

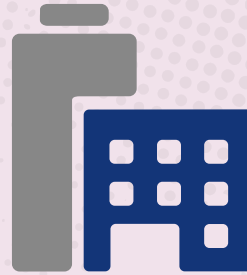
# 11.2 million small cells shipped (as of 31 March 2015)



Mobile data density is driving virtualization

Urban peak data density is growing in Gbps/km<sup>2</sup>/MHz (GkM):

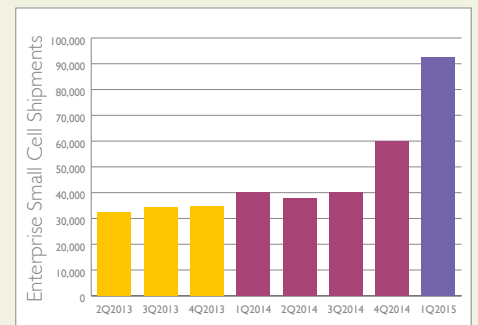
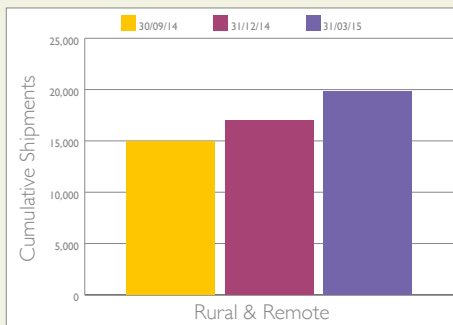
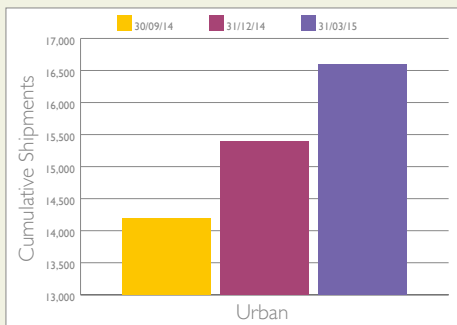
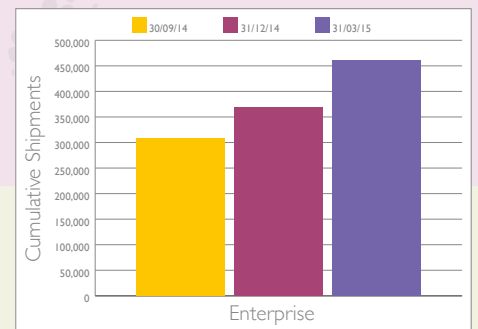
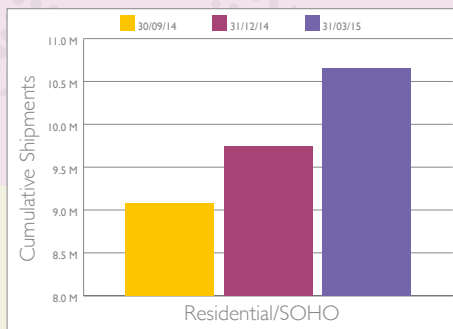
- » Seoul: 0.06 GkM
- » New York: 0.02 GkM
- » London: 0.01 GkM
- » Rio de Janeiro: 0.01 GkM
- » Mexico City: 0.004 GkM



Small cells for high density urban deployment

Small cell installed base on 31 March 2015

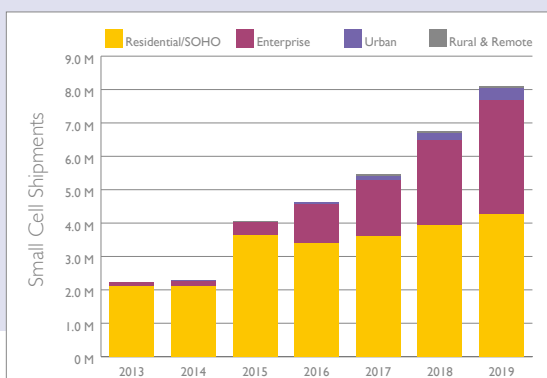
Growth in every category!



Enterprise small cell shipments will **double** in 2015

77+ operators use small cells worldwide – 47 in the home, 71 in an enterprise or public building, or outdoor urban zone, 23 in an outdoor urban zone, 32+ in rural or remote apps

Firm orders are in for 2015!



### New definitions for Small Cell Forum market segments:

- Rural+Remote:** Small cells deployed in rural villages, remote industry, transportation, or emergency
- Urban:** Outdoor small cells in an urban high-capacity application
- Enterprise:** Indoor small cells, including carrier and business-led deployments
- Residential/SOHO:** Units in homes and very small offices