The Global Cellular IoT Gateway Market

5th edition

The Global Cellular IoT Gateway Market analyses the latest developments on the cellular router, gateway and modem market. This strategic research report from Berg Insight provides you with more than 130 pages of unique business intelligence including 5-year industry forecasts and expert commentary on which to base your business decisions.
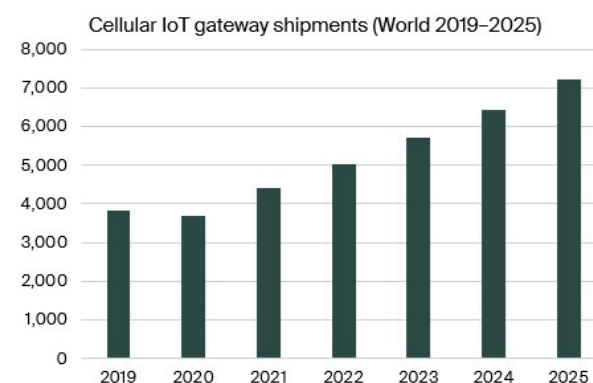
Berg Insight™

Shipments of cellular IoT gateways to reach 7.2 million by 2025

Berg Insight defines cellular IoT gateways as standalone devices intended for connecting machines to a cellular network. These include primarily general-purpose cellular routers, gateways and modems that are enclosed in a chassis with external power supply, no display and at least one input/output port. Trackers, telematics devices and other specialised devices are excluded from this report. Berg Insight has found that more than 3.7 million IoT gateways were sold globally during 2020 at a total market value of approximately US$ 1.01 billion, roughly flat from the previous year. The Americas is the largest geographical market, accounting for about US$ 546 million. The average selling price in the region is significantly higher compared to other markets, primarily due to a higher share of feature-rich, high-speed 4G LTE devices in the product mix. The market value of the European and Asia-Pacific regions accounted for US$ 254 million and US$ 184 million respectively. Berg Insight forecasts that shipments of cellular IoT gateways will grow at a CAGR of 14.4 percent in the next five years to reach 7.2 million units in 2025.

Berg Insight ranks US-based Cradlepoint as the market leader with an estimated US$ 260 million in annual revenues from IoT gateway sales (adjusted for comparability due to the company's subscription model). Cisco is the second largest provider with an estimated US$ 100 million in annual revenues. Top players further include Sierra Wireless, Digi International and Teltonika Networks, which generated an estimated US$ 91 million, US$ 69 million and US$ 49 million respectively from the sales of cellular IoT gateways. The top five vendors held a combined market share of about 56 percent. Other vendors with significant presence on the cellular IoT gateway market are Robustel, InHand Networks, Peplink, HMS Networks and MultiTech. Close to all the top ten cellular IoT gateway vendors shipped more than 100,000 devices in the year. Notable vendors further include Systech, Casa Systems and Lantronix in North America, Hongdian, Four-Faith, Milesight IoT and Moxa in the Asia-Pacific region, and Advantech, Matrix Electrónica, NetModule, Westermo, Eurotech, Thales and Option in Europe.

Cellular IoT gateway shipments (World 2019–2025)

Hightlights from the report

Insights from 30 executive interviews with market-leading companies.

Summary of the M2M/IoT hardware value chain.

In-depth analysis of market trends and key developments.

Updated profiles of 33 cellular IoT gateway vendors and 13 module vendors.

Overview of certifications required for cellular devices.

Price comparisons between IoT gateway vendors.

Market forecasts lasting until 2025.

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This report answers the following questions

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➢ Which are the drivers and barriers on the cellular IoT gateway market?

➢ How does the IoT gateway market differ between regions?

➢ Which M2M/IoT applications are suitable for the cellular IoT gateway form factor?

➢ How will 5G NR affect the IoT gateway market?

➢ Which cellular IoT module vendors are also active on this market?

➢ How will the cellular IoT gateway market evolve over the next five years?

About Berg Insight's IoT market research

Our market reports offer comprehensive information and analysis on key IoT technologies and markets, addressing important concerns including total addressable market, market penetration, market shares, industry landscape, regulatory environment, market trends and forecasts. Our research portfolio today comprises more than 55 items, where each market report focuses on a specific vertical application area or cover horizontal themes. All market reports come with complementary data sets in Excel format that can be easily analysed and converted into tables and charts. We offer a range of different license options together with bundled packages and subscriptions to suit your specific needs.

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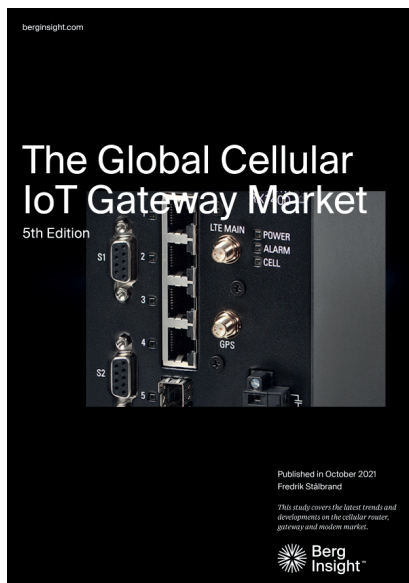|	
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Who should buy this report?

The Global Cellular IoT Gateway Market is the foremost source of information about the cellular router, gateway and modem market worldwide. Whether you are a chipset or module vendor, gateway vendor, utility, vehicle manufacturer, telecom operator, investor, consultant, or government agency, you will gain valuable insights from our in-depth research.
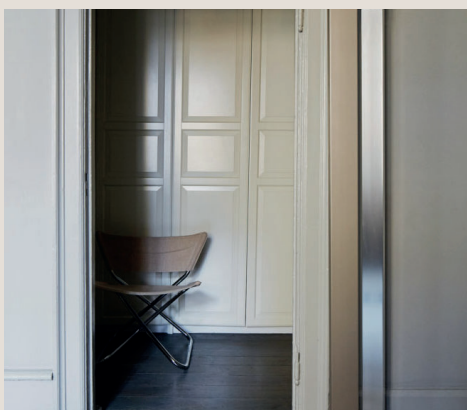
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Fredrik is an experienced analyst who specialises in the IoT connectivity and software markets. He contributes primarily to the horizontal research programmes, for which he produces most of the content and manages all the underlying data sets. Fredrik's key areas of expertise are IoT connectivity services, IoT platforms and software as well as IoT/M2M applications in the industrial markets. In addition to published research, he has worked on projects for a range of clients across the IoT ecosystem. Fredrik joined Berg Insight in 2016 and holds a Master's degree in Industrial Engineering and Management from Chalmers University of Technology.

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