

Mobile Operators Market 2017 Global Segmentation, Trends, Key Developments, Analysis and Forecast to 2022

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PUNE, INDIA, September 15, 2017
/EINPresswire.com/ --

[Mobile Operators - Market 2017](#)

Executive Summary

International expansion has strengthened the operations of many mobile operators. In 2017 the global mobile market has its sights firmly set on the opportunities offered through mobile data as well as looking for potential new revenues streams presented by the enterprise sector, data mining, 5G and international expansion.

Mobile saturation has occurred in many of the developed markets and this has forced some of the operators to look for new opportunities – particularly those offered by expanding regionally or internationally. This has occurred in most regions of the world – and as a result some operators have become powerful and dominant regional leaders. In Latin America, for example, the mobile market continues to be dominated by a small number of operators which each have businesses in multiple countries. These include Telefónica Group; Mexico’s América Móvil, trading as Telcel in its domestic market and as Claro in the remaining 16 markets in the region; Telecom Italia, AT&T Mexico and Millicom International. The dominance of these operators is being gradually eroded however as a result of efforts by a number of national regulators to facilitate the entry of MVNOs and to encourage the participation of smaller players in spectrum auctions.

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Key developments:

- Data mining will be the next driver of mobile revenue
- Mobile operators need to rethink their business models;
- For new ideas, the industry should look towards the OTT players;
- Operators in Latin America will need to invest in LTE infrastructure and enhance their mobile



data and broadband offerings in a bid to secure revenue growth;

- Whilst there are still developing markets in Asia which are continuing to grow their mobile subscriber base at high annual rates, total market growth in the region has eased considerably in the last few years. This is not surprising given that a significant number of markets have well and truly saturated over the last year or so.
- Digicel, which has an expanding business across Samoa and Fiji in the Pacific, built a \$500 million mobile network in PNG, becoming the country's largest non-mining investor;
- Although ARPU remains relatively low for operators, considering the level of disposable income in the region, Africa remains a key area for investment among players;
- There are several dozen MVNOs in the US market, most of them small and with a regional focus;

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