Telco’s Digital Transformation: The “New” Evolution for Carriers and Industries

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Latinamerica & The Caribbean Region
Network Coverage

Population

Total population in Latin America and the Caribbean: 634m

- 10% of population: 64m not covered by mobile broadband (3G or 4G)
- 57% of population: 363m covered but do not subscribe to mobile broadband
- 33% of population: 207m subscribe to mobile broadband

--- GSMA
Connecting the Unconnected Households

LA Broadband Access

80% Countries < 40% BB Penetration
53% Household < 4Mbps

46.4% Global
13Mbps Global

Chile, Mexico, Brazil, Caribbean, Peru, Central America, Ecuador, Colombia, Argentina, Costa Rica, Paraguay, Venezuela, Bolivia

Avg. BW
Broadband Penetration
10% broadband penetration improvement brings 1.4% GDP growth

Emergence of APP and related industry

**Workforce**

Digitalization creates more than 100k jobs in US & 25k jobs in Australia

**digitalization boost startup companies**

By 2025, IoT will contribute 11% of global economy

Production efficiency improved by 0.7-4.2%, expand F2F customer to online customers.

---Source: World bank

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140 countries have developed national broadband plan strategy or policy - ITU
LATAM Resource Based Economy

Economy Highly Correlated to Foreign Demand

World biggest forest
World biggest oil reserves
World biggest sugar export
World top banana producer
World biggest fishing ground

Import/Export

5 years after the Depression

The Depression
Finance Crisis
Debt Crisis
Oil Crisis

OPEN ROADS TO A BETTER CONNECTED WORLD
LATAM positioned to benefit the most from digital economy

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Source: World bank
Huawei GCI 2016
LATAM People Love Digital Life

Video Engagement on Facebook, Q2, 2016

APAC: 50%
Europe: 49%
LATAM: 72%
Middle East & Africa: 60%
North America: 55%

---Source: World bank

---Facebook profile
IoT Market in Latinamerica

2014

300.3 M

2020

1.45 B

30.1% CAGR
Every Service on Cloud
ICT Is the Cornerstone of National Competitiveness

Better Connected Nation

- Governance
- Economy
- People
- Environment
- Living
- Mobility

ICT Infrastructure

- Big Data
- Cloud Computing
- IoT Platform
- Broadband
- National Data Center (Cyber Security)
- M2M Network
- Talent
- Regulation
- Technology
- Funding
In summary, Three Factors Drives ICT Development.....

**Demand**
- Voice, SNS, Web, Picture, Video
- City Safety, Education, Health, Media
- Electricity, Oil&Gas...

**Experience**
- ICT investment/GDP
- Infrastructure
- Regulation and Policy
- ....

**Supply**
- Decrease Price
- Promote

Broadband Download Speed
Local Content Statistics
Access Statistics of International Export
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