

GLOBAL MARKET

Unique mobile subscribers



SIM connections



*Excluding M2M

Mobile contributing to economic and social development across the world



DIGITAL INCLUSION

Delivering digital inclusion to the still unconnected populations.

MOBILE INTERNET PENETRATION

48% 2016 — 2020 60%



FINANCIAL INCLUSION

Delivering financial inclusion to the unbanked populations. As of December 2016 there were

277 live mobile money services in 92 countries



INNOVATION

Delivering innovative new services and apps.

Number of M2M connections to reach

1bn by 2020



Mobile industry contribution to GDP

2016

\$3.3tn 4.4% GDP

2020

\$4.2tn 4.9% GDP

ACCELERATING MOVES TO MOBILE BROADBAND NETWORKS AND SMARTPHONE ADOPTION

Mobile broadband connections to increase from 55% of total in 2016 to

73%

by 2020

By 2020, there will be

5.7bn

smartphones, growth of 1.9 billion from the end of 2016

Mobile data traffic to grow by a CAGR of

47%

over the period 2016-2020

Source: Ericsson

Data growth driving revenues and operator investments

Operator total revenues

2016 **\$1.05 trillion**

2.1% CAGR 2016-20

2020 **\$1.14 trillion**



Operator CAPEX of up to **\$700 billion** for the period 2017-20

Public funding

Mobile ecosystem contribution to public funding (before regulatory and spectrum fees)

2016

\$450bn

2020

\$500bn



Employment



Jobs directly and indirectly supported by the mobile ecosystem

2016

28.5 million

2020

30.9 million