

# Innovation and Product Strategy



## Open Innovation @ Cellnex

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# 1 Cellnex Products

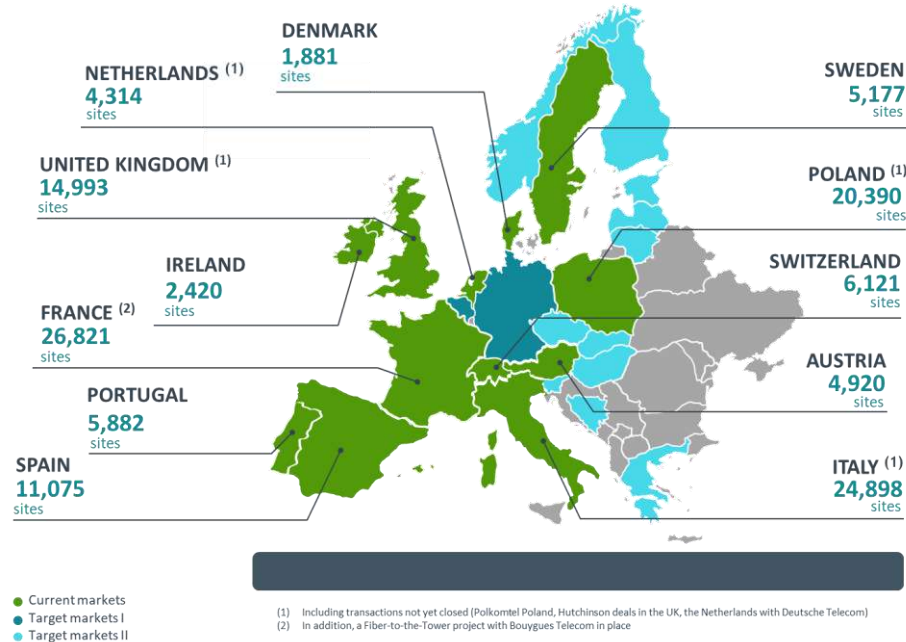
# Who is Cellnex?

Cellnex today!

Cellnex Telecom is Europe's leading operator of wireless telecommunications infrastructures



## Diversification and leadership of the sector



## Some Cellnex customers



128,000 sites, 71,000 of them already in the portfolio and the rest in the process of closing or planned roll-outs up to 2030



**Broadcast**





Towers



Smallcell



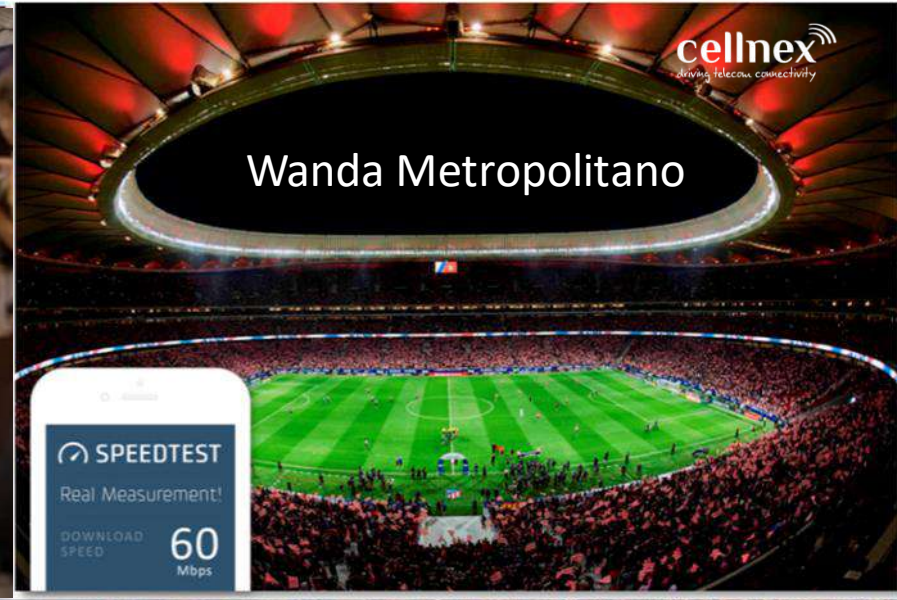
Rooftops



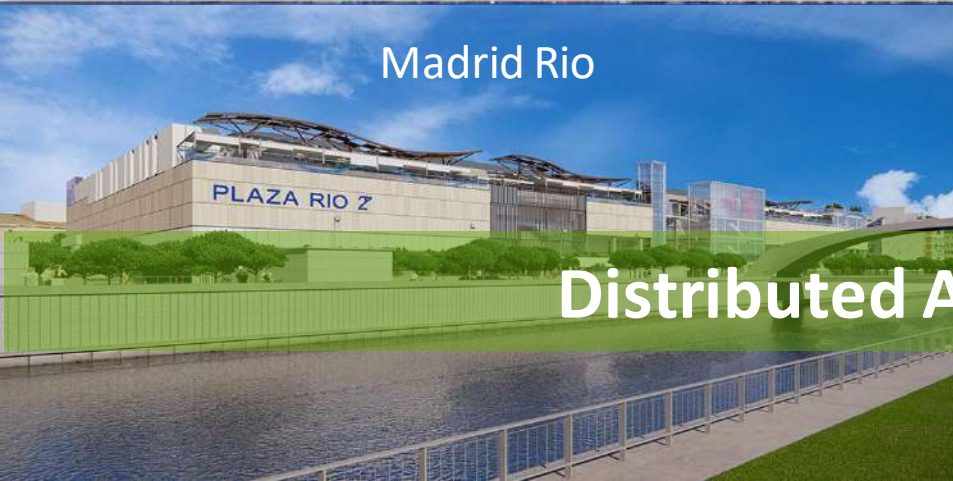




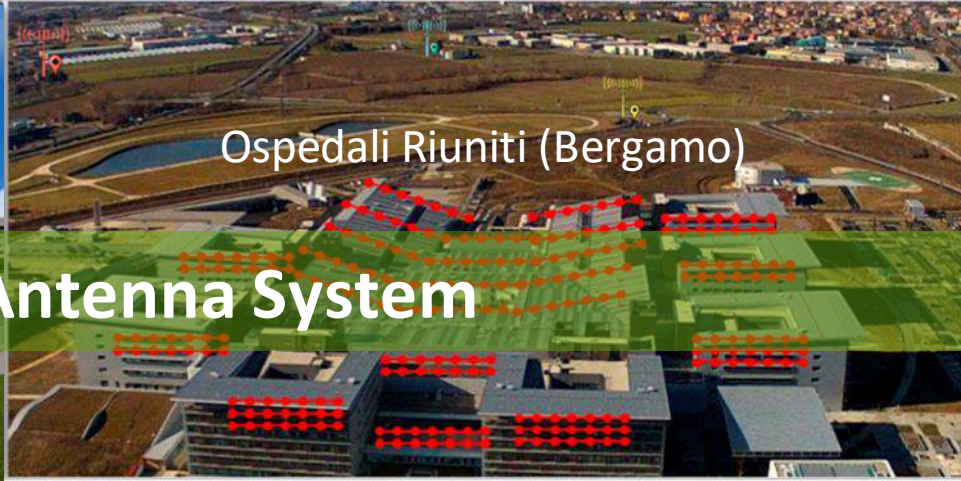
Metro Madrid



Wanda Metropolitano



Madrid Rio



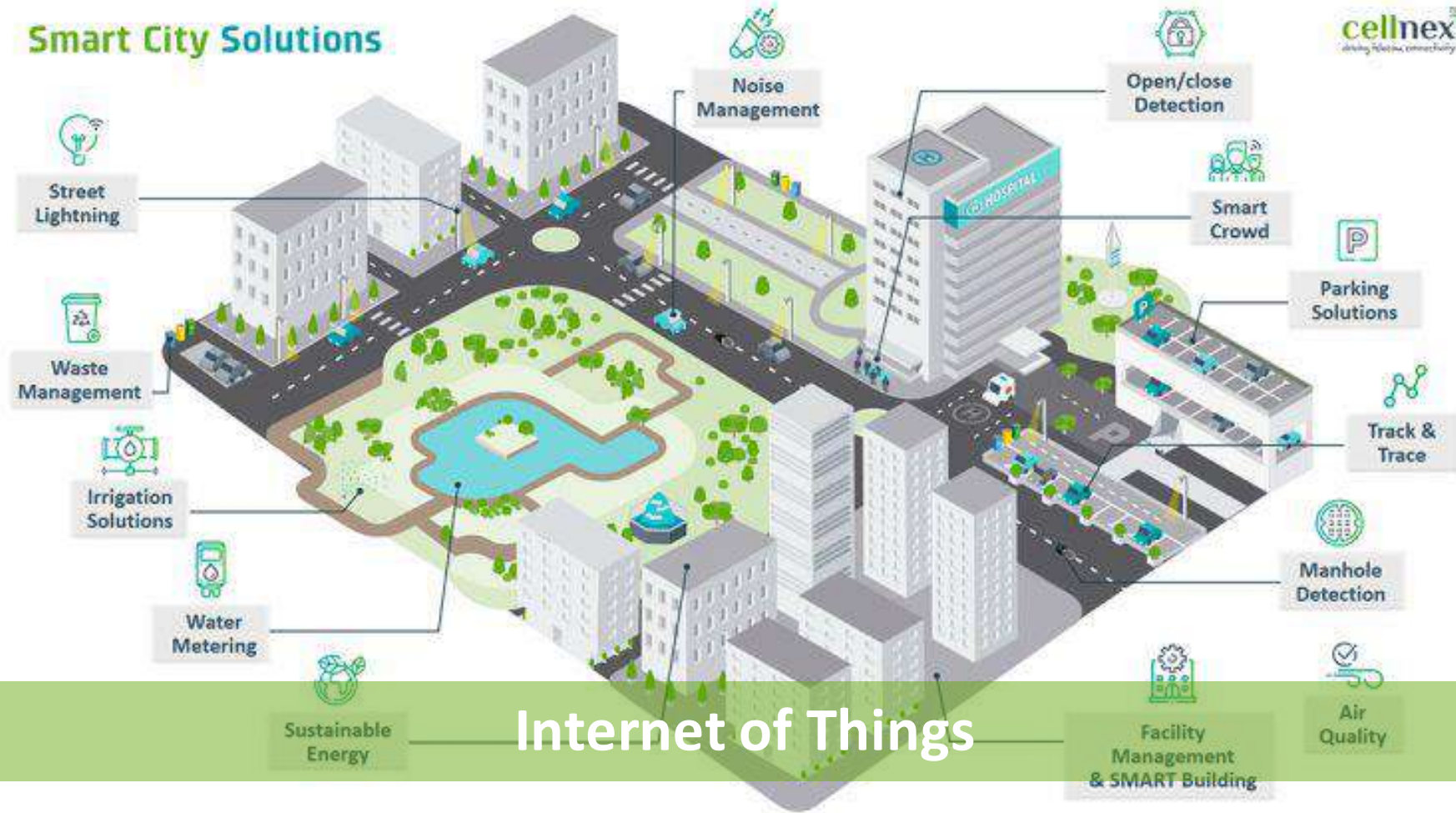
Ospedali Riuniti (Bergamo)

Distributed Antenna System



# Smart City Solutions

cellnex  
driving telco's connectivity







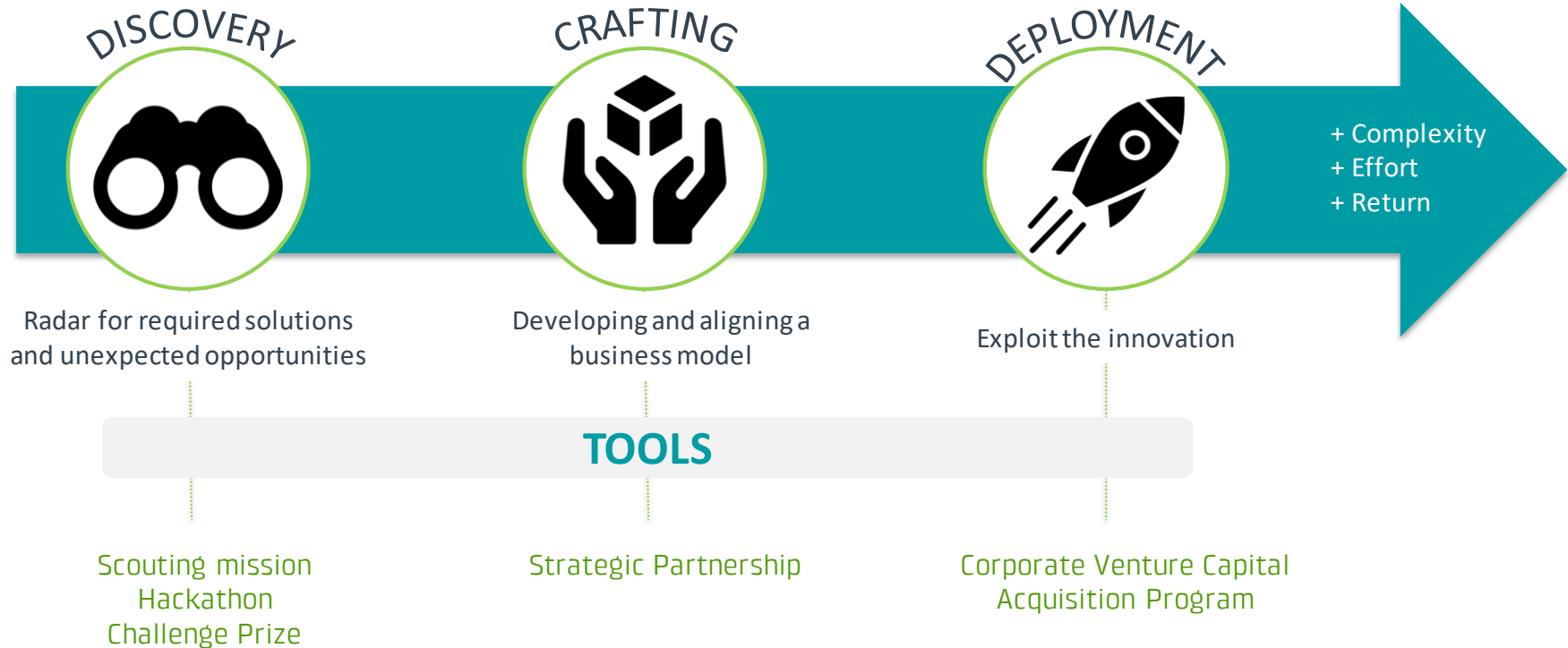
**Bomberos  
Murcia**



**Emergencias**

## 2 Open Innovation at a glance

# Processes of Open Innovation may vary depending of the desired outcome





## Discovery tools: Scouting process

- Cellnex Startup scouting focused on solving business challenges defined by the Product Lines
- Scouting process includes a fast Proof of Concept to test startup products



# Deployment tools: Corporate Venture Capital



- Cellnex invested in 15% of **Nearby Sensor**, start-up focused in IoT, Edge computing and automatization of hybrid processes.



We recurrently evaluate potential Venture Capital opportunities and Acquisitions

# 3 Current initiatives



# 5G Logistics – Use cases

## 5G Private Networks in Port of Bristol and Gravity



### FreePort – Customs free operations



- **Port of Bristol**
- Improve Port estate management and the efficiency of logistics arrival/handling/ despatch



### Digital Geo-fencing and Asset Monitoring



- **Port of Bristol**
- Enable real time monitoring of goods for customs and security purposes in a potential Freeport multiple Zones scenario



### M5 + Junctions Traffic congestion and pollution reduction



- **M5 + Bristol**
- Traceability and continuous geo-location and monitoring of goods and materials to allow coordination of movements between Freeport and linked zones.

# 5GCAT Pilots: Fully OpenRAN private network in Barcelona

## Partners

cellnex GRUPO MASMOVIL



In collaboration with:



# Thank you very much

[cellnextelecom.com](https://cellnextelecom.com)