

The Rest of the World Is Far Ahead on 5G – What Are They Telling Us?

By NSR Team | November 11, 2020

5G “just got real” in the US. On almost any measure, developed markets in Asia and Europe are far ahead of the US (see WSJ article on China’s lead [here](#)). We will be hosting 5G pioneers from other markets around the world at our **5G Conference** on **November 17th**. These companies will give us a glimpse into how 5G is impacting carriers in other markets, and what may be in store for the carriers in the US.

To register for the conference and for 1x1s, please click [here](#).

For the list of speakers, please click [here](#).

For the agenda, please click [here](#).

With 300,000 5G cell sites, and with 18% of customers on 5G packages, **China Telecom** is part of the largest 5G deployment globally. Understanding 5G in China is crucial to understanding how the technology is set to be adopted and deployed elsewhere. (China Telecom is available for 1x1s)

South Korea is arguably the global leader in 5G deployment with over 90% coverage and 5G penetration already surpassing expectations. **LG Uplus** has been the industry leader in driving 5G take-up with differentiated service offerings appealing to consumers across the board. Insights into the type of 5G products and services being offered in Korea will be instrumental in understanding how 5G demand could play out in global markets. (LG Uplus is presenting at 8:40 AM ET).

Rakuten is building the world’s first fully virtualized network in Japan; their insights are always going to have deep resonance both for the Japanese market as well as greenfield players in other markets globally, particularly **Dish**. (Rakuten is presenting at 8 AM ET; Dish is presenting at 2:40 PM ET).

Hutchison UK has one of the largest slices of mid-band spectrum in the world, with 224MHz spectrum between 3.4-4.0GHz, and this has allowed it to be one of the first operators to launch a dedicated 5G **fixed-wireless broadband** service alongside its wireless 5G offering. Progress and success on this project are signs of the potential for FWB elsewhere globally. This will likely be a topic we focus on with both **Verizon** and **T-Mobile**, who have launched FWB offerings in the US. (Hutchison, aka Three UK, is presenting at 2:40 PM ET; Verizon at 3:10 PM ET; T-Mobile at 11:20 AM ET).

Swisscom is one of the few operators globally to charge for speed, not usage – Swisscom will therefore know better than most how to segment, market and monetize the higher speeds that 5G offers. In addition, its Italian subsidiary, **Fastweb**, is another of the pioneers of 5G **Fixed Wireless Broadband**, meaning that it is both poacher and gamekeeper in the battle for broadband access in a 5G world. (Swisscom is presenting at Noon ET).

TIM Brazil is perhaps the most innovative wireless operator in the LatAm region and will be an early mover once spectrum is issued in 2021. It is ideally placed, therefore, to talk about the potential revenue upside and capex risks arising from 5G in Brazil and EM more broadly. (TIM Brazil is presenting at 12:30 PM ET).

Full 12-month historical recommendation changes are available on request

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