RESEARCH

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Operator business services: Canada forecast 2018–2023

Catherine Hammond

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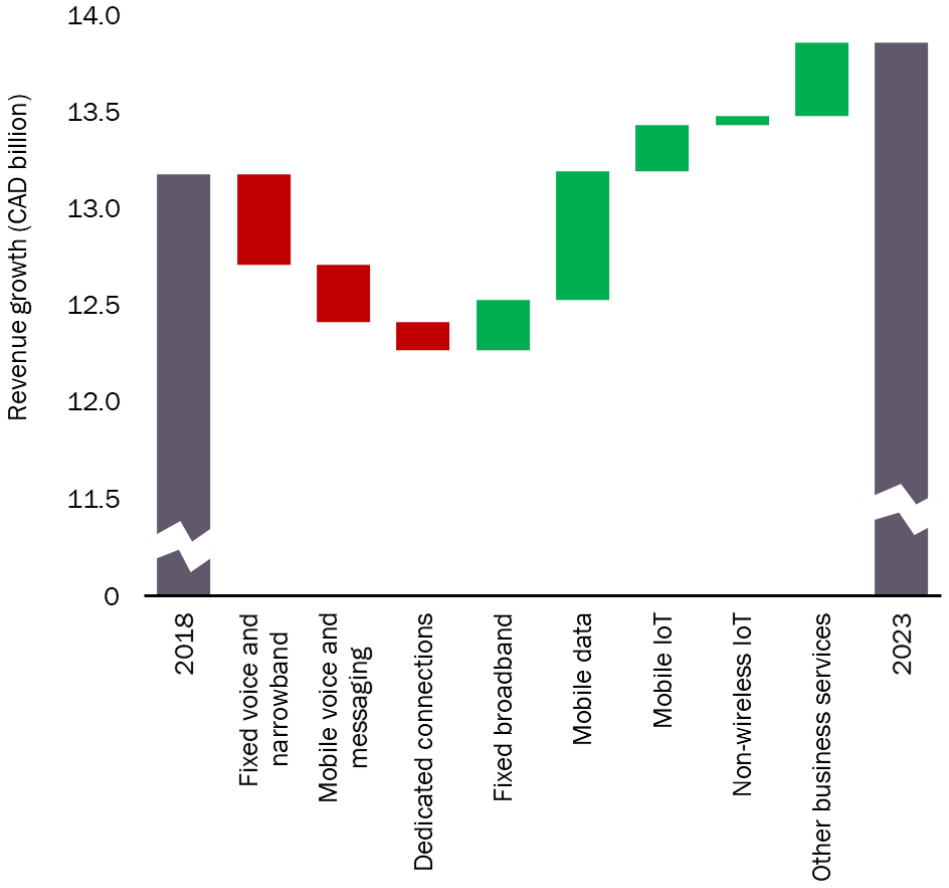
Executive summary: revenue growth will be driven by fixed and mobile data and IoT connectivity, as well as other value-added business services

Figure 1: Change in telecoms operator retail revenue from businesses by service type, Canada, 2018–2023[1,2]

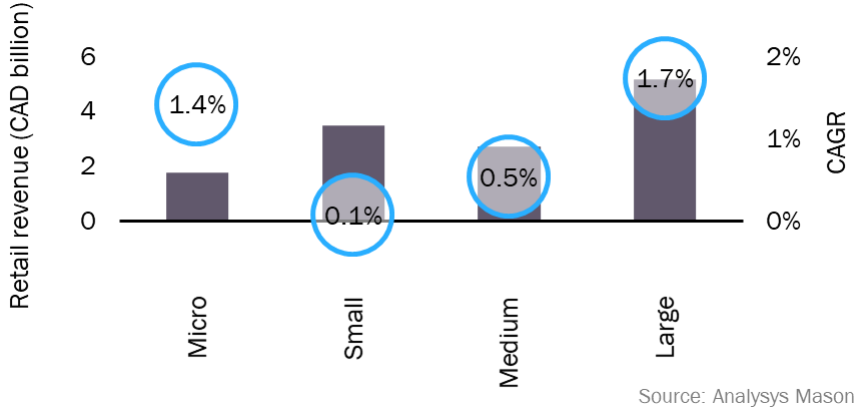


Source: Analysys Mason

Figure 2: Connections for businesses and CAGRs by type of connection, Canada, 2018–2023[2]

Connection type	Connections (thousand)		CAGR	
	2018	2023	2014–2018	2018–2023
Mobile handsets	4990	5270	3.3%	1.1%
Mobile broadband	810	1040	11.2%	5.2%
Mobile IoT	6500	48 200	46.7%	49.5%
Fixed voice	5300	5000	–0.8%	–1.1%
Fixed broadband	1260	1320	5.2%	0.9%
Fixed dedicated lines	247	240	–1.2%	–0.6%
Non-wireless IoT	11 000	15 200	10.1%	6.8%

Figure 3: Telecoms operator retail revenue from businesses in 2018 and CAGR for 2018–2023 by enterprise size, Canada[2]



Source: Analysys Mason

[1] Red denotes a decrease, and green an increase.

[2] See the 'Presentation of results' slide in the 'Forecast methodology and assumptions' section of this report for full definitions of the aggregate categories presented in the figures.

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About the author

Catherine Hammond (Principal Analyst) is member of Analysys Mason's *Enterprise and IoT* research programme, specialising in market forecasting. She previously worked for nine years as a Senior Manager within Analysys Mason's Consulting practice, undertaking work for a wide range of operators, regulators and government agencies in Europe and Asia. Her work included the development and review of quantitative models, assessment of business plans, development of market forecasts, collation and analysis of benchmarks, development of white papers and leading client workshops and major presentations. She holds an MA in mathematics from the University of Cambridge.

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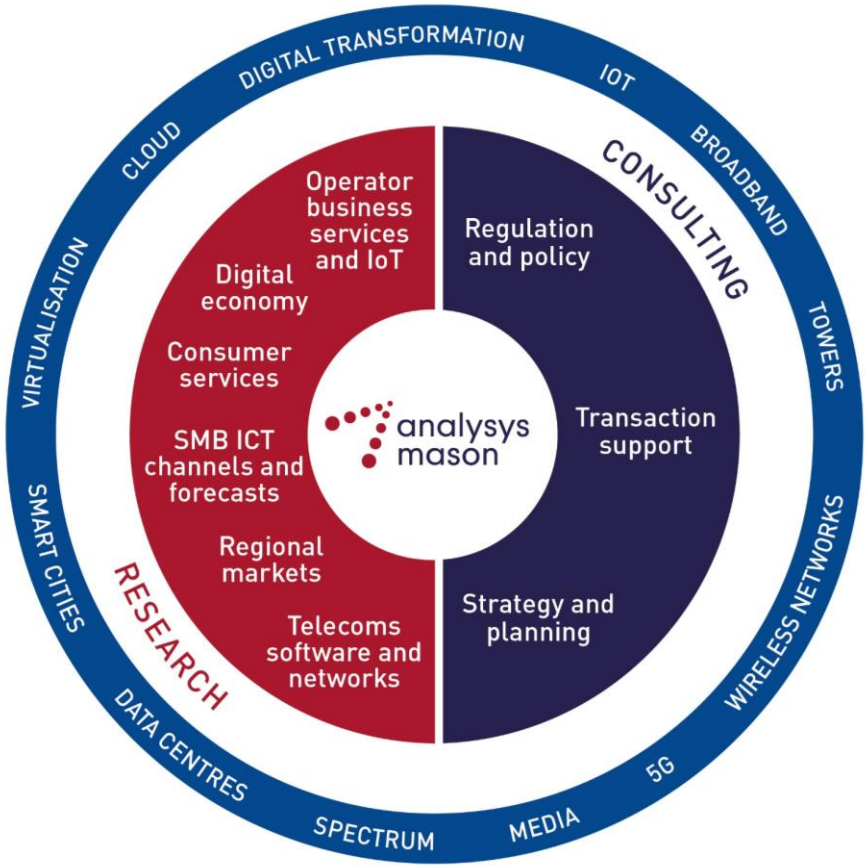

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Digital Economy Strategies
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