analysys mason

6

Analysys Mason DataHub: Introduction to key features and content overview

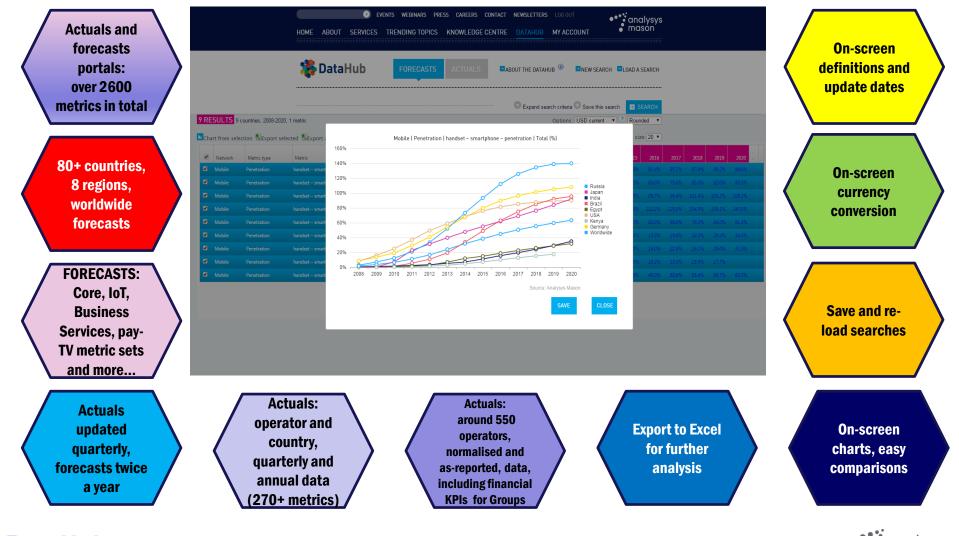
Hilary Bailey, Research Director, Head of Data October 2019



294129429412

3C345C45

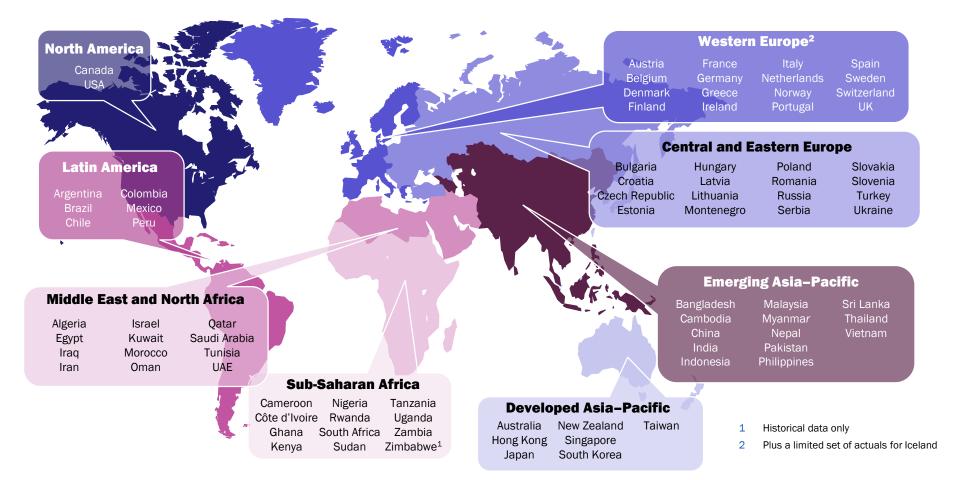
The DataHub, our database tool, enables clients to access our core data products from a single online portal



analysys mason

Geographical coverage: more than 80 countries in 8 regions, regional totals and worldwide results

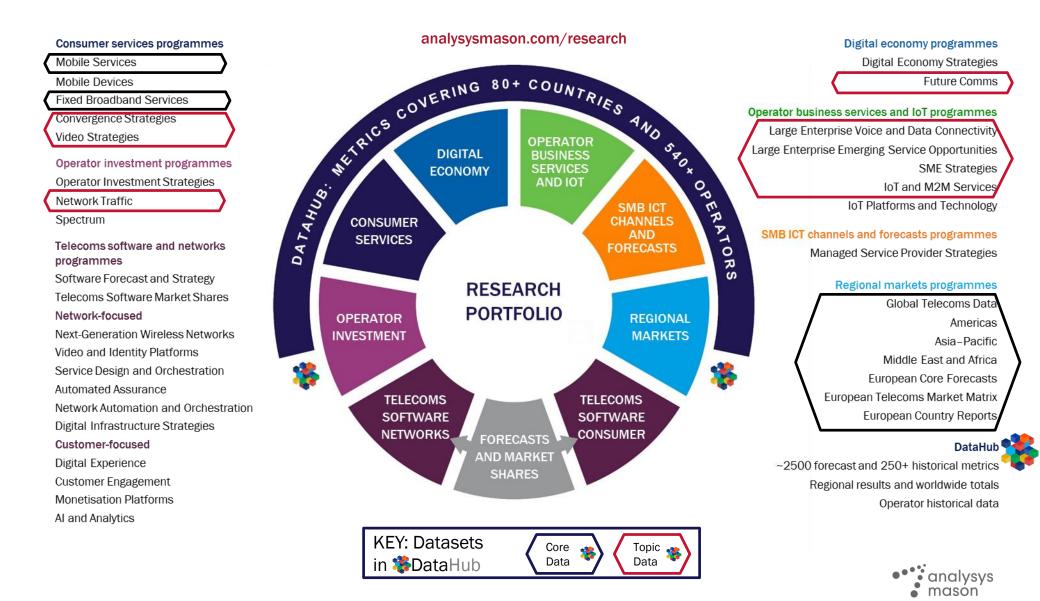
Geographical coverage of Analysys Mason Core Data, May 2019



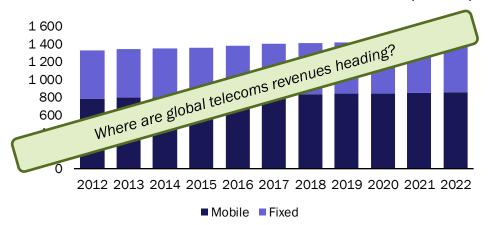




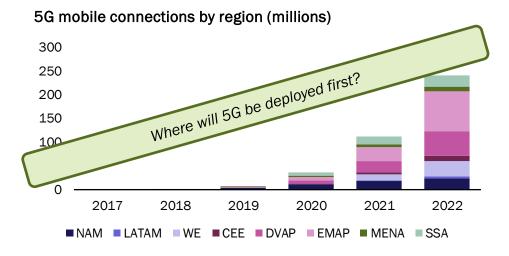
Research from Analysys Mason: many datasets now reside in the DataHub

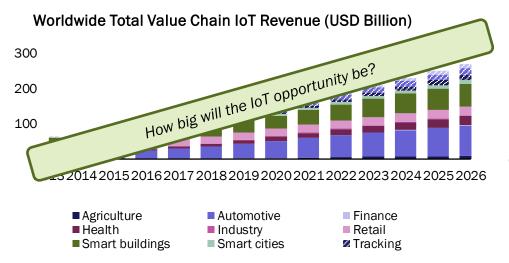


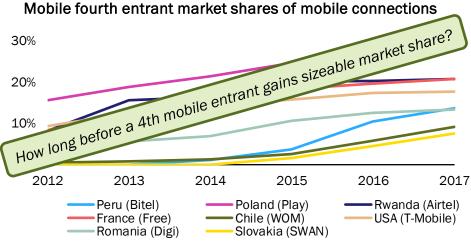
Analysys Mason DataHub - what kind of questions can the data address?



Worldwide fixed and mobile telecoms service revenue (USD Bn)







mason

Analysys Mason DataHub – key concepts

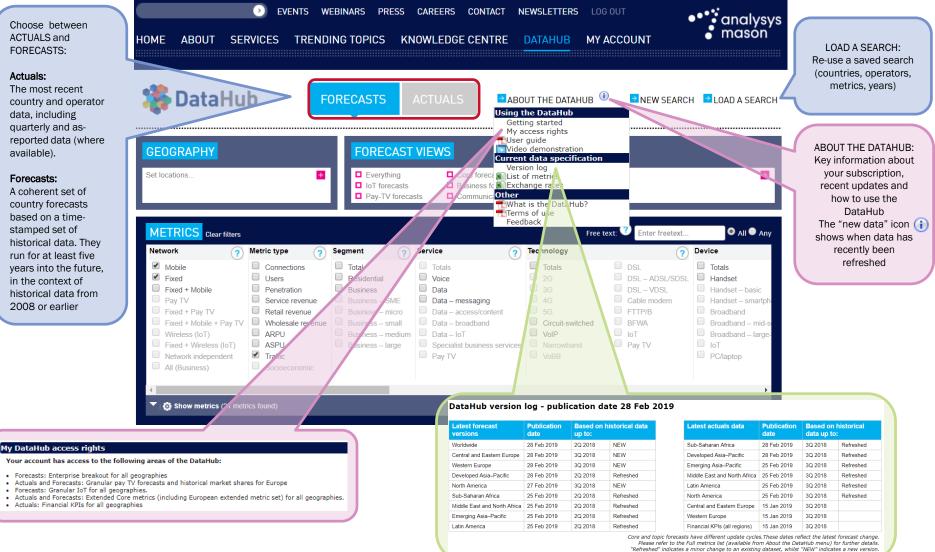


Actuals:

The most recent country and operator data, including quarterly and asreported data (where available).

Forecasts:

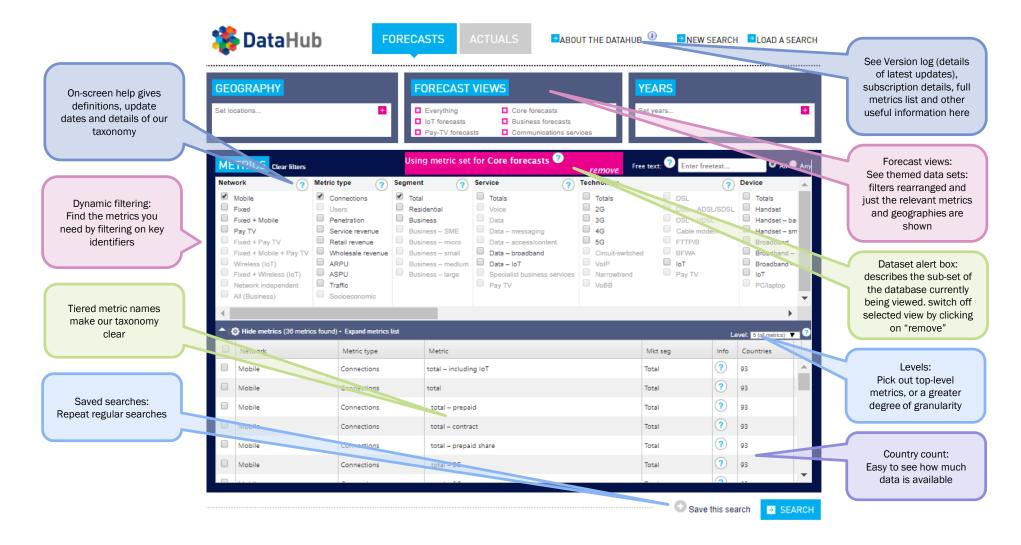
A coherent set of country forecasts based on a timestamped set of historical data. They run for at least five years into the future. in the context of historical data from 2008 or earlier



ataHub

 analysys mason

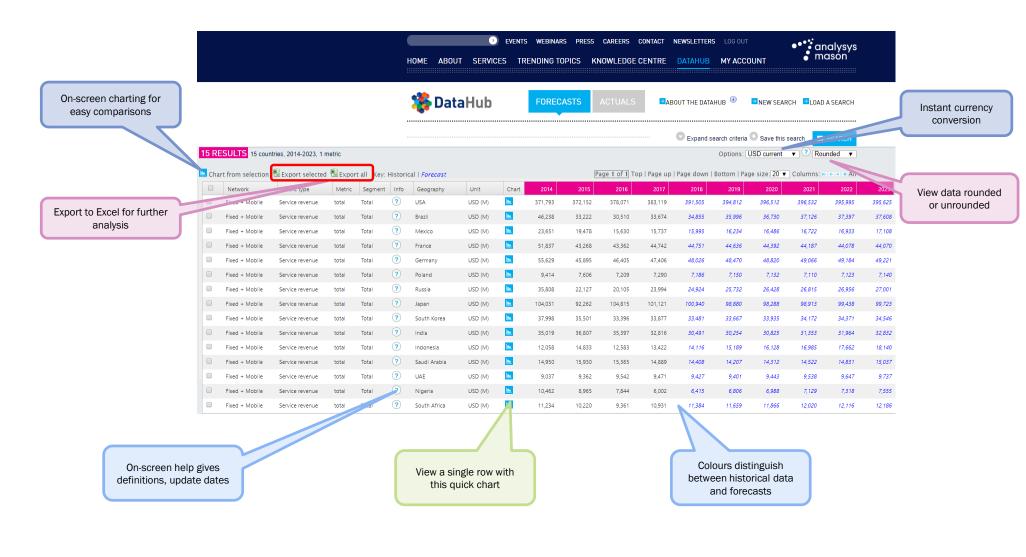
Analysys Mason DataHub - main features







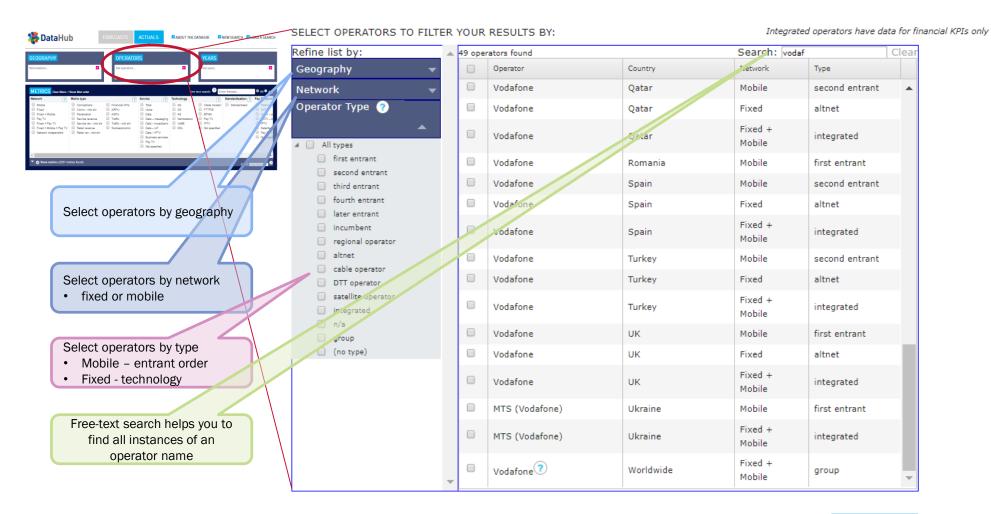
Analysys Mason DataHub - results features (FORECASTS)







Analysys Mason DataHub – operator search features (ACTUALS)



CANCEL > APPLY FILTERS





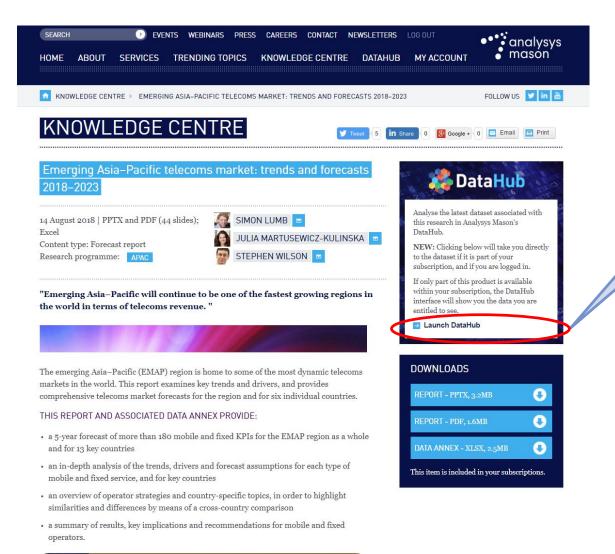
Analysys Mason DataHub – results features (ACTUALS)

| | | | | | НО | ME ABOUT S |) Servici | | WEBINARS | | | | | | RS LOG | | · | ••ar | alysys ason | |
|--|--|----------------------------|--|---|--|---|--|------------|---|--|--|--|---|--|--|--|--|--|--|---|
| Select country, operator data, or both | /// 0501 | UTC | 11115-2003-2015- di Oberati | | | DataH | ub | | FORECA | STS | ACTU | | | Expand | | eria ^O Sa VSD α | | rch 🔁 | A SEARCH | View data rounded or unrounded |
| | | — c | Export selected 🕮 Exp | | | | | | | Ē | | | | | | Page ize | | | All | |
| On-screen charting for easy comparisons | Netw Mobil Mobil | e ARPU e ARPU e ARPU | type Metric cal (excl. IoT SIMs) total (excl. IoT SIMs) total (excl. IoT SIMs) | Info ? ? ? | Geography Canada Canada Canada | Operator Rogers Bell Telus | Unit USD USD USD | Chart L | 2008 56.03 47.61 56.77 | 2009 48.51 39.22 45.65 | 2010 53.46 41.75 46.50 | 2011 45.96 41.44 46.87 | 2012 44.08 39.76 45.12 | 2013 42.44 35.48 40.16 | 2014 40.12 33.66 37.38 | 2015 34.66 35.54 36.38 | 2010 33.30 42.23 41.93 | 2017 34774 50.17 49.04 | 2018 33.72 30.86 50.60 | Instant currency conversion |
| Export to Excel for further analysis | Mobil Mobil Mobil Mobil Mobil | e ARPU e ARPU e ARPU | total (excl. IoT SIMs) total (excl. IoT SIMs) | ? ?< | Canada Canada Canada Canada Canada Canada | SaskTel MTS Freedom Mobile Videotron others Total market | USD USD USD USD USD USD | | 54.86 55.71 43.41 53.61 | 47.36 51.40 35.81 0.00 44.84 | 51.39 56.49 29.95 5.73 47.38 | 49.31 61.31 32.41 19.68 44.36 | 50.13 60.81 27.97 32.63 42.92 | 45.22 57.09 26.57 44.48 40.09 | 38.86 52.95 26.91 40.55 37.60 | 35.56 45.91 27.98 37.55 35.51 | 38.04 45.53 0.00 29.67 38.54 37.48 | 42.47 24.01 28.82 31.85 34.74 41.81 | 46.63 30.64 31.57 45.40 42.07 | Select Annual, quarterly, half- yearly data, or all |
| On-screen help gives definitions, update dates | Mobil Mobil Mobil Mobil Mobil Mobil | e ARPU e ARPU e ARPU | total (excl. IoT SIMs) total (excl. IoT SIMs) | ? | USA USA USA USA USA | Verizon AT&T Sprint T-Mobile others Total market | USD USD USD USD USD | | 51.48 50.84 53.82 27.21 47.98 | 51.40 50.55 46.33 49.62 19.31 46.38 | 46.59 50.03 47.00 49.72 38.66 47.33 | 46.88 48.04 47.31 50.89 40.42 47.37 | 47.40 49.80 48.67 41.17 47.18 | 49.11 45.32 52.19 49.04 25.40 46.58 | 50.58 41.77 50.76 42.07 16.35 44.60 | 48.38 20.01 47.16 40.17 17.30 42.27 | 45.83 39.18 79.72 39.80 15.30 40.86 | 44.22 39.85 43.81 40.70 14.68 40.55 | 46.31 40.67 45.03 41.58 14.05 41.66 | View a single row with this quick chart |
| | Mobil Mobil Mobil Mobil | e ARPU e ARPU e ARPU | total (excl. IoT SIMs) total (excl. IoT SIMs) total (excl. IoT SIMs) total (excl. IoT SIMs) total (excl. IoT SIMs) | ? ? ? ? ? | Argentina Argentina Argentina Argentina | Claro Movistar Nextel Telecom Personal | USD USD USD USD | | 47.98 9.96 12.64 40.85 13.35 | 46.38 8.77 11.46 34.53 11.34 | 47.33 8.91 12.75 33.93 11.77 | 47.37 9.38 13.35 33.77 12.92 | 47.18 9.27 13.95 29.39 13.24 | 46.58 8.47 12.82 22.40 12.62 | 44.60 6.93 9.63 14.39 9.58 | 42.27 7.65 10.30 14.98 10.43 | 40.86 6.19 7.49 9.51 8.27 | 40.55 7.14 9.53 13.16 8.84 | 41.66 6.28 9.26 11.96 9.02 | |





Analysys Mason DataHub – direct links from report landing pages



Clicking on this link will take you directly to the DataHub and load the results relevant to this report. (You need to be logged in for this to work, and you will see as much of the data as overlaps with your subscription.)





Our forecasts are refined throughout the year. This report presents the results at the time of publication and will continue to give useful background information about key drivers. However, we recommend that you always use the Analysys Mason DataHub to view the latest data associated with this report.



Analysys Mason DataHub – direct links: for a *small* dataset the results are shown immediately, eg India country report

| KNOWLEDGE CENTRE | V Team 0 in Seco 0 123 | DataHub | | | | | | | | | | | | | | | | | |
|--|--|---|---|---|--|---|--|------------|---|--|---|---|--|---|--|--|--|--|------------------------------|
| Angust 2018 PPTX and PDF (23 slides): ALEX BOISOT col ontent type: Country report search programme: AUSC | this researc DataHub. NEW: Clici to the datas | e latest dataset associated with ch in Analysys Mason's sking below will take you directly set if it is part of your | | | | | F | | | | | | reti | urn to | the | n crite filters ection | and | ta | |
| | subscription If only part within your interface wi | m, and if you are logged in. t of this product is available r subscription, the DataHub ill show you the data you are | | | | | | | | | | | 7 | e your | Sele | CUON | ui ua | la, | 1 |
| is country report and accompanying data annex provide a comprehensive over dia's telecoms market, including KPIs and data on subscribers, penetration, rev RPU. The report analyses the strategies of major players in the country's fixed as decoms markets, and includes market share data and operators' infrastructures ' | venue and I Launch | DataHub | | _ | EVENTS | WEBINARS PRESS C | CAREERS CO | NTACT NE | VSLETTERS | LOG OUT | | | | | | | | | |
| OMPANY COVERAGE his report provides information on the following companies. | DOWNLO | DADS 1 REPORT - PPTX, 7-4MB 📀 | HOME ABOUT | SER | VICES TREM | IDING TOPICS KNO | WLEDGE CE | NTRE D | | MY ACCOU | | m | nalysys Jason | | | | | | |
| Airtel - Ides Cellular - Reliance Atria Convergence - Mahanagar Telephone Echnologies Nigam Ld - Tata Teles Bharat Sanchar Nigam - Reliance Jio Infocomm - Vodafone Ld | ications COUNTRY services DATA ANN | (REPORT - PDF, 1.2MB () NEX - XLS, 405KB () | 🍀 Data | Hub | D | FORECASTS | ACTUALS | ⇒AB | DUT THE DATA | WJE | NEW SEAR | CH ⊒LOAD |) A SEARCH | | | | | | |
| Hathway | | included in your subscriptions. | | | | | | | Expand sear | | Save this s | | SEARCH | | | | | | |
| | Chart from selecti | country, 2003-2018, all operators | <u> </u> | | | | Options: Cour | | | | | | | | | | | | |
| | Network | Metric type | Metric | Info | Geography | Operator | Unit | Chart | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | |
| | - Motor | Connections | total – including IoT | ? | India | Total market | (k) | <u>b.</u> | 163,224 | 246,021 | 370,536 | 523,354 | 621,844 | 693,591 | 763,402 | 829,942 | 896,984 | 1,013,631 | 1,1 |
| | D Mobile | Connections | total – including IoT – prepaid | ? | India | Total market | (k) | | 143,612 | 225,070 | 347,125 | 495,918 | 590,002 | 655,090 | 718,789 | 778,891 | 837,329 | 941,235 | 1,0 |
| | Mobile | Connections | total – including IoT – contract | ? | India | Total market | (k) | b . | 19,612 | 20,951 | 23,411 | 27,435 | 31,842 | 38,501 | 44,613 | 51,052 | 59,655 | 72,396 | |
| | Mobile | Connections | total – including IoT – prepaid sh | are 🥐 | India | Total market | % | <u>b.</u> | 88.0% | 91.5% | 93.7% | 94.8% | 94.9% | 94.4% | 94.2% | 93.8% | 93.3% | 92.9% | |
| | Mobile | Connections | total | ? | India | Airtel | (k) | 8. | 48,055 | 75,096 | 105,638 | 137,075 | 159,059 | 170,646 | 187,130 | 206,875 | 232,031 | 273,995 | 3 |
| | | | total | ? | India | Vodafone | (k) | <u>b.</u> | 29,372 | 44,936 | 68,082 | 93,409 | 111,861 | 137,064 | 149,835 | 168,592 | 182,926 | 196,831 | 2 |
| | Mobile | Connections | totai | | India | | | | 07.000 | 40.579 | 62,266 | 83,819 | 100,731 | 101,120 | 109,683 | 103,883 | 96,908 | 74,805 | |
| where the Event for further | Mobile Mobile | Connections | total | ? | India | Reliance | (k) | <u>86</u> | 27,298 | | | | | | | 150,498 | 179,863 | | 1 |
| xport to Excel for further | | | | ~ | India | Reliance Idea Cellular | (k) (k) | <u>b.</u> | 18,002 | 32,731 | 50,264 | 72,168 | 94,545 | 110,071 | 128,242 | 130,450 | 179,005 | 191,170 | |
| xport to Excel for further analysis | Mobile | Connections | total | ? ? | India | | | | | 32,731 15,633 | 50,264 28,233 | 72,168 41,962 | 94,545 41,866 | 110,071 46,071 | 128,242 47,935 | 50,926 | 46,884 | 191,170 43,050 | |
| | Mobile Mobile | Connections | total | ? ? | India India | Idea Cellular | (k) | | 18,002 | | | | | | | | | | |
| | Mobile Mobile | Connections Connections Connections | total total total | ? ? | India India India India | Idea Cellular Tata | (k) (k) | b . | 18,002 10,802 | 15,633 | 28,233 | 41,962 | 41,866 | 46,071 | 47,935 | | 46,884 | 43,050 | 1 |
| | Mobile Mobile Mobile Mobile | Connections Connections Connections Connections | total total total total | ? ? ? ? ? ? | India India India India India | Idea Cellular Tata Jio | (k) (k) (k) | | 18,002 10,802 0 | 15,633 0 | 28,233 | 41,962 0 | 41,866 0 | 46,071 0 | 47,935 0 | 50,926 0 | 46,884 0 | 43,050 70,556 | |
| | Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections | total total total total total | ? ?< | India India India India India | Idea Cellular Tata Jio BSNL | (k) (k) (k) (k) | | 18,002 10,802 0 21,098 | 15,633 0 26,215 | 28,233 0 35,678 | 41,962 0 49,364 | 41,866 0 31,486 | 46,071 0 52,930 | 47,935 0 58,577 | 50,926 0 51,258 | 46,884 0 50,591 | 43,050 70,556 59,739 | 1 |
| | Mobile Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections Connections | total total total total total total | | India India India India India India | Idea Cellular Tata Jio BSNL others | (k) (k) (k) (k) (k) | | 18,002 10,802 0 21,098 8,544 | 15,633 0 26,215 10,654 | 28,233 0 35,678 19,921 | 41,962 0 49,364 44,768 | 41,866 0 31,486 81,085 | 46,071 0 52,930 73,760 | 47,935 0 58,577 79,085 | 50,926 0 51,258 93,812 | 46,884 0 50,591 102,049 | 43,050 70,556 59,739 95,384 | 1,0 |
| | Mobile Mobile Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections Connections Connections | total total total total total total total | | India India India India India India India India | Idea Cellular Tata Jio BSNL others Total market | (k) (k) (k) (k) (k) (k) (k) | | 18,002 10,802 0 21,098 8,544 163,172 | 15,633 0 26,215 10,654 245,843 | 28,233 0 35,678 19,921 370,084 | 41,962 0 49,364 44,768 522,564 | 41,866 0 31,486 81,085 620,633 | 46,071 0 52,930 73,760 691,663 | 47,935 0 58,577 79,085 760,487 | 50,926 0 51,258 93,812 825,844 | 46,884 0 50,591 102,049 891,252 | 43,050 70,556 59,739 95,384 1,005,530 | 1 1,0 2 |
| | Mobile Mobile Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections Connections Connections Connections | total total total total total total total total total total | | India India India India India India India India | Idea Cellular Tata Jio BSNL Others Total market Airtel | (k) (k) (k) (k) (k) (k) (k) | | 18,002 10,802 0 21,098 8,544 163,172 43,886 | 15,633 0 26,215 10,654 245,843 70,589 | 28,233 0 35,678 19,921 370,084 101,097 | 41,962 0 49,364 44,768 522,564 132,163 | 41,866 0 31,486 81,085 620,633 153,261 | 46,071 0 52,930 73,760 691,663 163,723 | 47,935 0 58,577 79,085 760,487 178,364 | 50,926 0 51,258 93,812 825,844 195,793 | 46,884 0 50,591 102,049 891,252 218,218 | 43,050 70,556 59,739 95,384 1,005,530 256,327 | 1 1,0 2 1 |
| | Mobile Mobile Mobile Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections Connections Connections Connections | total total total total total total total total total total total total | | India India India India India India India India India India | Idea Cellular Tata Jio BSNL others Total market Airtel Vodafone | (k) (k) (k) (k) (k) (k) (k) (k) | | 18,002 10,802 0 21,098 8,544 163,172 43,886 25,801 | 15,633 0 26,215 10,654 245,843 70,589 40,877 | 28,233 0 35,678 19,921 370,084 101,097 63,311 | 41,962 0 49,364 44,768 522,564 132,163 87,909 | 41,866 0 31,486 81,085 620,633 153,261 105,376 | 46,071 0 52,930 73,760 691,663 163,723 129,345 | 47,935 0 58,577 79,085 760,487 178,364 140,252 | 50,926 0 51,258 93,812 825,844 195,793 157,100 | 46.884 0 50,591 102,049 891,252 218,218 169,685 | 43,050 70,556 59,739 95,384 1,005,530 256,327 181,343 | 1,0 |
| | Mobile Mobile Mobile Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections Connections Connections Connections Connections Connections | total total total total total total total total total total total total-prepaid total-prepaid | | India India India India India India India India India India | Idea Cellular Tata Jio BSNL Others Total market Airtel Vodafone Reliance | (k) | | 18,002 10,802 0 21,098 8,544 163,172 43,886 25,801 23,383 | 15,633 0 26,215 10,654 245,843 70,589 40,877 36,677 | 28,233 0 35,678 19,921 370,084 101,097 63,311 58,402 | 41,962 0 49,364 44,768 522,564 132,163 87,909 80,414 | 41,866 0 31,486 81,085 620,633 153,261 105,376 96,995 | 46,071 0 52,930 73,760 691,663 163,723 129,345 95,928 | 47,935 0 58,577 79,085 760,487 178,364 140,252 104,618 | 50,926 0 51,258 93,812 825,844 195,793 157,100 100,194 | 46,884 0 50,591 102,049 891,252 218,218 169,685 93,052 | 43,050 70,556 59,739 95,384 1,005,530 256,327 181,343 181,343 | 1 1,0 2 1 2 |
| | Mobile Mobile Mobile Mobile Mobile Mobile Mobile Mobile | Connections Connections Connections Connections Connections Connections Connections Connections Connections Connections Connections | total total total total total total total total total total total-prepaid total-prepaid total-prepaid | | India India India India India India India India India India | Idea Cellular Tata Jio ESNL others Total market Airtel Vodafone Reliance Idea Cellular | (k) (k) (k) (k) (k) (k) (k) (k) (k) (k) | | 18,002 10,802 0 21,098 8,544 163,172 43,886 25,801 23,383 16,577 | 15,633 0 26,215 10,654 245,843 70,589 40,877 36,677 30,708 | 28,233 0 35,678 19,921 370,084 101,097 63,311 58,402 48,079 | 41,962 0 49,364 44,768 522,564 132,163 87,909 80,414 69,624 | 41,866 0 31,486 81,085 620,633 153,261 105,376 96,995 91,365 | 46,071 0 52,930 73,760 691,663 163,723 129,345 95,928 106,045 | 47,935 0 58,577 79,085 760,487 178,364 140,252 104,618 123,127 | 50,926 0 51,258 93,812 825,844 195,793 157,100 100,194 144,430 | 46,884 0 50,591 102,049 891,252 218,218 169,685 93,052 172,682 | 43,050 70,556 59,739 95,384 1,005,530 256,327 181,343 71,456 182,986 | 1 1,0 2 1 1 2 |



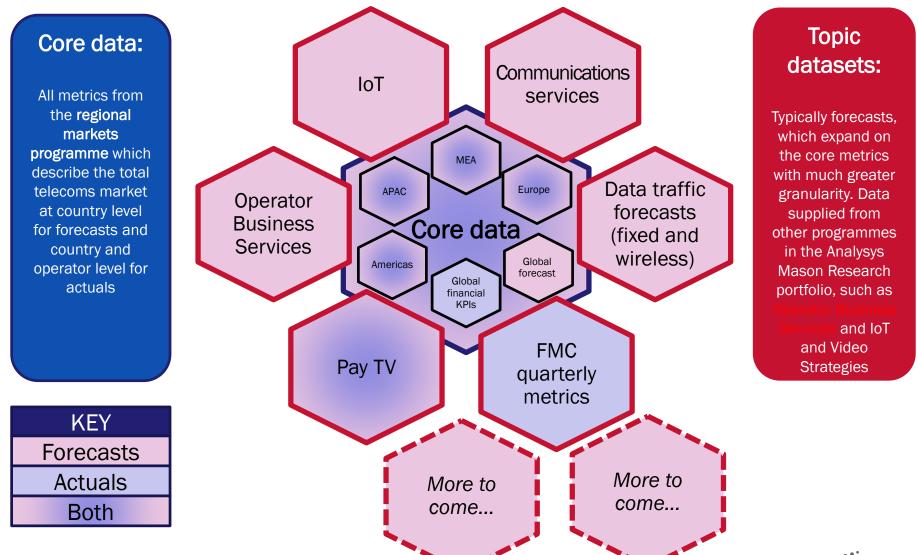


mason

Analysys Mason DataHub – direct links: for a *large* dataset the filters are shown so that you can refine your search further, eg Emerging Asia – Pacific Telecoms forecast



Analysys Mason DataHub contains core data plus extended topic datasets

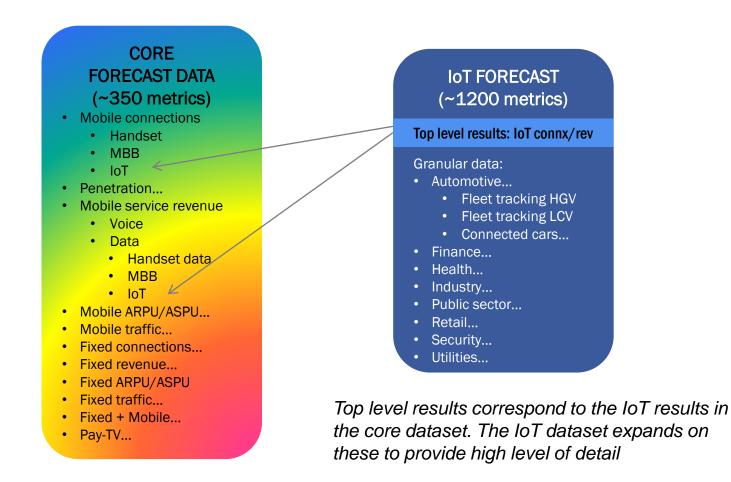




nalvsvs

mason

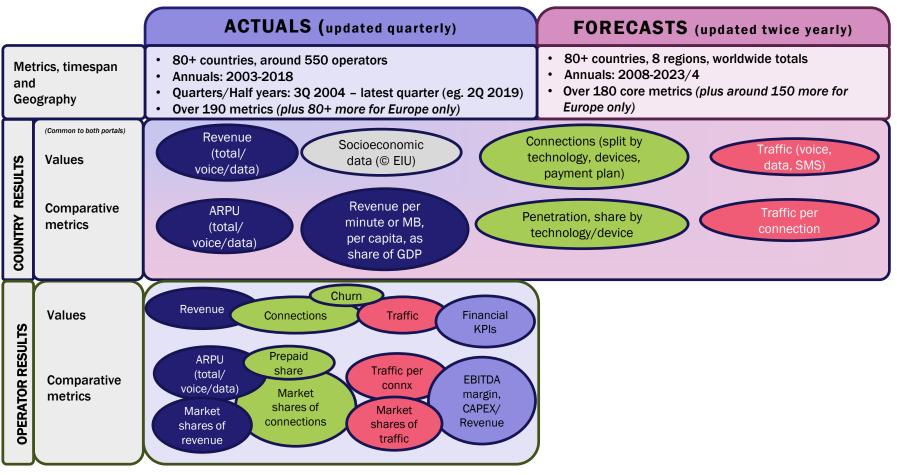
Core v Topic: adding granular topic forecasts to the DataHub – the example of IoT







Core data: all metrics are standardised to common definitions for valid comparisons



1 We provide both normalised and as-reported operator data for key metrics





Core data: historical data and forecasts for around 180 metrics in all 80+ markets, with extra detail (150 additional metrics) for Europe

| | MOBILE | FIXED |
|-------------|---|--|
| Connections | Mobile connections and penetration: Prepaid/contract 2G/3G/4G/5G Handset/mobile broadband/M2M Mobile handsets: Mobile handsets: Prepaid/contract Prepaid/contract Smartphone/non-smartphone | Total fixed voice connections: narrowband VolP Pay TV subscribers Dial-up connections Fixed broadband connections: BFWA, 5G/sub-5G Other fixed broadband |
| Revenue | Service revenue: Retail revenue: Wholesale/retail Prepaid/contract Handset/mobile broadband/loT 2G/3G/4G/5G Voice/messaging/data Revenue per capita, % of GDP Revenue per capita, % of GDP Revenue per capita, % of GDP | Service revenue Retail revenue: Fixed voice Fixed broadband Pay TV Specialist business services Dial-up internet Revenue per capital, % of GDP Fixed broadband retail revenue Structure BFWA revenue (5G/sub-5G) Other fixed broadband retail revenue |
| Traffic | Outgoing voice traffic and MoU, data traffic | Outgoing voice traffic and MoU |





Topic datasets give more granular analysis of key development subjects

IoT forecasts

Granular forecasts from the *Digital Economy Strategies* research programme, providing around 1200 metrics, encompassing 10 sectors and 6 value chain elements for over 80 countries and 9 regional totals

Operator Business Services forecasts

Over 850 key telecoms metrics split by size of enterprise – micro, small, medium and large. Specialist business services covered include emerging services such as SaaS, laaS, security, as well as traditional voice and connectivity services. We show operator revenue and revenue for all providers (including third-party/OTT players). Over 50 markets (regions and individual countries) are covered.

FMC quarterly data

Quarterly historical metrics on FMC accounts, revenue and markets shares for 11 European countries (and 78 operators).

Pay-TV forecasts

Over 100 metrics for around 50 markets (regions and individual countries), which size the market for traditional pay TV by delivery platform.

Communication services forecasts

Forecasts of voice and messaging services for operators and OTT players – around 40 metrics for 73 geographies.

Data traffic forecasts

33 wireless data traffic metrics for 48 countries and 12 fixed data traffic metrics for 37 countries, split by technology and device, including downstream and Wi-Fi elements.

We will add more topic datasets in the coming months, including forecasts for FTTx capex, smartphones and tablets





From the IoT and M2M service practice: IoT forecasts (2013–2027) for around 1200 metrics in all 84 country markets

| | WIRELESS IOT: CELLU | JLAR AND LPWA | FIXED |
|-------------|--|--|--|
| Connections | Connections by technology (country market total): 2G, 3G/4G, 5G, NB-IoT, LTE-M, Other LPWA Connections by sector/application by country market Agriculture (cattle, forest, irrigation) Automotive (fleet HGV, fleet LCV, embedded, aftermarket) Finance (ATMs) Health (chronic RPM, acute RPM, PERS) Industry (Heavy equipment, gas/oil pipelines, machine tools, warehouse management). | Retail (in-store, roadside, temporary, transit hub, public venue signage, PoS, vending machines) Smart building (security alarms, backup, security cameras, smoke alarms, white goods) Smart cities (CCTV, parking, streetlights, waste bins) IoT tracking (bicycles, people, cylinders, high value assets, pets, skips) Utilities (electric meters, dual-fuel meters, gas meters, water meters, water pipelines, smart grid) Other | Connections by sector/application by country market Sector/application as for cellular and LPWA where applicable for fixed telecoms networks |
| Revenue | Total value chain (TVC) revenue for 2G, 3G/4G, 5G, NB-IoT, LTE-M, Other LPWA Service revenue for cellular and LPWA Total value chain Total value chain split by communications | Service revenue by sector/application Total value chain Total value chain split by communications hardware, device, hardware installation, connectivity service and application RPU for cellular and LPWA: Total blended ARPU for connectivity service only | Service revenue by sector/application Total value chain split by communications hardware, device, hardware installation, connectivity service and application ARPU Total blended ARPU for connectivity service only |



From the Operator Business Services programmes: Worldwide Business forecasts (2013–2023)

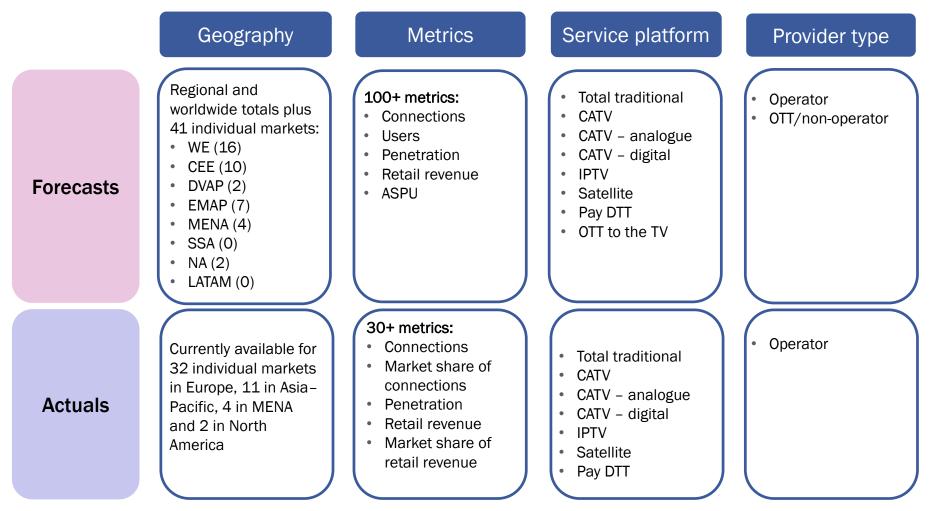
| FORECAST COVERAGE | | | | | | | | | | | |
|---|--|---|--|--|--|--|--|--|--|--|--|
| Geography | Enterprise segments | Services | | | | | | | | | |
| Regional and worldwide totals plus 45 individual markets in the following regions: • WE (11) • CEE (7) • DVAP (7) • EMAP (7) • MENA (6) • SSA (3) • NA (2) • LATAM (2) | Segments: Micro (0-9 employees) Small (10-49 employees) Medium (50-249 employees) Large (250+ employees) Large (250+ employees) Solution Whole addressable market revenue (ICT services) Connections / Users ARPU Employees, enterprises and business sites | Mobile: Voice, messaging and handset data Mobile broadband IoT connectivity (cellular and LPWA) Fixed: Narrowband and VoBB ADSL/SDSL, vDSL, FTTP/B, cable, BFWA, other fixed broadband Dedicated connections up to 100Mbps, >100Mbps, and 21Gbps Traditional managed services IoT connectivity Pay TV (Europe) | Other specialist business services: Unified communications Security Colocation and hosting Private cloud Software-as-a- service (SaaS, public cloud) Platform-as-a- service (PaaS, public cloud) Infrastructure-as-a- service (laaS, public cloud) Enterprise mobility Desktop management | | | | | | | | |

Forecasts are updated annually, but also verified and adjusted at each bi-annual regional core forecast update





From the Video Strategies programme: Worldwide Pay TV forecasts and historical market share data for Europe

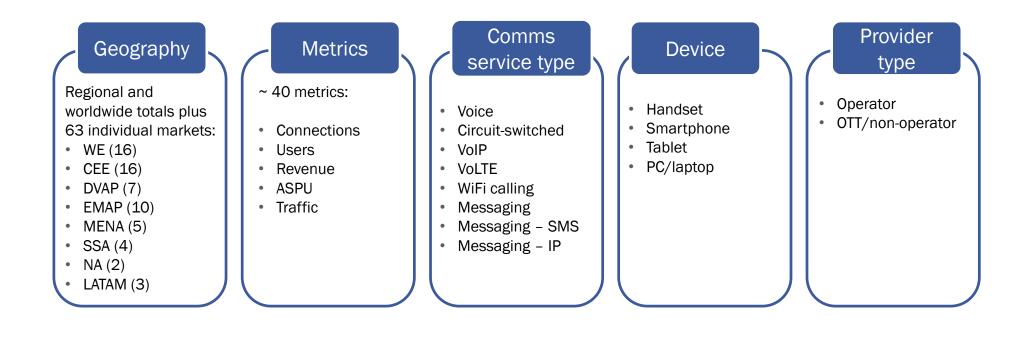


Forecasts are updated annually, but also verified and adjusted at each bi-annual regional core forecast update Detailed OTT video forecasts are due to be added to the DataHub shortly.





From the Future Comms programme: Worldwide Communications Services forecasts (2012–2023)

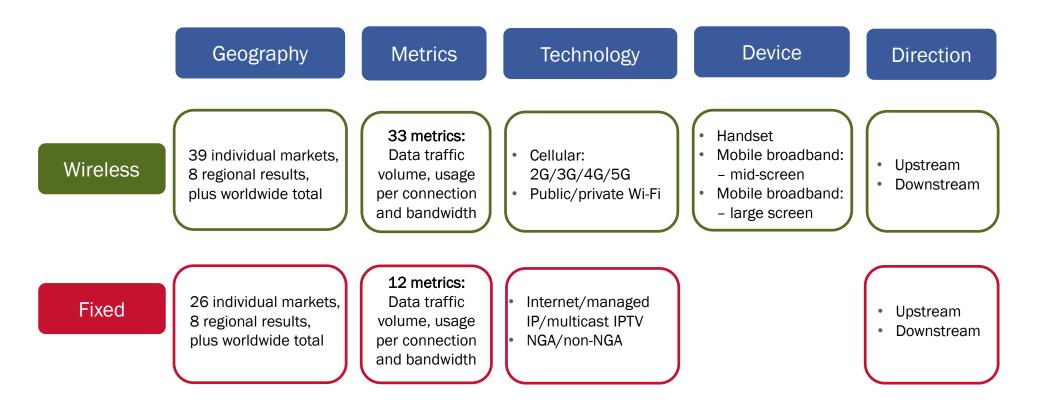


Forecasts are updated annually, but also verified and adjusted at each bi-annual regional core forecast update





From the Network Traffic programme: wireless and fixed network data traffic forecasts provide data traffic presented as follows...



Forecasts are updated annually





From the Convergence Strategies programme: European FMC market data

Geography

Data for 96 operators in 14 markets:

- Belgium
- France
- Germany
- Italy
- Netherlands
- Portugal
- Spain
- UK
- Poland
- Romania
- Turkey
- Australia
- Malaysia
- Philippines

Metrics

9 metrics: FMC accounts

- users
- share of fixed
- broadband
- household penetration
- operator market
- share FMC SIMS
- users

•

SIMS per account

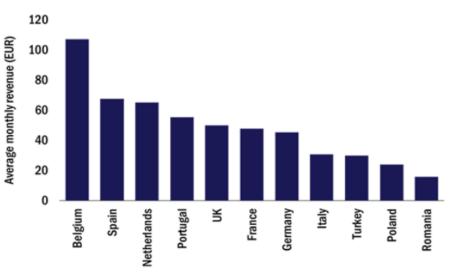
FMC revenue

- total
- Operator market share

Data available for total market and at the operator level

In most of Western Europe, monthly revenue per FMC account ranges between EUR45 and EUR65

Figure 1: Average monthly revenue per fixed-mobile bundle account, selected European countries, 2017

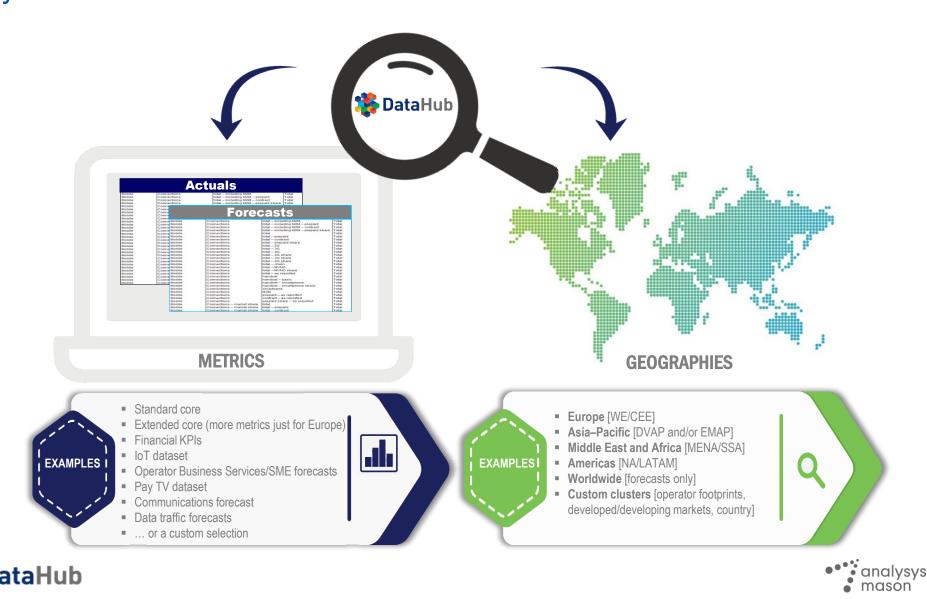


Source: Analysys Mason, 2018

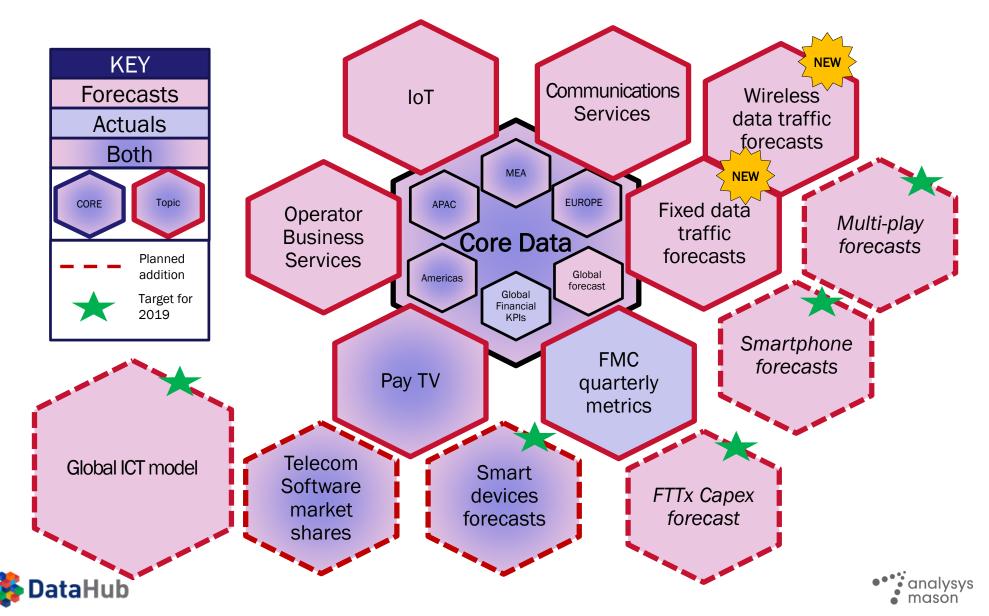




Analysys Mason DataHub: access combines a metric set and a geographical scope – you can choose the elements



Adding granular topic forecasts to the DataHub: targets for 2019



Contact details

Hilary Bailey

Research Director, Head of Data

hilary.bailey@analysysmason.com

www.linkedin.com/in/hilarybailey

2 @AnalysysMason

linkedin.com/company/analysys-mason

youtube.com/AnalysysMason

www.analysysmason.com/RSS/

Boston Tel: +1 202 331 3080 boston@analysysmason.com

Cambridge Tel: +44 (0)1223 460600 cambridge@analysysmason.com

Dubai

Tel: +971 (0)4 446 7473 dubai@analysysmason.com

Dublin Tel: +353 (0)1 602 4755 dublin@analysysmason.com

Hong Kong Tel: +852 3669 7090 hongkong@analysysmason.com

Kolkata Tel: +91 33 4003 3093 kolkata@analysysmason.com

London Tel: +44 (0)20 7395 9000 london@analysysmason.com

Madrid Tel: +34 91 399 5016 madrid@analysysmason.com

Manchester

Tel: +44 (0)161 877 7808 manchester@analysysmason.com

Milan

Tel: +39 02 76 31 88 34 milan@analysysmason.com

New York

Tel: +212 944 5100 newyork@analysysmason.com

New Delhi Tel: +91 124 4501860 newdelhi@analysysmason.com

Oslo

Tel: +47 920 49 000 oslo@analysysmason.com

Paris

Tel: +33 (0)1 72 71 96 96 paris@analysysmason.com

Singapore

Tel: +65 6493 6038 singapore@analysysmason.com

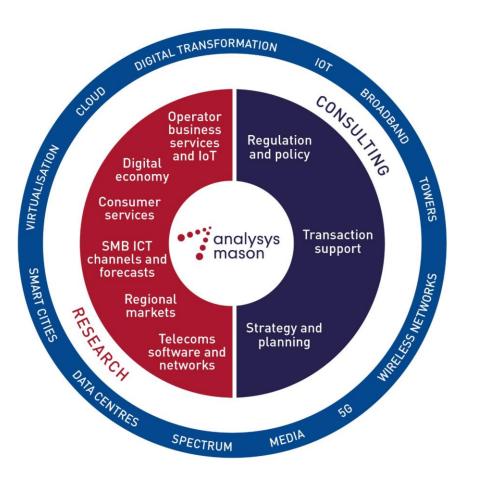
Stockholm Tel: +46 709 211 719 stockholm@analysysmason.com





Analysys Mason's consulting and research are uniquely positioned

Analysys Mason's consulting services and research portfolio



Consulting

We deliver tangible benefits to clients across the telecoms industry:

 communications and digital service providers, vendors, financial and strategic investors, private equity and infrastructure funds, governments, regulators, broadcasters and service and content providers

Our sector specialists understand the distinct local challenges facing clients, in addition to the wider effects of global forces.

We are future-focused and help clients understand the challenges and opportunities new technology brings.

Research

Our dedicated team of analysts track and forecast the different services accessed by consumers and enterprises.

We offer detailed insight into the software, infrastructure and technology delivering those services.

Clients benefit from regular and timely intelligence, and direct access to analysts.



Research from Analysys Mason





Digital economy programmes Digital Economy Strategies Future Comms

Operator business services and IoT programmes

Large Enterprise Voice and Data Connectivity Large Enterprise Emerging Service Opportunities SME Strategies IoT and M2M Services IoT Platforms and Technology

SMB ICT channels and forecasts programmes

Managed Service Provider Strategies

Regional markets programmes

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

DataHub

~2500 forecast and 250+ historical metrics Regional results and worldwide totals Operator historical data

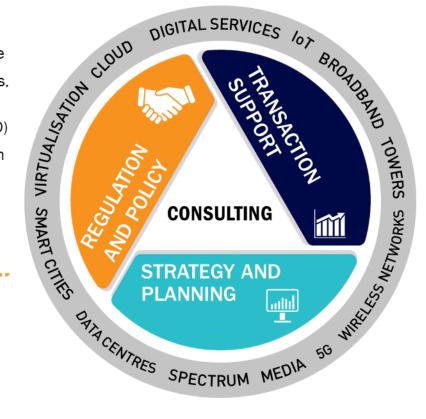


Consulting from Analysys Mason

REGULATION AND POLICY

.

- Policy development and response
- Ex-ante market reviews, remedies, costing...
- Universal Service Obligation (USO)
- Scarce resources: radio spectrum management, auction support, numbering...
- Ex-post/abuse of dominance
- Postal sector



analysysmason.com/consulting

TRANSACTION SUPPORT

- Commercial due diligence
- Technical due diligence
- Mergers and acquisitions (M&As)
- Debt and initial public offerings (IPOs)
- Joint-venture structuring
- Mid-market financial sponsors

STRATEGY AND PLANNING

- Commercial expertise
- Technology optimisation
- New digital frontiers





PUBLISHED BY ANALYSYS MASON LIMITED IN AUGUST 2018

20180

Bush House • North West Wing • Aldwych • London • WC2B 4PJ • UK

Tel: +44 (0)20 7395 9000 • Email: research@analysysmason.com • www.analysysmason.com/research • Registered in England and Wales No. 5177472

© Analysys Mason Limited 2018. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means – electronic, mechanical, photocopying, recording or otherwise – without the prior written permission of the publisher.

Figures and projections contained in this report are based on publicly available information only and are produced by the Research Division of Analysys Mason Limited independently of any client-specific work within Analysys Mason Limited. The opinions expressed are those of the stated authors only.

348342

Analysys Mason Limited recognises that many terms appearing in this report are proprietary; all such trademarks are acknowledged and every effort has been made to indicate them by the normal UK publishing practice of capitalisation. However, the presence of a term, in whatever form, does not affect its legal status as a trademark.

Analysys Mason Limited maintains that all reasonable care and skill have been used in the compilation of this publication. However, Analysys Mason Limited shall not be under any liability for loss or damage (including consequential loss) whatsoever or howsoever arising as a result of the use of this publication by the customer, his servants, agents or any third party.

