



MANAGED SERVICES AND NETWORK SHARING

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THIS PRESENTATION CONTAINS FORWARD LOOKING STATEMENTS. SUCH STATEMENTS ARE BASED ON OUR CURRENT EXPECTATIONS AND ARE SUBJECT TO CERTAIN RISKS AND UNCERTAINTIES THAT COULD NEGATIVELY AFFECT OUR BUSINESS. PLEASE READ OUR EARNINGS REPORTS AND OUR MOST RECENT ANNUAL REPORT FOR A BETTER UNDERSTANDING OF THESE RISKS AND UNCERTAINTIES.

NETWORK SHARING

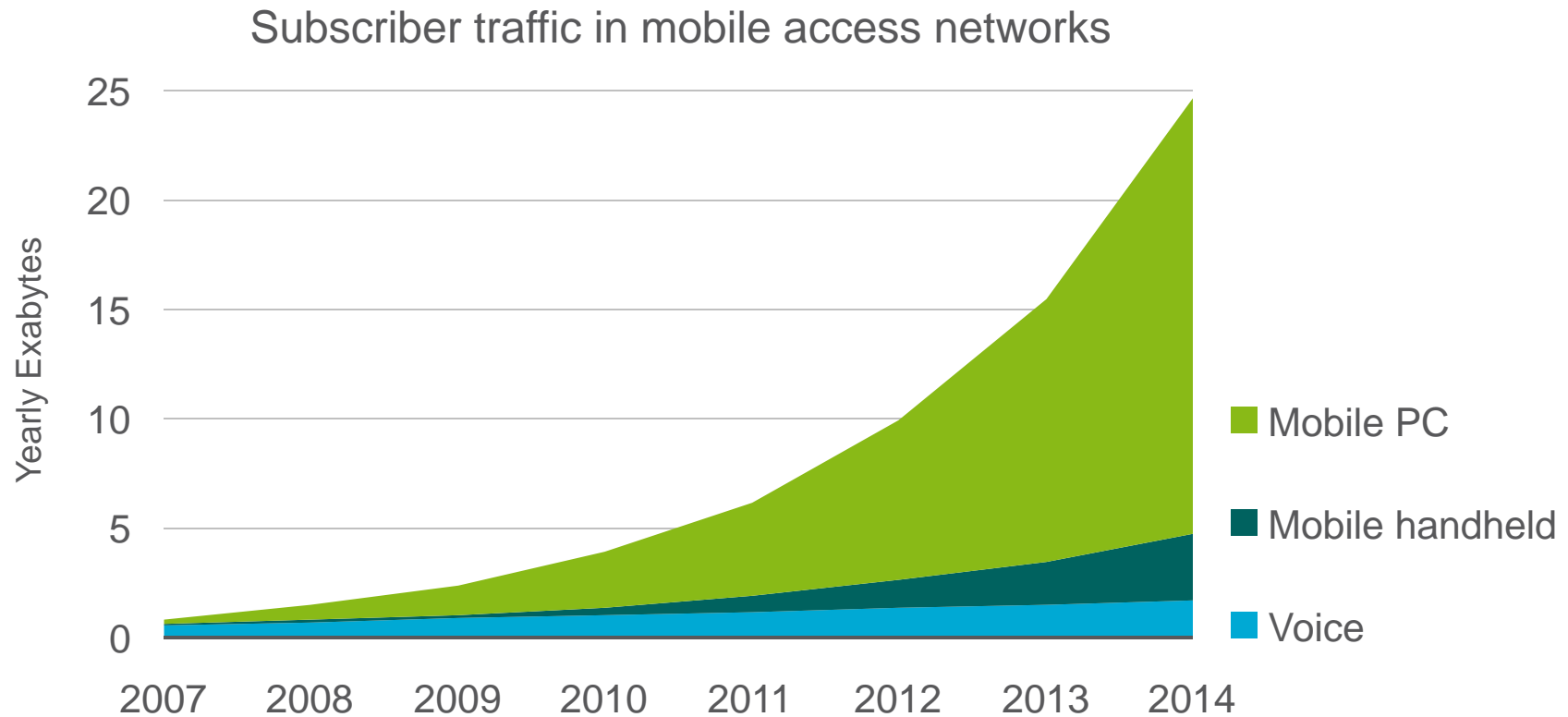
DRIVERS

- › Capacity requirements for mobile broadband
- › High deployment cost for rural sites
- › Flat-rate pricing
- › Spectrum
- › Environmental regulations
- › Increased coverage requirements

Need for operational and structural efficiencies

NETWORK SHARING

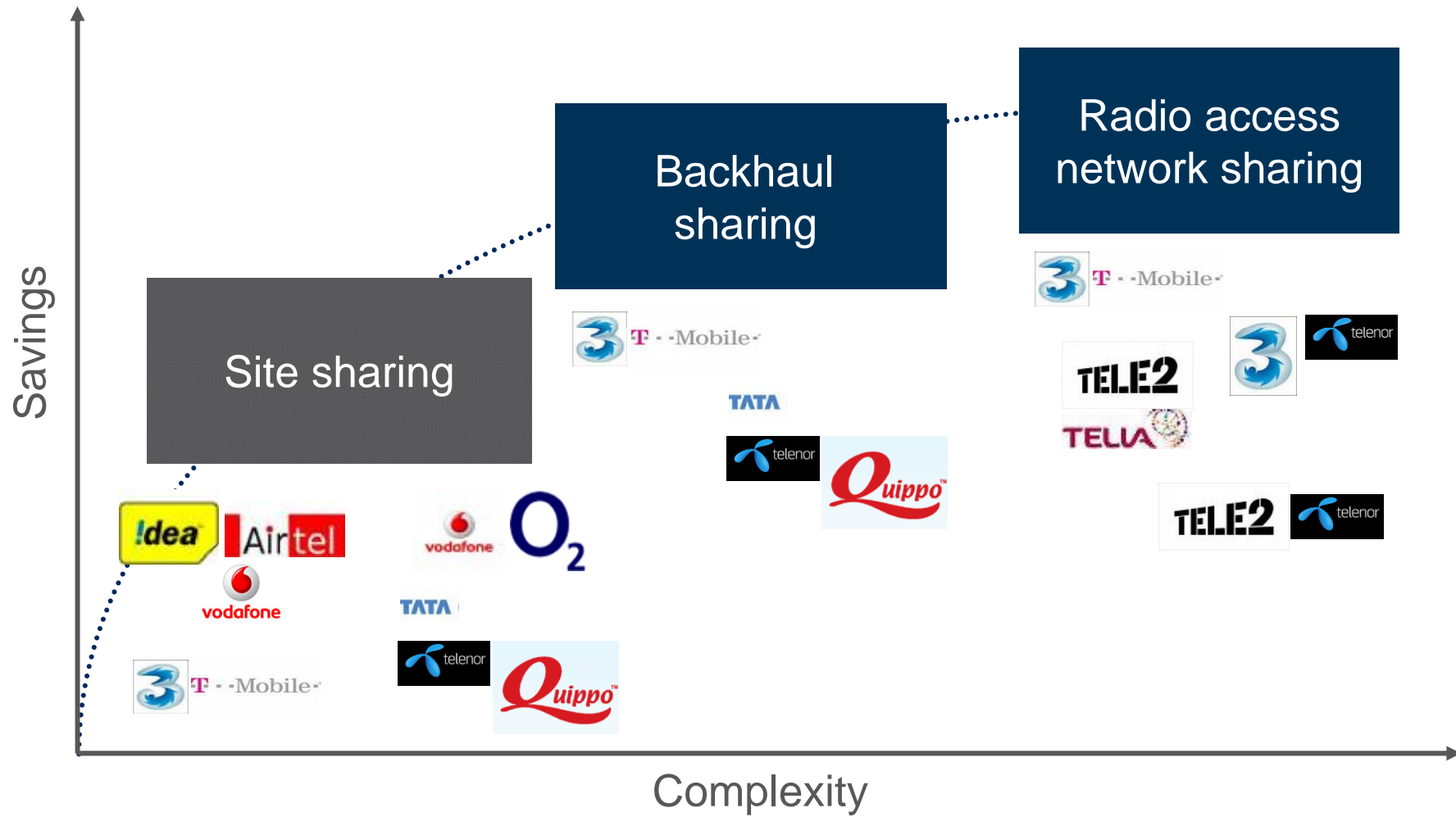
ADDRESSING STRUCTURAL EFFICIENCY CHALLENGES



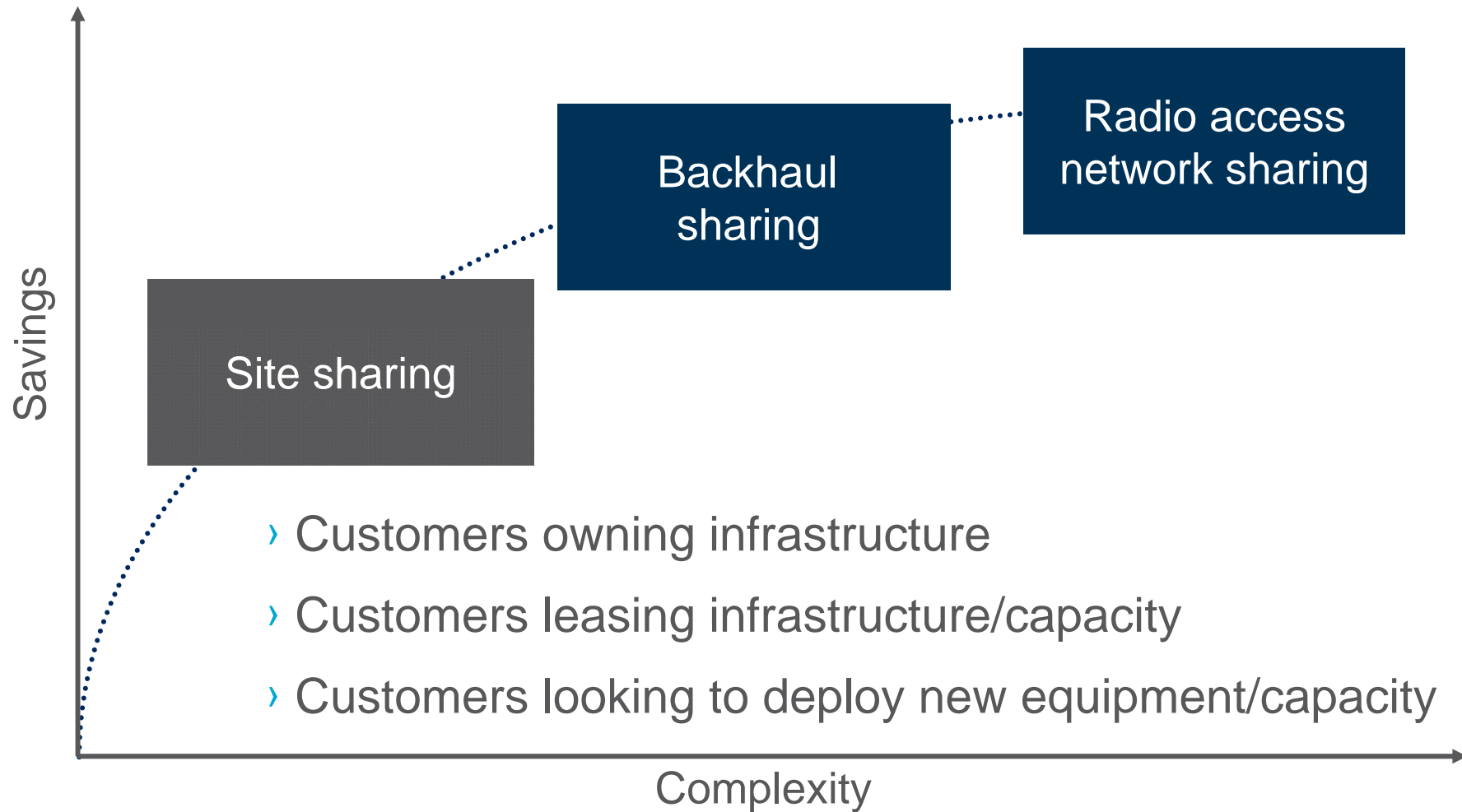
Source: Ericsson
DVB-H, Mobile WiMax, M2M and WiFi traffic not included

Site and backhaul important

NETWORK SHARING IS HAPPENING

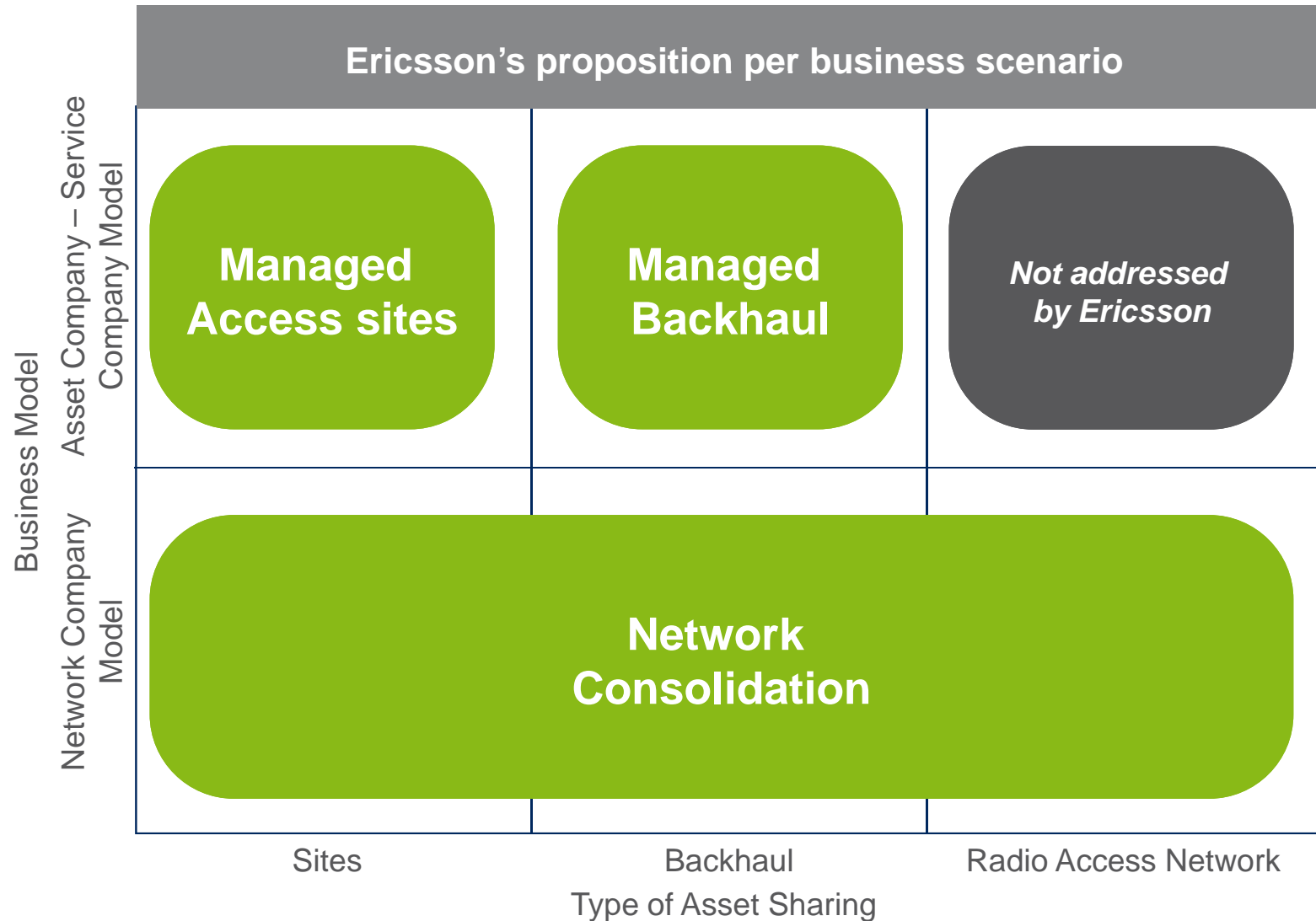


CUSTOMER SEGMENTS



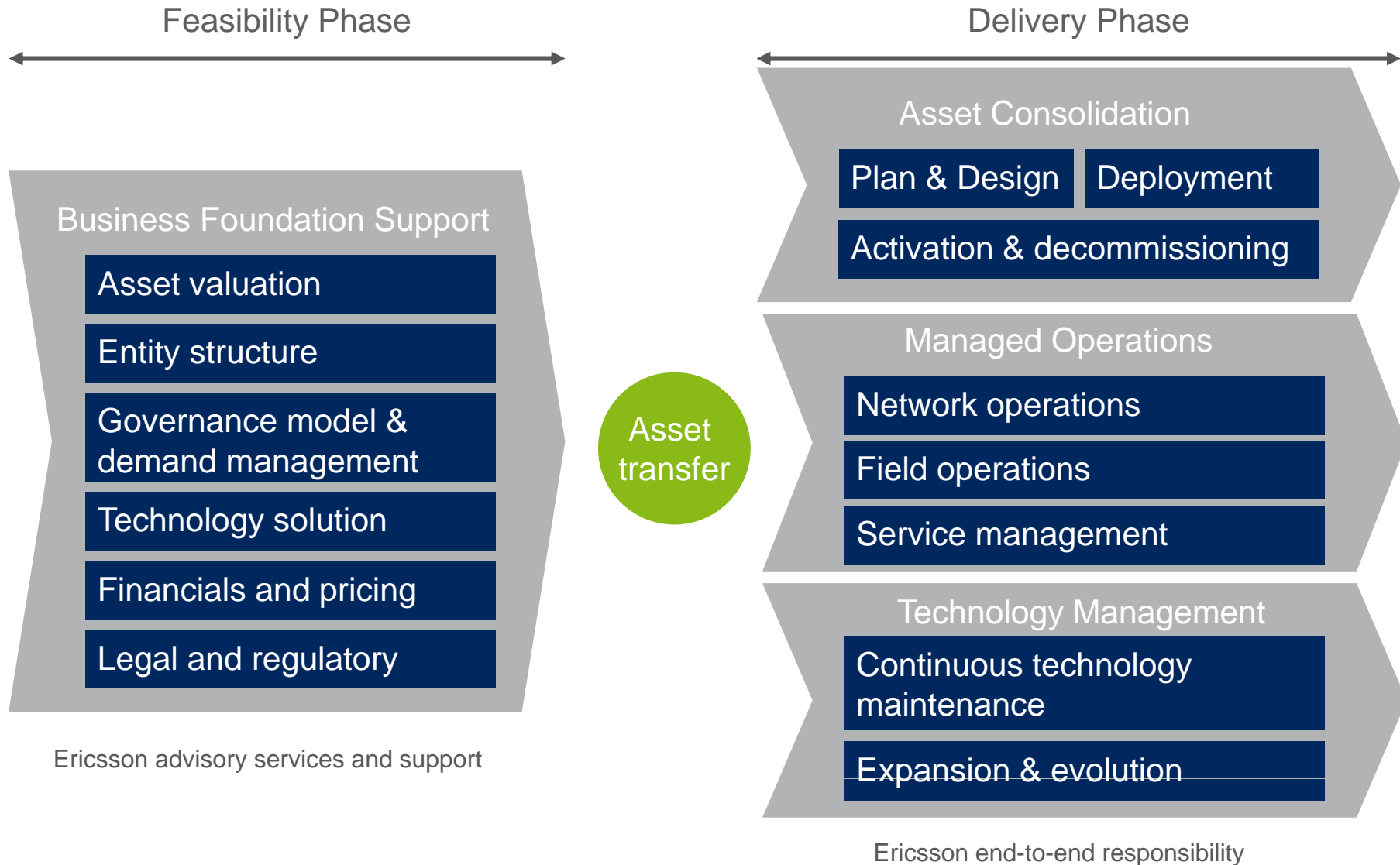
ASSET SHARING BUSINESS MODELS

OVERVIEW

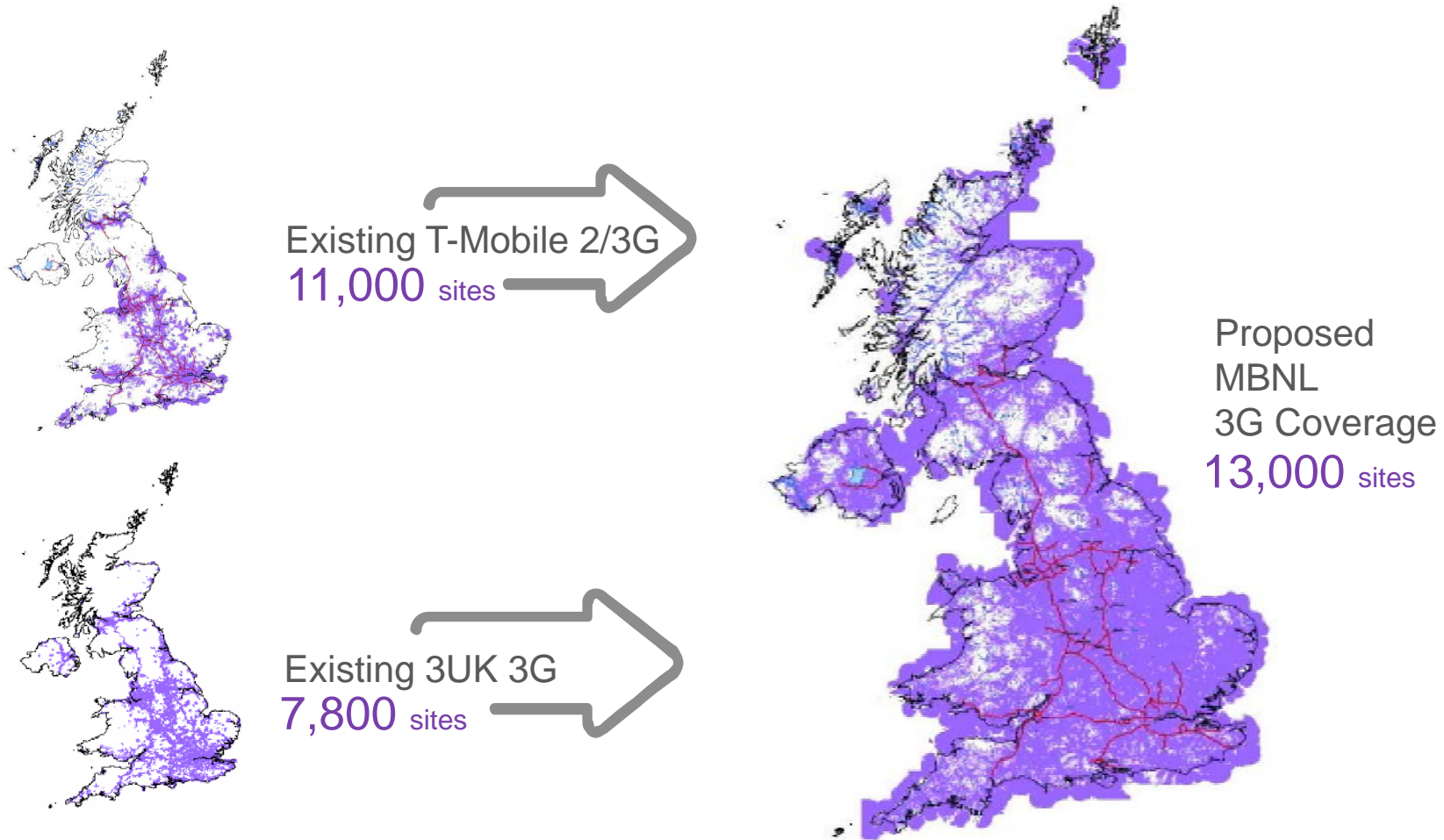


NETWORK SHARING PHASES

SUMMARY OF ERICSSON'S CAPABILITIES



NETWORK CONSOLIDATION: £2B SAVINGS OVER 10 YEARS





ERICSSON