

Private 5G in Nordic markets

Uptime Conference, 8 June 2023

Heidi Henttu, Head of Enterprise Mobile Networks, Telia Company

Henning Huuse, 5G Business Development, Telia Norway



Telia



Telia's four strategic priorities



Inspiring customers
With brands and experiences
that go beyond connectivity

We work relentlessly to bring our customers **better products and services** to enable them to achieve, engage and experience more.



Connecting everyone
Through the most trusted, reliable
and efficient modern networks

Connecting everyone over **the most reliable and secure networks** is imperative to deliver better and inclusive connected living.



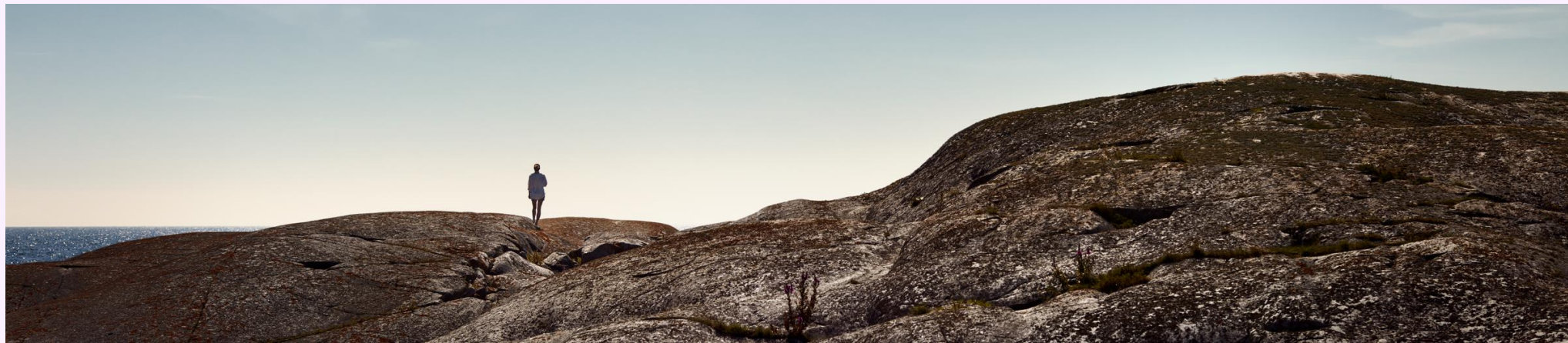
Transforming to digital
To be simpler, faster, data driven
and with lower cost

We are transforming to digital to **simplify operations**, act faster and, ultimately, enable a better customer experience.



Delivering sustainably
Through an accountable and
empowered organization

Creating **value for all stakeholders** and society rests on being a financially, socially and environmentally resilient company – the essence of our commitment to deliver sustainably.



Private networks at Telia: Ensuring critical enterprise connectivity with Enterprise Mobile Networks

A more connected enterprise creates opportunity



Customers are embarking on new ways of working, to improve efficiency, quality and safety



Customers see the need for a highly reliable network, enabled by latest mobile technology



Customers have need for specialized services and a digitalization partner



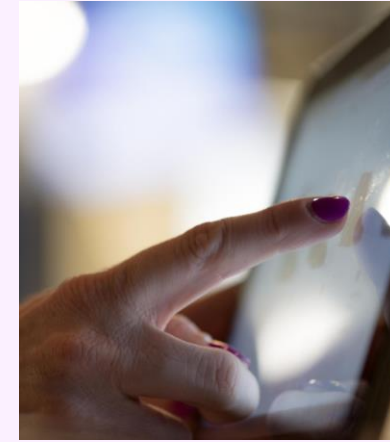
Nordic private networks interest spans several industries



Transport



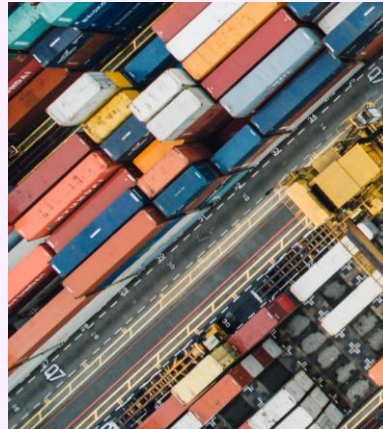
*Forestry /
manufacturing*



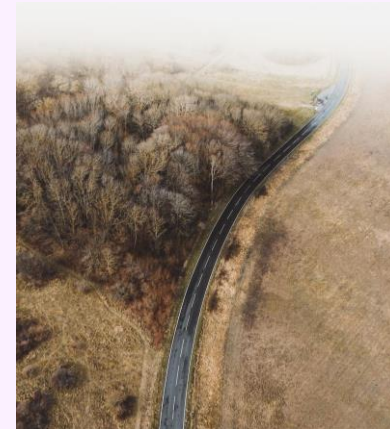
Healthcare



Mining



Logistics



Defence



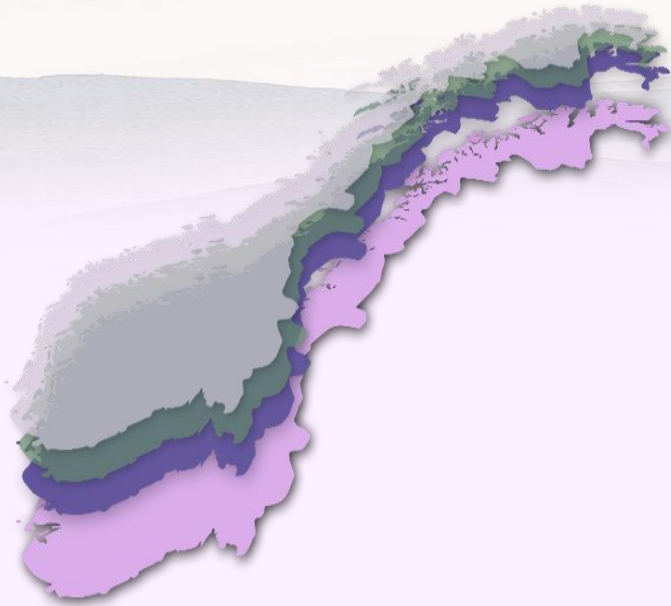
5G for military use

- Scale on commercial technology - not proprietary
- User friendly and simple interface. No training required.
- Availability is good. Security can be handled.
- Total defence concept. Standardized technology for interoperability.
- Buy as a managed service: no need to operate their own network.

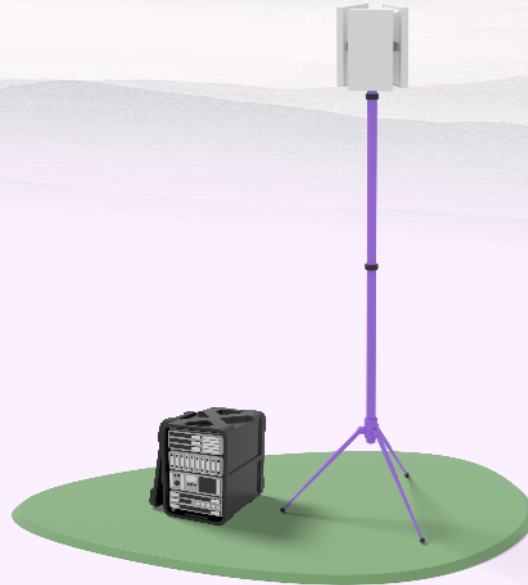
*«As commercial as possible,
as military as required»*



Telia tactical networks | Overview



1 Military slice in Macro 5G



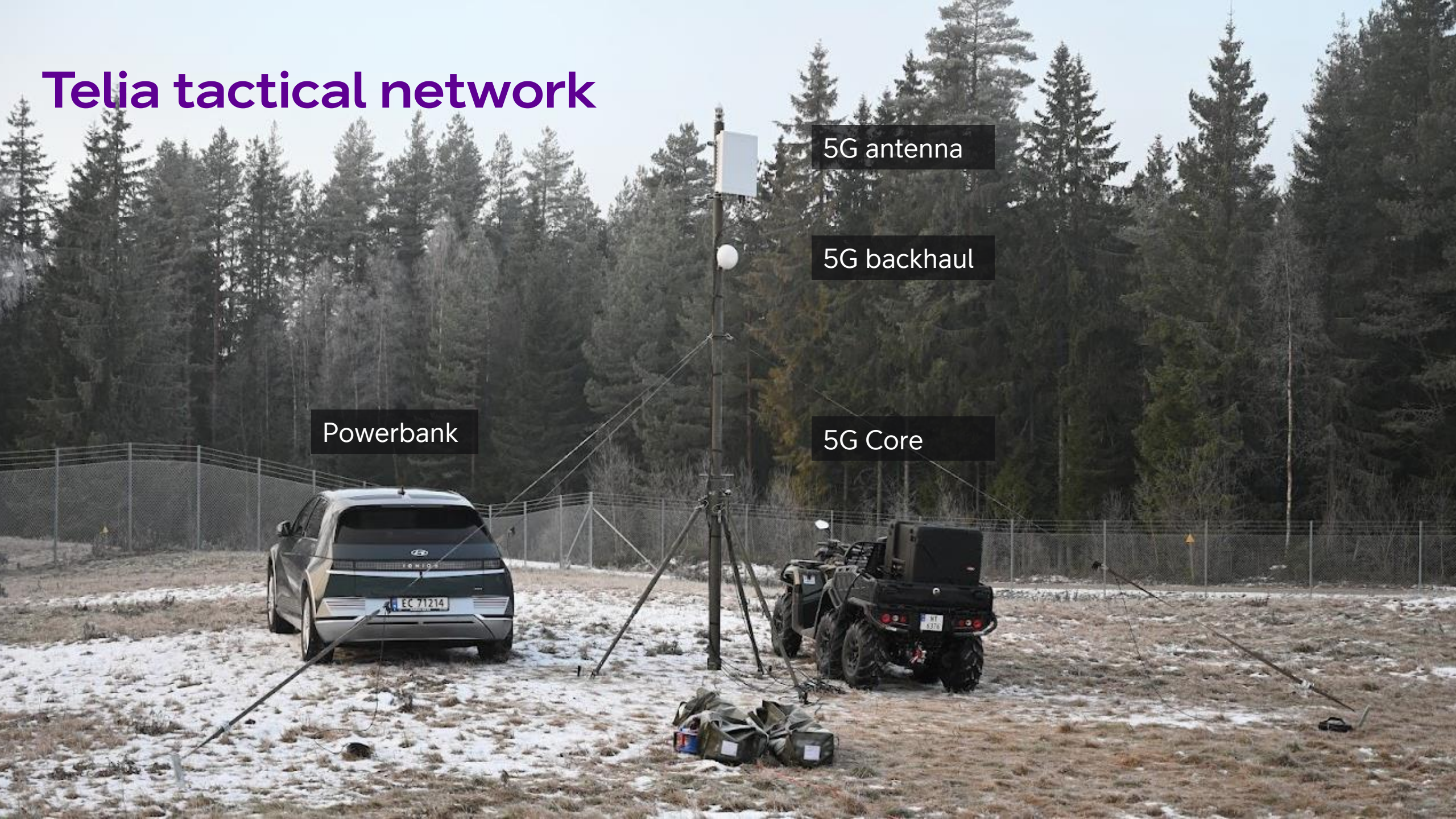
2 Tactical 5G



3 Coverage as a service



Telia tactical network



5G antenna

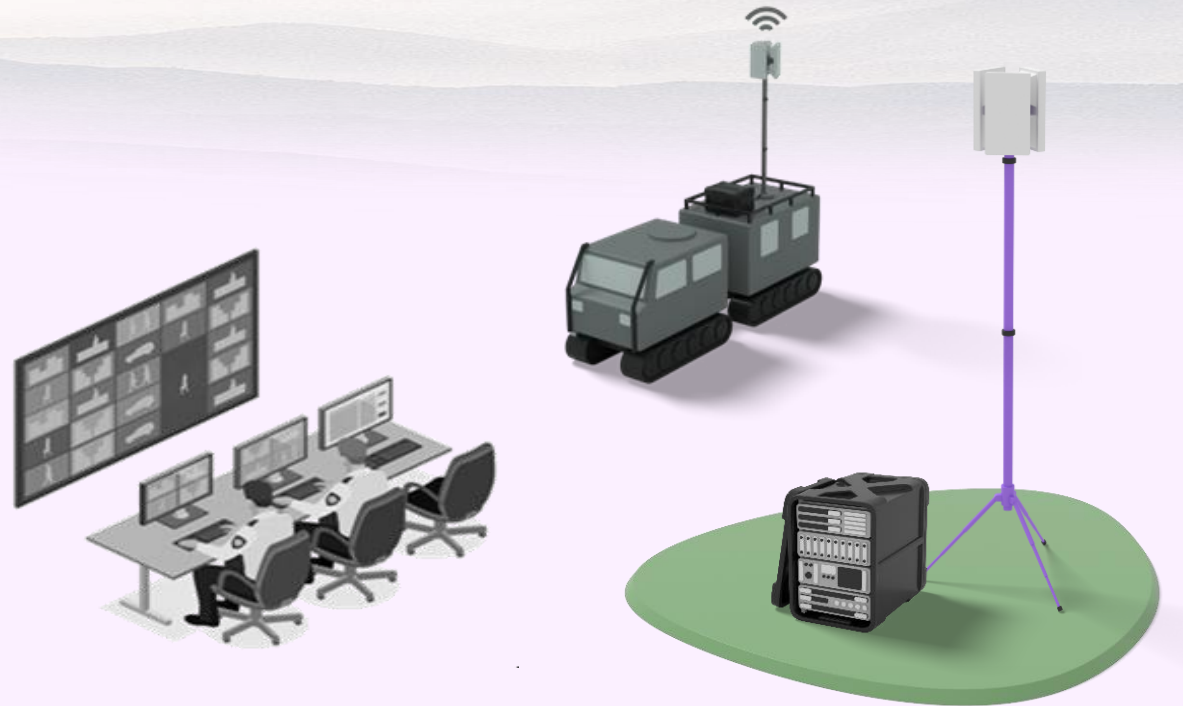
5G backhaul

Powerbank

5G Core

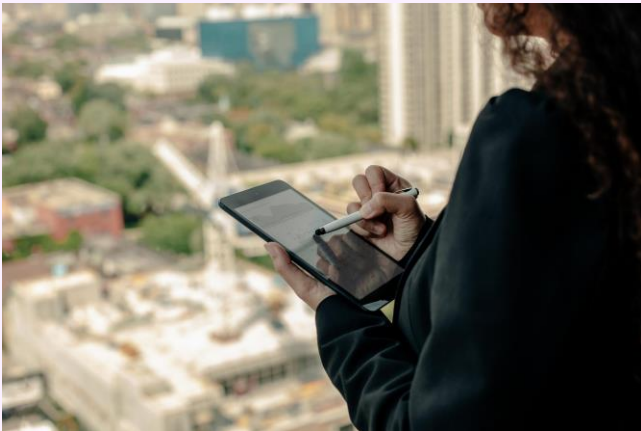
Telia tactical networks | As a service

- Service to be provided in times of peace, crisis and war.
- All tactical networks may be provided as a service:
 - Ownership
 - Operation
 - Service and maintenance
- Telia's control center will monitor the service in real time
- Single point of contact. Responsible for all incident handling and any other inquiries
- Self service functionality available.



Learnings

The market is new – we shape it together with our customers and partners



Standardized, modular product portfolio for scalability of sales & operations



Consultative sales as a digitalization partner, helping customers start up and grow



Responsive and flexible partners that adapt to new and changing market



Your thoughts & questions





Thank you!