



# Embrace the new FMC 3.0 era

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# NGN - Full Speed Ahead

How much  
“NGN” we are

How many  
xxMbps are  
enough?

BW versus  
services

EU Digital  
Agenda 2020

FTTx and ROI



# Giga Home, Giga Mobile, Gigabit Society

## Giga 2025 EU



“ I want Europe to become  
a Gigabit Society by 2025:

The proportion of household with connection  
speed above 1Gbps reaches 58.5%

”

Günther H. Oettinger  
@GOettingerEU #cebit



## Gigaband City shenzhen



- Achieved 40% Giga Home coverage within 9 months
- 1M 4K users by 2016
- 1st VR commercial Apps in China

## Giga Network



4.5G

>1Gbps

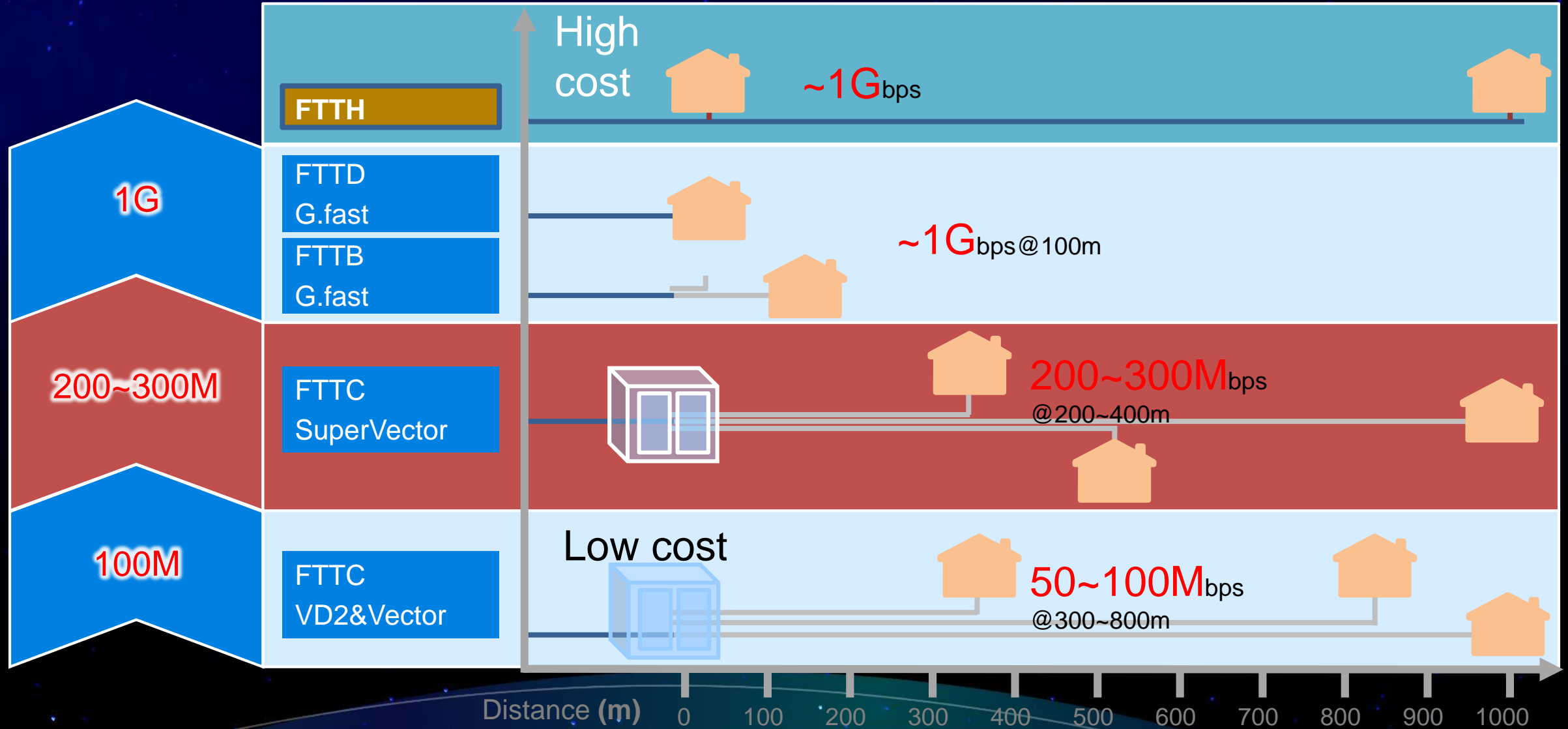
5G

>10Gbps

FTTX

# Gigabit Society

# Both Copper and Fiber Technology can fulfill the target





# 4K is booming, VR Taking Off

## 4K is Booming



**86% off**  
Y2014 to Y2016

Price

**5000+**  
Video

Content

**45M+**  
Until 2016

Shipment

**142.5% CAGR**  
Y2014 to Y2019

Traffic

## Telco Success in 4K Business

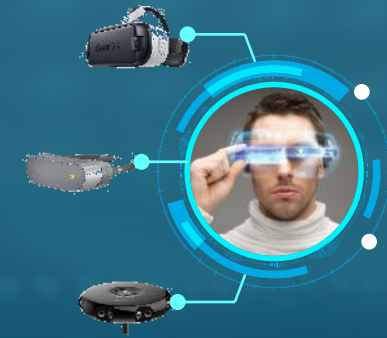


4K drives higher BW package  
ARPU increased by **24%**



10m IPTV customers, **6m** 4K  
Churn Rate declined by **90%**

## VR is Taking off...



**154M**  
Subscribers  
by 2020

**1G & 20ms**  
UBB Requirement

Source : Deutsche Bank, 2016.3

# Industry Digitalization- Ultra bandwidth Demands



Real-time  
On-demand  
All-online  
DIY  
Social

- Ubiquitous connection across people & things
- Employees, customers, partners, and suppliers all linked together
- Internetized operation based on big data and AI

50PB/Year



European Organization for Nuclear Research(CERN)

80G/Day



X-Ray Images of one Municipal Hospital

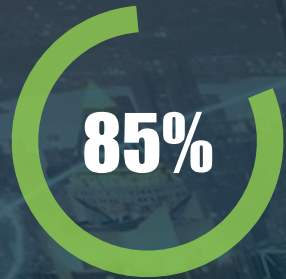


# 100% Enterprises Connecting to Cloud

## By 2025



Enterprises  
in the cloud



Enterprises  
applications  
in the cloud

## Cloud 1.0-> Cloud 2.0



**1.0**  
Born  
in the  
Cloud



**2.0**  
grow with  
the Cloud

Rise of  
Industry  
Clouds

## More "Telco Clouds"



Cloud is essential for  
enterprise ICT services

# UNLEASHING THE POTENTIAL OF UBB TO CONNECT EVERYTHING





# It's time to Rethink Business

What is Telco's role and business positioning in the intelligent world ?



# Rethink Business Towards Intelligent World

## Telco Business Today

- Voice
- HSI
- IPTV

- Mobile Voice
- Mobile Data

- Leased Lines

OSS/BSS

Fixed and Mobile  
Converged Network

## Telco Business in Intelligent World

- B2C**
- Video as Basic

- Vertical**
- IoT as Entry

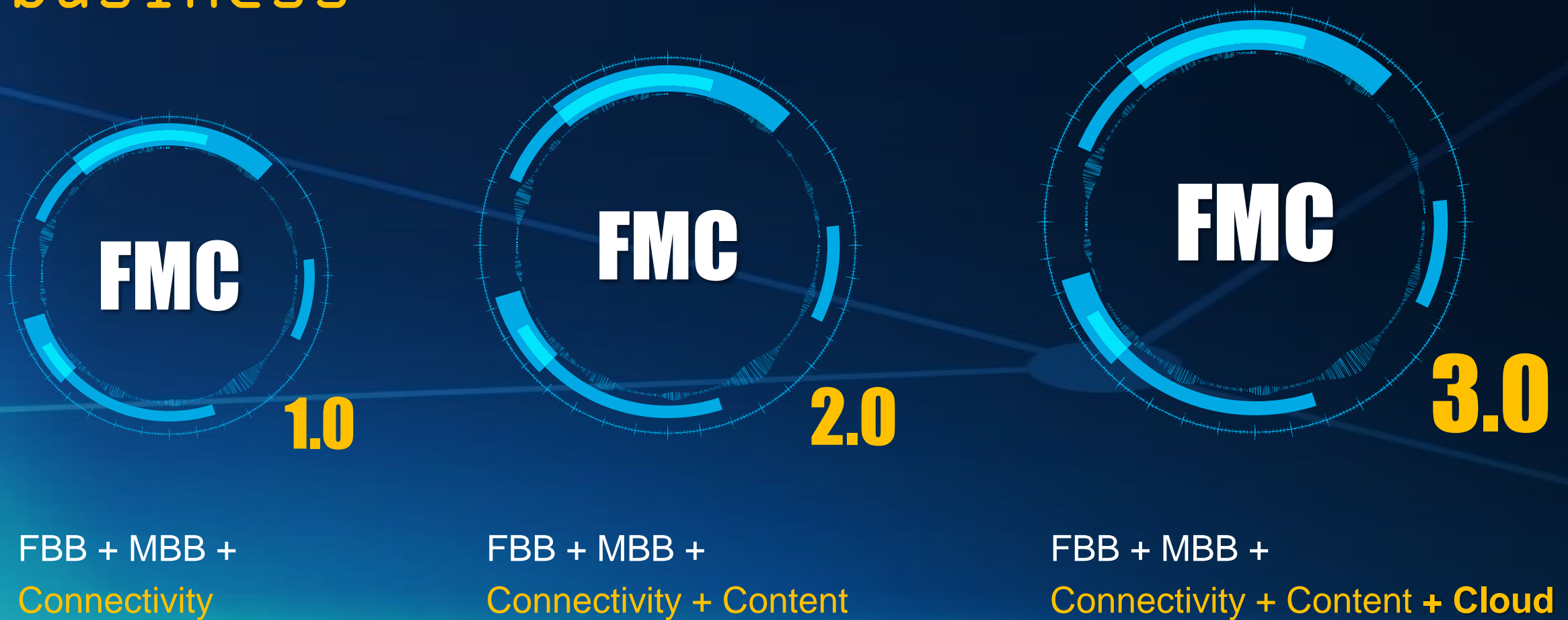
- B2B**
- Cloud as Default

ICT- Orchestration

Ultra-broadband as a Foundation



# FMC 3.0, the new norm of Telco business



# It's time to Redesign Networks

What is the optimum and future proof network design?





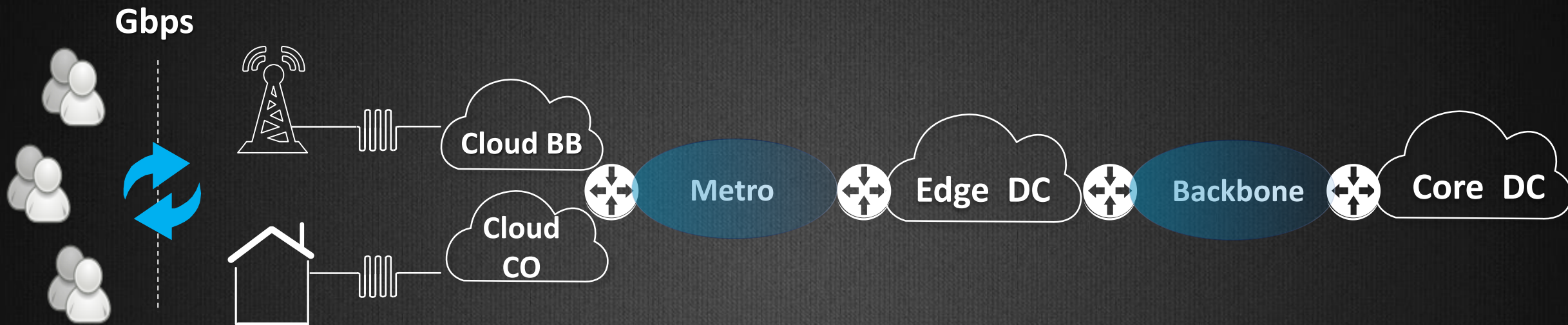
# Experience Driven Unified Transport Network

**Super-Fast**



**Super-Flat**

# Super Fast Home Broadband, Super Fast Backhaul , Super Flat Networking



## Ultra-Fast

- Giga Fiber / Copper / Wi-Fi
- FTTH, FTTB and FTTC
- Giga Hybrid
- Ready for 4K&VR

## Simplified and Ultra Flat

- No Congestion, Lower Concentration Ratio
- Legacy Consolidation, Flatten, Hierarchy
- Ready to MBH the 4.5G & 5G
- From Single RAN to Cloud RAN
- Best Video Experience

## Agile

- SDN / NFV Enabled
- Telco OS (IES + BES + Big Data)



## Summary

# Rethink Business, Redefine Network

Video as Basic

Cloud as Default

IoT as Entry

**FMC 3.0**

Flat Network

Experience Driven Network

On-Demand Network



HUAWEI

THANK YOU

