



Convegno Quadrato della Radio Declinando le agende digitali

Umberto de Julio

Castelletto Settimo Milanese, 18 maggio 2013

Communication Service Providers (CSP) vs OTT

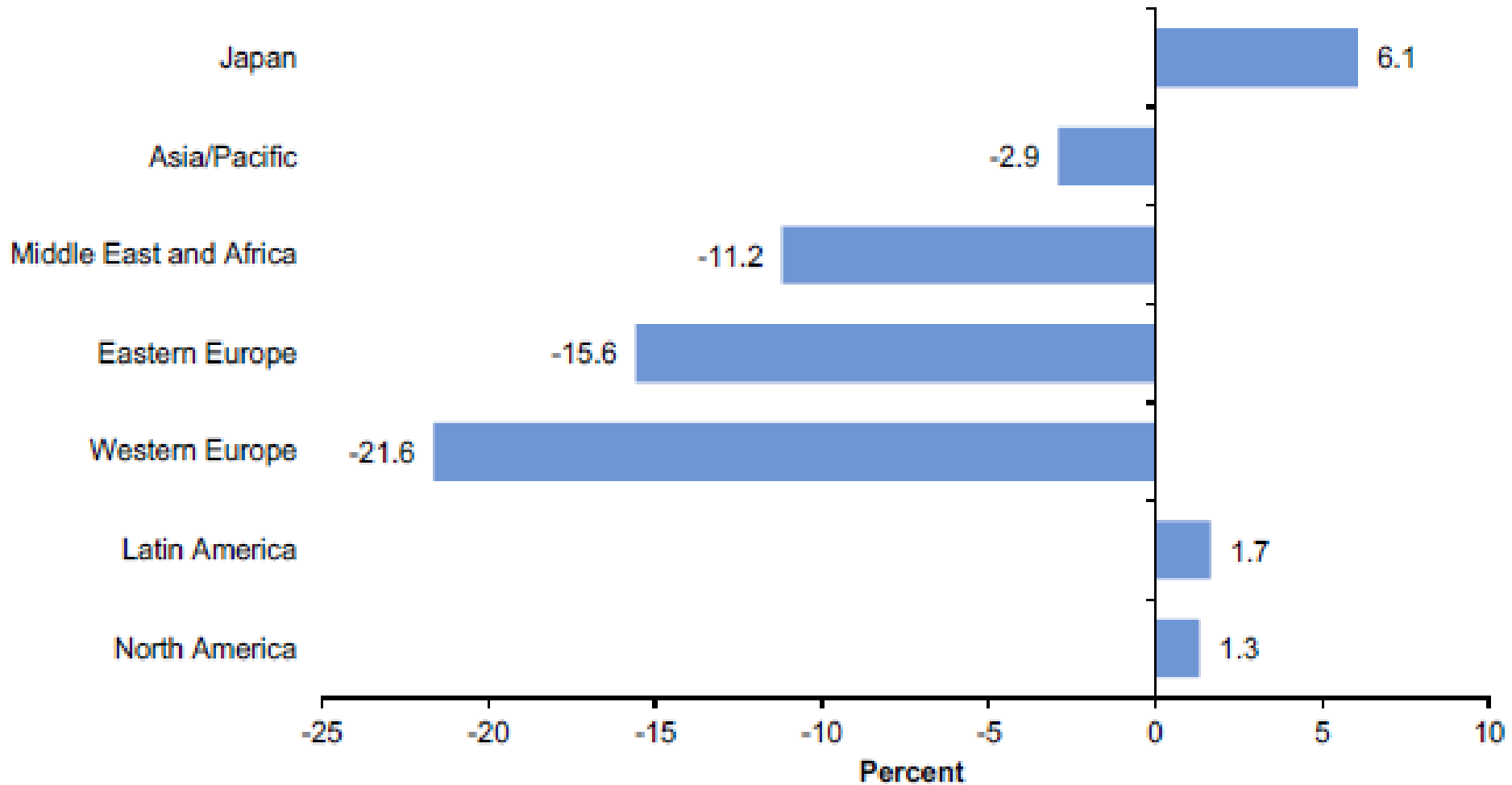
	Ricavi '11 (Mrd. €)	Crescita '11/'10	Capex/ Ricavi %	Capex '11 (Mrd. €)	(Ebitda-Capex)/ Ricavi %	(Ebitda-Capex)/ Ricavi '11 (Mrd. €)
Google (stand alone)	27,2	25,7%	9,1%	2,5	33,3%	9,1
Yahoo!	3,6	-11,3%	11,9%	0,4	21,7%	0,8
Facebook	2,7	62,6%	16,3%	0,4	39,7%	1,1
YouTube (stand alone)	1,5	85,4%	n.a.	n.a.	n.a.	n.a.
Skype	0,9	29,8%	3,7%	0,0	27,0%	0,2
Totale primi 5 operatori OTT	35,9	24,4%	9,4%	3,4	31,1%	11,2
AT&T	91,1	1,1%	16,0%	14,6	16,3%	14,8
Verizon	79,7	4,3%	14,7%	11,7	17,3%	13,8
Telefonica	62,8	2,1%	16,3%	10,2	15,9%	10,0
Deutsche Telekom	58,7	-4,2%	14,3%	8,4	17,5%	10,3
Vodafone	53,6	-0,6%	16,6%	8,9	14,7%	7,9
Totale primi 5 operatori Telco	345,9	0,8%	15,6%	53,8	16,4%	56,8
Telecom Italia	30,0	0,7%	20,3%	6,1	20,5%	6,2

Top 10 vendor by revenue growth worldwide 2011-2012

2011 Rank	2012 Rank	Change in Rank	Technology Provider	2011 Revenue (Millions of Dollars)	2012 Revenue (Millions of Dollars)	Year-Over-Year Growth (%)	2012 Market Share (%)
2	2	0	Huawei	13,479	14,244	5.7	18.5
8	7	-1	Samsung	1,887	1,956	3.7	2.5
6	6	0	ZTE	6,205	6,300	1.5	8.2
4	4	0	Cisco	7,297	7,375	1.1	9.6
10	10	0	NEC	1,705	1,642	-3.7	2.1
5	5	0	Nokia Siemens Networks	7,218	6,875	-4.8	8.9
9	9	0	Fujitsu	1,881	1,762	-6.3	2.3
7	8	+1	Juniper	2,155	1,881	-12.7	2.4
3	3	0	Alcatel-Lucent	11,038	9,606	-13.0	12.5
1	1	0	Ericsson	17,550	14,978	-14.7	19.4
			Others	11,314	10,528	-6.9	13.6
			Total	77,164	77,147	81,878	100

Note that traditional switching is included in the CNI forecast report, but is not included in this market share report
 CNI = carrier network infrastructure

Source: Gartner (April 2013)



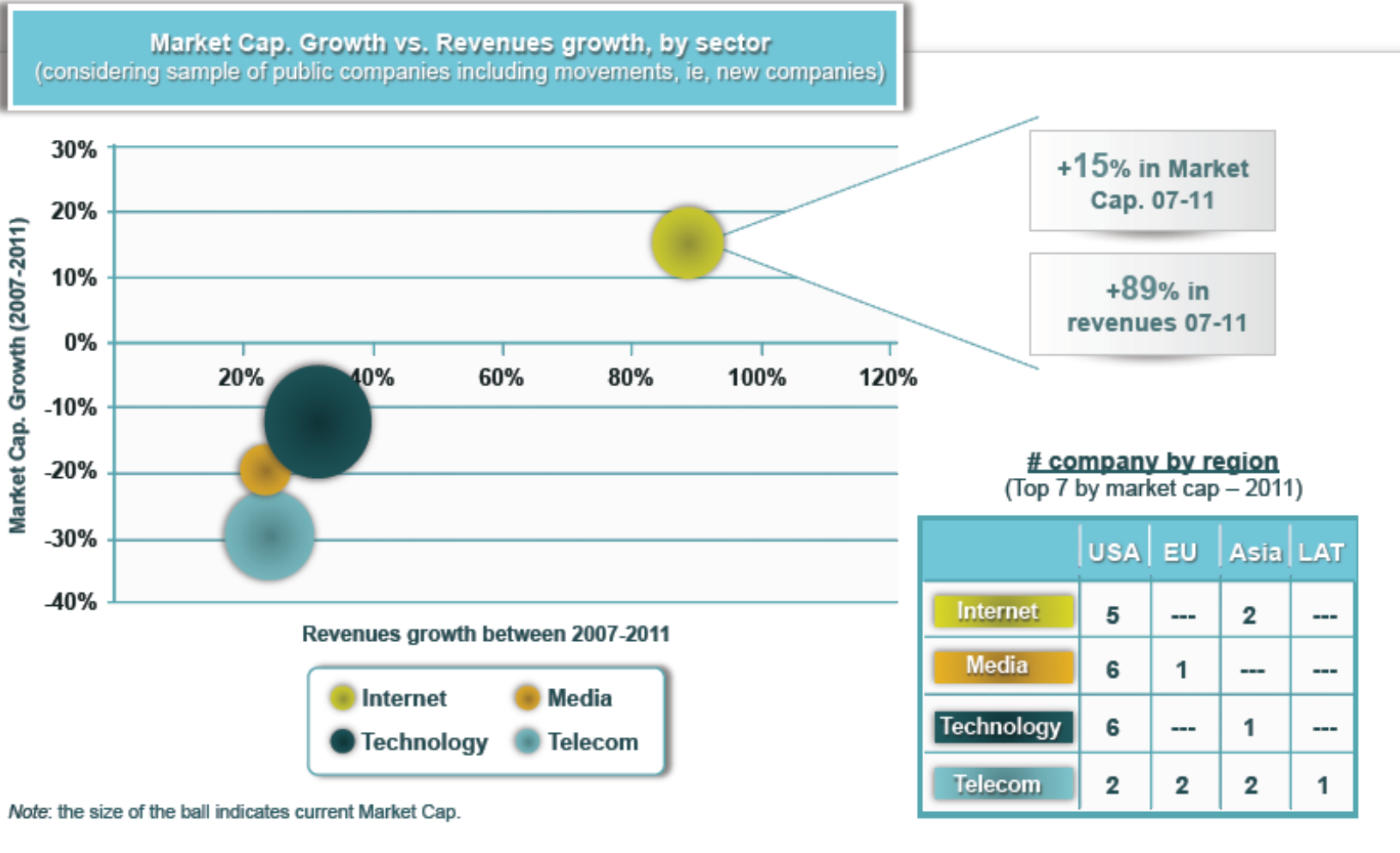
Source: Gartner (April 2013)



Source: Bloomberg. Sample of 1,749 companies worldwide in the Internet, Technology, Media and Telecommunications Sector

(2) EAGLE (emerging and growth-leading economies) countries are: China, India, Brazil, Indonesia, South Korea, Russia, Mexico, Egypt, Taiwan and Turkey

(3) Source: "The World's most innovative companies", Forbes, 2012.



Europe has no presence in the ICT sectors with highest growths!