

RESEARCH FORECAST REPORT

# TELECOMS SERVICES FOR ENTERPRISES: EGYPT FORECAST 2018-2023

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## About this report

This report analyses the demand for telecoms services in Egypt by micro, small and medium-sized enterprises (SMEs) and large enterprises, expressed in terms of revenue, the number of connections or users and average revenue per user (ARPU).<sup>1</sup> It highlights that operator enterprise revenue in Egypt will grow during the forecast period and identifies the key drivers behind this trend.

It quantifies the market for several types of fixed and mobile services, as well as other business services such as security, co-location and hosting, unified communications and software-as-a-service (SaaS).

The report is based on several sources, including data from operators, the Egyptian Central Agency for Public Mobilization and Statistics, the Egyptian Ministry of Communications and Information Technology, as well as from Analysys Mason’s 2017 survey on enterprises’ telecoms and ICT usage.

### WHO SHOULD READ THIS REPORT

- Operators that want to identify key areas for revenue growth, both in terms of enterprise segments and individual services.
- Vendors that are considering targeting the enterprise market.
- Third-party service providers seeking collaborative relations with operators.

<sup>1</sup> For the complete data set, see Analysys Mason’s [DataHub](#).

REPORT COVERAGE		
Geographical	Services <sup>2</sup>	
<b>Countries modelled individually:</b> <ul style="list-style-type: none"> <li>▪ Egypt</li> </ul>	<b>Mobile:</b> <ul style="list-style-type: none"> <li>▪ Voice, messaging and handset data</li> <li>▪ Mobile broadband</li> </ul> <b>Fixed:</b> <ul style="list-style-type: none"> <li>▪ Narrowband and VoBB</li> <li>▪ ADSL/SDSL, vDSL, FTTP/B, cable, BFWA, other fixed broadband</li> <li>▪ Dedicated connections up to 100Mbps, &gt;100Mbps and up to 1Gbps, and &gt;1Gbps</li> <li>▪ Traditional managed services</li> </ul>	<b>Other business services:</b> <ul style="list-style-type: none"> <li>▪ Unified communications</li> <li>▪ Security</li> <li>▪ Co-location and hosting</li> <li>▪ Private cloud</li> <li>▪ Software-as-a-service (SaaS, public cloud)</li> <li>▪ Platform-as-a-service (PaaS, public cloud)</li> <li>▪ Infrastructure-as-a-service (IaaS, public cloud)</li> <li>▪ Enterprise mobility</li> <li>▪ Desktop management</li> </ul>
<b>Enterprise size</b>		
<b>Segments:</b> <ul style="list-style-type: none"> <li>▪ Micro (0–9 employees)</li> <li>▪ Small (10–49 employees)</li> <li>▪ Medium (50–249 employees)</li> <li>▪ Large (250+ employees)</li> </ul>		

<sup>2</sup> See service taxonomy in the ‘Forecast methodology and assumptions’ section of this report.

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Figure 1: Change in telecoms operator retail revenue from enterprises by service type (where red denotes a decrease, and green an increase), Egypt, 2018–2023<sup>1</sup>

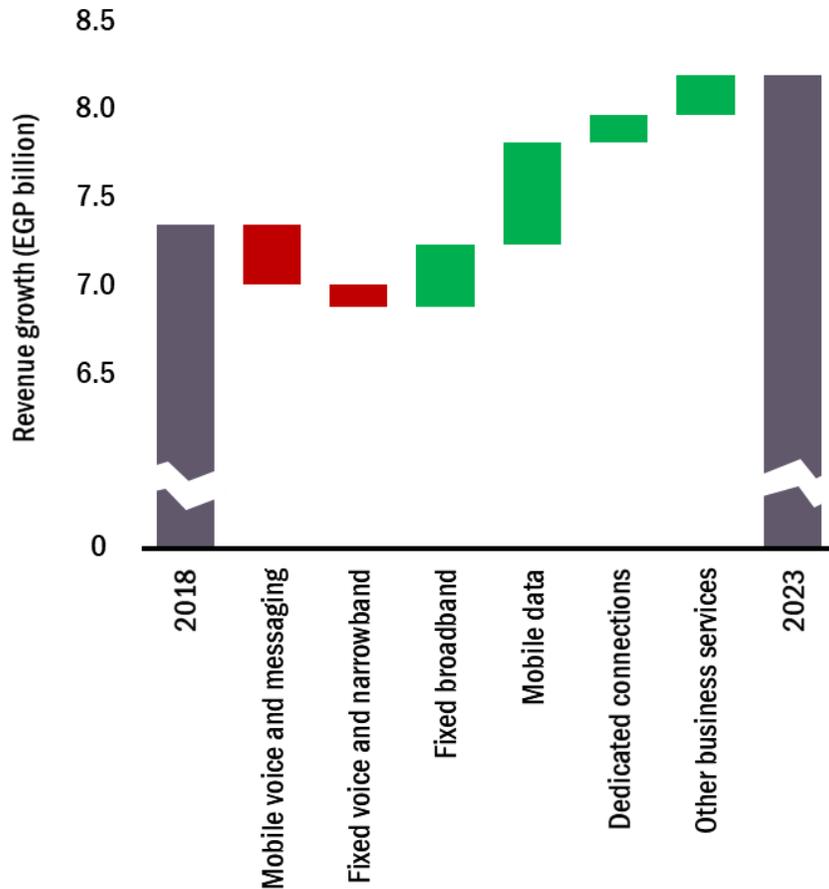
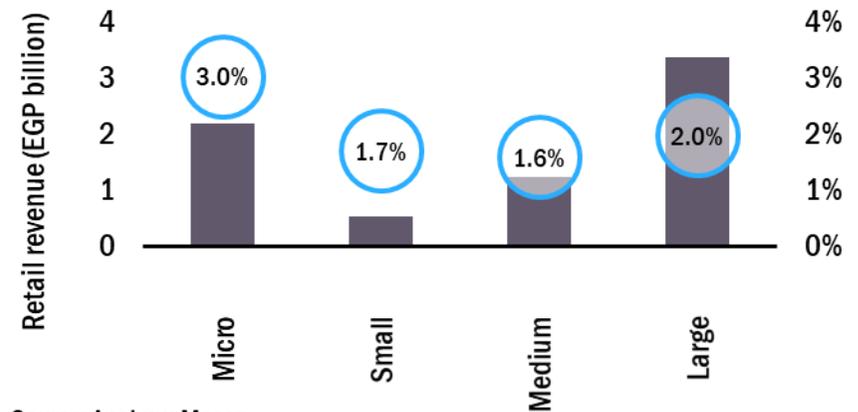


Figure 2: Connections for enterprises and CAGRs by type of connection, Egypt, 2018–2023<sup>1</sup>

Connection type	Connections (thousand)		CAGR	CAGR
	2018	2023	2013–2018	2018–2023
Mobile handsets	4100	4800	9.4%	3.2%
Mobile broadband	250	280	1.5%	2.3%
Fixed voice	820	920	-7.0%	2.3%
Fixed broadband	430	610	19.1%	7.2%
Fixed dedicated lines	30	33	3.5%	1.9%

Figure 3: Telecoms operator retail revenue from enterprises in 2018 and CAGR for 2018–2023 by enterprise size, Egypt, 2018<sup>1</sup>



Source: Analysys Mason

<sup>1</sup> See Presentation of results in the Methodology section of this report for full definitions of the aggregate categories presented in figures.

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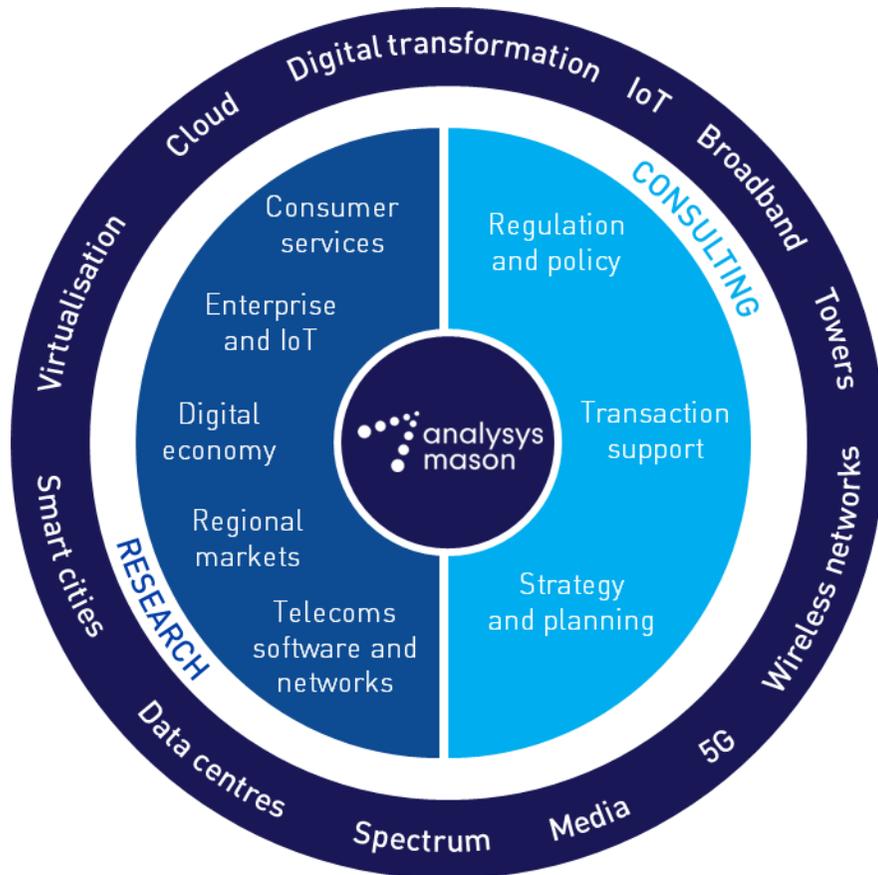
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