



ERICSSON

DIGITAL TRANSFORMATION

Hans Vestberg
President and CEO

ERICSSON AT A GLANCE



NETWORKS

Create one network for a million different needs

IT

Achieve business agility with transformative IT

MEDIA

Delight the TV consumer every day

INDUSTRIES

Connect industries for business acceleration

39,000

Patents

23,700

R&D Employees

5 B. USD

In R&D

1 BILLION

Subscribers managed by us

2.5 BILLION

Subscribers supported by us

66,000

Services professionals

USD 30 B

Net Sales

180

Countries with customers

116,000

Employees



50 BILLION
CONNECTED DEVICES

5 BILLION
CONNECTED PEOPLE

1 BILLION
CONNECTED PLACES



2000

2010

ERICSSON MOBILITY REPORT



The number of IoT devices is projected to quadruple in Western Europe between 2015 and 2021

5 BILLION subscribers



By 2021 there will be: 9 billion mobile subscriptions, 7.7 billion mobile broadband subscriptions and 6.3 billion smartphone subscriptions

90 percent of subscriptions in Western Europe and 95 percent in North America will be for LTE/5G by 2021

THE NETWORKED SOCIETY

IT'S HERE



INSTALLATION

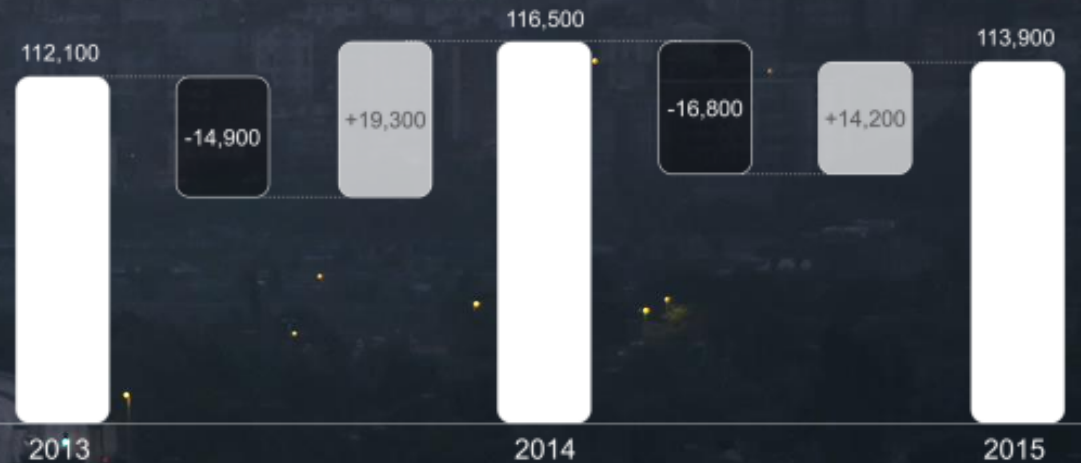
More efficiently solving old problems – winners among old players

DEPLOYMENT

Applying paradigm to innovate across society – new winners

BUSINESS & WORKFORCE TRANSFORMATION

Active employees











Active employees – excluding inactive employees and employees in exit programs. The total number of employees was 118,000 end 2013 and 116,500 end 2014 respectively 116,300 end 2015.

THE NETWORKED SOCIETY



ICT CHANGING LIFESTYLE



 Transport	▶ Uber, Lyft, Car2Go, BlablaCar
 Traveling	▶ Airbnb, HomeAway
 Payments	▶ Mobile money, BitCoin, Swish
 Finance	▶ Lendingclub, Zopa
 Shopping	▶ Amazon, Alibaba
 Employment	▶ Freelancer, TaskRabbit, I got garbage
 Education	▶ Coursera, Udacity, Khan Academy
 Entertainment	▶ Spotify, Netflix, Hulu, Viaplay



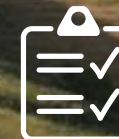
Enabled by technology



Embraced by consumers

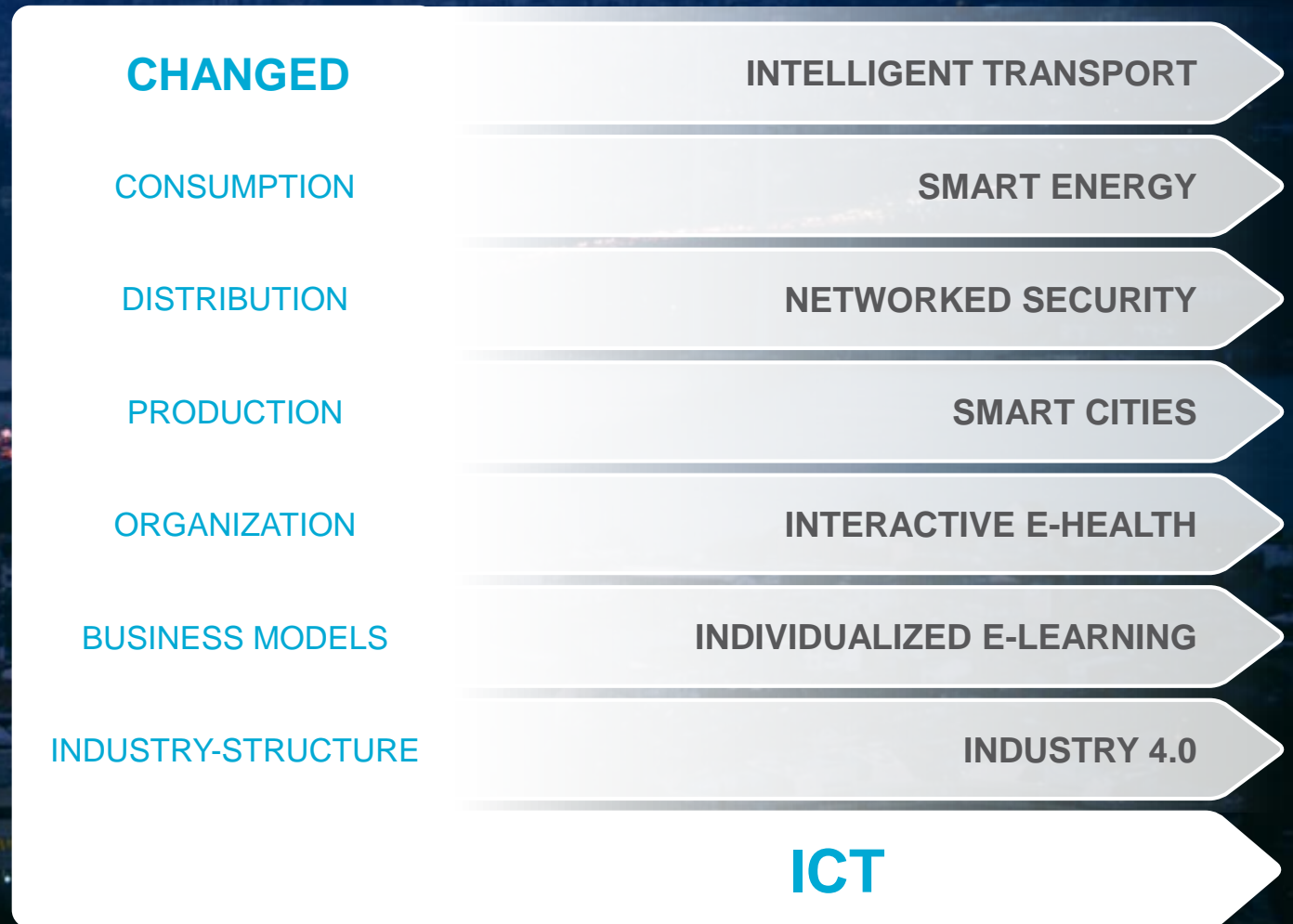
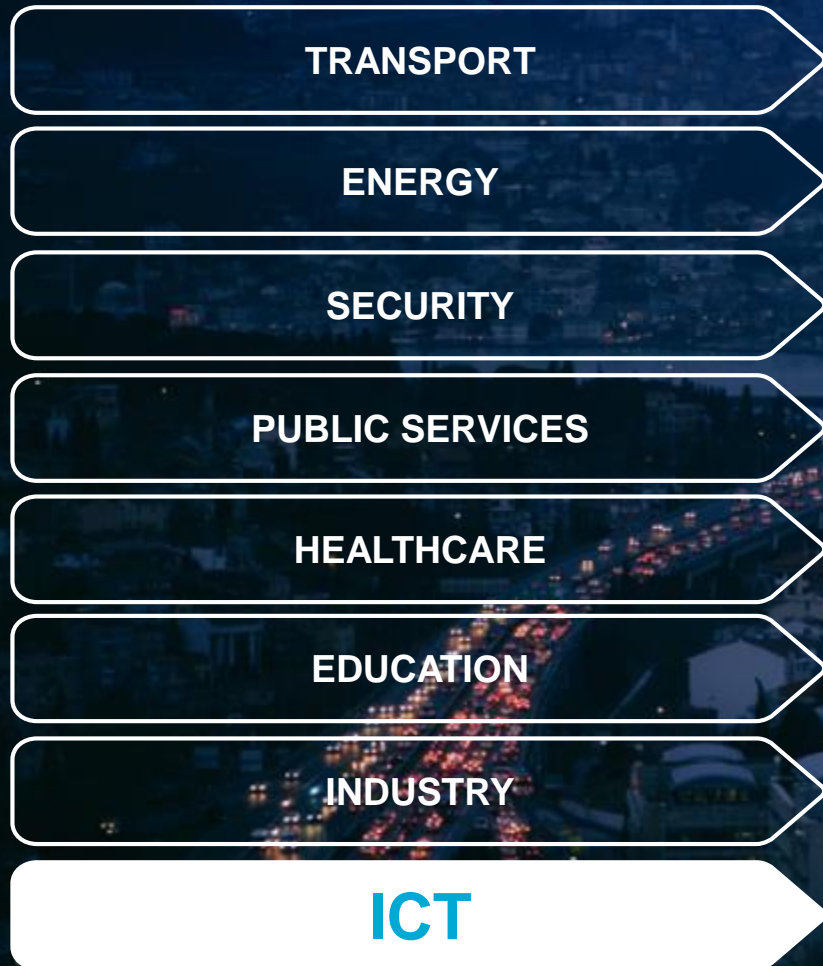


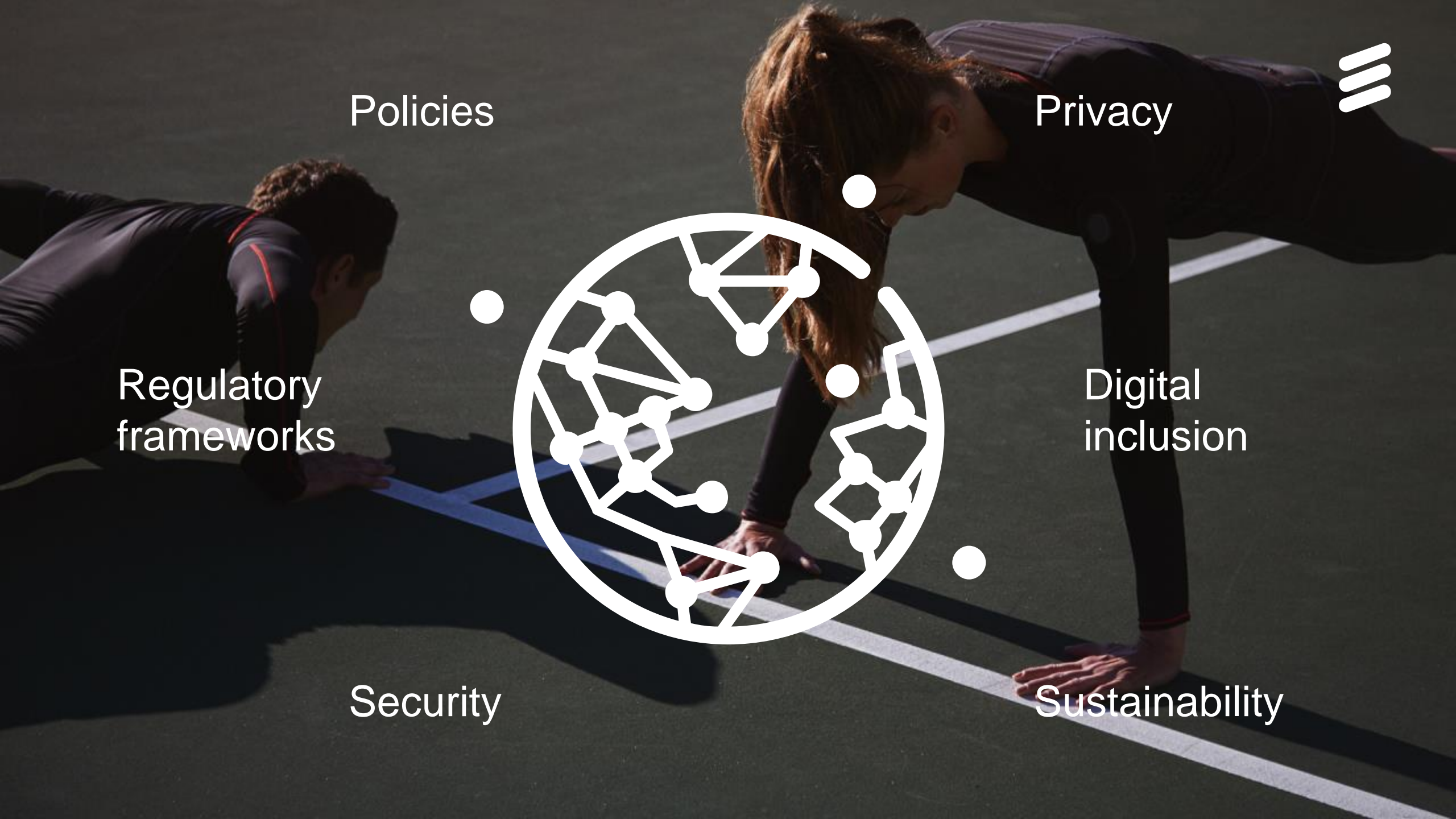
Evident in all sectors



Effects rules & regulations

ICT TRANSFORMING INDUSTRIES





Policies

Privacy



Regulatory
frameworks

Digital
inclusion

Security

Sustainability

5G – A PLATFORM FOR MASSIVE USE





COLLABORATION
FOR INNOVATION



Automotive and Transport



Manufacturing



Process Industry



Safety/Security



Agriculture



Energy and Utilities



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