



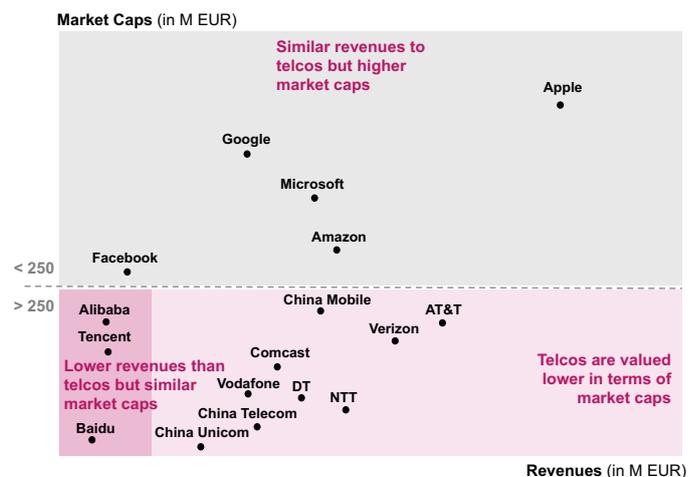
"This service takes in both the telecom and Internet service markets and analyses not only their individual trends, but also how they are impacting each other. Policy makers and strategic teams will benefit from gaining first hand knowledge of the dynamics of both these industries and on how they interact and intertwine, aiding the decision making process to understand and stay ahead of these changing industries."
Soichi Nakajima, lead analyst

CONVERGENCE OPPORTUNITIES AND INDUSTRY STAKES

- > What crucial impacts is the Internet industry having on the telcos and the telecom industry as a whole?
- > What digital scenarios can be drawn for the future, and where will telcos and OTTs be placed within?
- > How is the regulatory environment evolving for both the telco and Internet markets?
- > What are the key trends, the big movers and innovative strategies in these markets?
- > What can the CAPEX, KPIs and other data tell us when comparing the top telco and Internet players?

The GAFAM and BAT are valued higher than telcos with respect to revenues earned

Source: IDATE DigiWorld



THE SERVICE

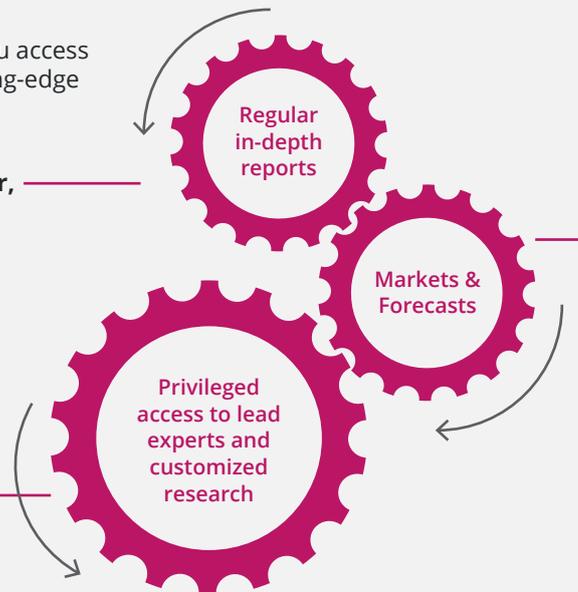
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- > The Future of communication

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- > 34 countries, 5 regions and world
- > Access data with breakdown by Landline, Mobile, Fixed broadband, VoIP
- > Revenue data (services, voice, data for fixed & mobile)
- > New! Breakdown for Business Market (+10 employees)

OTT Markets

- > 16 countries, 5 regions & world
- > Access data for Internet users (fixed & mobile)
- > Revenue data (breakdown in paid and advertising) for online gaming, E-commerce, Cloud, OTT communication, OTT Video, Mobile Apps, Social Networks, Search, Display, RTB
- > Market analyses, key Internet trends and a focus on GAFAM & BAT Over 100

Telcos & OTT CapEx

- > 34 countries, 5 regions and world
- > Historical trends in telecom and OTT infrastructure CapEx
- > Breakdown by fixed and mobile
- > World largest players' CapEx: telcos vs OTTs

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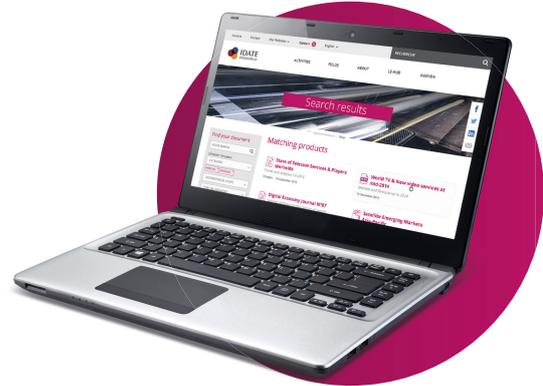
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Since 1977, IDATE DigiWorld's teams of specialists have earned a global reputation for independent, high quality analysis of digital industry markets, through three closely linked areas of activity:

- **Institute:** a European think-tank for members, policymakers and digital transformation stakeholders
- **Research:** a global observatory of digital markets and innovation
- **Consulting:** bespoke market research and consulting solutions

