

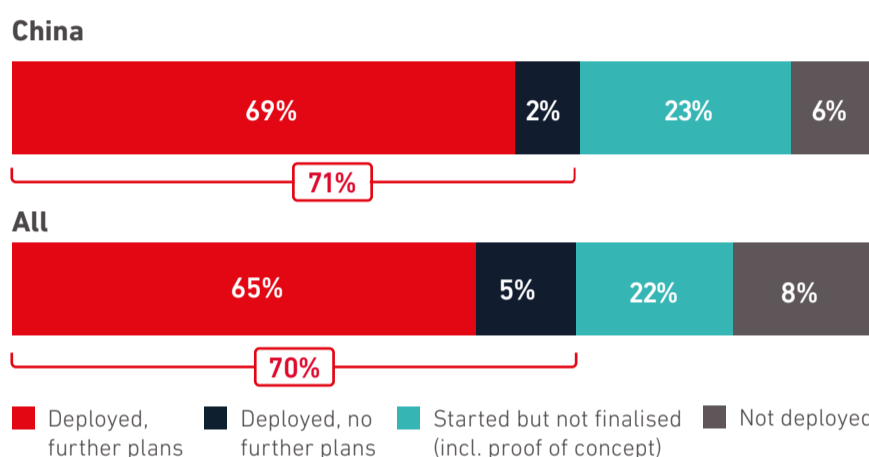
# Enterprise IoT adoption in China: a tale of scale

Chinese companies among world leaders in deployment of IoT solutions

## Has your organisation deployed an IoT solution?

Percentage of respondents agreeing with each statement

- Almost three quarters of surveyed companies had deployed an IoT solution(s) by 2020, similarly so in China
- This year has seen a higher proportion of companies that started but not finalised IoT projects (including PoC); from 12% in 2019 to 22% now.
- This has also doubled in China; from 12% in 2019 to 23% in 2020 - showing the impact of COVID-19 on projects completion



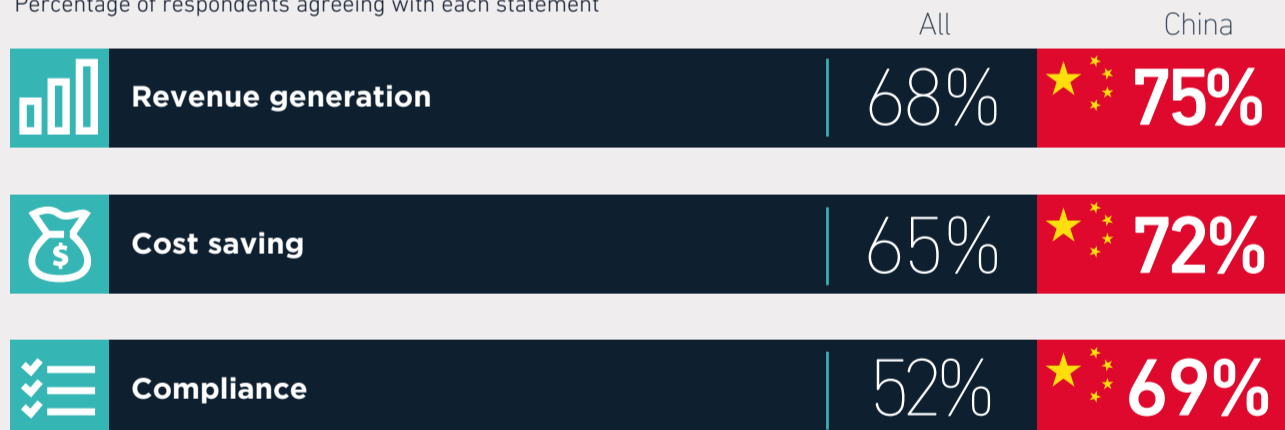
At the end of 2020, GSMA Intelligence conducted a survey to track adoption of IoT by businesses and understand the drivers and challenges in the enterprise IoT sector.

The survey covered 2,900 companies of 20+ employees, and spanned 18 markets and 8 verticals.

Source: GSMA Intelligence Enterprise In Focus Survey 2020

## How do you measure the success of IoT deployments?

Percentage of respondents agreeing with each statement

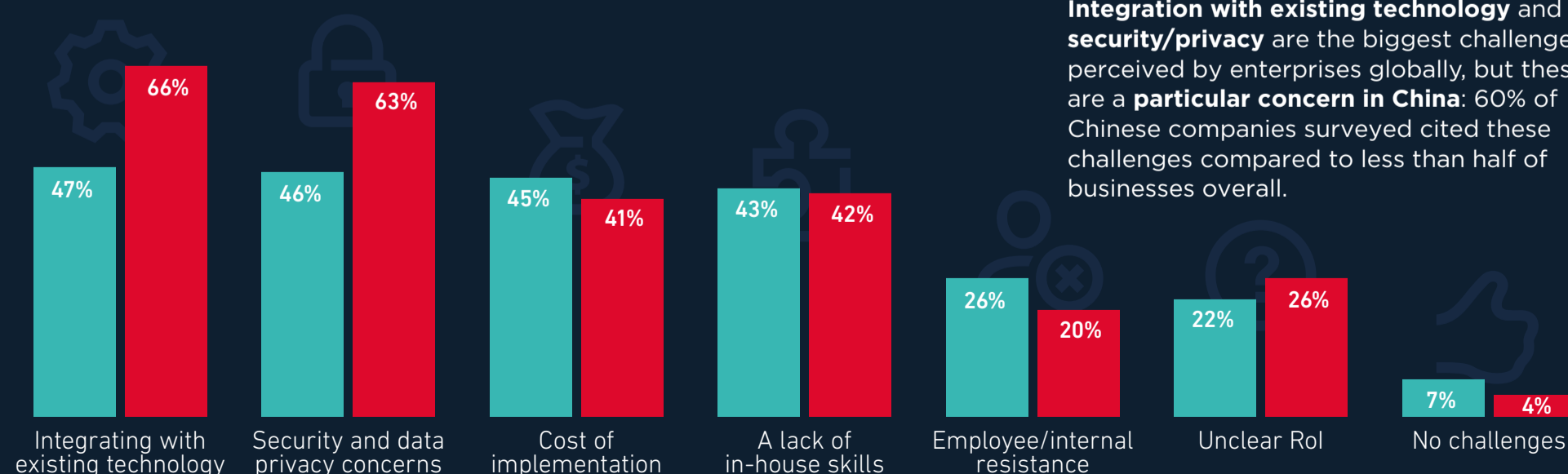


- Revenue generation is a key success measure globally - even more so in China
- Over half of enterprises measure success in terms of compliance - in China a third more enterprises do so

Source: GSMA Intelligence Enterprise In Focus Survey 2020

## Challenges to deploying IoT-based solutions

Percentage of respondents agreeing with each statement



**Integration with existing technology and security/privacy** are the biggest challenges perceived by enterprises globally, but these are a **particular concern in China**: 60% of Chinese companies surveyed cited these challenges compared to less than half of businesses overall.