

US TTI – Ericsson

Lauren Buhl

US Government Policy Taskforce Manager

Craig Schwechel

Principal, inCode Consulting a division of Ericsson

Program Overview



Day 1 – Wednesday, June 7

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|---|---------------|
| • Program Overview | 9:00 – 9:15 |
| • Overview of Ericsson (Barbara Baffer) | 9:15 – 9:45 |
| • Roundtable Introductions | 9:45 – 10:45 |
| • Break | 10:45 – 11:00 |
| • 5G and Emerging Tech (Paul Challoner) | 11:00 – 12:00 |
| • Lunch | 12:00 – 12:45 |
| • Case Introduction | 12:45 – 1:00 |
| • Security (Mohammad Khaled) | 1:00 – 2:00 |
| • Sustainable Cell Site Demo | 2:00 – 2:20 |
| • Break | 2:20 – 2:30 |
| • Spectrum (Noman Alam) | 2:30 – 3:30 |
| • Imagine Studio Tour | 3:30 – 4:30 |

Day 2 – Thursday, June 8

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|--|---------------|
| • COE Tour (bus leaves hotel ~7:45/8) | 9:00 – 12:00 |
| • Lunch | 12:00 – 12:45 |
| • Geopolitics (Lauren Buhl) | 12:45 – 1:15 |
| • Gov/funding session (Craig Schwechel) | 1:15 – 1:45 |
| • Break | 1:45 – 2:00 |
| • “Right tool for the job” (Craig Schwechel) | 2:00 – 3:00 |
| • Case Presentation Prep | 3:00 – 4:00 |

Day 3 – Friday, June 9

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|---------------------------------|---------------|
| • Presentations | 9:00 – 10:00 |
| • Graduation, Photos, Good-byes | 10:00 – 11:00 |

USTTI Visit to Ericsson in Plano Texas

Ericsson Overview

June 7, 2023

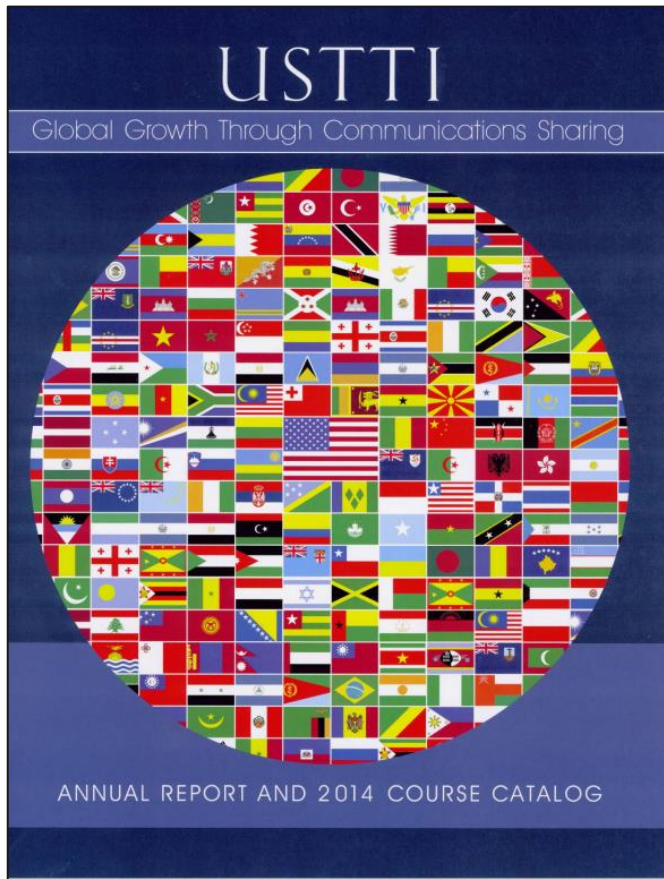
Barbara Baffer

Vice President, Government Policy & Advocacy

Ericsson



Ericsson participation with USTTI – 14 years and counting...



USTTI Event in Santa Clara, Plano and Center of Excellence

This is Ericsson

We enable the full value of connectivity by creating game-changing technology and services



Employees worldwide

105,500

R&D budget (SEK b)

47

Sales (SEK b)

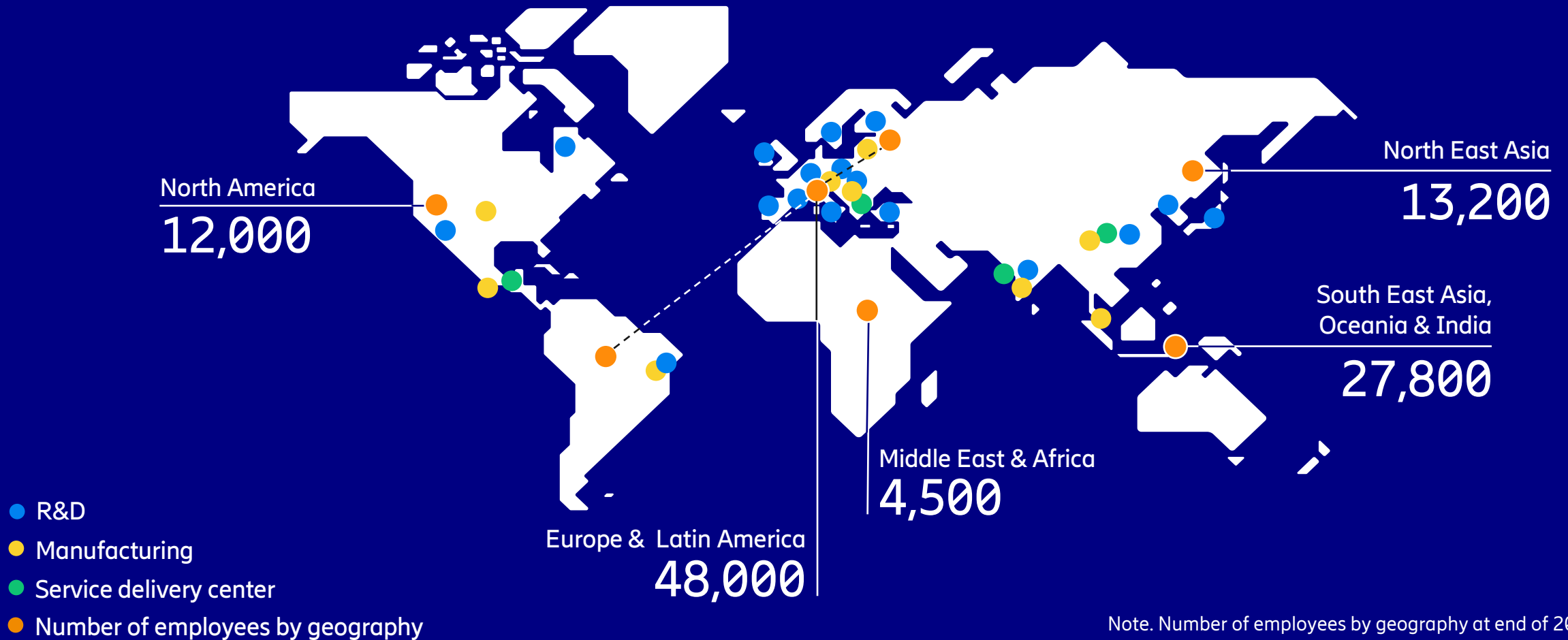
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Note 1. Data as of the Q4 2022 report

Note2. Average rate during FY 2022 – SEK/USD: 10.04

Global presence and capabilities

Serving customers in more than 180 countries



Note. Number of employees by geography at end of 2022

We are a world leader in mobile networks

Leading position in 5G



Industry analysts:
**Ericsson
5G Leader**

Ericsson presence:
**140+ live 5G
networks**

Ericsson customers:
**Leading in
performance**

5G deployments in the early days and scaling fast.

As a leader, we are investing in our portfolio to make it easier to close that gap.

Offerings addressing our customers' needs



Ericsson's U.S. leadership in 5G



**#1 in RAN market,
serving largest to
smallest operators**

**Our equipment is in
live 5G commercial
networks in all 50
states**

**1st to launch 5G with
tier-1 service
providers in the U.S.**

**Ericsson 5G customers
include T-Mobile,
AT&T, and Verizon,
and regional providers
including Viaero, GCI
and UScellular**

Ericsson investment in the U.S.



8,600

U.S. employees

\$100M

LEED Gold
certified 5G smart
factory in Texas

1st 5G Factory in
United States

\$1B

Cradlepoint
acquisition in 2020

\$6.2B

Vonage
acquisition in 2022

4

Training centers
of excellence

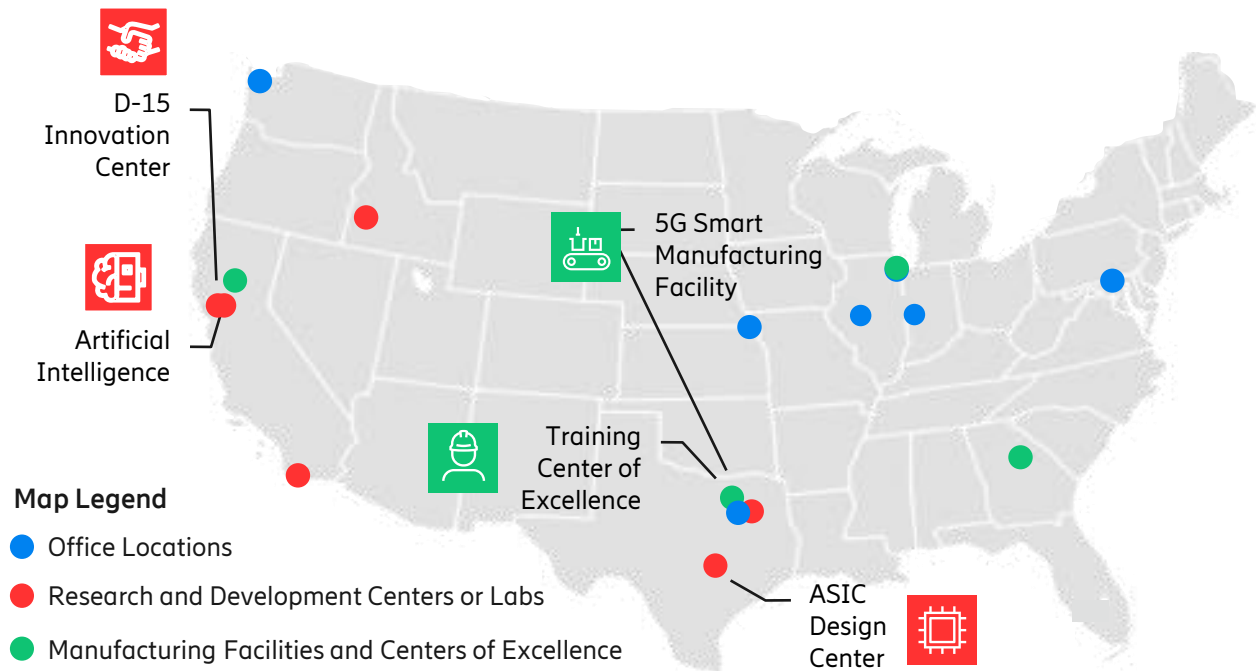
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U.S. R&D locations

500+

Tower climbers
to accelerate
network builds

Ericsson in the U.S. for over 120 years - since 1902



Note: not an exhaustive list of location and activities

USA 5G Smart Factory Today



500+ employees
39 Nationalities

300,000
Square feet

5G
Products built for US
customers

24%
more energy efficient design
than comparable buildings

One of 10
factories to earn both
World Economic Forum
Lighthouse Award and
Sustainability Award

Highly automated

Full scale operation realizing
the potential of 5G with
Industry 4.0

Solar panels
to generate on-site
renewable energy

40,000
gallon tanks to collect
and reuse rainwater



The LEED® certification trademark is
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Council® and is used with permission.



Imagine Possible