



MEDIA AND EMERGING BUSINESS

CAPITAL MARKETS DAY 2017

NOVEMBER 7-8, 2017 NEW YORK



BÖRJE EKHOLM
CEO

UPDATE ON MEDIA BUSINESS REVIEW



New segment Other

Media Solutions

Broadcast
Services

Emerging
Business

iconectiv

Strategic priorities

- › Implement cost and capital efficiency improvements – good progress
- › Maintain current strong traction with existing and potential customers – continued positive feedback
- › Review of strategic options for both media assets – progressing according to plan

We will communicate outcome of the review once decisions have been made

EMERGING BUSINESS AND ICONECTIV



New segment Other

Media Solutions Broadcast Services **Emerging Business** **iconectiv**

Example investment areas

- Internet of Things**
 - › Connectivity services and platforms to support service provider growth in IoT
 - › Our Device Connection Platform now has 16 m. connections covering 2,200 enterprises
- Unified Delivery Network**
 - › UDN is a global unified delivery network for content and applications deployed in partnership with service providers (58) and content partners (65)
- iconectiv**
 - › Interconnection solutions, enabling service providers and enterprises to discover, route and interact with their customers – used by more than 1,000 operators in 21 countries

Emerging Business and iconectiv net sales at SEK 1.7 b.¹ 2017 Q3 YTD with an operating income loss at SEK -1.6 b.¹ whereof half recorded in segment IT & Cloud and half in current segment Other

¹Unaudited and preliminary numbers, excluding restructuring charges and XO items

²Excluding restructuring charges

Emerging Business and iconectiv expected to generate net sales of SEK 3-5 b. in 2020 and a break-even operating income²