Building Global Success through Collaborations

Richard Cockle
Global Head of IoT, Identity and Big Data
GSMA

Who is The GSMA?

THE GSMA WAS FOUNDED IN 1987

14 OFFICES WORLDWIDE

Connecting Everyone and Everything to a #BetterFuture

The mobile industry is the first to formally commit to the UN Sustainable Development Goals

The GSMA represents the interests of mobile operators worldwide

MORE THAN **750** MOBILE OPERATORS

WITH OVER **350** COMPANIES in the broader mobile ecosystem

The world's leading mobile industry events, Mobile World Congress and Mobile World Congress Shanghai, together attract nearly

200,000

people from across the globe each year

The GSMA works to deliver a regulatory environment that creates value for consumers by engaging regularly with:

- MINISTRIES OF TELECOMS
- TELECOMS REGULATORY AUTHORITIES
- INTERNATIONAL & NON-GOVERNMENTAL ORGANISATIONS

CONNECTING **23,000+** Industry Experts

Exclusively for GSMA Members, InfoCentre[2] is your place to connect with a global community of industry experts

GSMA Working Groups and programmes provide frameworks and standards in commercial, operational and technical matters that help maintain and advance mobile industry ecosystems

8.7 bn+

MOBILE CONNECTIONS WORLDWIDE

The GSMA Board

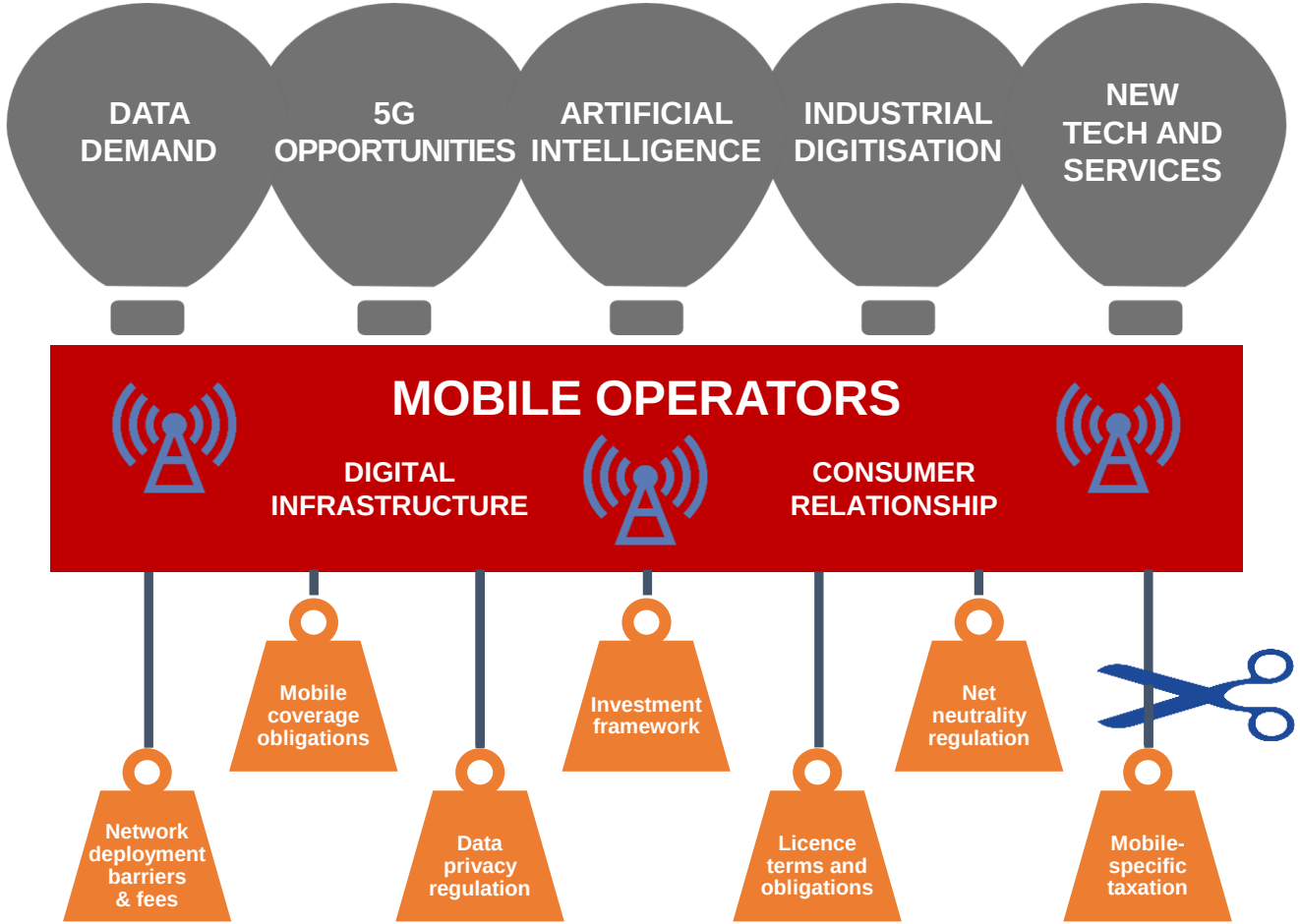
Our Board comprises 25 members who represent the largest operator groups, as well as smaller independent operators with global reach.

GSMA Global Policy Initiatives

Drivers of industry growth

Limited resources, changing market conditions

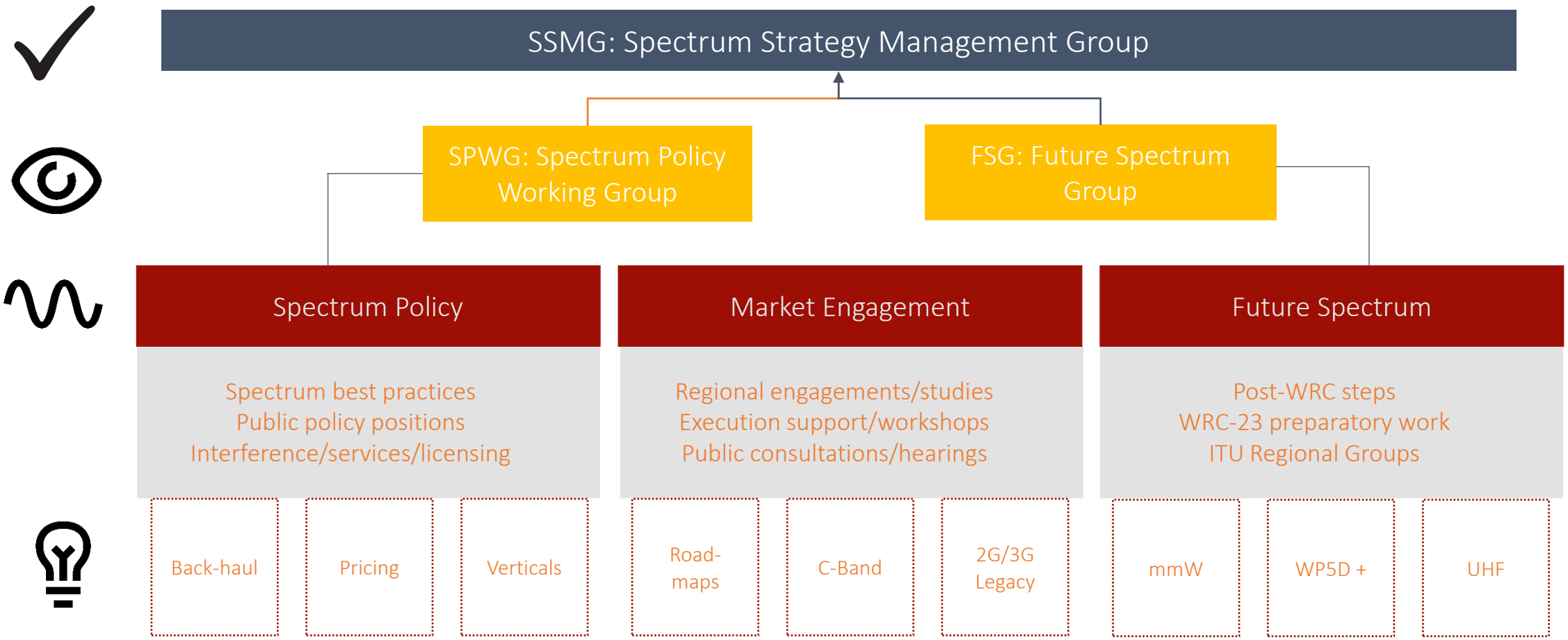
Outdated and ill-suited regulations at odds with policy goals



Policy Initiatives

Amplifying industry perspectives, advocating for reforms, resisting poor proposals

GSMA Spectrum Overview



GSMA Supports World First in Asia-Pacific for Digital Innovation

12 November 2019

New ‘Regulatory Pilot Space’ to Stimulate Economic Activity from Cross Border Data Flows

https://www.gsma.com/newsroom/press-release/gsma-supports-world-first-in-asia-pacific-for-digital-innovation

The Beginning of the Mobile IoT…

14 July 2015

MWC Shanghai

LTE-MTC

Enhanced GSM

NB-CIoT

33 Supporting Organisations

Some of them were:

AT&T, Bell, 中国移动 China Mobile, 中国电信 CHINA TELECOM, China unicom中国联通, T-Mobile, ERICSSON, HUAWEI, KDDI, kt, NOKIA, NTT docomo, orange, Qualcomm, TELSTRA, vodafone

One of the fastest standards and specifications deployed through 3GPP

GSMA Key Technology Initiatives - Overview

5G

denotes a new era in which connectivity will become increasingly fluid and flexible and adapts to applications and performance tailored precisely to the needs of the user.

Mobile IoT

LTE-M NB-IoT

3GPP standardised secure operator managed IoT Networks, in particular Low Power Wide Area Network (LPWAN)

eSIM

a global specification by the GSMA which enables remote SIM provisioning of any mobile device.

mobile connect

Using Mobile Connect to support digital identity through authentication, authorisation and verification

IoT SAFE

IoT SIM Applet For Secure End-2-End Communication

Partnered with TCA TRUSTED CONNECTIVITY ALLIANCE

enables IoT device manufacturers and IoT service providers to leverage the SIM as a robust, scalable and standardised hardware Root of Trust to protect IoT data communications.

GSMA Key Technology Initiatives - Achievements

As of June 2020

79 commercial 5G launches

7% Population Penetration

20%, as many as **1.2 Billion** Global Connections by **2025**

International spectrum treaty for 5G adopted by the World Radiocommunication Conference 2019 (WRC-19)[1]

Mobile IoT

131 launched networks globally

NB-IoT exceeds **100 million** connections (May 2020)[2]

Roaming development through WAS

eSIM

130+ major industry players support the initiative

Already adopted by **Apple** and **Samsung** in consumer devices

mobile connect

Launched since 2014 by more than **70** operators around the world, reaching over 4 million end users

IoT SAFE

IoT **S**IM **A**pplet **F**or Secure **E**nd-2-End Communication

Supported by **58** partners
28 MNOs
16 vendors
12 security companies
2 other companies (e.g. data analytics providers)

[1] Nov 2019 - https://www.gsma.com/newsroom/press-release/gsma-wrc-19-opens-door-to-exciting-new-5g-services/
[2] https://www.gsma.com/iot/news/nb-iot-now-exceeds-100-million-connections-and-will-prove-an-essential-tool-in-adapting-to-covid-19/

GSMA Transformation – Strategic Alignment

GSMA Strategic Themes

- **Enterprise & Verticals**
- **Identity & Data Management**
- **Networks** *(5G, Infrastructure, Security & Trust)*
- **Digital Inclusion & Climate**

Vertical Markets

Providing customer focus to deliver value and opportunity

Automotive

Aviation

Financial Services

Health

Manufacturing

Tower & Fibre

Core Business Activities

Forums & Working Groups to provide industry engagement and key resources

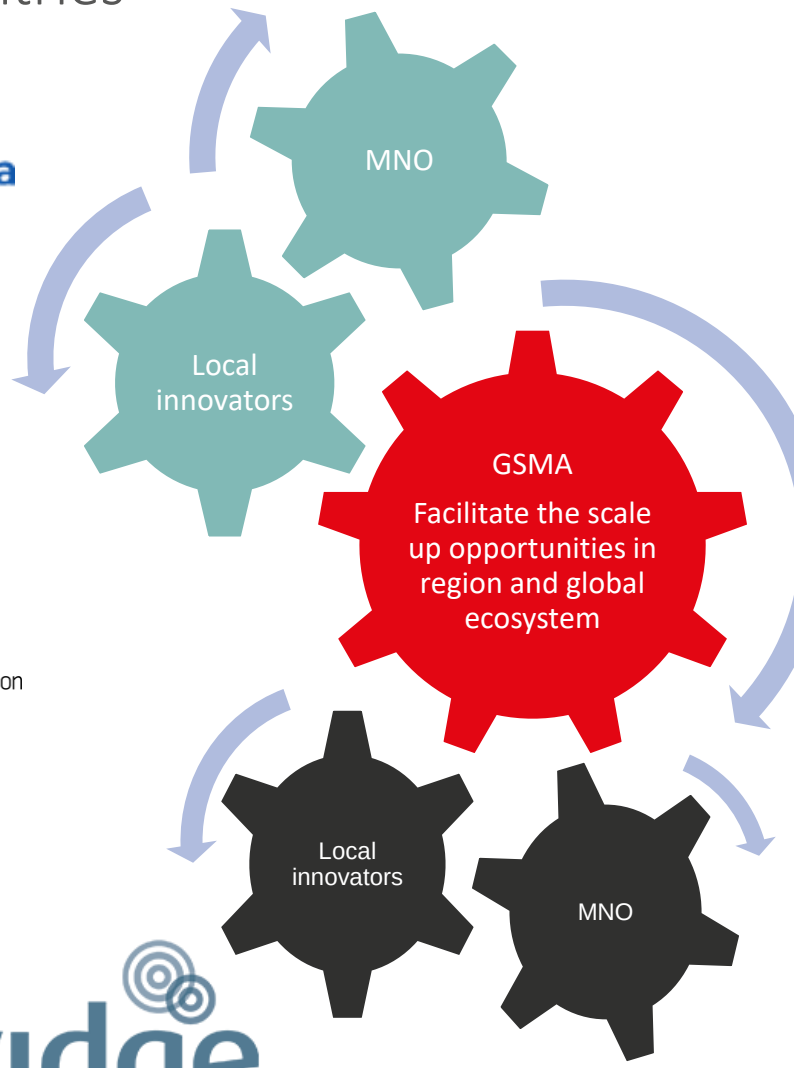
GSMA IoT Regional Engagement – Asia-Pacific

40 Mobile IoT networks launched in Asia-Pacific by 29 Mobile Network Operators

APAC IoT Partnership Programme

Largest APAC IoT community with 39 MNOs in 20 countries

AIS
robi
celcom
Dialog
Ncell
Smart
XL axiata
XPAND an axiata company
Globe
indosat ooredoo
Jazz
m1
maxis
Sri Lanka Telecom Mobitel We Care. Always.
PLDT Smart
smartfren
Singtel
OPTUS
StarHub
stc Bahrain
stc Kuwait
stc Saudi Arabia
digi
dtac
grameenphone
telenor myanmar
telenor
telenor connexion
TELSTRA
truemove H
Rakuten Mobile
TM ONE
metfone
mytel
telemor HETAN DIAK LIU
unitel
VIETTEL
vodafone idea
yes
bridge alliance



GSMA IoT Regional Engagement – APAC Events

Mobile360 Digital Societies

Kuala Lumpur 24-26 Sept 2019

APAC IoT Innovation Summit

- **35** industry expert speakers from **29** companies in **12** countries
- Full-day contents covered **9** verticals: agriculture, aviation, healthcare, logistics, manufacturing, smart home, smart city and utility
- Key topics: 5G, AI, Big Data, Blockchain, C-V2X, Edge & NB-IoT

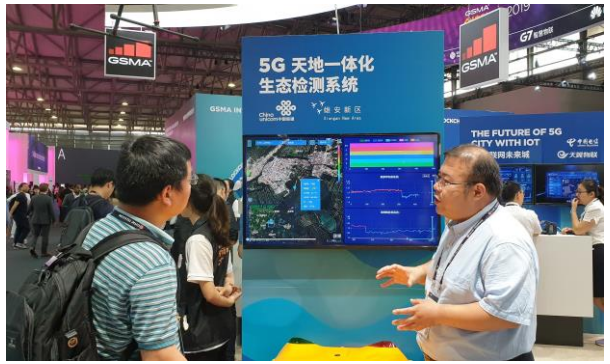
Connected APAC – IoT Expo

- **12** demonstrations from **6** countries facilitated by **8** mobile operators
- Live **4G LTE** and **NB-IoT** connectivity sponsored by maxis
- Covered contents in **8** industry verticals: Agriculture, Aviation, Smart Health, Smart Home, Logistics, Smart City, Manufacturing and Utility

MWC19 Shanghai • 上海

26-28 June 2019 • 2019年6月26-28日

- Over **70,000** visitors
- Future IoT Convention: **700+** Attendees with **17** Speakers from **14** Companies
- Approximately **18,000** delegates visited the GSMA Innovation City (Hall N5)
- VIPs & ministers visits including, Beijing Winter Olympics 2020, GSMA APAC IoT Partnership Programmes, IoT Topics Tours, etc.



5G All-in-One Environmental Monitoring

The 4th Dimension of Space

axiata Dialog HUAWEI kt maxis NOKIA docomo

QUECTEL Singtel Telit TM ONE Viettel XL axiata ZTE

China unicom 中国联通

Singtel

Fragmentation that We Can Solve Through Collaborations

1. **Common Regulatory Framework** – *align on common issues like Permanent Roaming, Taxation, Data Privacy and X-border use*
2. **Knowing the Customer Needs** – *stopping the develop bespoke, expensive solutions being built by better understanding throughout vertical groups*
3. **Network Release and Device Certification Harmonisation** – *through our operator strategy groups*
4. **Coverage and Roaming** – *align on common network setting and billing processes through our WAS group*

Thank You!

GSMA IoT

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Get in Touch

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