delivers the respective strengths of the company's world-class Enterprise and Service Provider portfolios. The organization meets the needs of

customers that require leading infrastructure and services capabilities, and positions Nortel Networks as the only major Internet company with the comprehensive portfolio to provide world-class, integrated solutions for both Service Providers and Enterprises of all kinds.

Prior to his current position, Pfeffer was the Chief Executive Officer of Nortel Dasa Network Systems GmbH & Co KG in Germany, a joint venture company of Northern Telecom and Daimler Benz Aerospace.

Pfeffer went to Germany in August 1996 from the Nortel Networks' Richardson, Texas, location, where he served as Senior Vice President, Marketing, of the Nortel Networks' Broadband Networks line of business.

Pfeffer also served as group vice president, Transmission, Advanced Systems Technology, and Information Technology for Bell Northern Research in Ottawa, Canada. Pfeffer began his career at BNR as a computer scientist in 1978 and has held various positions including Vice President, Network Systems and Technology, and Vice President of Optical Systems Development.

Pfeffer holds a Bachelor of Arts degree from Brock University, a Bachelor of Arts in Photo-Cinema from the University of Ottawa, and a Bachelor of Mathematics degree in Computer Science from the University of Waterloo.



# Kannankote Srikanth



***Kannankote Srikanth,  
President, Global Professional Services***

Mr. Srikanth leads the development and delivery of next generation business solutions that help service providers and enterprises unleash the power and potential of the Internet. His organization crosses all Nortel Networks product and geography segments, drawing upon a rich history of expertise in networking and Internet technology to help solve customers' key business issues and embrace new opportunities. Srikanth

also leads the development of carrier- and enterprise-managed services offerings for all vertical markets.

Joining Nortel Networks in December 1999, Srikanth has more than 20 years of professional services experience. Previously, he was vice president and general manager, Professional Services Division, at Compaq/Digital where he focused on application and technology solutions including Customer Relationship Management, e-Commerce, Global Value Chain, Knowledge Management, Next Generation Networks and IT Operations Management. Under his leadership, the multi-billion-dollar division planned, designed, implemented and managed best-in-class network-based business solutions that connect the customer's extended enterprise and its information base.

Srikanth joined Compaq in June 1998 as part of its acquisition of Digital Equipment Corporation. While at Digital, Srikanth held a variety of senior management positions.

Srikanth holds a Masters degree in Business Administration in Finance and Management Science, as well as a Bachelor's degree in Mathematics from the State University of New York (SUNY) at Buffalo.

# Masood A. Tariq



*Masood A. Tariq,  
President, Service Provider  
Solutions, Asia*

Mr. Tariq leads Nortel Networks business throughout China, Japan, India, and Australia and New Zealand.

Previously, Tariq was President, Unified Product Solutions and International Optical Networks, based in the UK. In that role, he led Nortel Networks Optical Internet business in Europe, which has built 13 of the last 17 pan-European optical backbones.

He joined Bell-Northern Research (now Nortel Networks), Ottawa in 1978 and has since held various senior management positions within Nortel Networks in Canada, the U.S. and the UK.

Tariq holds a Bachelor of Science in Electrical Engineering and a Master in Computing Science. He also completed the executive management program from the Kenan-Flagler Business School, University of North Carolina at Chapel Hill.

He also was a recipient of Nortel Networks President's Award of Excellence in 1988 and 1991 for his outstanding contributions to the Corporation. Tariq also served on the Board of Netas, Turkey.

He is based in Hong Kong.