

## PRESS RELEASE

August 16, 2016



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# ERICSSON'S NEW BUSINESS UNITS IN LATIN AMERICA SET TO STRENGTHEN COMPANY STRATEGY

- New Business Units Network Products, Network Services, and IT & Cloud in place
- Business Units' organizational and structural setup will strengthen Ericsson's strategy execution in Latin America & Caribbean region
- Business Units are part of global company restructuring, implemented July 1, 2016

Ericsson (NASDAQ: ERIC) Latin America and Caribbean, as part of a global company-wide restructuring, announces new Business Units Network Products, Network Services, and IT & Cloud. The Units' organizational and structural setup is made to accelerate strategy execution in the region, as well as to mirror customer ways of working and increase end-to-end accountability for business owners. The new structure will also support cost reductions and efficiency improvements, including removal of existing duplications within product development.

Sergio Quiroga da Cunha, Head of Region Latin America & Caribbean, says: "This new organizational setup allows us to be even faster in responding to our customers, and we are confident that this new structure will increase business opportunities both for our customers and for Ericsson."

### Appointments:



**Jan Karlsson, Vice President IT & Cloud, Latin America and Caribbean.**

Karlsson joined Ericsson in July 2014 and is currently the Head of IT & Cloud in Region Latin America & Caribbean (RLAM). Previous to this position, Karlsson was Head of OSS/BSS Practice and Consulting & Systems Integration within Ericsson Latin America & Caribbean. Karlsson has a BA in Business Administration and spent 10 years in Ericsson across various roles and countries (Sweden, Italy, Mexico and the UK).

## PRESS RELEASE

August 16, 2016



**Robert Pajos, Vice President Network Services, Latin America and Caribbean.** Pajos is responsible for services sales and delivery across the areas Build, Optimize, Support, Repair and Operate. He has held several senior positions within Ericsson in the U.S., Sweden, Colombia, Russia and Brazil, and holds a degree from The Royal Institute of Technology in Stockholm, Sweden. Prior to his appointment, Pajos was Head of Engagement Practices within Ericsson Latin America & Caribbean.



**Eduardo Castañón, Vice President Network Products, Latin America and Caribbean.** Castañón has worked with Ericsson for 16 years, holding several different positions in Mexico, Sweden, Guatemala, Brazil and Peru, where his prior appointment was as Head of Engagement Networks for Brazil and Telefonica Latin America. Castañón studied Electronic and Communications Engineering in Mexico at ITESM, and holds a degree in Management from HEC in France.

### NOTES TO EDITORS

For media kits, backgrounders and high-resolution photos, please visit [www.ericsson.com/press](http://www.ericsson.com/press).

*Ericsson is the driving force behind the Networked Society - a world leader in communications technology and services. Our long-term relationships with every major telecom operator in the world allow people, businesses and societies to fulfill their potential and create a more sustainable future.*

*Our services, software and infrastructure - especially in mobility, broadband and the cloud - are enabling the telecom industry and other sectors to do better business, increase efficiency, improve the user experience and capture new opportunities.*

*With approximately 115,000 professionals and customers in 180 countries, we combine global scale with technology and services leadership. We support networks that connect more than 2.5 billion subscribers. Forty percent of the world's mobile traffic is carried over Ericsson networks. And our investments in research and development ensure that our solutions – and our customers – stay in front.*

*Founded in 1876, Ericsson has its headquarters in Stockholm, Sweden. Net sales in 2015 were SEK 246.9 billion (USD 29.4 billion). Ericsson is listed on NASDAQ OMX stock exchange in Stockholm and the NASDAQ in New York.*

*Ericsson has been present in Latin America since 1896, when the company established an agreement in Colombia and delivered equipment for the first time in the region. In the early 1900s, Ericsson increased its presence in Latin America by signing commercial deals in*

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*Argentina, Brazil and Mexico. Today, Ericsson is present in 56 countries within South America, Central America, Mexico and the Caribbean, which combined count the region as one of the few with complete Ericsson installations, including a Production Unit, R&D Center and Training Center. Ericsson is the market leading telecom supplier, with over 40% market share in Latin America and more than 100 telecom service contracts in the region.*

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