Webscale Network Operators: 3Q20 Market Review

About the report:

MTN Consulting's WNO Market Review analyzes network infrastructure spending and technology evolution of webscale network operators. The goal is to help vendors understand and plan for the needs of their customers and help network operators deploy their technology budgets wisely.

Scope of the report:

- Global coverage with company-level drilldowns of 20 companies
- Company-level annualized and quarterly trends across 29 financial data series
- Network-related spending estimates at market- and company-level, across quarters
- Companies covered:

Top 8 WNOs

- Alibaba
- Alphabet
- Amazon
- Apple
- Baidu
- Facebook
- Microsoft
- Tencent

- Altaba
- ChinaCache
- Cognizant
- eBay
- Fujitsu
- HPE
- IBM
- JD.COM
- LinkedIn
- Oracle
- SAP
- Yandex

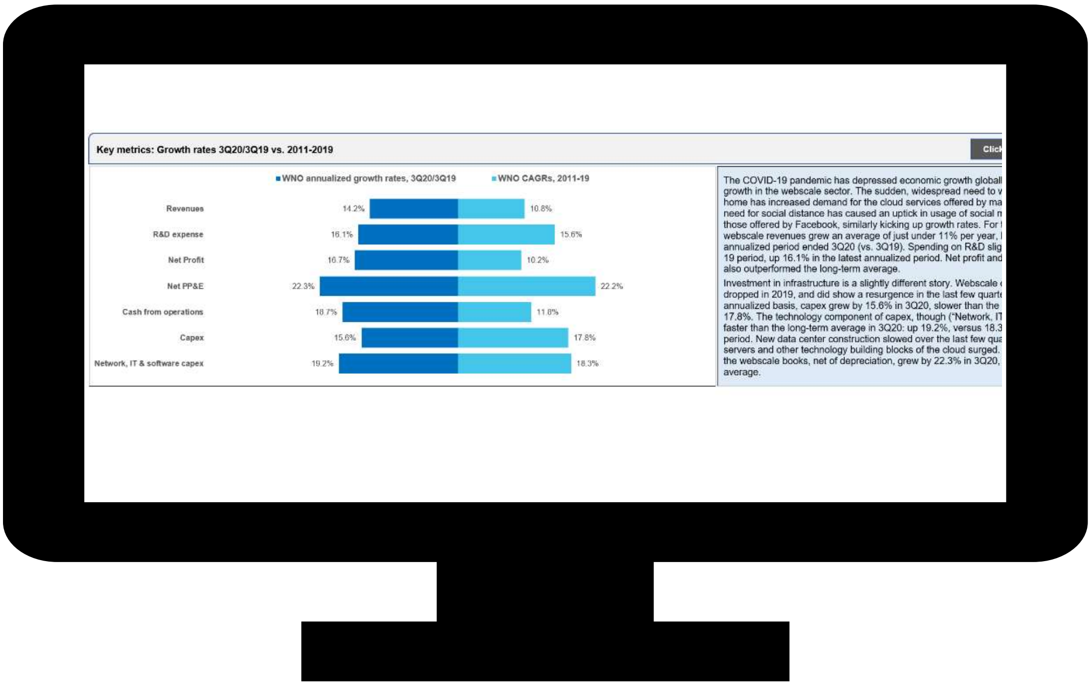
Report structure and key sections:

Abstract → Analysis → Key Stats → Company drilldown → Top 8 WNOs → Company benchmarking → Regional breakouts

Market Analysis Tab:

Trend analysis summary of how the overall market and key operators have evolved and performed over the full year (2019), latest quarter, and twelve-month period ending 3Q20. A few metrics analyzed are as below:

- Revenue growth trends
- Sector and company profitability trends
- Business mix, spending, and net PP&E per employee trends



Top 8 WNO Analysis:

A dynamic and interactive dashboard showing key stats for the “Top 8 WNOs”, featuring following metrics:

- Quick facts and operational scale metrics
- Data center footprint plotted on a world map for each of the Top 8 WNO
- Revenue and spending trends by company for a clear view and understanding of trend over the latest 12 quarters
- Key webscale-related businesses based on MTN Consulting’s taxonomy
- Interactive and intuitive timeline that plots top 10 recent acquisitions and stake purchases – Use the toggle feature between “Acquisition” and “Stake Purchase” for a clear view and understanding

Company Drilldown:

Deep-dive view of how the entire set of 20 companies have performed in the latest quarters around the following four key themes:

- Earnings: What are the topline revenue and profitability trends in the recent quarters?
- Spending: How much is the operator spending on in-house research efforts vs. building its infrastructure (Capex)? Where does the operator stand vs. peers in terms of spending on network & IT?
- Workforce & Productivity: How much has the employee strength grown? On a per employee basis, how big is the company's asset and revenue base, and how much free cash flow does it generate?
- Debt level: After accounting for its cash and liquid assets, what is the company's Net Debt?

Related Reports:

1. [Commentary: Webscale Capex in 2Q20]()

2. [Telco Capex: 2Q20 Results and Outlook]()