Table ES1: The market for industrial edge networking components by product: World

Table and Figure ES1 show a summary of the world market revenues for industrial edge networking components. The world market in 2018 is estimated to have been $2.65 billion.

In 2019, revenues are forecast to grow by 16.3%; overall, from 2018 to 2023, revenues are forecast to grow at a 15.9% compound annual growth rate (CAGR).

Unit shipments are forecast to grow at a 15.2% CAGR from 2018 to 2023, while the ASP is forecast to increase at a 0.7% CAGR.

Figure ES2 compares 2018 and 2023 revenues for the three major regions.

Note: This document is an excerpt; please contact IHS Markit for the full report.
2018 Industrial edge networking components market

Cisco leads and continues to grow market share

- **48.5%** | Wireless access point market share
- **20.5%** | Managed Layer 2 switches market share
- **43.5%** | Industrial routers market share
- **31.5%** | Managed Layer 3 switches market share

Cisco leads the market for industrial edge networking components.
Market landscape for industrial edge networking components

In 2017, Cisco became the leader in industrial edge networking components market with a 19% market share in terms of revenues and maintained its number one position going into 2018.

It can be observed from the chart above that Cisco’s share is growing continuously while that of other companies is either declining or staying constant.

It is worth mentioning that Cisco is enjoying the highest growth among the leading companies and is particularly strong in the Americas.
World: Market share estimates comparison for managed switches – layer 2 between 2016 – 2018

- Cisco is maintaining its market dominance in managed switches – layer 2 market since 2016
- Belden has lost its market share to its competitors
World: Market share estimates comparison for managed switches – layer 3 between 2016 – 2018

- Cisco has dominated layer-3 managed switches market for many years now and it continues to lead this market
- To put things in perspective the market share of Cisco for layer-3 managed switches is approximately twice to that of the number 2 player
### World: Market share estimates comparison for routers between 2016 – 2018 (Top 5)

<table>
<thead>
<tr>
<th>Company</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cisco</td>
<td>44%</td>
<td>36%</td>
<td>36%</td>
</tr>
<tr>
<td>HMS Networks</td>
<td>10%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Moxa</td>
<td>5%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Advantech</td>
<td>3%</td>
<td>3%</td>
<td>3%</td>
</tr>
<tr>
<td>Digi International</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
</tbody>
</table>

2016 market size: $152 million  
2017 market size: $217 million  
2018 market size: $263 million

Source: IHS Markit

- Cisco has a clear dominance in this market and has approximately 44% of the market share
- The closest competitor has nearly 36% less market share than Cisco
World: Market share estimates comparison for wireless access points between 2016 – 2018 (Top 5)

- Cisco has a clear dominance in this market and has approximately nearly half of the market share.
- The closest competitor has nearly 34.5% less market share than Cisco.

Source: IHS Markit

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