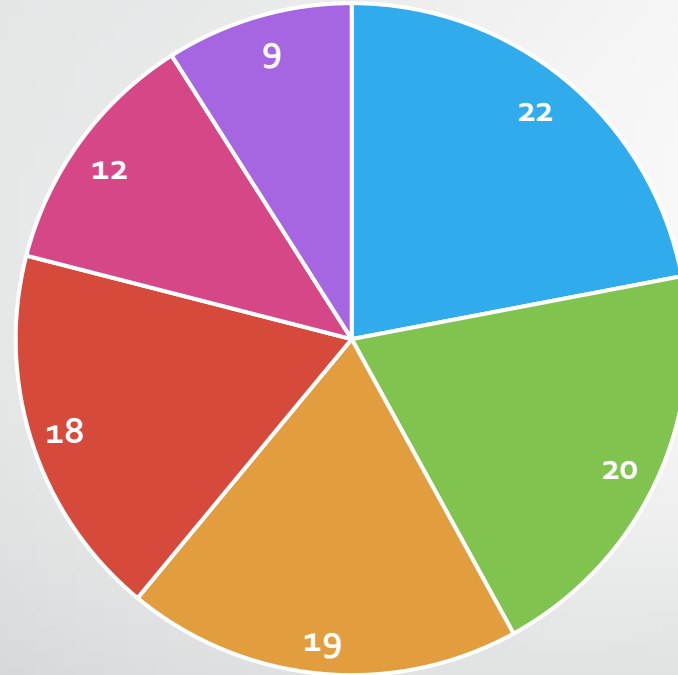




The state of Open RAN 2023-2027

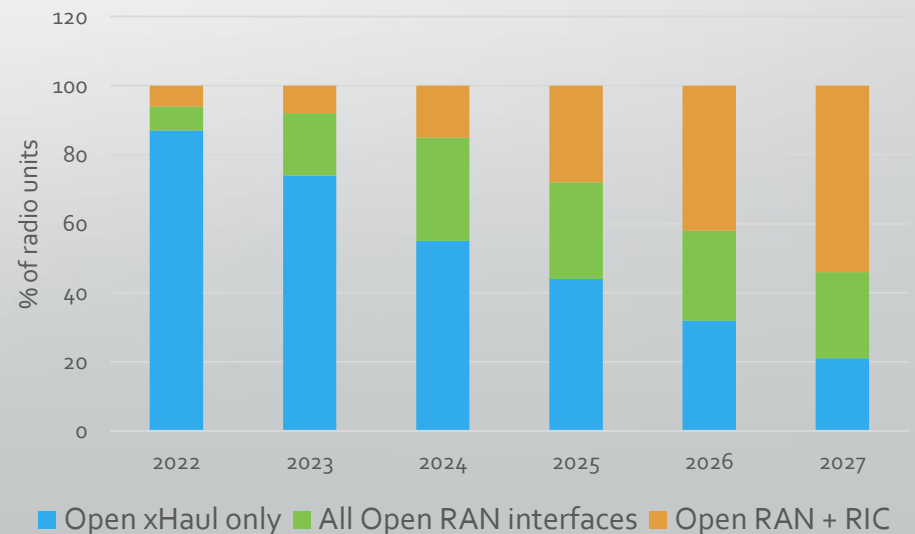
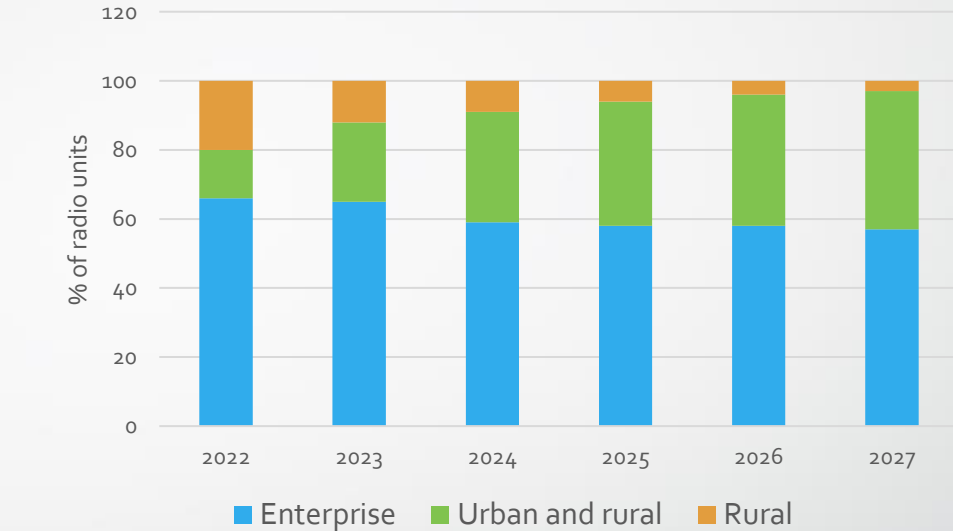
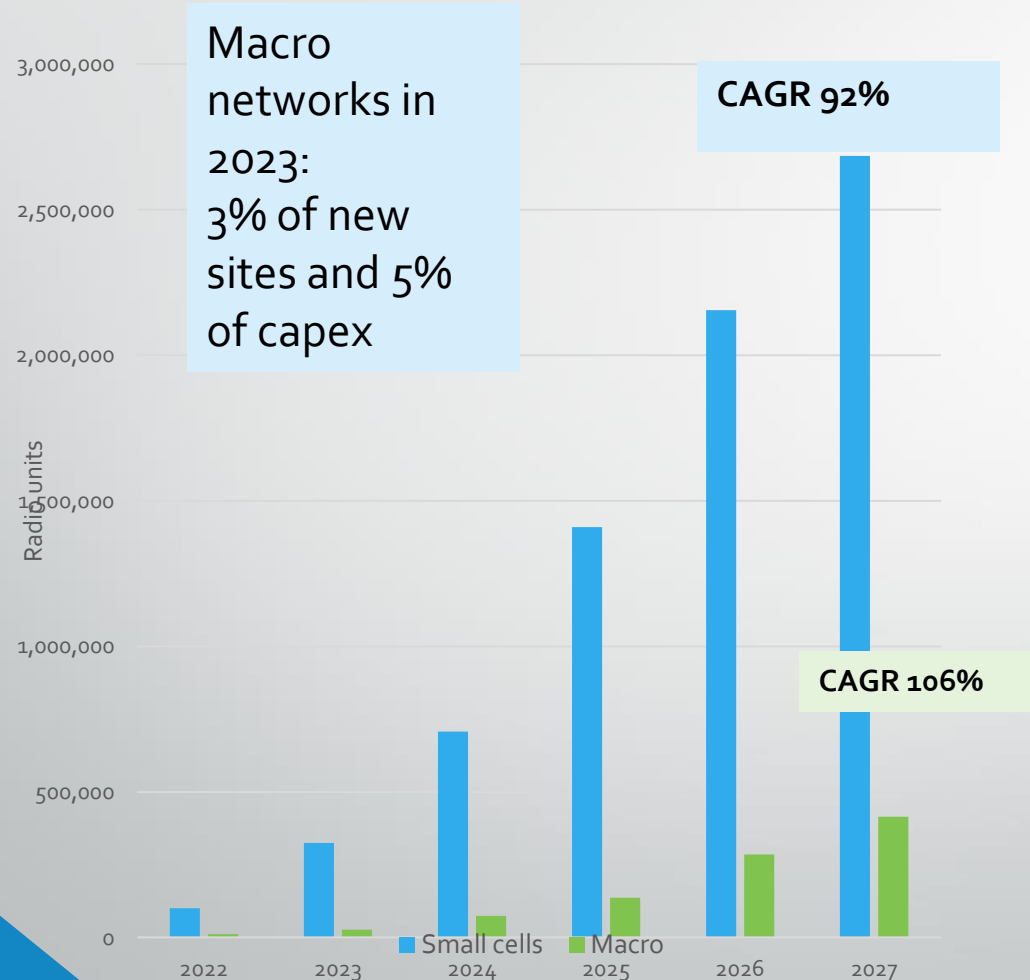
Open RAN means different things to different stakeholders



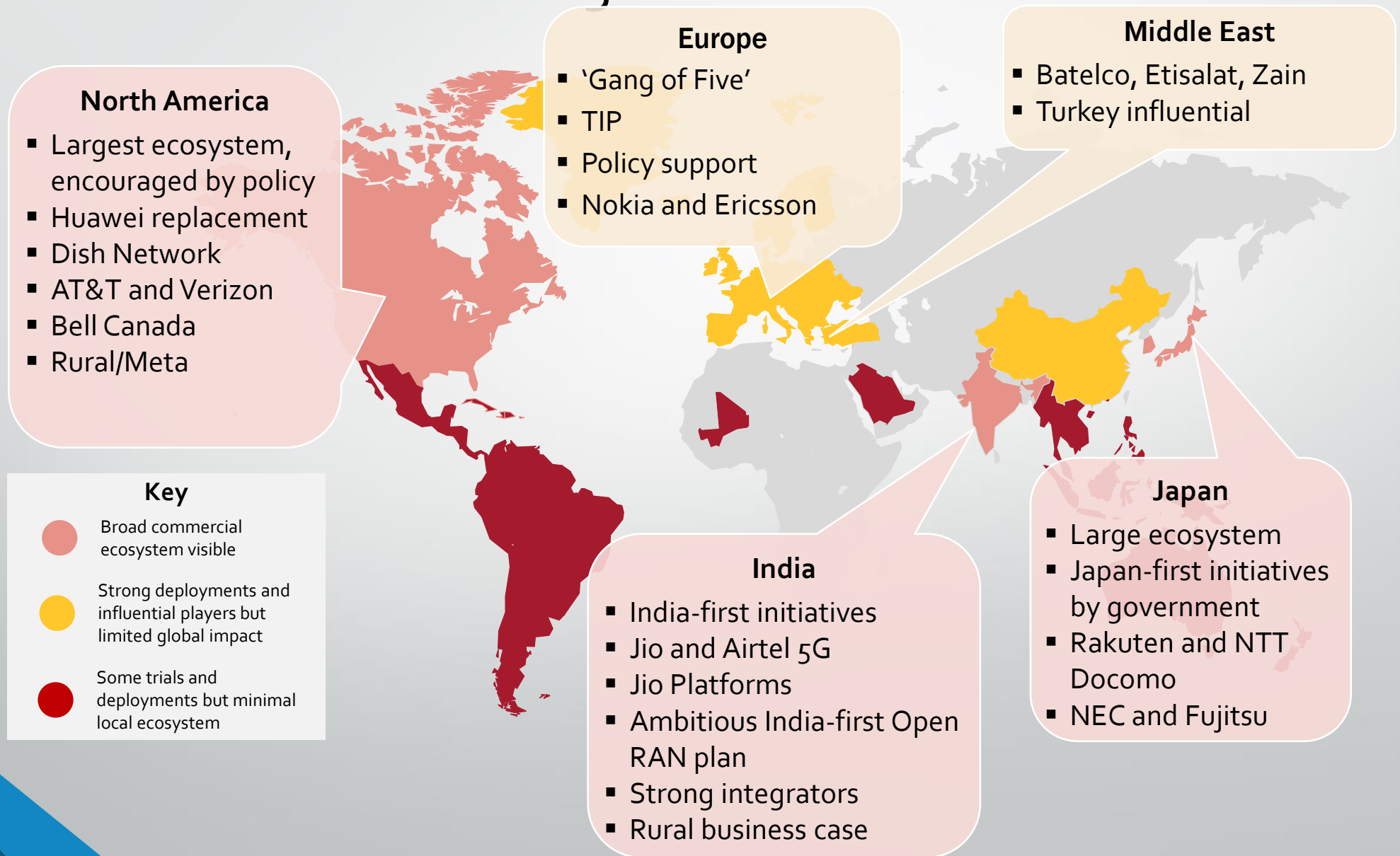
- Accelerate innovation
- Service agility
- Reduce time to deploy new services
- Diversify supply chain
- Reduce TCO
- Simplify rip-and-replace

- Various agendas are creating broad interest and innovation
 - Political
 - Operator supply chain
 - Transform TCO and coverage
 - Facilitate vRAN?

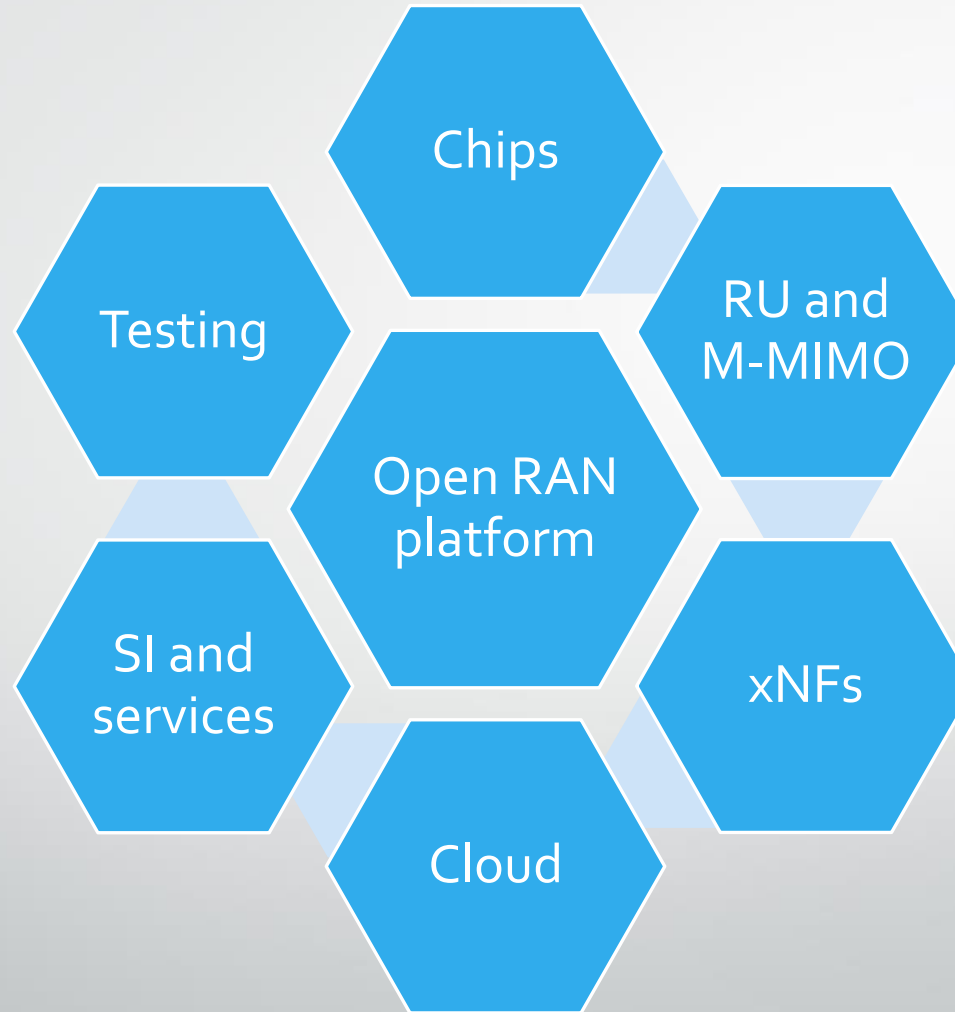
Initial progress has been in specific environments – rural, enterprise, greenfield, including semi-custom



Operators and other stakeholders in key regions are driving momentum



Broad ecosystem emerging to address challenges – will Open RAN be end-to-end or platform-based?



If barriers are lowered, by 2027 Open RAN could reach:

- 26% new macro and micro sites
- 60% new base station capex (inc single-vendor)
- 32% multivendor