

5G - Accelerating Growth

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5G Industry is Leaping

First year of 5G

	3G	4G	5G
 Network	99	199	1110+
 Sites	220,000	140,000	8800,000
 Subscriber	3320,000	4400,000	2200M+

3GPP R16 accelerate industries



Low latency: **1ms**
XR Pro




Higher reliability: **99.9999%**
Remote Control





Positioning: **sub-meter**
V2X / AGV

440+ 5G devices

For consumers

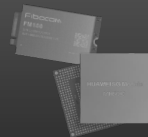


 **\$150**
Entry-level phone price

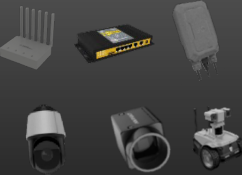
 **60%**
5G smartphone shipments

For industries

60
5G Modules
In commercial use

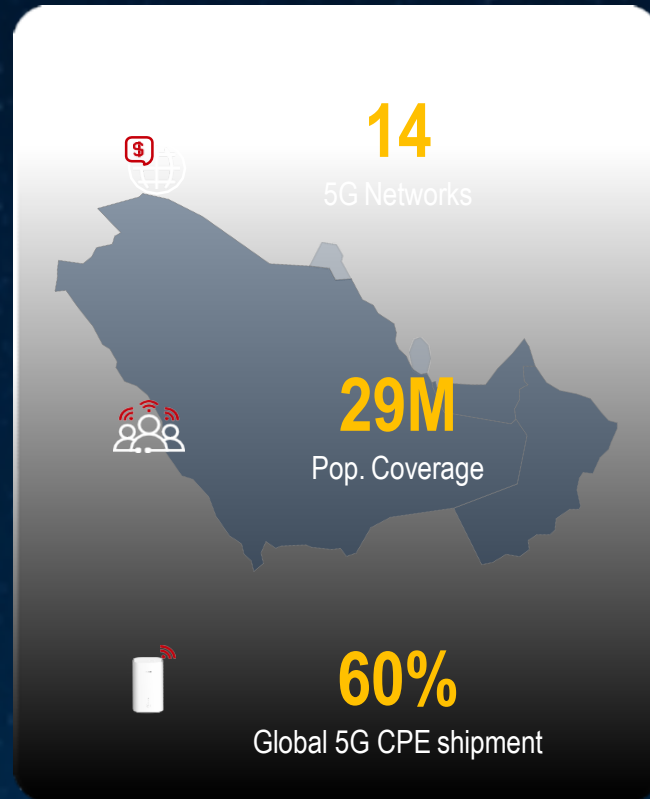


140
Types of industrial
5G devices



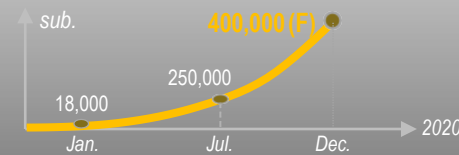
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GCC Continue Leadership, Creating 5G Business and Social Value



Business Values

5G to H FWA



Quick GTM (Day)

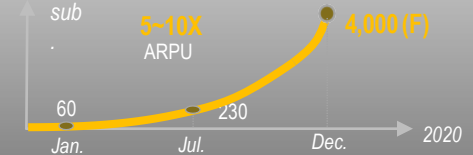


Cost Saving by legacy network



Fulfill requirements

5G to B Leased Line



Social Values



18 field hospitals in UAE
5G to connect in **1-2** days



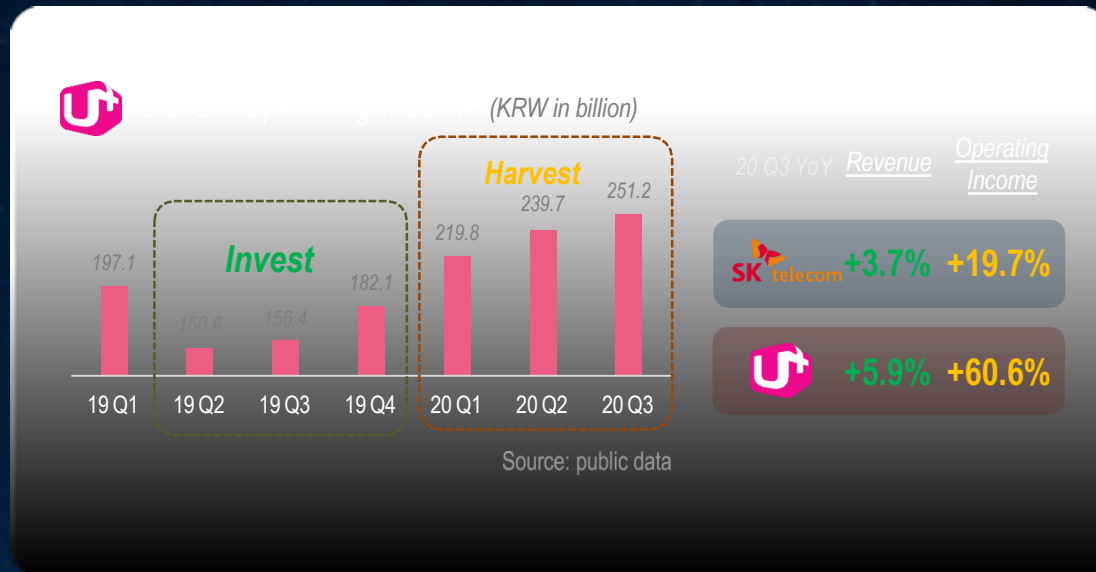
Remote work & education
5G in **400K** families & **500** schools



Combatting pandemic
5G to enable "**0-TOUCH**" (bank etc.)

Carriers Started to Harvest 5G Consumer Business Values

Pioneers begin to harvest, more profit growth than revenue



Proposition
Themes to
Position 5G

Superior Experience

Activating 5G Premium

Bundling Content

Fast sub. development



20% user penetration rate

Monetize from more metrics



20% ARPU increasing

Build the best network



Maximize network value

Maximizing 5G Network Value for Consumers Now

Network Value

\propto

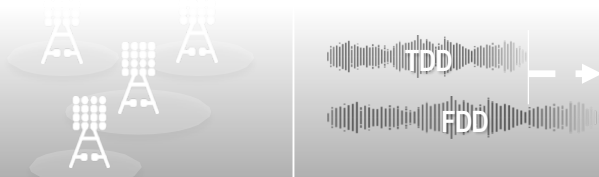
Coverage

\times

Experience

Network TCO

Coverage

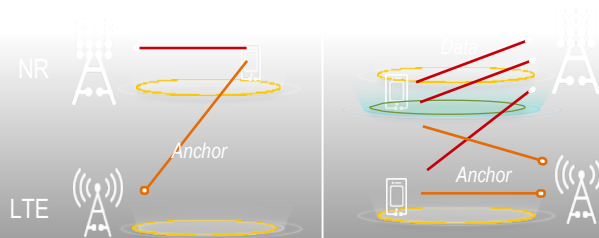


TDD

FDD

Urban continuous & suburban wide coverage

Experience

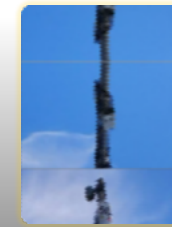


EN-DC

CA

4G + 5G synergy for superior experience

Network TCO



Blade AAU

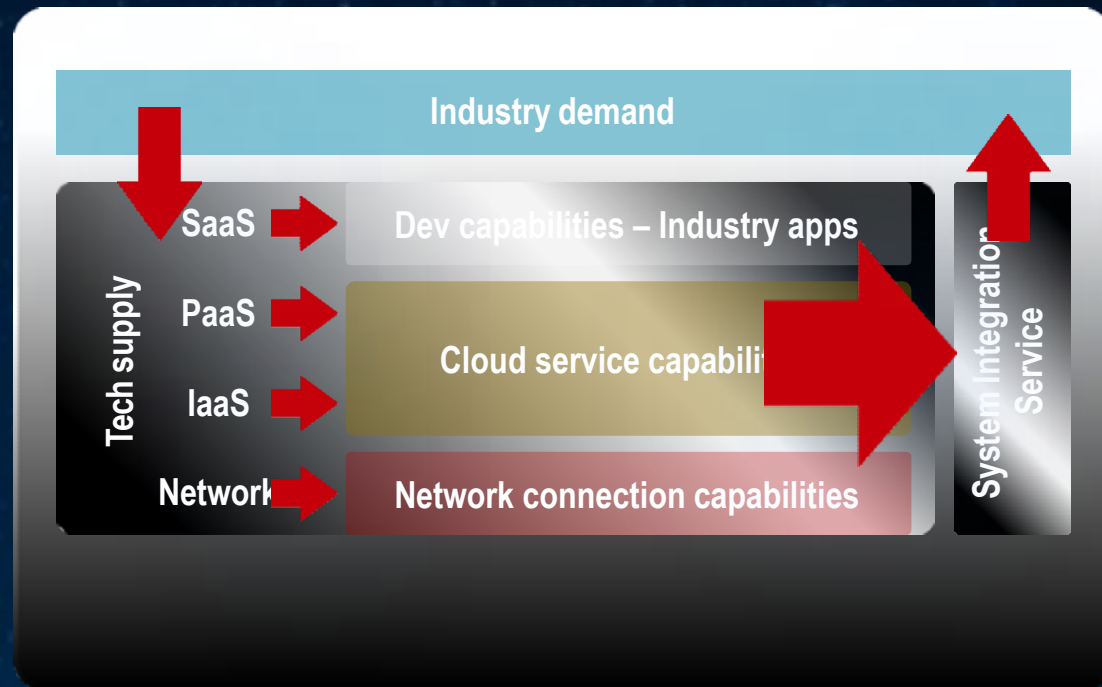
Simplified site for lower site rental & power



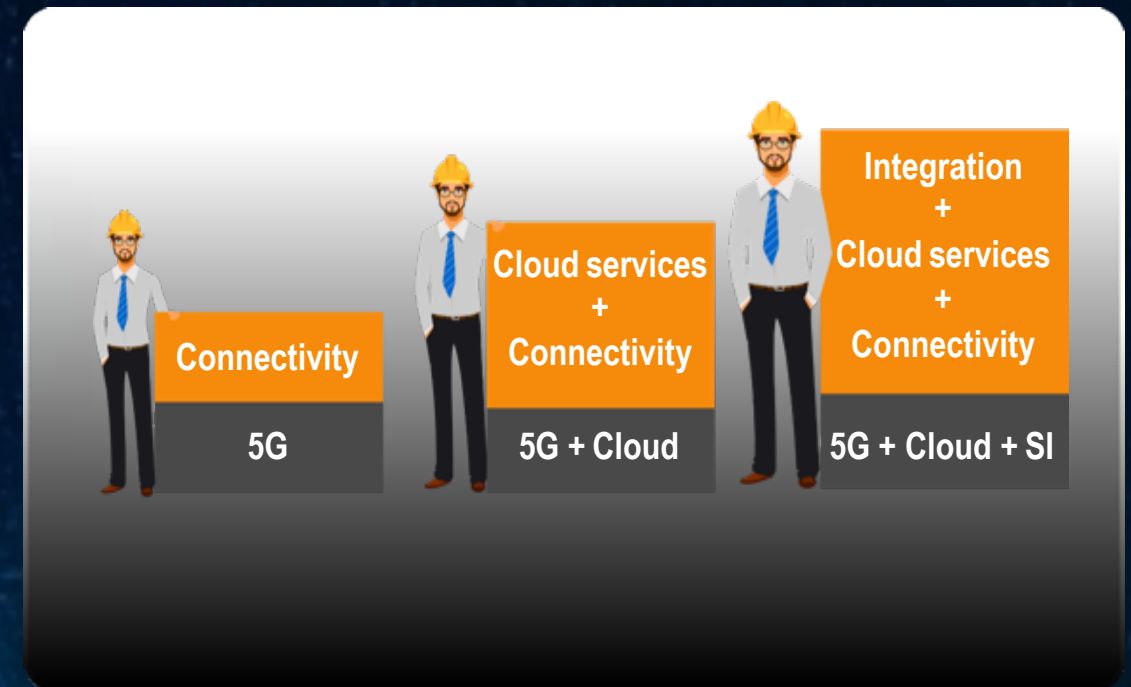
One Site One Cabinet

5G to B Success Requires More Carriers' Capabilities Beyond Connectivity

5G to B bring new capabilities



More know-how, stronger positioning



Replicating Industry Applications and Business Model is Key for 5G to B Success

Replicable industry applications



5G Oil & Gas:

Connected Worker

30% efficiency improve



5G Port :

Remote Control

20% worker efficiency

Replicable business models

Basic + **A**dvanced = **F**lexible



Basic framework

*Basic requirements,
Bronze/Silver/Gold*



Valued-add functions

*On-demand requirements
Network/tools/service...*



Order from menu

*Flexible B+A
combination*

5G to B New Capabilities is enhancing Carriers' Growth Engine

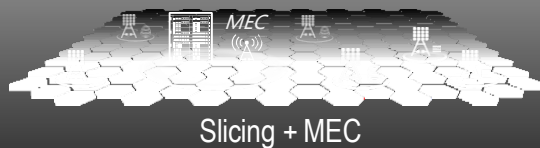
$$\text{Network Value} \propto \frac{\text{Network Capability} \times \text{Ecosystem}}{\text{Application Deployment Cost}}$$

Network Capability

Super Uplink Solution



Dedicated Network



Ecosystem



Industry SI



Network

Cloud

AI

Application Deployment Cost



CSMF+

NSMF+

CME+



Industry-oriented Network O&M

Huawei is Continuously Investing in 5G Future in Middle East

5G ecosystem program



Encourages 5G ecosystem in Middle East





Thank You