

Creating a connected UK

Ian Newbury

Director of Business Development



Working with mobile network operators (MNOs)

We deliver for our customers so they can deliver for theirs

Focus

Working with MNOs since 1985

Experts involved in setting standards

Dedicated teams in research and innovation, operations, networks, sales and products

Dependable

99.9999%

21C availability

24/7/365

Network Operations Centre

100k+

services delivered

Scale

Largest network in the UK

National field force

Peak traffic load of over 4TB of data for mobile

Driving the UK forward

Our small cells portfolio

Working with all four
MNOs on small cell
deployments

More than
5 million
assets

From component
to full turnkey

Some of our successes to date

Pioneers of
open access

Worked with
industry to create
smallest 1Gb phase
capable NTE

5G C-RAN trial
live in Leeds

The UK's largest
wholesale network
phase sync platform

If we were starting from scratch today, would we build the same way we're building now?

The UK in numbers

49%

of macrocell sites are within 50 metres of each other

99%

4G coverage is quoted by all operators

~100 μ s

latency on an RU DU split

40-80k

outdoor small cells predicted by 2026

100k+

indoor small cells predicted by 2026

5G has to be affordable

“Returns on capital in this sector in Europe have halved over the past decade. The sector is destroying value by duplicating infrastructure. We need to move to a better model.”

Nick Read, CEO Vodafone

Source: The Sunday Times, 14 November 2021

What can we do differently?

A new approach to sites

Support the
'open access'
model for
deploying
small cells

Promote
how 5G will
provide socio-
economic
benefits

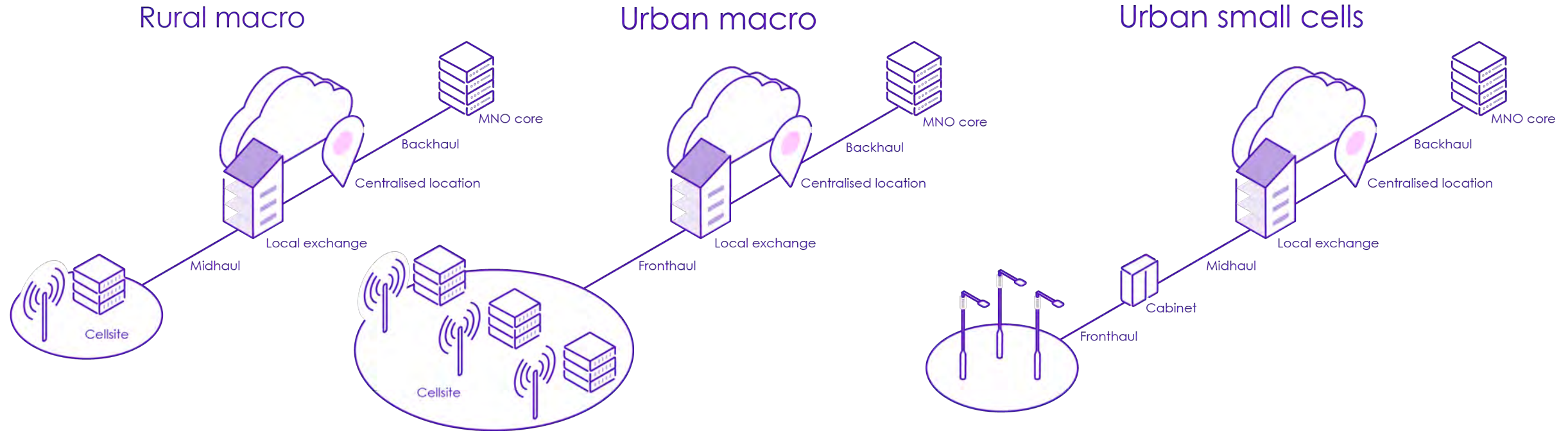
Working with
the DCMS to
simplify the
deployment
process with
site owners

Working with
vendors on
new solutions
such as
'neutral host'
and open RAN

Working
across industry
to drive
efficiencies,
and share
costs



Changing what we do with small cells



C-RAN for 5G

Density determines
architecture

Open RAN

Opportunity to
densify together

Our Strategy for an affordable, sustainable, connected UK

1,200

exchanges nationally

Low latency

Indoor neutral host
launching this year

Shared outdoors
solutions launched

C-RAN small cell PoC
launched

Network-based
phase sync launched

Backed by the biggest asset portfolio in the UK

