

About this report

This report analyses the demand for telecoms and ICT services by micro, small, medium-sized and large enterprises, expressed in terms of revenue, the number of connections or users and the average revenue per user (ARPU).¹

The report highlights that operator business revenue in Saudi Arabia is expected to grow between 2022 and 2027 and identifies the key drivers behind this trend.

It quantifies the market for fixed and mobile voice and data services, IoT connectivity services and ICT services including security, co-location and hosting, SaaS and IaaS/PaaS.

The report is based on several sources, including the Communications, Space & Technology Commission (CSTC), the Saudi Ministry of Economy and Planning, operator reporting and other third-party reports, as well as Analysys Mason's surveys on businesses' telecoms and ICT usage.



WHO SHOULD READ THIS REPORT

Operators that want to identify key areas for revenue growth, both in terms of business segments and individual services.

- Vendors that are considering targeting the business market.
- Third-party service providers that are seeking to collaborate with operators.



REPORT COVERAGE

^J GEOGRAPHICAL

Country modelled individually:

Saudi Arabia

BUSINESS SIZES

- Micro (0-9 employees)
- Small (10-49 employees)
- Medium-sized (50-249 employees)
- Large (250+ employees)

Mobile

- Handset voice
- Handset messaging
- Handset data
- Mobile broadband
- IoT connectivity

Fixed

- Narrowband voice
- VoBB
- ADSL/SDSL, vDSL, FTTP/B, cable, FWA, other fixed broadband
- Dedicated connections: below 100Mbit/s, 100Mbit/s and up to 1Gbit/s and at least 1Gbit/s
- Pay TV

ICT

- Unified communications (UC) and hosted voice
- Security

SERVICES²

- Co-location and hosting
- Software-as-aservice (SaaS)
- Infrastructure-asa-service and platform-as-aservice (laaS/PaaS)
- Enterprise mobility
- Desktop management



This report presents commentary on the data available at the time of writing. However, we constantly refine and refresh our data, so please visit the Analysys Mason DataHub to view the latest data associated with this report.

This document is for Analysys Mason's subscription service customers only. Usage is subject to the terms and conditions in our copyright notice. ¹ For the complete data set, see Analysys Mason's <u>DataHub</u>. ² See service taxonomy in the 'Forecast methodology and assumptions' section of this report.







Executive summary

Forecast results

Operator profiles

Forecast methodology and assumptions

About the author and Analysys Mason



Our research services



Consumer Services

Fixed Broadband Services
Mobile Services
Fixed-Mobile Convergence
Smart Devices
Future Comms
Video, Gaming and Entertainment
Digital Services



Networks

Next-Generation Wireless Networks Wireless Infrastructure Strategies Fibre Infrastructure Strategies Operator Investment Strategies Telecoms Strategy and Forecast Transport Network Strategies



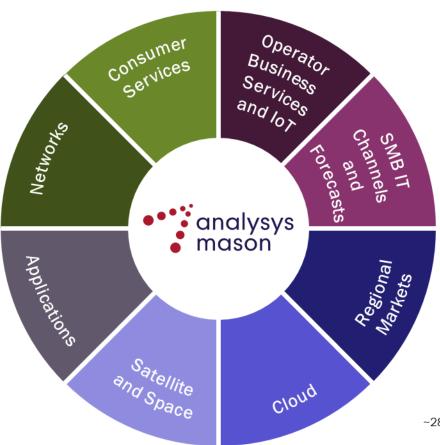
Applications

Network Automation and Orchestration Customer Engagement Monetisation Platforms Digital Experience Automated Assurance Service Design and Orchestration Telecoms Software Market Shares



Satellite and Space

Satellite Communications Space Applications and Infrastructure



analysysmason.com/what-we-do/practices/research

Operator Business Services and IoT



Enterprise Services SME Services IoT Services Private Networks

SMB IT Channels and Forecasts



Cyber Security SMB Technology Forecaster

Regional Markets



Global Telecoms Data and Financial KPIs Americas Asia-Pacific Middle East and Africa European Core Forecasts European Telecoms Market Matrix European Country Reports

Cloud



Cloud Infrastructure Strategies
Data, Al and Development Platforms
Edge and Media Platforms
Multi-Cloud Networking





~2800 forecast and 280+ historical metrics Regional results and worldwide totals Operator historical data



Analysys Mason Limited. Registered in England and Wales with company number 05177472. Registered office: North West Wing Bush House, Aldwych, London, England, WC2B 4PJ. We have used reasonable care and skill to prepare this publication and are not responsible for any errors or omissions, or for the results obtained from the use of this publication. The opinions expressed are those of the authors only. All information is provided "as is", with no guarantee of completeness or accuracy, and without warranty of any kind, express or implied, including, but not limited to warranties of performance, merchantability and fitness for a particular purpose. In no event will we be liable to you or any third party for any decision made or action taken in reliance on the information, including but not limited to investment decisions, or for any loss (including consequential, special or similar losses), even if advised of the possibility of such losses. We reserve the rights to all intellectual property in this publication. This publication, or any part of it, may not be reproduced, redistributed or republished without our prior written consent, nor may any reference be made to Analysys Mason in a regulatory statement or prospectus on the basis of this publication without our prior written consent.

© Analysys Mason Limited and/or its group companies 2023.