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Tellabs Inc. Q3 2008 Earnings Call Transcript

Question-and-Answer Session

Operator

(Operator Instructions). And your first question will come from the line of Ken Muth with Robert Baird.

Ken Muth - Robert W. Baird

Hi. On the international markets you guys clearly had a nice uptick this quarter. But can you just kind of give us some of the regions and some of the locations you may? And then just a little bit more color on perhaps what products the 8600 appears to be doing well now? And just any highlights around why that might be taking off?

Rob Pullen

Yeah, Ken. Thanks. I'll take that question. So, first, the product lines were a mixture of our 86, 63, and 8800 products internationally. Additionally more than 1/3 or 38% of our revenue came from outside of North America, and I think most of you know that that's one of our strategic intents is to continue growing our global business.

Third, it was both in the optical and Ethernet portfolio in the mobile backhaul space. In the mobile backhaul space, our 8600 and 6300 are performing well. In fact, we have now 81 paying customers on a global basis for the 8600 program. And we expect to continue that direction and plow back money to invest in that segment going forward.

Ken Muth - Robert W. Baird

Okay. And then just any kind of regions, can you go into Latin America, Western Europe, or anything like that?

Rob Pullen

Sure, Ken. At a high level, yes, sorry, I didn't answer last part of your question? at a high level we have had growth in Latin America. Our orders are up from a revenue perspective over 70%, bookings over 40% for the region. We have been also successful in Europe selling to tier 1s, tier 1 carriers that we here to for haven't told to, and we have also had success in the south of Asia-Pacific.

Ken Muth - Robert W. Baird

Okay, great. Thank you much.

Operator

Your next question will come from the line of Scott Coleman with Morgan Stanley.

Scott Coleman - Morgan Stanley

Thanks, guys, and good morning. I'm wondering if you could give us a little more detail on your expectations for Q4. Do you expect continued growth and strength in broadband data, and that will be offset by Transport and Access? Is that how we should be thinking about business?

Rob Pullen

First of all, as Tim warned all of you, there is a lot of economic uncertain in the world right now, including in places that there shouldn't be, they are behaving on fear. Having said that, we expect the broadband data to continue to show some growth.

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