

## JAPAN WIRELESS INFRASTRUCTURE 1H21 - SEPTEMBER 2021

## Welcome to the world's first open vRAN nation!





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HIT BY A RECESSION AND COVID-19, JAPAN IS ESCALATING ITS 5G OPEN VRAN COURSE	
For 2021, Japan was cautiously optimistic and expected a swift economic rebound but 1H21 showed no	
OF IT	
THE SLOWER THAN EXPECTED RECOVERY DID NOT AFFECT 4G AND 5G ROLLOUTS, INCENTIVES TO ACCELERATE THEM A	
WORKING	
4G turned out to be stronger than 5G	
The Japanese government's initial 5G plan was published in April 2019	
We have not changed our 5G forecast since our April 2021 update, Japan's updated 5G BTS roadmap remains 4x higher than the initial one!	
But Rakuten Mobile prompted us to raise our 4G BTS unit forecast	
Japan's open RAN-based 5G BTS configuration will soon simplify the counting process	
Japan's 5G looks like 1 site = 1 CU (including the DU)	
Influenced by the U.S., the Japanese government has adopted the open RAN agenda	
and giving incentives to Fujitsu and NEC to strengthen their market position	
Ericsson stays #1 and Our research indicates Fujitsu almost doubled its RAN market share in 2020	
1H21 vendor market share dynamics highlight the rise of Altiostar and the fall of Nokia	
However, we expect Samsung to gain share this year	
The U.S. also asked NTT and NEC to be founding members of the Open RAN Policy Coalition	
And now the U.S. and Japan are collaborating on multiple fronts, including 6G6	
ALL THIS LEADS TO A RAN MARKET SURGE IN 2021	
The ASP drop cut RAN sales by \$300M in 2021	16
Outdoor 5G deployments will remain above 75% throughout the forecast period	
And finally, open RAN has the potential to account for 67% of total 5G RAN units by 2026	18
As a result, we believe open vRAN deployments will start in 2022, after 5G SA is widely deployed	19
While embracing disaggregation, virtualization and openness, Japan believes there is some work to b before delivering high performing networks	
In August 2021, Fujitsu and NEC launched a collaborative O-RAN interoperability initiative driven by	
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AND OF COURSE, LIKE IN ANY BIG CONSTRUCTION PROJECTS. THERE IS NO SHORTAGE OF ISSUES	.27



## **Abstract**

This report focuses on Japan's mobile market and analyzes the implications of the introduction of Rakuten Mobile and the Japanese government's open RAN push. The publication date is scheduled a few weeks after the 4 services providers (e.g., KDDI, NTT DOCOMO, Rakuten Mobile, and Softbank) provide their interim report so that we can gather many details about 1H21 and provide a 2H21 outlook, a 5-year RAN forecast, and a 3-year capex outlook. This report also includes subscriber and base station (BTS) numbers and RAN vendor market shares and analysis.