



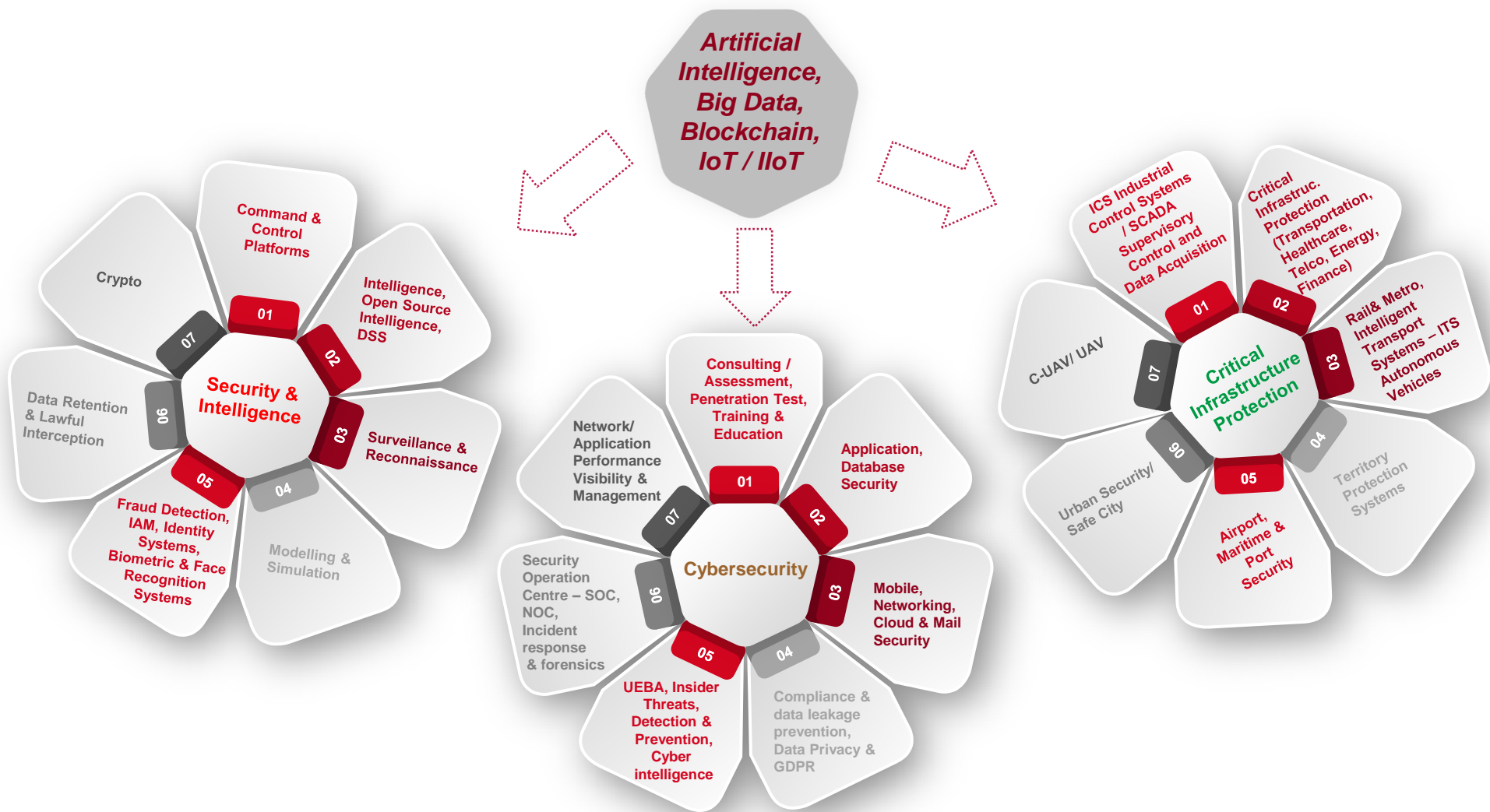
5G: limits of the business case and possible solutions

Francesco M. Sacco

Chief Strategy Officer S3K

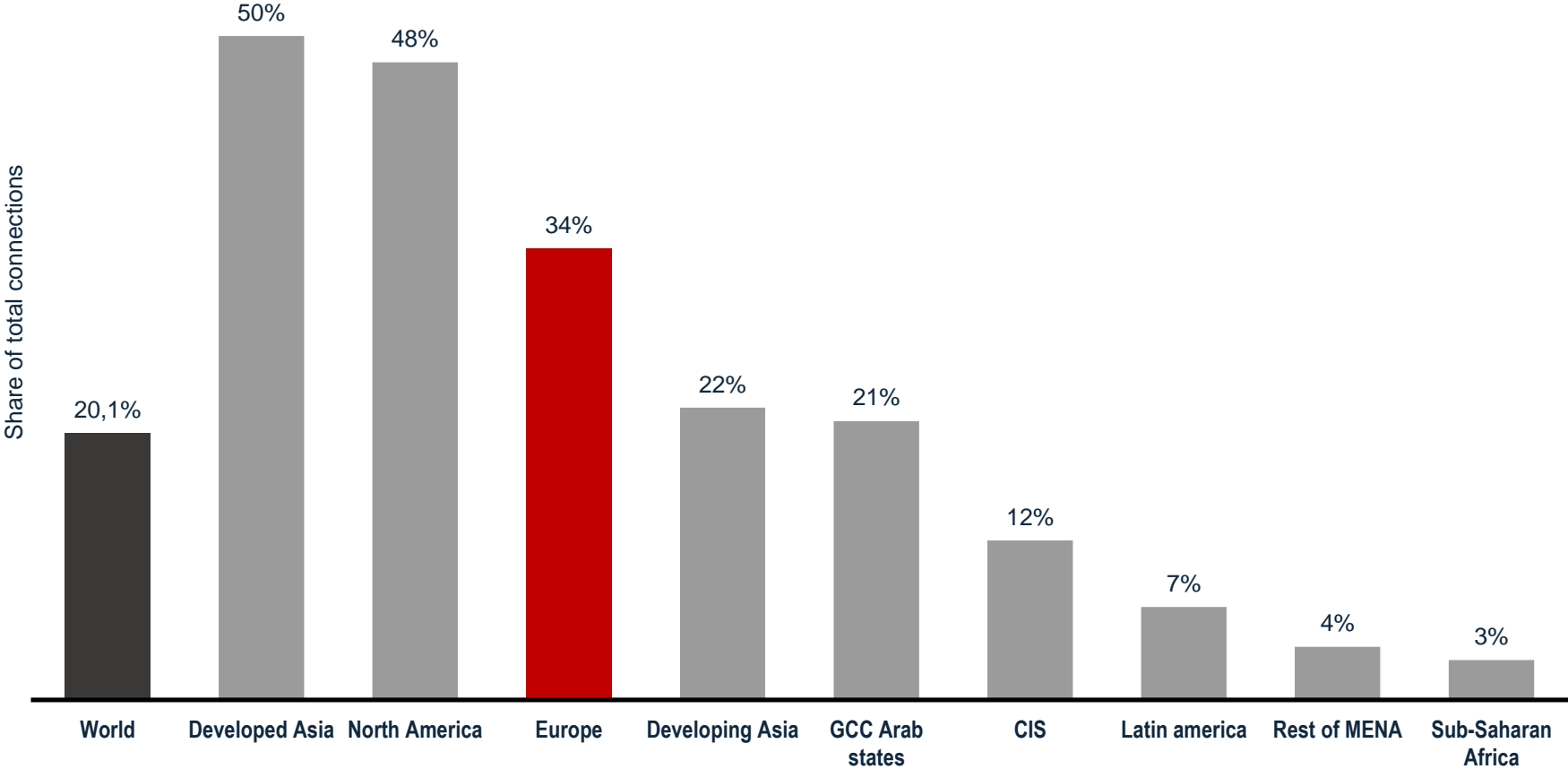
Insubria University & SDA Bocconi





Forecast of 5G share of total mobile connections in 2025, by region

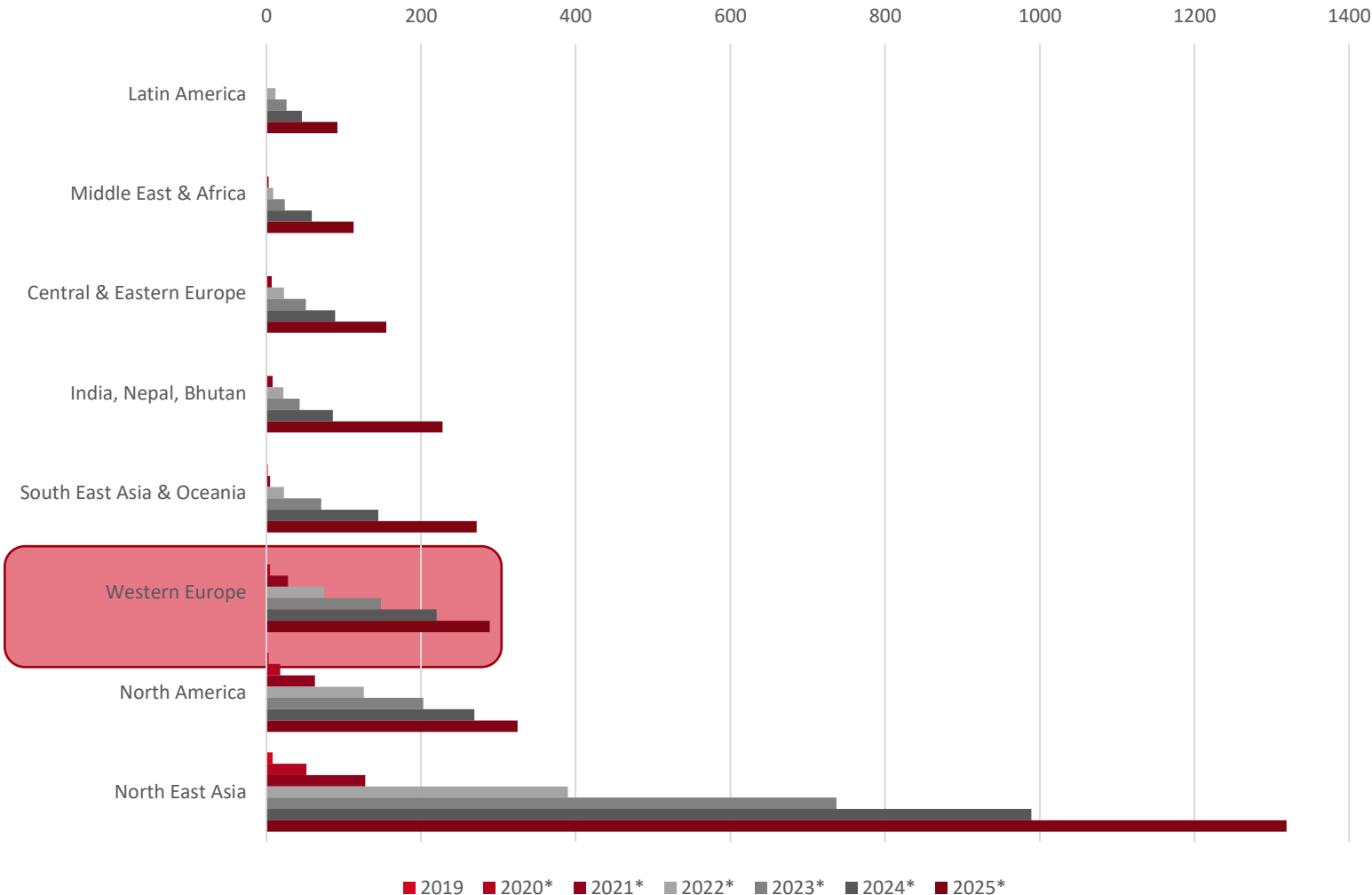
Europe is
the 3rd
largest
market for
5G...



Source: GSMA ; GSMA Intelligence, 2020

Forecast of 5G subscriptions in 2025, by region

...but there could be a problem of adoption in Europe...

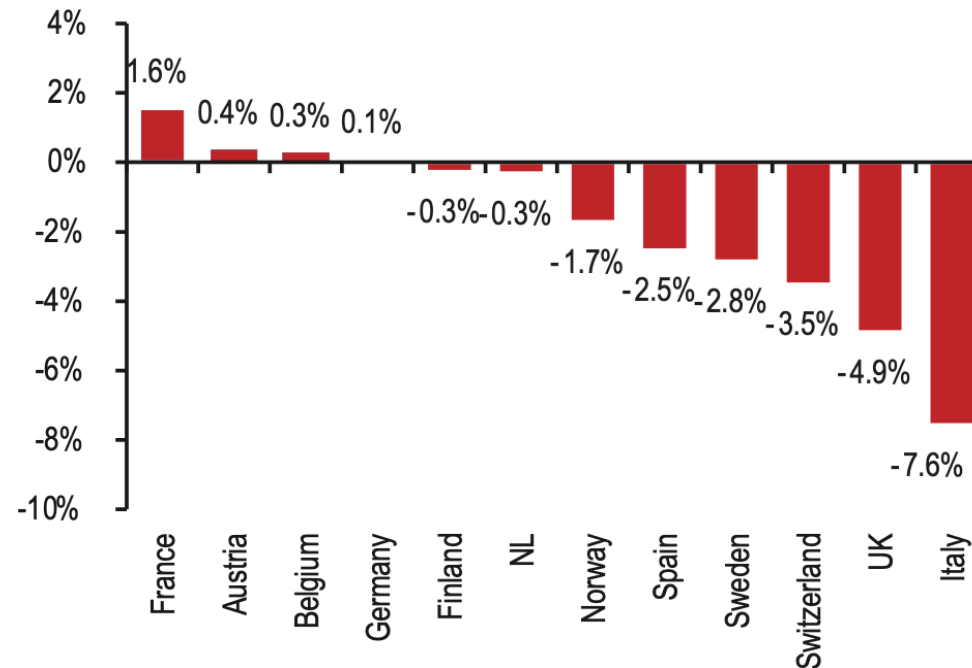


Source: GSMA ; GSMA Intelligence, 2020

Revenues growth will impact investment decisions in Europe, especially in 5G

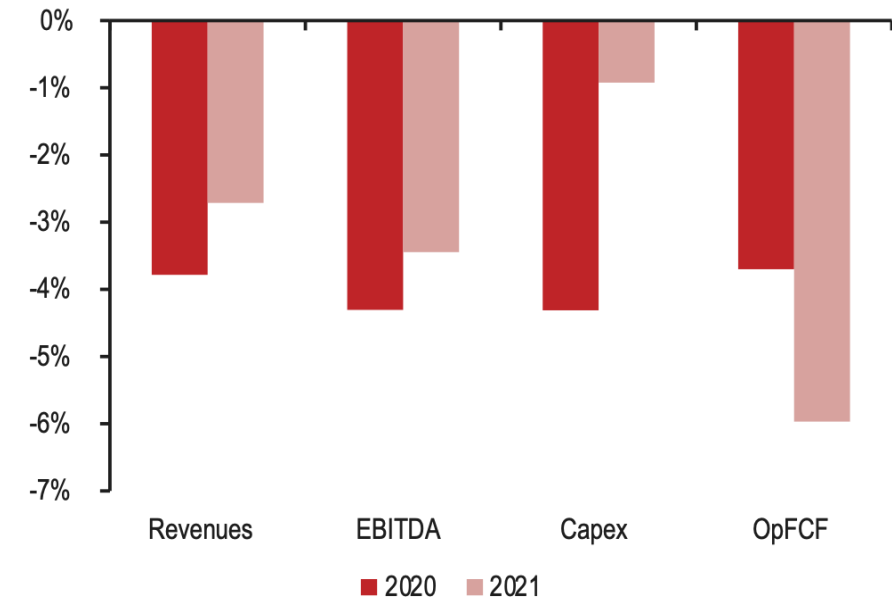
...because
of pressure
on
revenues
and
financials

European Telecom consumer service rev growth
by market (%)



Source: Barclays, 2020

European Telecom aggregate changes in
2020/21 estimates (%)
YTD October 2020



There is space for a shared infrastructure (radio + core network)

A window of opportunity is in high reliable private wireless networks

Five nines

99,999%

5 min/year

Six nines

99,9999%

<1 min/year

2 strategies to minimize $1-(1-r)^n$

R = reliability of infrastructure
N = number of fault areas

R = 99,9999%
N = 1



99,9999%

R = 99%
N = 3



99,9999%

R = 99,9%
N = 2



99,9999%

...as the cloud computing providers usually do