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 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, Mileight IoT and Moxa in the Asia-Pacific region, and Advantech, Matrix Electrónica, NetModule, Westermo, Eurotech, Thales and Option in Europe.

**Shipments of cellular IoT gateways to reach 7.2 million by 2025**

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**Highlights 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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Glossary

About Berg Insight’s IoT market 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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