



Status and outlook IoT

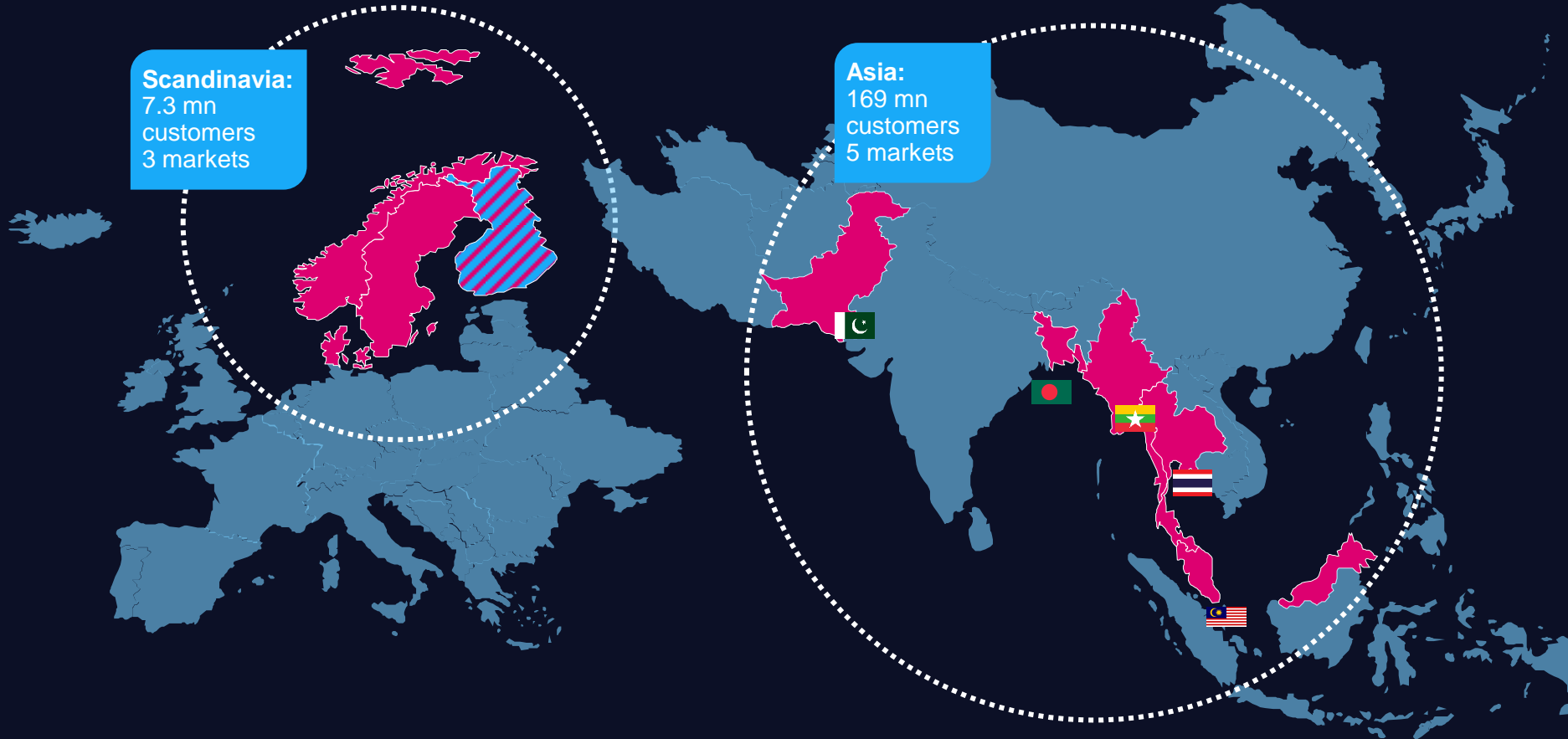
Handelsbanken Digital Society Seminar
June 19, 2019

Mats Lundquist, CEO Telenor Connexion

Telenor: 176 million customers in Scandinavia and Asia

Scandinavia:
7.3 mn
customers
3 markets

Asia:
169 mn
customers
5 markets



Telenor IoT market position

Sim market share, map with active units by Telenor Connexion

A world map where the landmasses are dark blue and the oceans are a lighter blue. The map is covered with numerous small, bright blue dots representing active IoT units. The density of these dots is highest in Europe, North America, and parts of Asia, with a significant concentration in the Nordic region.

No. 1 in the Nordics

Top 3 in Europe

Top 10 in the world

Telenor targets four key IoT positions



IoT leader in Scandinavia



IoT market-maker in Asian markets



An expanded Telenor Connexion in global segments



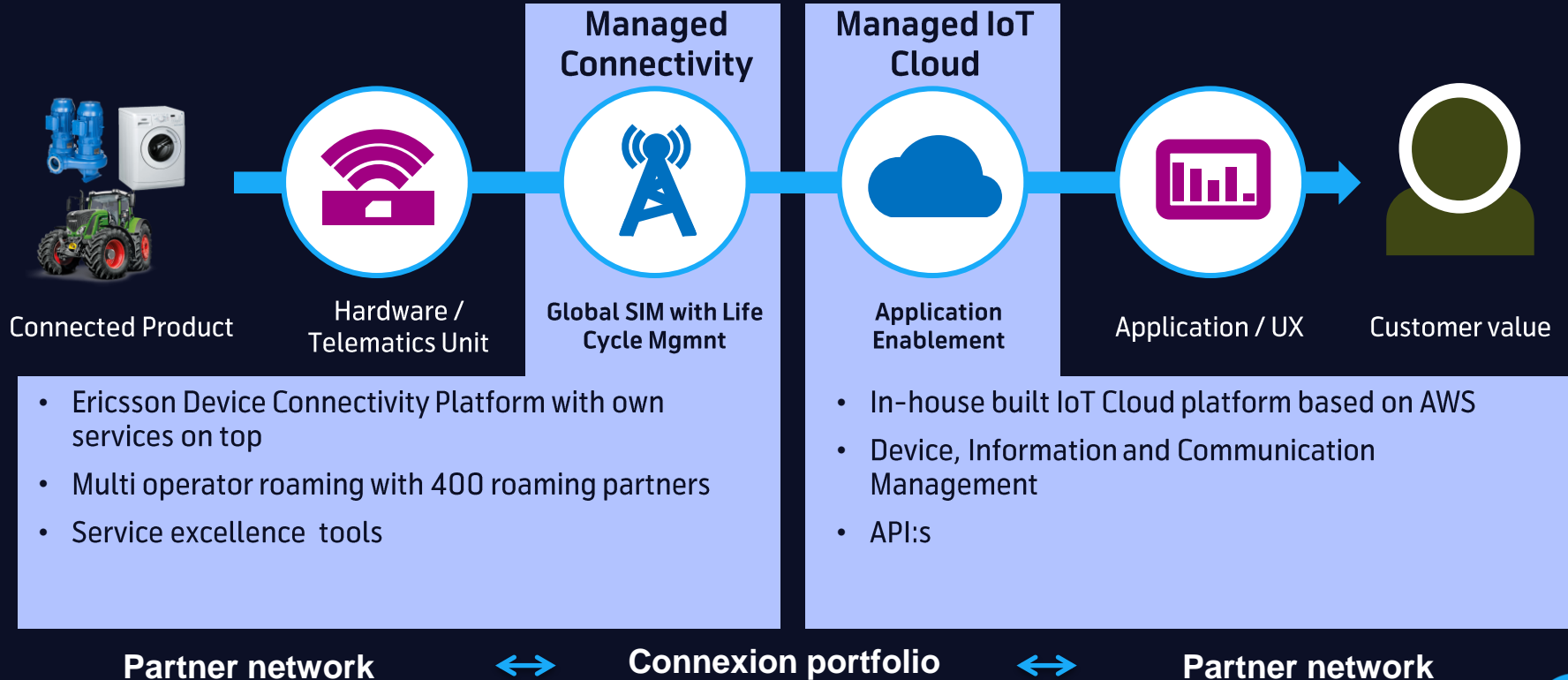
Selected vertical positions



Telenor Connexion: 20 years of experience in delivering connected solutions to global enterprises



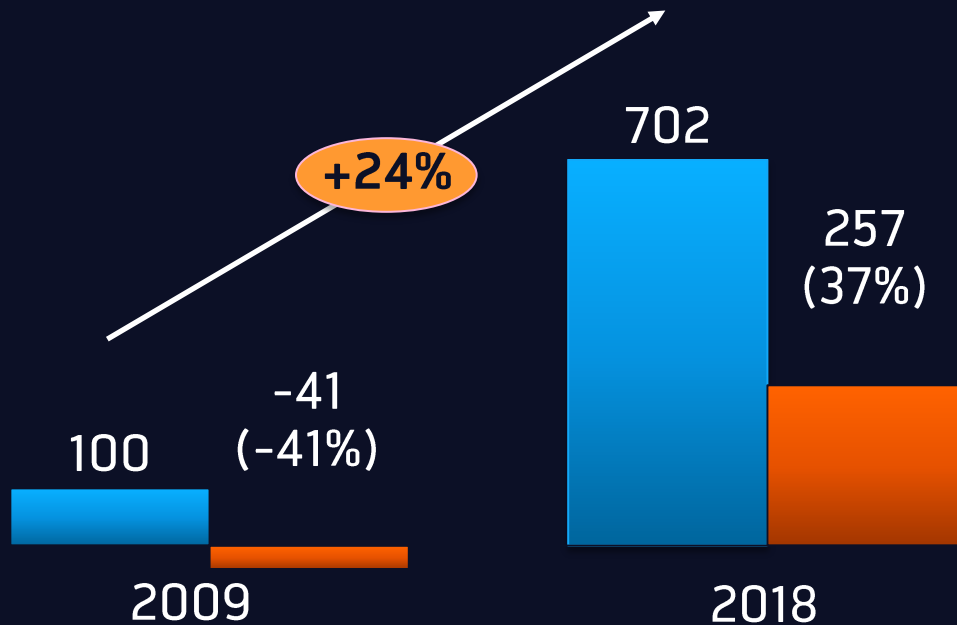
Telenor Connexion's position in the IoT value chain – powered by a horizontal platform strategy



Telenor Connexion financials

Million SEK, CAGR

Revenue
EBITDA (margin)



Global IoT cellular subscribers 2018

Million

Growth %



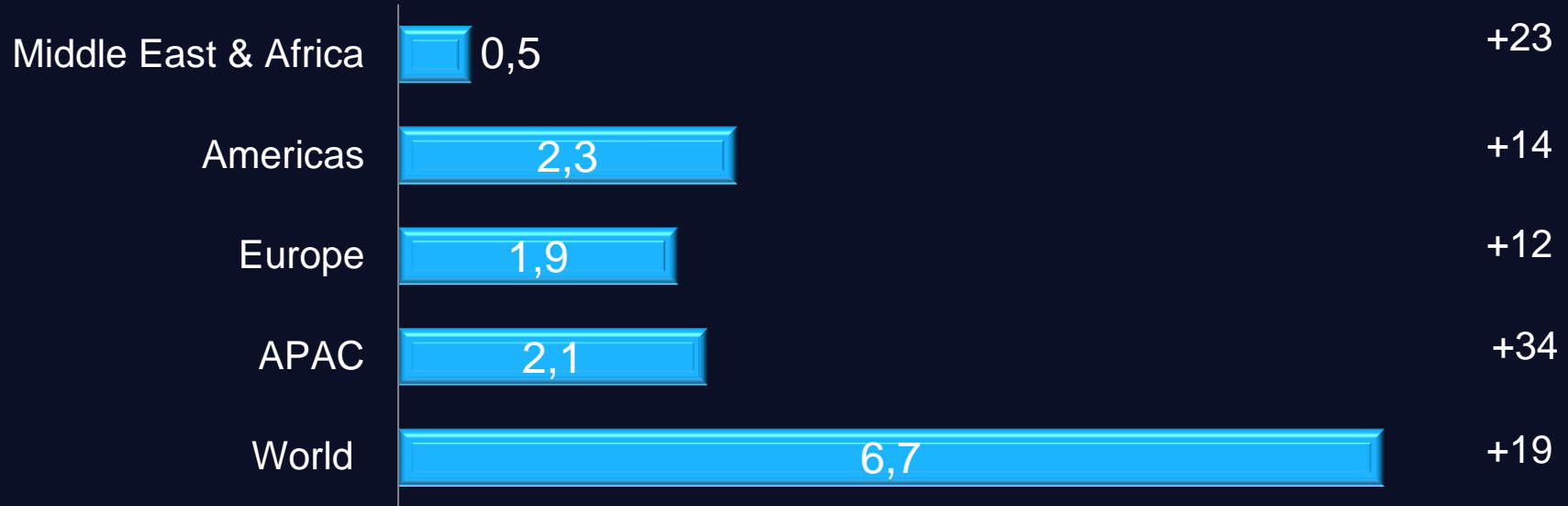
Source: Berg Insight 2019, Cellular IoT subscriber forecast, by region



Global IoT cellular network revenues 2018

EUR Billion

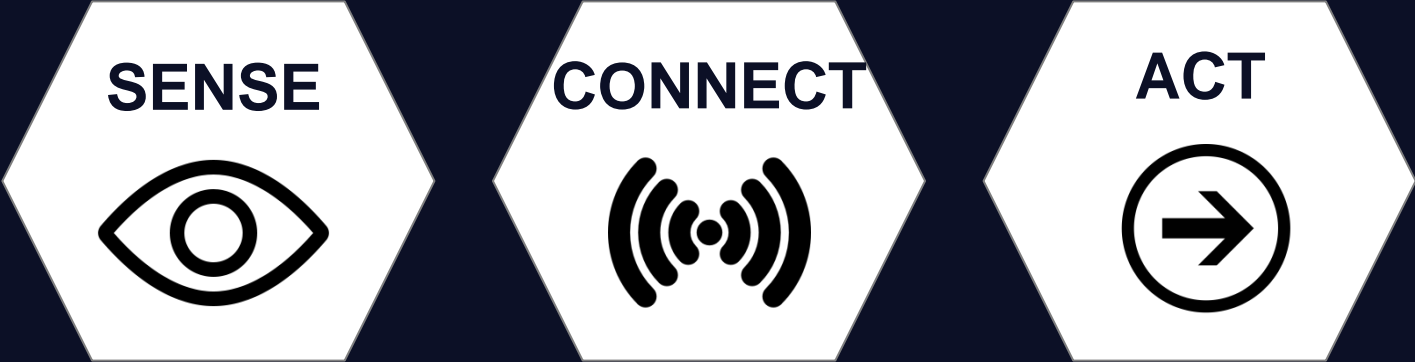
Growth %



Source: Berg Insight 2019, Cellular IoT network revenue, by region



IoT is evolving with new and improved technologies making data actionable

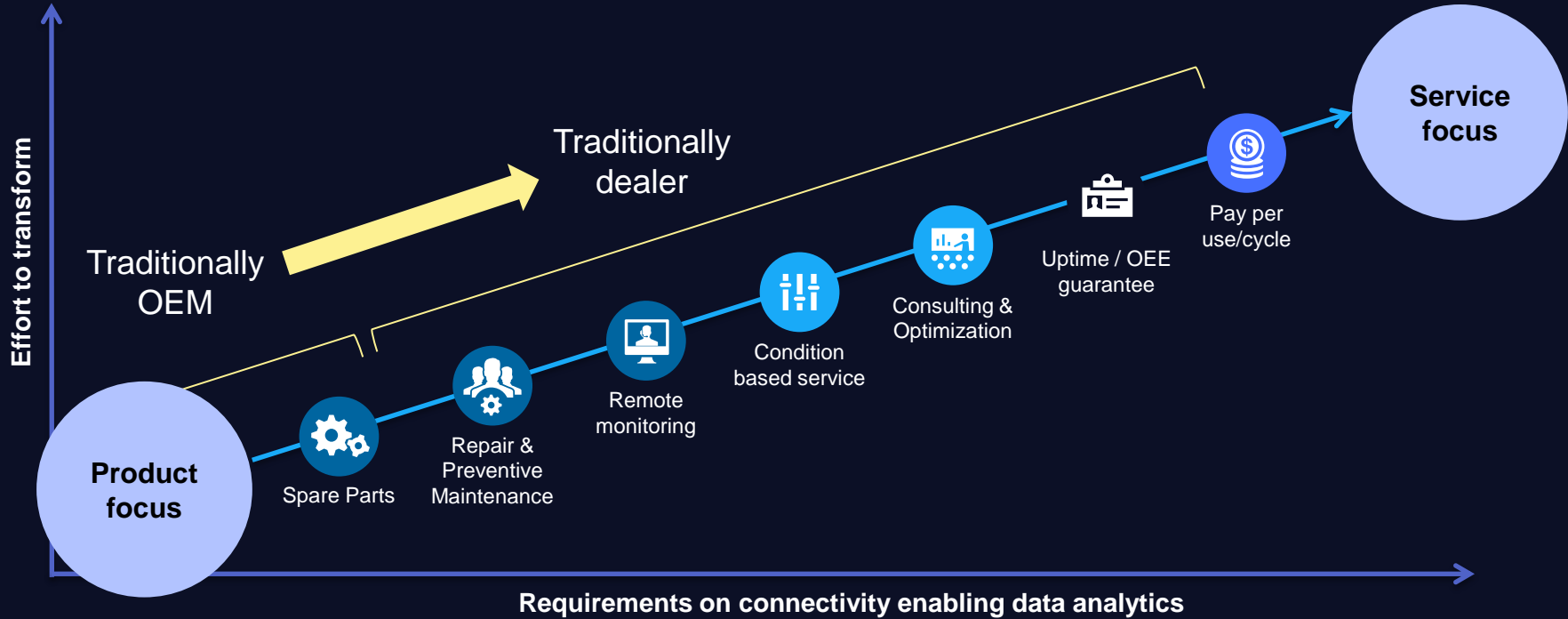


eSIM **NB-IoT** **Analytics** **5G**

Device mgmt. **LTE-M** **Cloud** **Security**



OEMs increase focus on offering services



Digital value will be unlocked faster by enterprises

Pioneers

End to end
customized

~2000

Adopters

Standardized IoT
platforms and
solution eco-system

~2015

Natives

All components
designed for
IoT

~2020



Summing up

- Continued **2 digit growth** with increased sim volumes and higher data usage
- **Asia** outgrowing Europe with China in lead
- Global enterprises focusing more on **services** based on standard solutions
- **Telenor well positioned** – internationally and in home markets





Mats Lundquist

Telenor Connexion

Connecting things. It's all about people.