



Network monetisation in the AI era

Our Speaker



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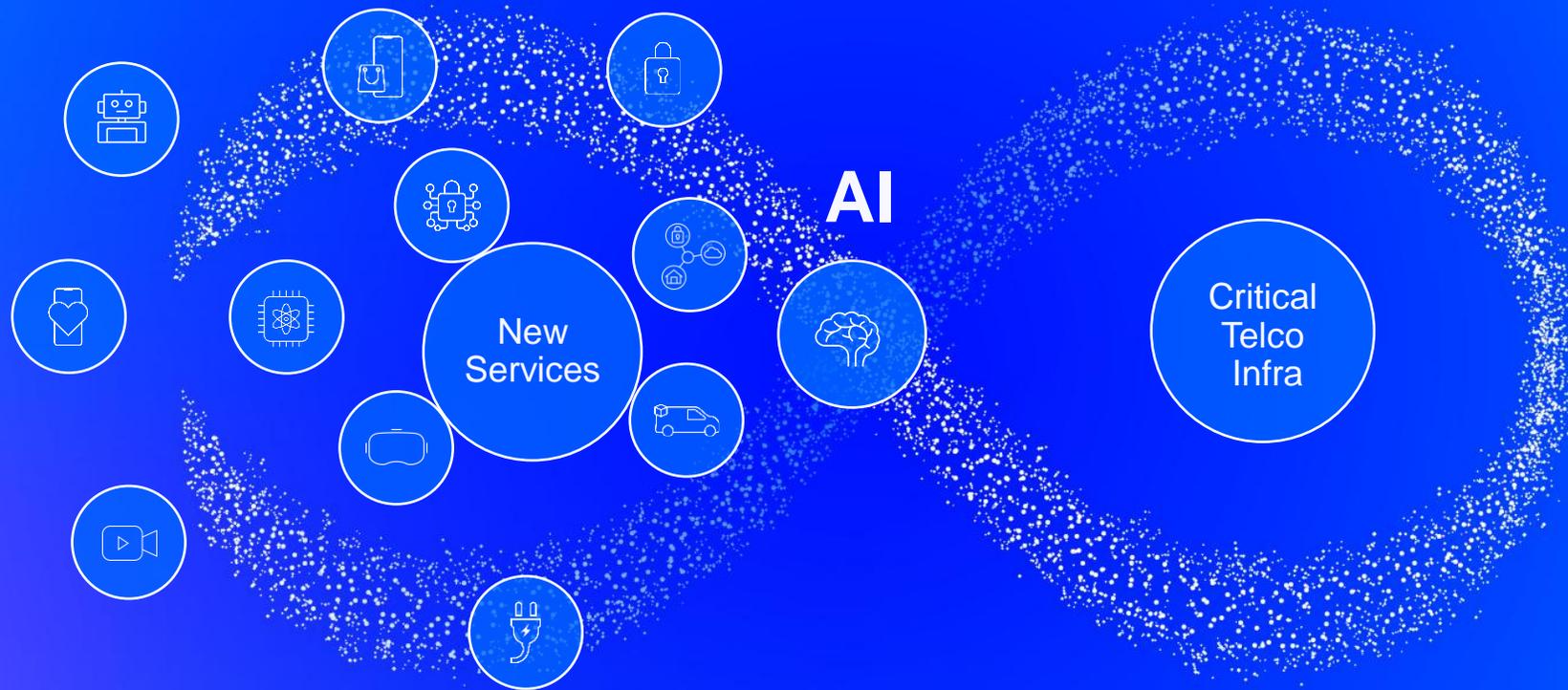
Chief Technology and Enterprise Officer, Telefónica Deutschland





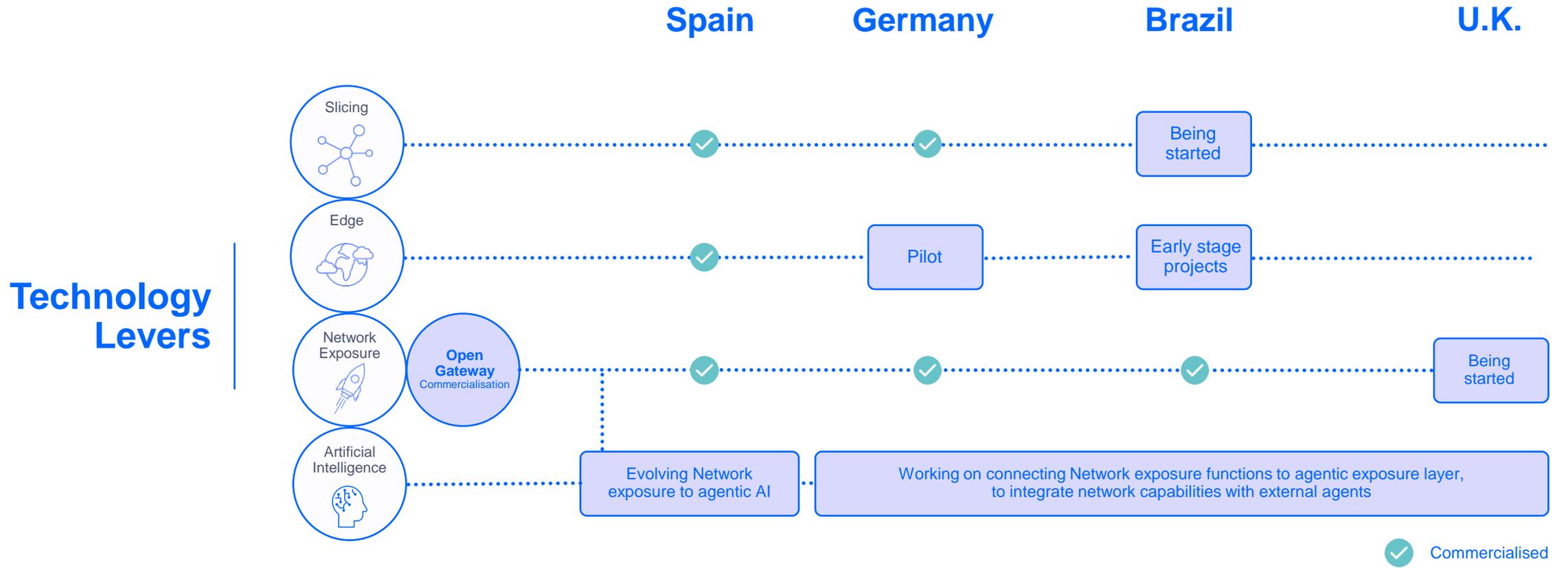
Network Monetisation
beyond connectivity

Perpetual positive cycles
of Network funding



**Monetisation
Levers**

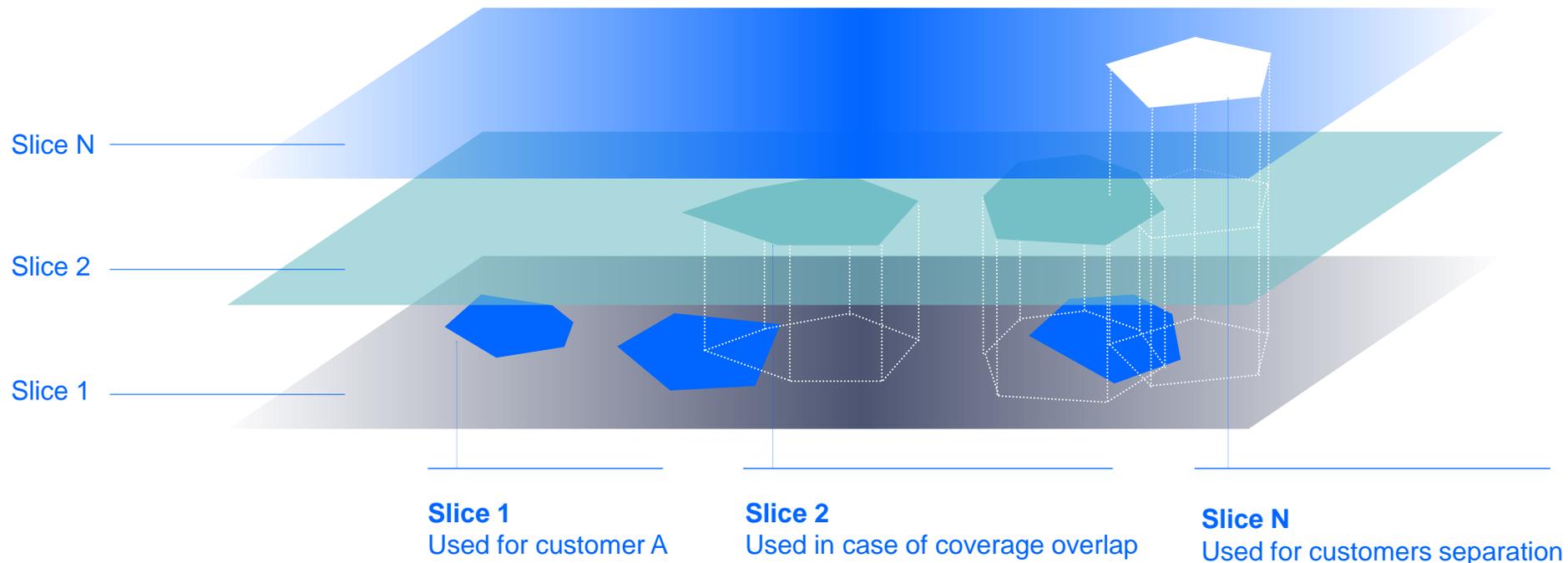
Telefónica Global's steadfast drive for Network Monetisation



Slicing

Automation as key enabler to scale

Telefónica has implemented both nation-wide & local slices to support such use cases with two industry leaders.



Opportunities & challenges

Service Commitments

Customer propositions requiring Service commitments by slicing

Value Uplift

New business models & revenue by moving up the value chain with slicing

Automation Enablement

Significant automation investment needed to scale capabilities



Edge

Unlock the power of Network & Compute



What it takes

Closing the skills gap
Working through complexity
High investment

What it unlocks

Performance without limits
Distributed intelligence
Efficient, green by design
Private and sovereign



Network Exposure Function *unlocks a new ecosystem*

2025

NEF Launched with first Service & Monetization enablement

OPENGATEWAY MONETISATION

9 APIs commercialised in Germany

12 Channel Partners & 27 Indirect Partners

≈ 3x revenue increase (Dec. 25 vs Jan. 25)

OpenGateway Monetisation

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4G & 5G Networks

PASS SECURE API

Secure API-Based **Network Service Exposure** for 3rd party applications

2026

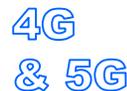
Service Expansion & Portfolio Diversification



Additional revenue in 2026 with NEF services



Cloud Native Solution



3GPP Defined 5G NEF & 4G SCEF capabilities

Beyond

Further roadmaps including AI introduction

Leveraging NWDAF initiative (APIs + Network Data working together)

Opportunities

Rising demand from major players like Google to scale

Data & AI further enhance API capabilities

One API, multiple ecosystems from fraud to IoT

Learnings

Partner onboarding requires API integration learning

Balance API demand with network stability



Enabling AI at Scale Through Smarter, Autonomous Networks

Networks for AI

Expanded Fiber

Edge AI Deployments

Personalized Network Services



AI for Networks

Agentic Orchestration

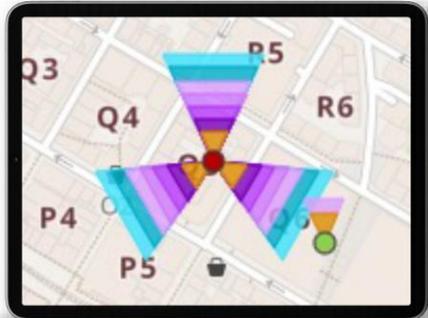
In-service upgrades

AI-Native 5G & 6G

AI in motion

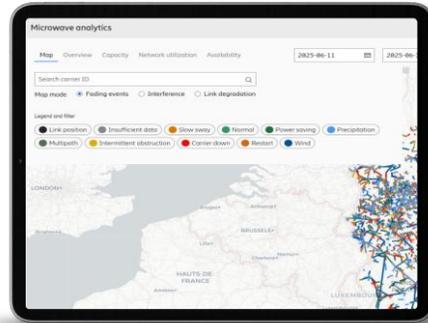
Our network learns, adapts and evolves

Ambition to reach Level 4 Network Autonomy by 2030



Automated cell analysis

RAN anomaly detection
Transport latency optimization
Keeping our network healthy & efficient



Automated cell analysis

Next-level network planning for transport & DC's

ML for microwaves

Anomalies 'root causes classification'



Rise of AI & AI agents

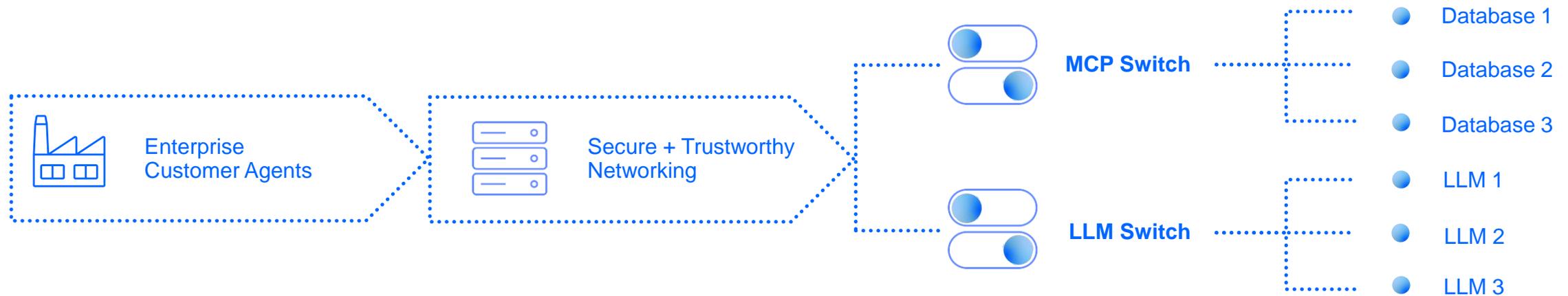
Network Operation Agent (NOA)
3GPP unstructured data root cause analysis



Future Network Service

LLM & MCP Switch as a new Service?

AI Telco: Choosing the right LLM and Database for each request and guaranteeing secure & trustworthy connectivity



Agent-to-Agent communication is a fundamental transformation

Shifting from isolated tasks to autonomous, coordinated workflow orchestration



Dynamic discovery



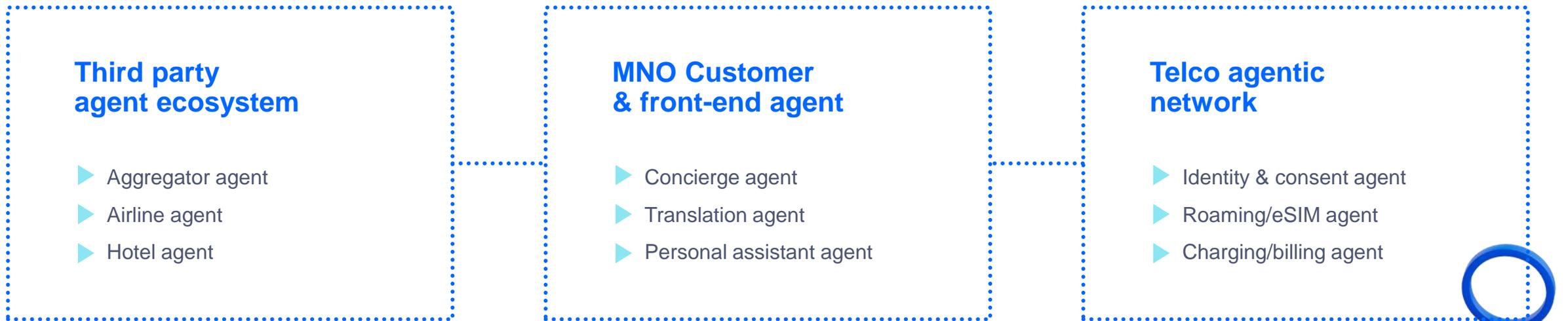
Context sharing



Cross-platform operation

Services through AI Agentic networks

Agent-to-Agent orchestrator – LLM & MCP switch





Let's jointly unlock endless possibilities

Telco Network & Technology Levers



 Telefónica