Recipe for success

Winning the 10-year economic game in the 5G Future X Network era

- Gross profit increase in 10 years for CSP with pre-integrated Future X Network rollout and digital value services: 3.6x
- 10-year shift in profit share:
  - Aggressive incumbent: 49% → 52%
  - Cautious incumbent: 29% → 7%
  - Aggressive challenger: 23% → 41%

Key market indicators

- 2006-2016 growth in mobile data traffic globally: 1800x
- CSP* return on capital 2007-2017 CAGR: -2.2%
- US CSPs** vs. US platform players: 1.3% vs. 21%

5G Future X Network KPIs

- 2028 potential increase in CSP revenue from verticals: 4x
- TCO reduction due to virtualized and automated 5G Future X Network: 32%
- TCO savings on Future X Network from single integrated solution vs. multi-vendor solution: 25% - 35%