

# 5G: hype or reality?

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## A New Ecosystem for IoT



- 5G the “must-have” for any strategic plan
- Global race for 5G leadership is on
- Enabling the 4<sup>th</sup> industrial revolution?

## The Reality Gap



- Standards set
- Spectrum available
- Pilots underway



- How to find the investment?
- LTE upgrades in parallel?
- Will demand justify investment?
- How much regulatory intrusion?

## Is a sustainable business model possible?



- Industry and telco partnerships crucial



- Who is going to pay for the shiny new world of IoT?

## Current spectrum auctions give conflicting signals



- Very high 5G coverage obligations
- Expectations of auctions are high to allow for cross subsidies

- More competition and access obligations in tandem
- Stimulate investment yet low retail prices

## 5G and Cable



- Cable's HFC networks reach over 50% of EU homes with fibre close to the home
- Gigabit ready
- 10 Gbps symmetrical potential