



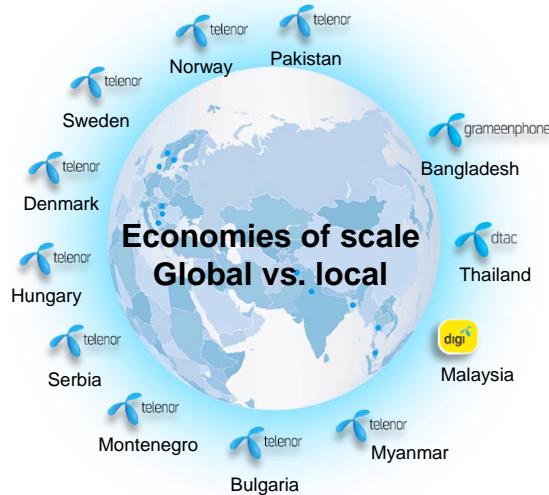
Introducing Telenor Connexion

Mats Lundquist; May 31, 2018

IoT within Telenor Group

National Operators

- Regional use cases
- >3 million IoT SIMs
- Full stack solutions
- Leverage Connexion technology



Connexion

- Large enterprises and fleets
- >10 million IoT SIMs
- Specific IoT services
- Partner eco-system

Group

- Wholesale
- Research

Milestones

'03

First large scale international IoT contracts with Volvo and Securitas

'10

Global expansion initiated with Japan and North America

'14

Acquisition of Iova AB adding end-to-end IoT capabilities

'17

Telenor Connexion services available through Telenor National Operators

Pioneering mobile M2M connectivity in Sweden.

90s

Telenor Connexion setup as business unit fully owned by Telenor Group

'08

Divested connectivity management platform DCP


11

Launch of our IoT platform service 'Managed IoT Cloud'

'16

More than 10 million IoT connections!

'18



telenor

Telenor Connexion customers



Market focus

Automotive	Transport & Logistics	Utilities & Smart Cities	Manufacturing	Value Added Resellers
 <ul style="list-style-type: none"> Personal cars Trucks and Heavy vehicles Automotive suppliers 	 <ul style="list-style-type: none"> Freight & Logistics companies Transport & Logistics service providers 	 <ul style="list-style-type: none"> Utilities providers Smart meter IT service providers Security service providers 	 <ul style="list-style-type: none"> Appliance, HVAC and Elevator Pump and valves Power equipment Industrial machinery & equipment 	 <ul style="list-style-type: none"> Connectivity hardware IoT aggregators Telco operators

Nordics	EMEA	US / UK	APAC
			

Portfolio



Partners

Application and System
Integration Partners

App Board

SPOC Service
Desk



Managed IoT Cloud

Information Management

Device Management

Communication Management

Connector

24/7 Service
Operations Centre

Self Service

SLA

ARTS

Test Labs

Professional
Services

Service Excellence Tools



Managed Connectivity

APN

VPN

SMSC

RSM

LBS

Global Subscription

Global SIM



Partners

Design Partners

Product Manufacture Partners

SPOC Service
Desk

Managed IoT Cloud

- Telenor developed IoT platform service launched in 2016 resulting from acquisition of Iowa AB and years of R&D
- Dramatic reduction of time to market, risk and competence requirements in developing and operating IoT solutions
- Integration and lifecycle management of own IPR and > 10 AWS services
- Two-digit number of customers
- Building reach through resellers incl. Telenor MNOs



Husqvarna Battery Box

“The Telenor Managed IoT Cloud Service has been one of the true triggers for executing on our ideas within the Battery Box project, a project that without external force never would have happened as fast, perhaps not even at all.”

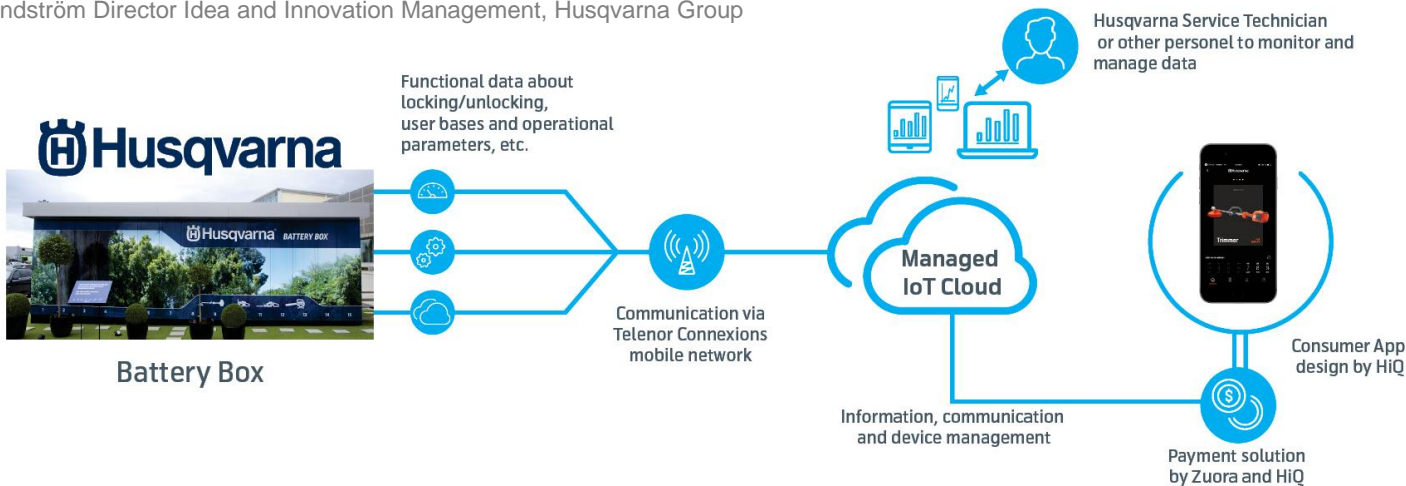
Petra Sundström Director Idea and Innovation Management, Husqvarna Group



Husqvarna Battery Box

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flex

Battery Box container solution designed and built by Flex"

**telenor
connexion**

Mobile connectivity and cloud based IoT platform by Telenor Connexion

zuora

Payment solution by Zuora and HIQ

hiQ

Consumer App design by HIQ

Organization



CEO – Mats Lundquist



Dean Woods
CSO



Karin Stenklef
CHRO



Martin Whitlock
CTO



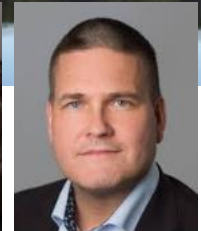
Karin Bjernbäck
D'Hondt
CFO



Cristoff Martin
CMO



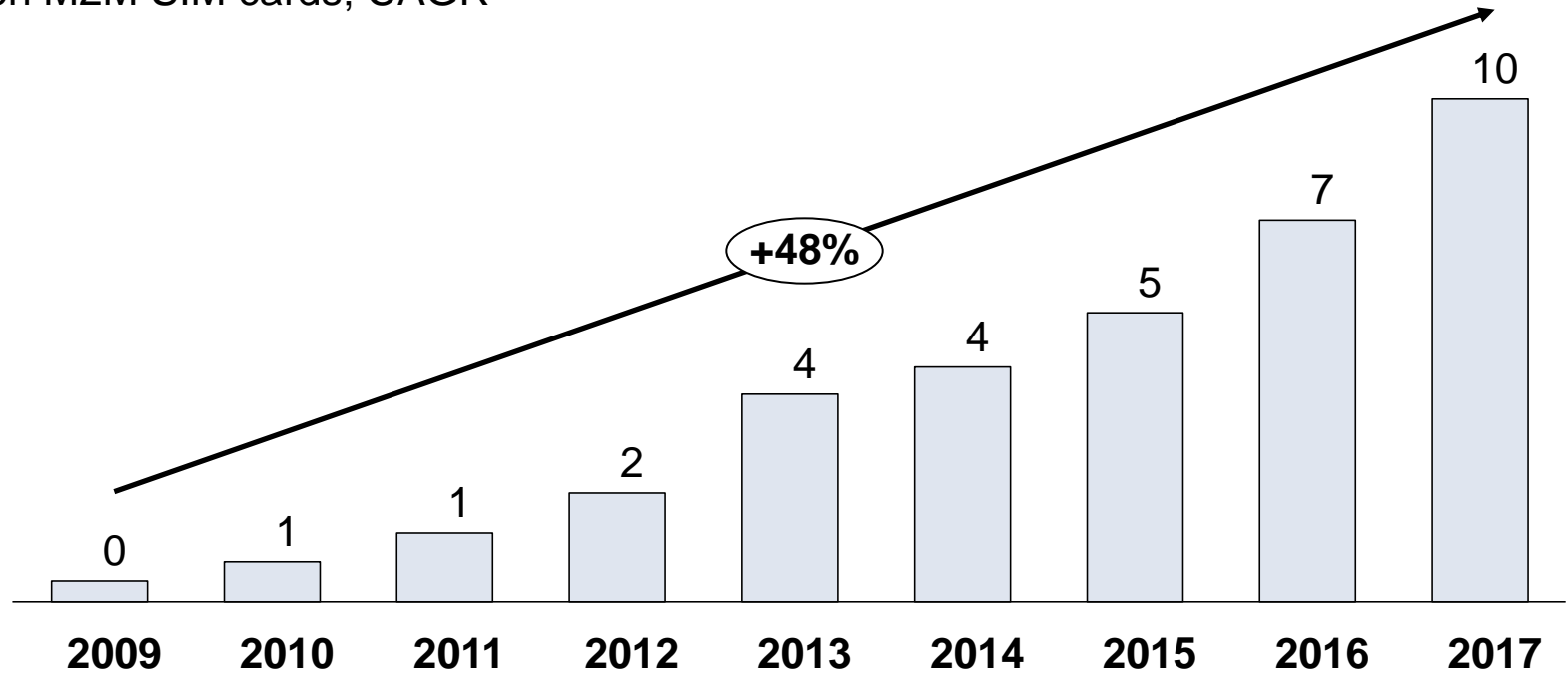
Luciana
Widengren
CLO



Robert
Bellwaldius
COO

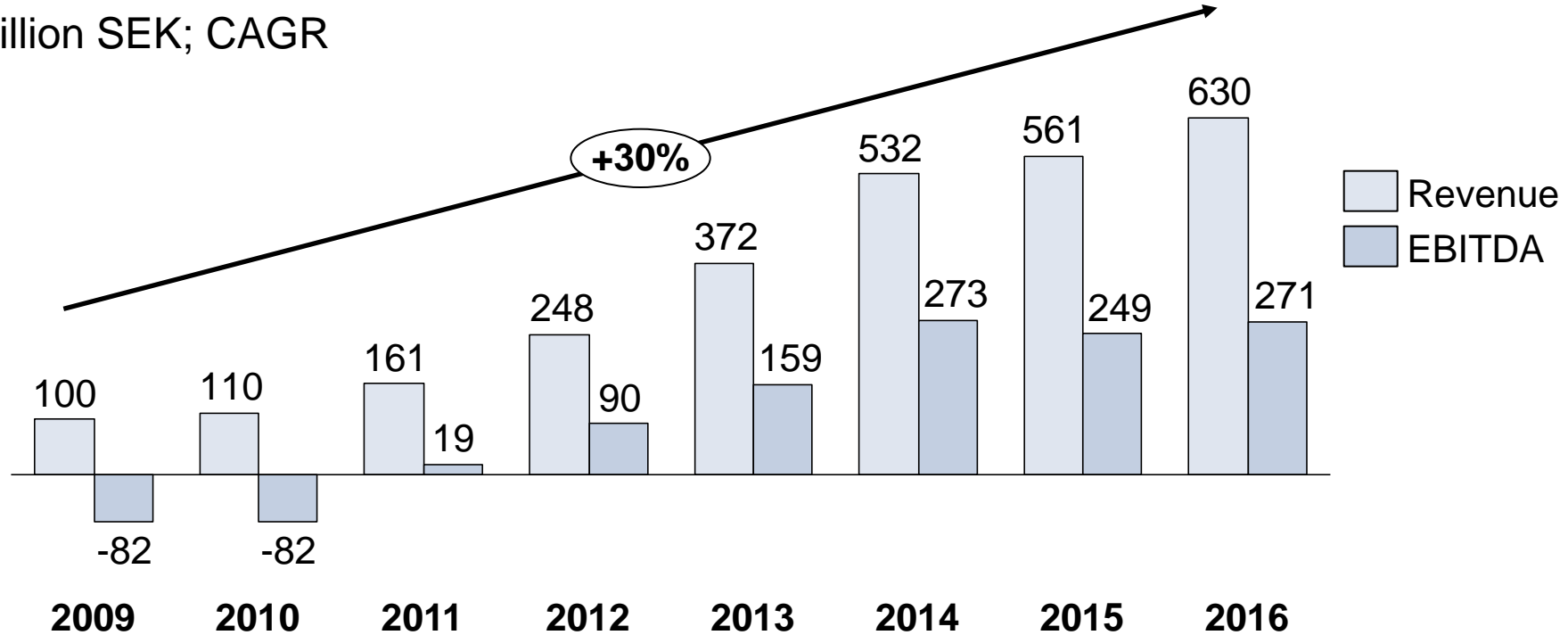
Telenor Connexion volumes

Million M2M SIM cards; CAGR*



Telenor Connexion financials

Million SEK; CAGR



Our future

Regulation
New technology
Value chain
Long tail
Globalization

Telenor Connexion

Top global IoT Service Provider
Massive & Industrial IoT
Innovate to win the long game



telenor | connexion

Connecting things. It's all about people.