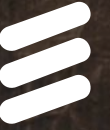




THE MOBILE IOT ECOSYSTEM

Lars Mårtensson

THE ECO-SYSTEM IS EXPLODING



IoT on GSM

EC-GSM-IoT

Global cellular IoT for all GSM markets

IoT on LTE

CAT-M1

Wide range of applications

NB-IoT

Ultra low-bitrate applications



18
BILLION

PREDICTED IOT
CONNECTED
DEVICES IN 2022

E2E IOT WITH SCALE IN FOCUS



E2E IOT



› **Business model: XaaS driving scale**

SCALE FOR MANAGED CONNECTIVITY



COLLABORATION IS KEY IN THE MOBILE IOT ECO-SYSTEM



| | |
|----------------------|---|
| Industry Solutions | |
| IoT ACCELERATOR | Marketplace & Ecosystem Enablement |
| | Orchestration, Integration & Automation |
| | Device & Data Management |
| | Connectivity Management |
| Cloud | |
| Network Connectivity | |
| Devices | |

- > Partnering on Devices
- > Cost-optimized Devices
- > Device platforms





ERICSSON