



Ericsson Business **INNOVATION** Forum

Sebastian Cederschiöld
Chairman of the Board of Stokab

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- Chairman of the Board of Stokab
- Manager of JKL and MS & L's Brussels office
- Former Adviser to the President of the European Parliament
- Has worked at the European Commission with telecommunications issues on DG INFOSOC
- Former Member of Swedish Parliament
- Member of Stockholm City Council

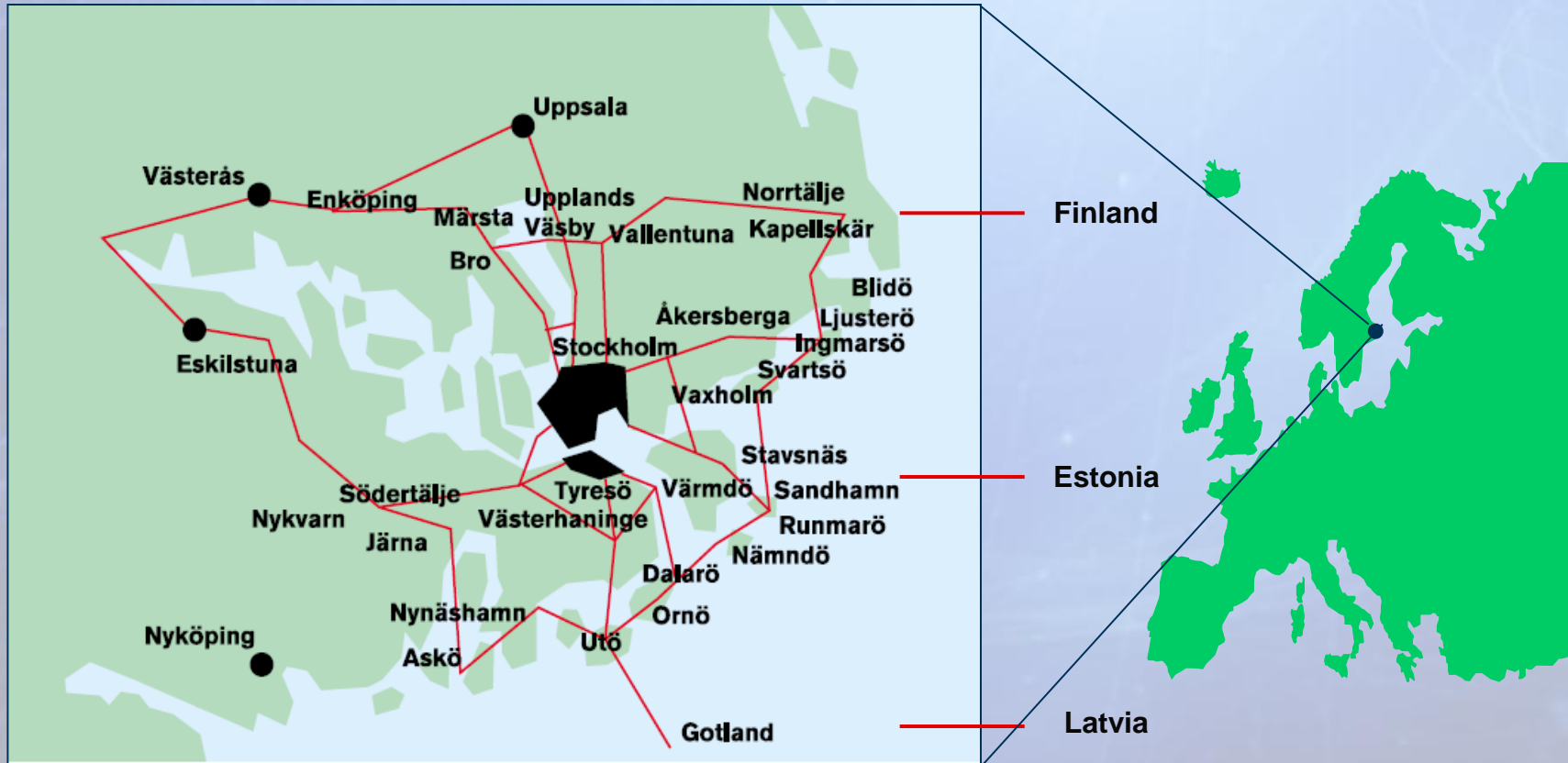
Why Stokab started

- Give Stockholm an open ICT-infrastructure on equal terms
- Offering dark fibre below operator self cost
- Minimize digging in Stockholm

Facts about Stokab

- Owned by the City of Stockholm, started 1994, turnover 50 million Euro
- 1,200,000 km fibre, 5 000 km of fibre optical cable
- 6 000 locations and 300 cross-links
- 90 operators and SPs, 550 customers

Stokab network

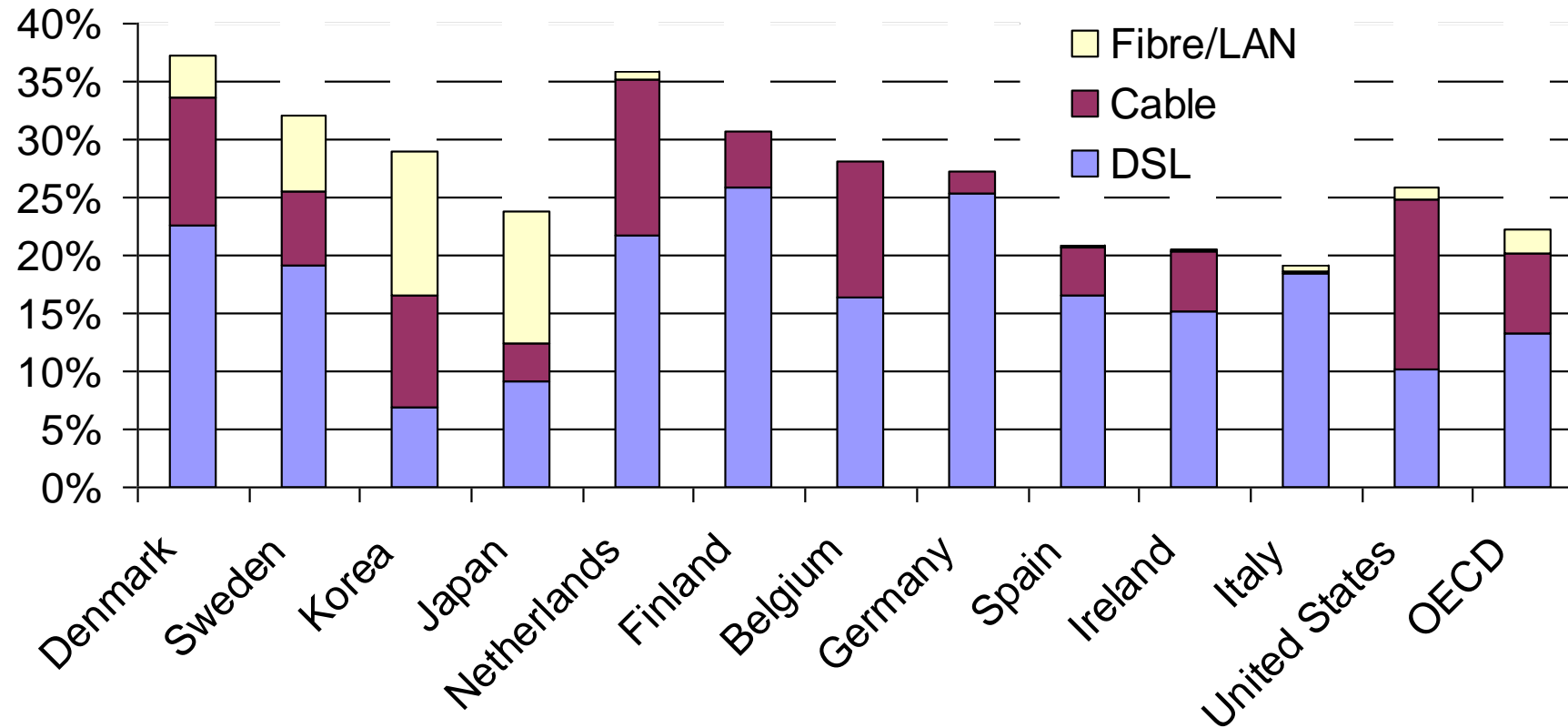


Business model and outcome

- Lease out fibre optic connections
- Network open to all players on equal terms
- For the customer requirements (point to point, ring structure, stellar structure - unlimited capacity)

- The world's largest open network with 90 operators, 550 customers
- Stockholm enjoys 100 percent mobile broadband coverage
- 100 percent of Stockholm has access to broadband
- 68,3 percent of companies have access to a fibre-optic connection

Broadband subscribers per 100 inhabitants, 2008



Planned public investment and political priorities

	Official strategy	Measurable Objective	Planned public investment in broadband (in SEK)	Target level for broadband speed
France	Yes	Yes	10 billion per year	0,5 Mbit/s
Finland	Yes	Yes	1,25 billion to 2015	1 Mbit/s
United Kingdom	Yes	Yes	3,1 billion	2 Mbit/s
United States	Yes	Yes	48 billion	5 Mbit/s
Germany	Yes	Yes	1,7 billion	50 Mbit/s
Korea	Yes	Yes	7,5 billion in 5 years	1000 Mbit/s
Sweden	No	No	0,17 billion in 5 years	0,02 Mbit/s
Stockholm	Yes	Yes	1,5 billion in 4 years	1000 Mbit/s

The situation in Stockholm

- The new 4G network will open in Stockholm 2010
- The open-access fibre-optic network will service 95,000 households by the end of 2009
- Ninety percent of Stockholm households will have access to the open-access fibre-optic network by 2012 (ninety percent represents 400,000 households)
- Stockholm homes connected to the fibreoptic network will have a connection speed of 1 Gbps or more
- The 4G mobile network will offer a connection speed up to 150 Mbps

The Vision of a World Class Stockholm

The picture of a future world class Stockholm on the basis of three themes

- A number of unique qualities and examples of important projects
- Overall strategies to realize the vision
- Make clear which decisions must be made by the city and other parties to look out for the region's unique possibilities

e-Service – 650 million 2007-2010

- Find and selecting pre-school and secondary school, comparing school performance
- Help for the visually impaired to get around in traffic
- e-Keys for the elderly
- e-Lots, Help for Entrepreneurs, building permit application, permits for alcohol, permits for parking
- Planning Service for cycling
- Booking of wedding
- Property management

Intelligent Community of the Year

- Stockholm was recently named Intelligent Community of the Year by think-tank ICF for its vision of becoming a world-class city by 2030, the range of e-services it provides and its investment in an open-access fibre-optic network, as well as for the region's highly competitive ICT cluster, Kista Science City.
- Stockholm City is in position to become a world leader in Green IT. The City has already been appointed the first European Green Capital for 2010, which is now being followed up with a unique strategy for Green IT.

Conclusions

- The infrastructure must not be a barrier
- A well developed cooperation between the public and the private sector foster innovation
- Public and private e-services increases
- The users are active and their requirements increase
- All households will be reached with fibre-optic connections, which increases competition and provide more choice for consumers
- The challenges is now to develop services



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