



# The Pivotal Role of FWA in Driving 5G Monetization

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CONNECTA Event Mexico

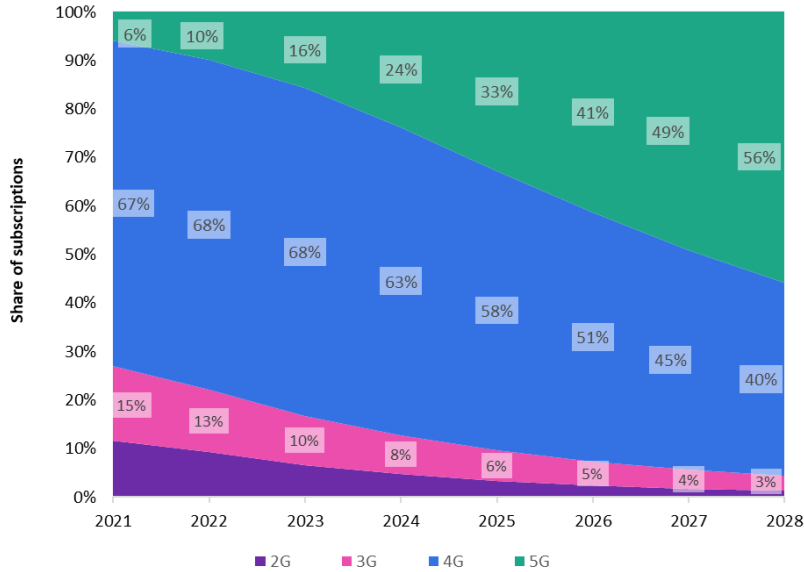
April 2024



# Global trends in 5G & FWA adoption

Unlocking 5G Monetization beyond traditional mobile subscriptions

Mobile subscriptions share of technology

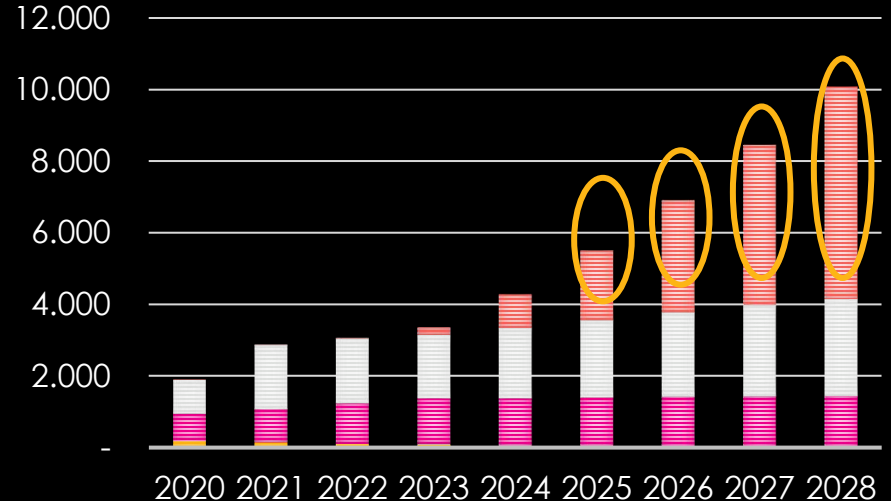


Source: Omdia

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- Fixed wireless WiMAX
- Fixed wireless LTE
- Fixed wireless proprietary
- Fixed wireless 5G

Subscriptions (000s)



5G expected to become largest FWA technology by 2028

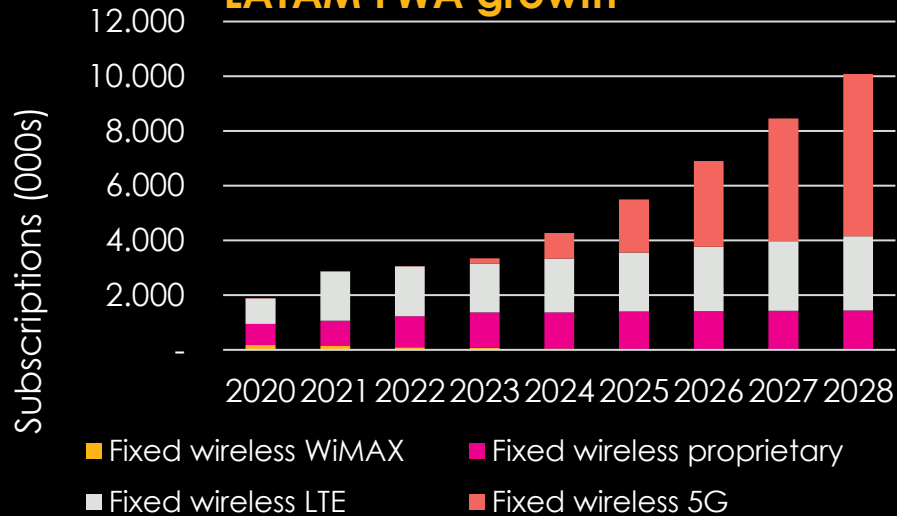
# Drivers behind FWA adoption

- ❑ Limited fixed broadband infrastructure- where fiber is hard to reach
- ❑ Bridging the digital divide- serving the unconnected (rural penetration)
- ❑ Utilizing spectrum (mid-band) that provides additional capacity
- ❑ Deployment costs are less (when bundled with mobile services)
- ❑ New growth revenue- post paid, bundles, competition etc
- ❑ New streams of revenue (Smart cities, smart “things”. Etc)
- ❑ Government initiatives/ funding- specifically to address digital divide

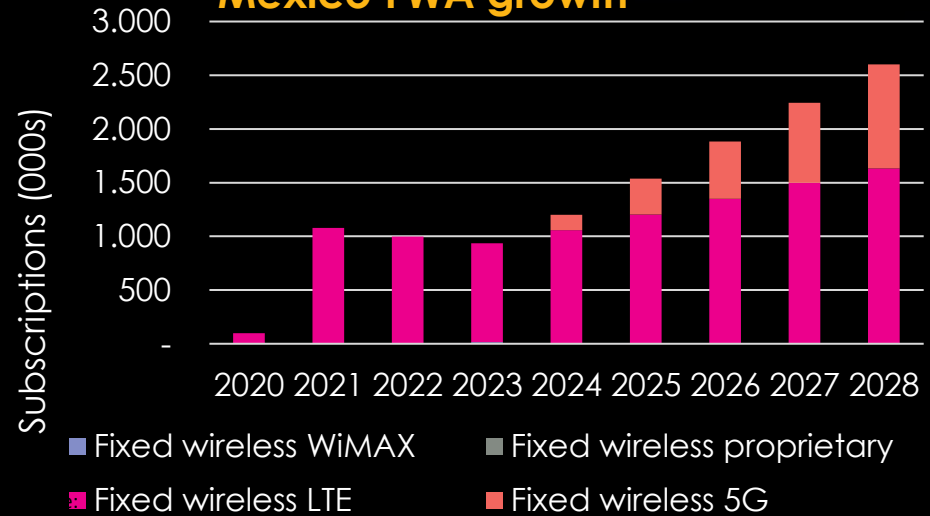
# Mexico outlook on 5G and FWA adoption

FWA to reach 3 Million subscription by 2028; 31% CAGR

## LATAM FWA growth

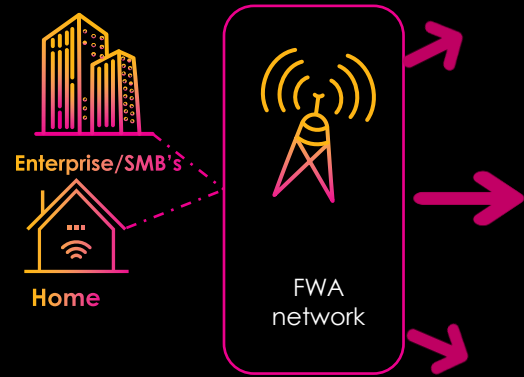


## Mexico FWA growth

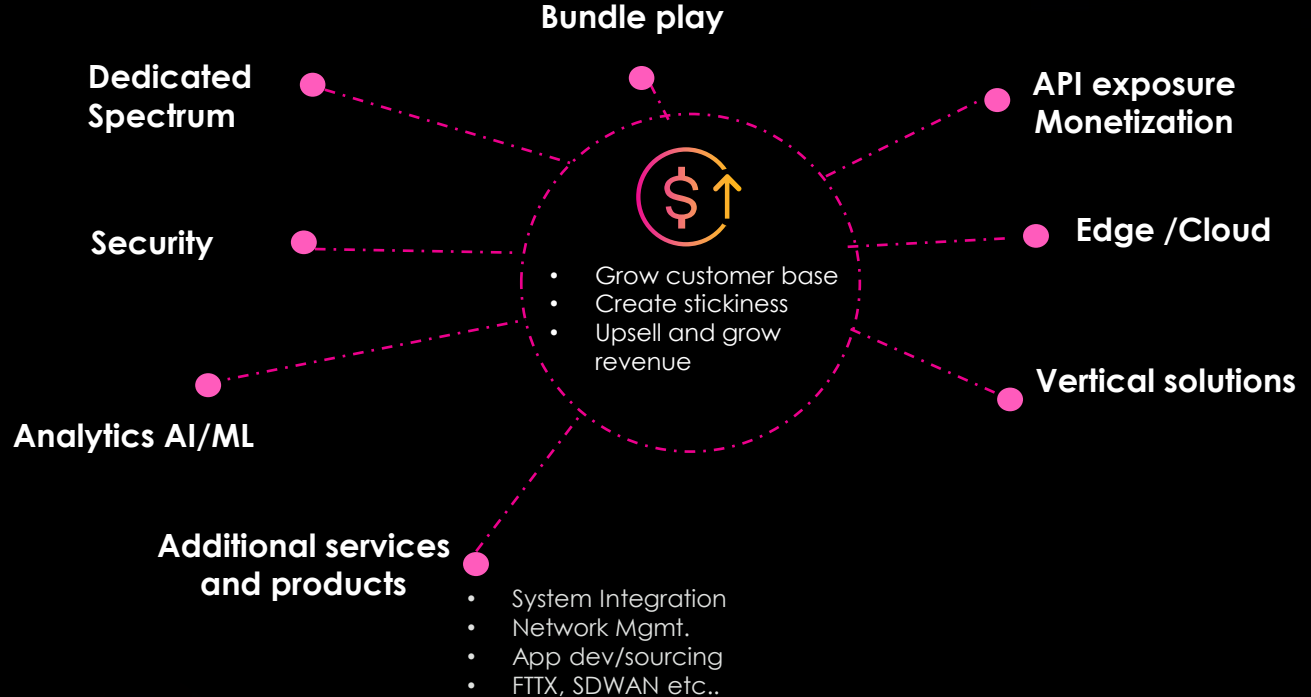


- 5G is expected to reach 65% of total connections by 2028
- FWA subscriptions will continue to grow, reaching roughly 8% of fixed broadband subscriptions
- 5G spectrum needs to be made favorable to promote investments
- Government must encourage deployments to reduce digital divide

# Monetization opportunities with FWA



5G FWA are a vehicle for service providers to grow their revenues by offering their customers new services



# How can Amdocs help?

End-to-end rollout services and solutions, injecting automation, supporting multi-vendor networks, and accelerating the time to deploy cost effectively

## Plan/Design

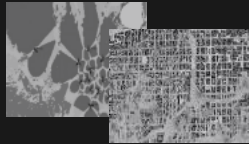
**Prioritize new investment & establish design objectives**

- Capacity Planning
- Network Consulting



**Designing new network elements & Fiber**

- RF, Core, Transport design services



## Deploy/Integrate

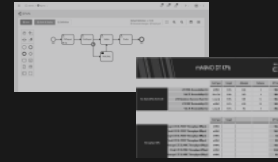
**Implement & configure new network equipment as designed**

- A&E and Site Acq
- Field Services



**Integrate any network elements**

- System Integration
- Program Mgmt



## Operate/Manage

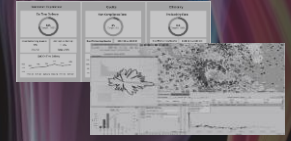
**Improvements to achieve/exceed design targets**

- Testing and Acceptance
- Drive less Optimization



**Managed Services to ensure performance**

- Performance Assurance
- Triage and Support



**Amdocs Differentiators**



Software Innovation & Automation



5G Deployment Experience



300K+ launches across major vendors



Leading Acceptance Solution from 2G to 5G



Embracing new/ open standards

**Success Stories**

Massive MIMO and 5G NR Optimization

5G gNodeB integration and commissioning

Multiple Private Network deployments

Ongoing vRAN and Open RAN deployment and operations

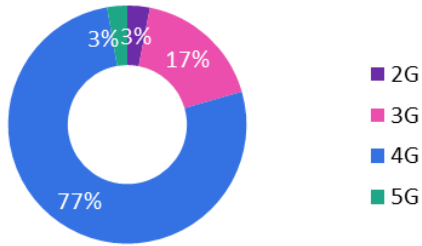


# Recap

## Robust growth in 5G traffic spurs FWA growth in Mexico

### Mobile Share-Mexico

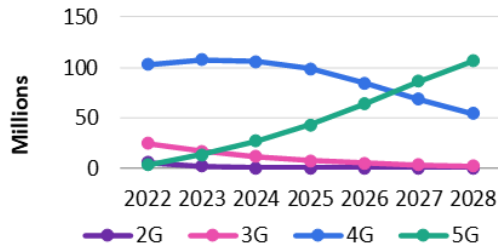
Mobile market share, 1Q23



Source: Omdia

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Mobile subscriptions

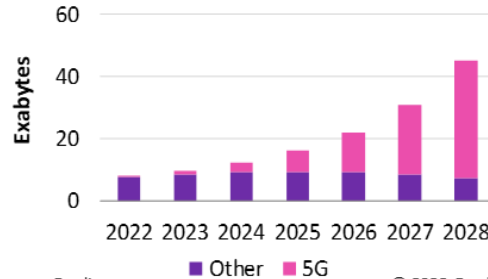


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### Data Traffic & IoT- Mexico

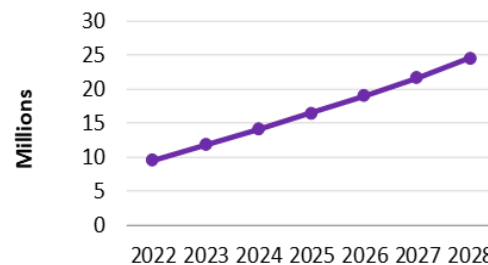
Mobile data traffic



Source: Omdia

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IoT subscriptions

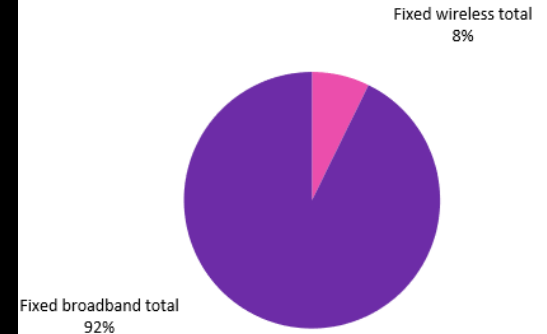


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### FWA growth- 3% to 8%

Mexico - 2028





**Thank you**

