

The Countdown to 5G

Setting up your MVNO for success

Lynda Burton – Director of Wholesale

Three Wholesale

May 2019



Introducing Three Wholesale



Launched



SMARTY

Simple, honest mobile

Launched



1m customers



Launched



800,000 customers



Launched

Superdrug mobile



Three Wholesale – a growing business

12%

of all Three connections
are wholesale

20%

increase YoY in wholesale
subscribers

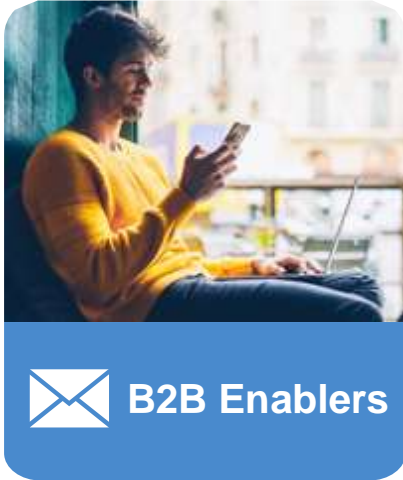
90%

increase YoY in
wholesale data for MVNO
and IOT

52%

increase in Virtual
numbers

Our products allow our partners to grow



Access to all Network capabilities

5G is a huge leap forward

1G

2G

3G

4G

5G



40+ hrs.

24+ hrs.

7 mins

36 seconds

5G unlocks new opportunities

Superfast Broadband

5G

Massive M2M

Critical Machines

Ovum: 5G 'credible alternative' to fibre

2x

5G home broadband 2x average fibre broadband download speeds

85%

of the UK's 26m fixed line customers could swap to 5G home bb

£240

22.1m UK households could save per year on their fixed line

Faster to deploy

Fewer road closures, permissions

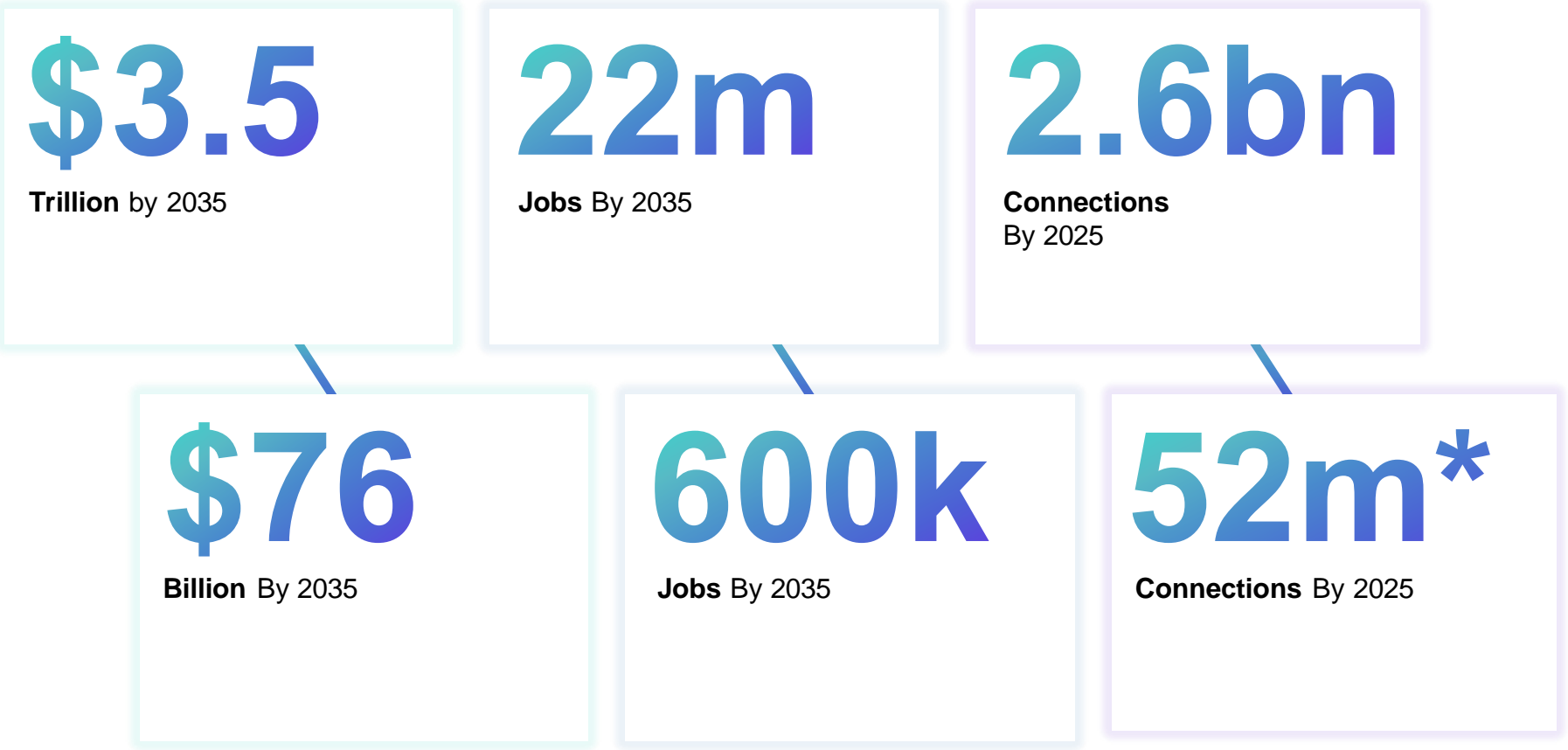
50%

Can be half the cost of deploying full fibre

Simplified life

Customer flexibility

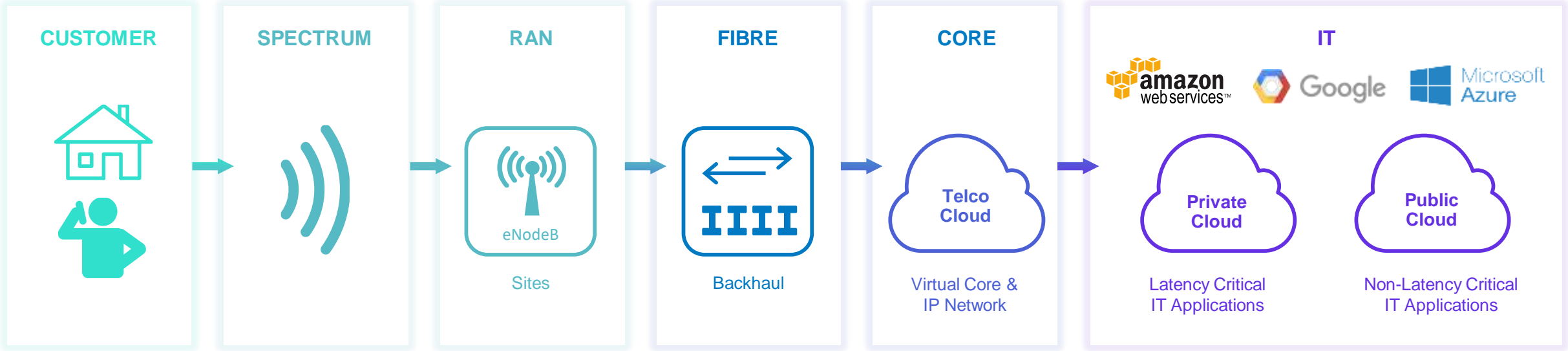
It will have a profound economic impact



Source: Deloitte Impacts of 5G
*Derived based on market share

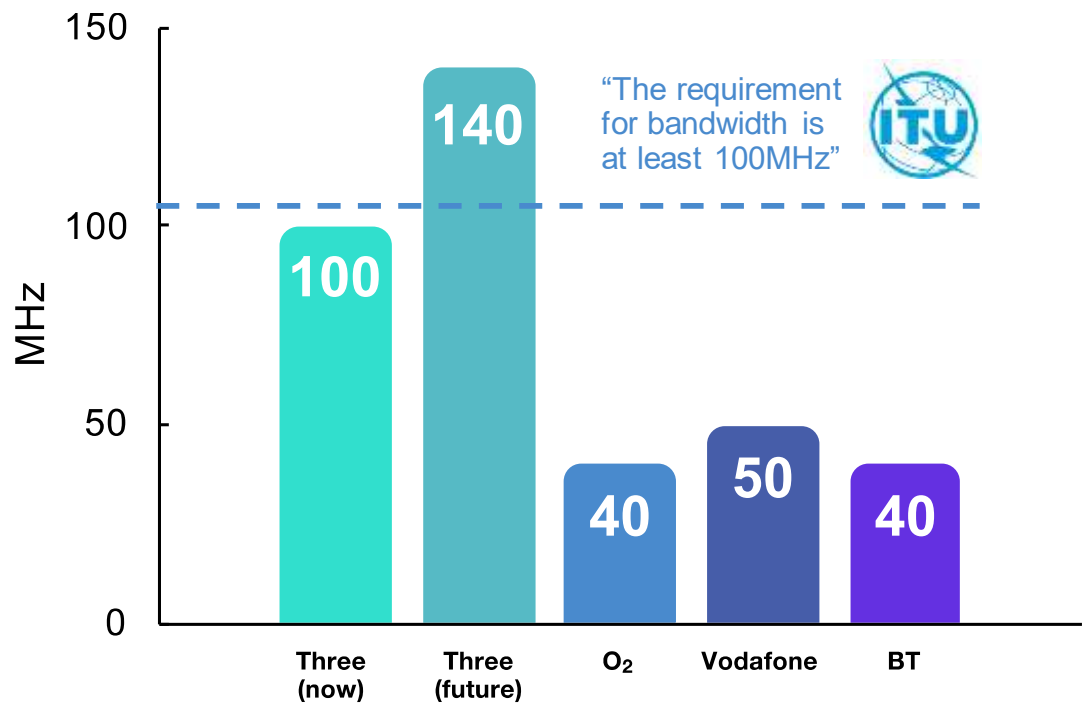


We are investing £2Bn+ on 5G

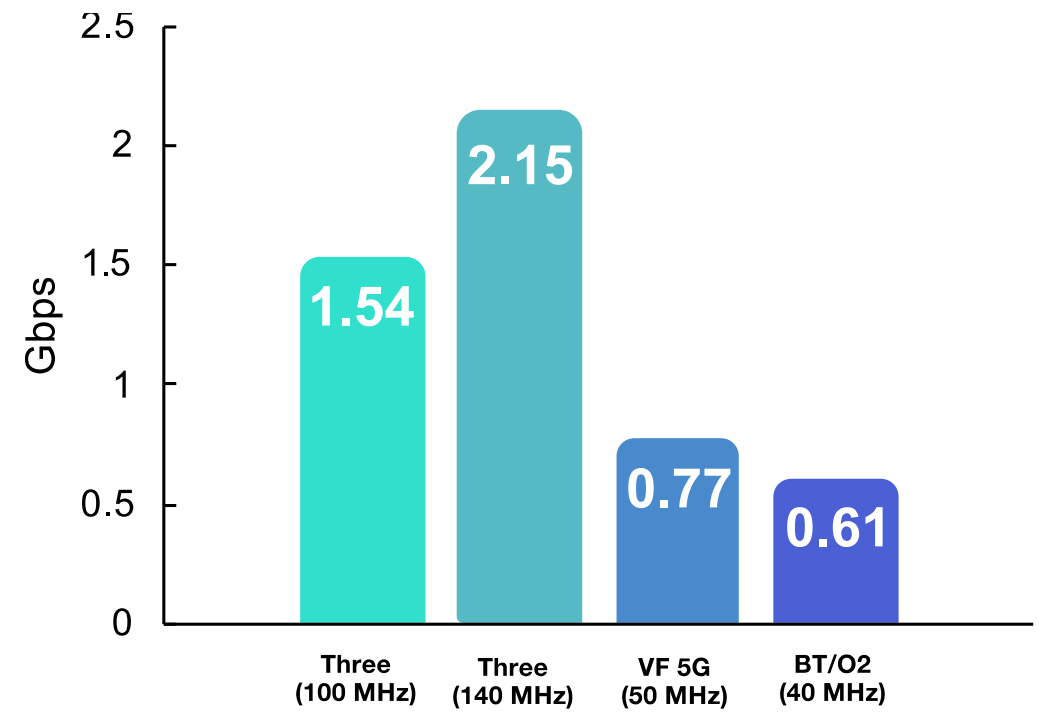


We have a leadership position on 5G

5G Spectrum Position



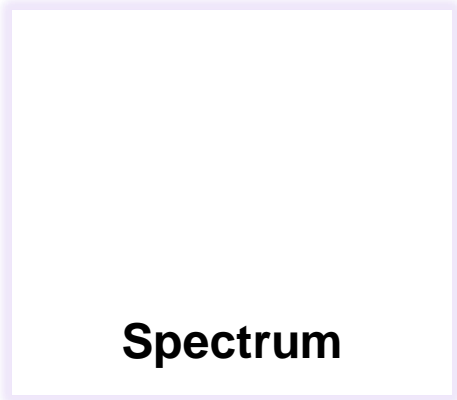
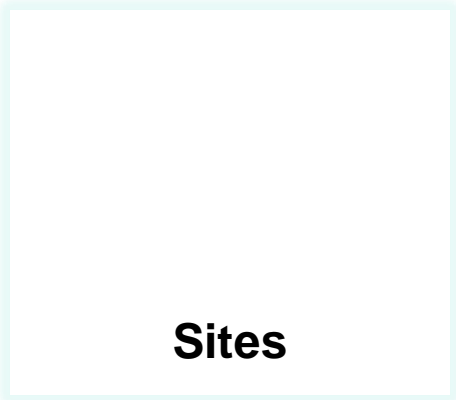
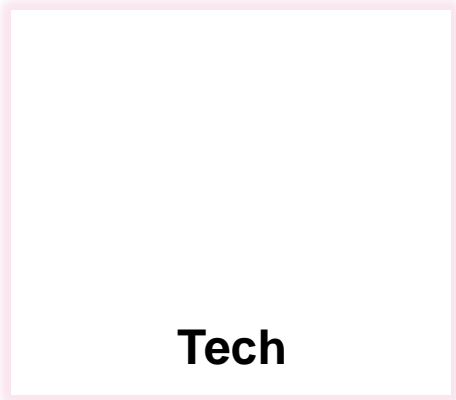
Peak 5G Speeds (by 2020)



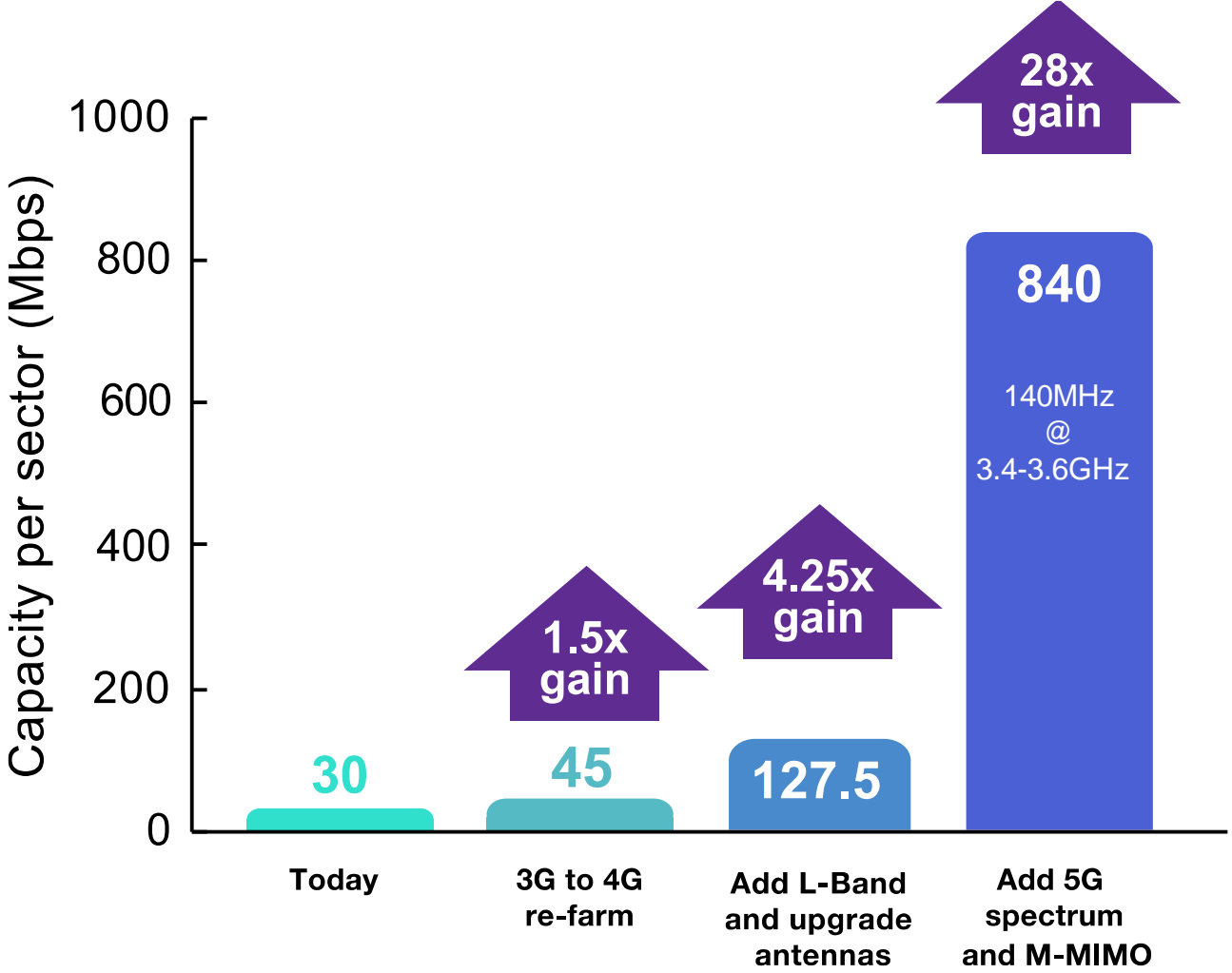
And gives huge capacity benefit – 28X

> 28x

Capacity



Securing near term capacity needs



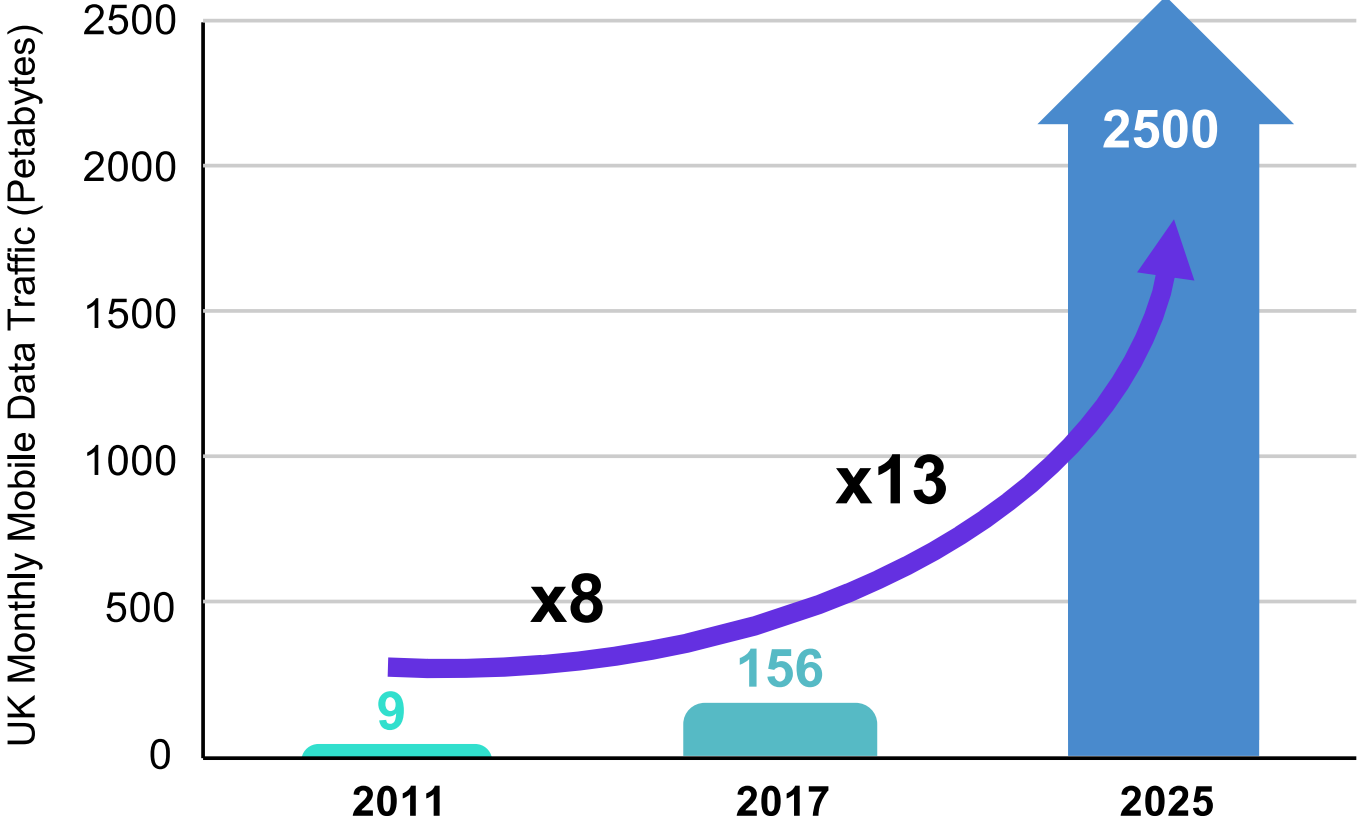
200m

customers with the same data usage

20m

customers with ten times the usage

5G will accelerate data use



At current Ofcom projections, an average UK customer will use

25GB
per month by 2025

Source: Ofcom's Mobile Data Strategy, June 2016



Artificial Intelligence and Big Data

Telcos are investing in Artificial Intelligence (AI) to process and analyse huge volumes of Big Data (IoT) to

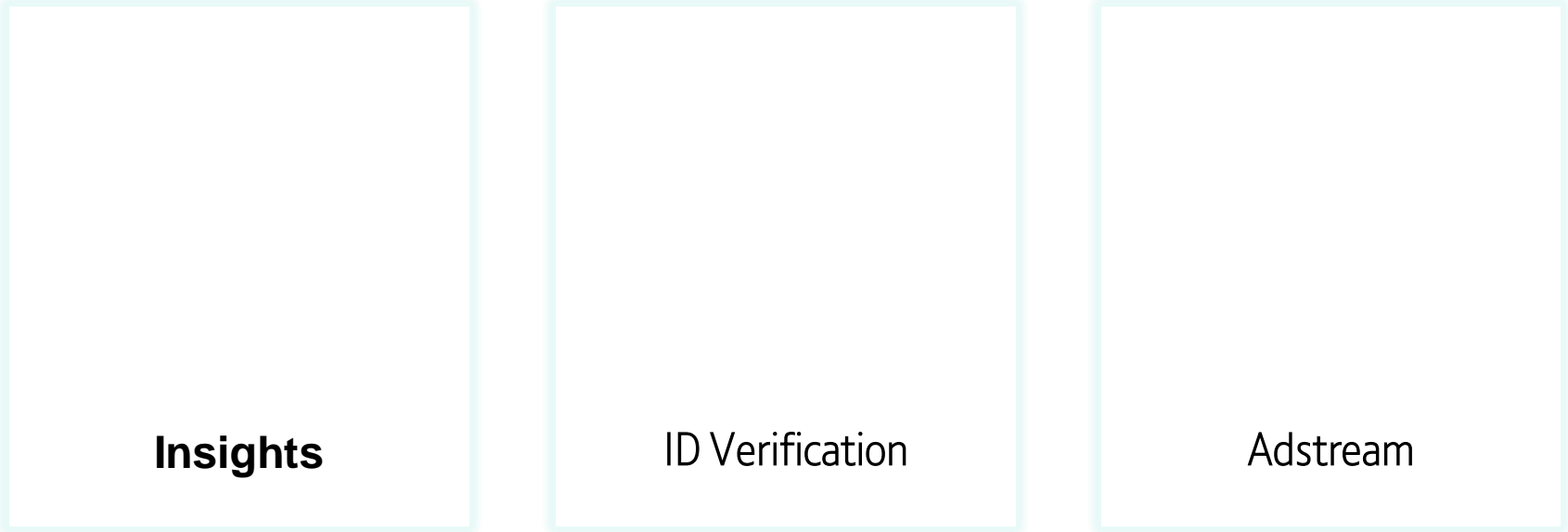
extract
actionable
insights

provide better
customer
experiences

improve
operations

increase
revenue
through new
products and
services

More data drives BIG data opportunities



BDaaS

5G re-defines what mobiles can achieve

Super Low latency

High speed – up to 3Gbps

High Capacity

Self Healing Network

Fully virtualised network

Network slicing

5G gives opportunities to network slice

Machine
-to-machine

Retail
Shipping
Manufacturing

Broadband

Entertainment
Internet

Reliable
low latency

Automotive
Medical
Infrastructure

Others

Other applications

Long term this could offer significant opportunity in IOT



MVNOs on the 5G journey with us

H1 2018

Discussions to include

5G

In MVNO contract renewals

H2 2018

Detailed Transformation and 5G briefings with

ALL our MVNOS

H1 2019

Three Broadband launches 5G

FWA

On the UKB infrastructure

H1 2019

Testing commences on

5G Mobile

H2 2019

Initial rollout starts on 6,000 sites which carry

80%

of Three's traffic in urban areas

Three have been a fantastic wholesale partner for us and, with them being at the forefront of 5G, we'll be able to offer an even better, faster service, and more value for customers

Adam Dunlop Managing Director iD Mobile

So what should you be doing now?

**Review your strategy,
opportunity and risks**

**Collaborate on the technical
impacts on your systems**

**Engage with your host network
to understand their 5G plans**

**Review your wholesale
agreements to understand
how you get access to
new technologies**

**Review and update
commercial frameworks**



**Come and talk to us about
our 5G roadmap**

We are VERY excited about 5G



Are you?

The Three team is here today



Darren King



Jay Frankenberger



Ian Farrell

www.three.co.uk/wholesale



 **Wholesale**