ERICSSON ANNOUNCES PLANS TO FORM GLOBAL ALLIANCE WITH AMAZON WEB SERVICES

- Ericsson extends its cloud transformation services and infrastructure portfolio to leverage Amazon Web Services

- With Amazon Web Services Cloud, Ericsson to develop solutions help service providers meet internal efficiency goals and to take advantage of rapid innovation and opportunities in end-to-end cloud, mobility and Internet of Things (IoT)

- Telstra is the first Ericsson customer to agree to host a joint cloud innovation center with Ericsson

Ericsson (NASDAQ: ERIC), today announces plans to form a global business, technology and services alliance with Amazon Web Services (AWS) to accelerate cloud transformation for telecoms service providers.

New technologies such as mobile broadband and the cloud have transformed the competitive battleground for service providers. Today's leading telecoms companies seek to capitalize on new opportunities such as IoT and big data analytics and at the same time, leverage the latest technologies to improve productivity and efficiency, increase agility, reduce complexity and risk, as well as create unique value for their customers.

Ericsson is working with AWS to help service providers seize these opportunities, drive the convergence of mobile infrastructure and cloud and give application developers and service providers new capabilities that accelerate innovation and enrich the Networked Society.

As part of this announcement, Ericsson is creating a global team of experts focused on the AWS Cloud and opening cloud innovation centers with customers, and AWS is supporting Ericsson in this effort. Ericsson will contribute expertise from its 25,000 R&D engineers and 66,000-person service workforce – more than 17,000 of whom are consultants and systems integrators, delivering 1,500 projects per year around the world.

Ericsson will establish cloud innovation centers with service providers and has already started work with Australian operator Telstra, who will host the first cloud innovation center in their Gurrowa Innovation Lab in Melbourne, Australia.

Ericsson will leverage AWS' services and expertise to work closely with service providers to implement a cloud adoption framework to fit their unique business objectives. The Ericsson teams will consist of program directors, solutions architects and system engineers who are trained on AWS and Ericsson technologies and bring together deep service provider industry

and cloud domain expertise. AWS is supporting Ericsson in this effort with a broad range of resources that may include solutions architects, professional services and training. The companies' efforts are designed to accelerate cloud adoption through cloud transformation programs, data center consolidation and application migration.

Additionally, Ericsson will use AWS services and expertise to develop solutions enabling service providers to build new capabilities and introduce attractive new cloud-related offerings. Examples include:

- End-to-end security and data traffic management from mobile networks and on-premises infrastructure to the AWS Cloud

- Trusted cloud and workload management across on-premises infrastructure and the AWS Cloud

- Gateway services for AWS storage services resident at communications service providers, that help maintain local regulation and compliance requirements

Vish Nandlall, Chief Technology Officer, Telstra says: "The industry is shifting towards an architecture driven by cloud economics and flexibility. Adoption of hybrid clouds requires a secure transmission network linking on-premises to the cloud to provide a chain of custody for mission critical enterprise data.

Telstra's vision is to build a trusted network service for mission critical cloud data, and we are excited to explore the opportunity of bringing this vision to life with Ericsson and AWS. The Cloud Innovation Center at Gurrowa intends to bring together cloud experts from Ericsson, AWS and Telstra to encourage cloud adoption and the development of new business opportunities for Telstra and our customers."

Terry Wise, Vice President of Worldwide Partner Ecosystem, Amazon Web Services, Inc. says: "Service providers are seeing explosive growth due to the rapid adoption of mobile applications and IoT, which is driving the need to think differently about infrastructure and ecosystems. Communications service providers are uniquely positioned to capture the upsides of the cloud adoption wave going on in the market. Ericsson's new Cloud Innovation Centers, leveraging AWS service and expertise, are designed to empower communications service providers to accelerate innovation within their organizations and rapidly achieve the agility and cost optimization benefits of using AWS."

Anders Lindblad, Head of Business Unit Cloud & IP, Ericsson, says: "AWS is the world's leader in cloud computing with a highly-reliable, scalable, and secure global infrastructure. Ericsson has always taken great ideas, industrialized them, and made them available in every country. Building upon AWS' platform, we will drive new growth opportunities across the service provider industry."

For more information see www.ericsson.com/hyperscale/aws

Ericsson at Mobile World Congress 2016

During Mobile World Congress 2016 in Barcelona, Ericsson will showcase its unique industry insights, the latest innovation and inspirational discussions that enable powerful new business opportunities. We are in the midst of the societal transformation we call the Networked Society: a society in which mobility, broadband and cloud empower every person and every industry to reach their full potential. Opportunity is everywhere, and companies are transforming according to the role they have chosen to play in the value chains and ecosystems of the Networked Society.

Join us in our Hall (Hall 2, Stand 2N60) to learn about 5G, the Internet of Things and cloud, and to discuss the impact digital transformation can have on people, business and society.

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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, business and society 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.

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