





1876 Ericsson founded by Lars Magnus Ericsson

1892 First sales to China

1894 First sales to Africa (Ethiopia)

1900 95% of sales outside Sweden

1904 First sales to India

1923 Manual to automatic

1963 Electro mechanics to computer control

1981 Fixed to mobile

1991 GSM/2G introduced



Mobile subscriptions by Technology, 2008-2017



M2M subscriptions not included

Mobile Broadband Subscriptions By device type



Mobile broadband is defined as CDMA2000 EV-DO, HSPA, LTE, Mobile WiMAX and TD-SCDMA.
M2M subscriptions not included in figure.

Towards the networked society



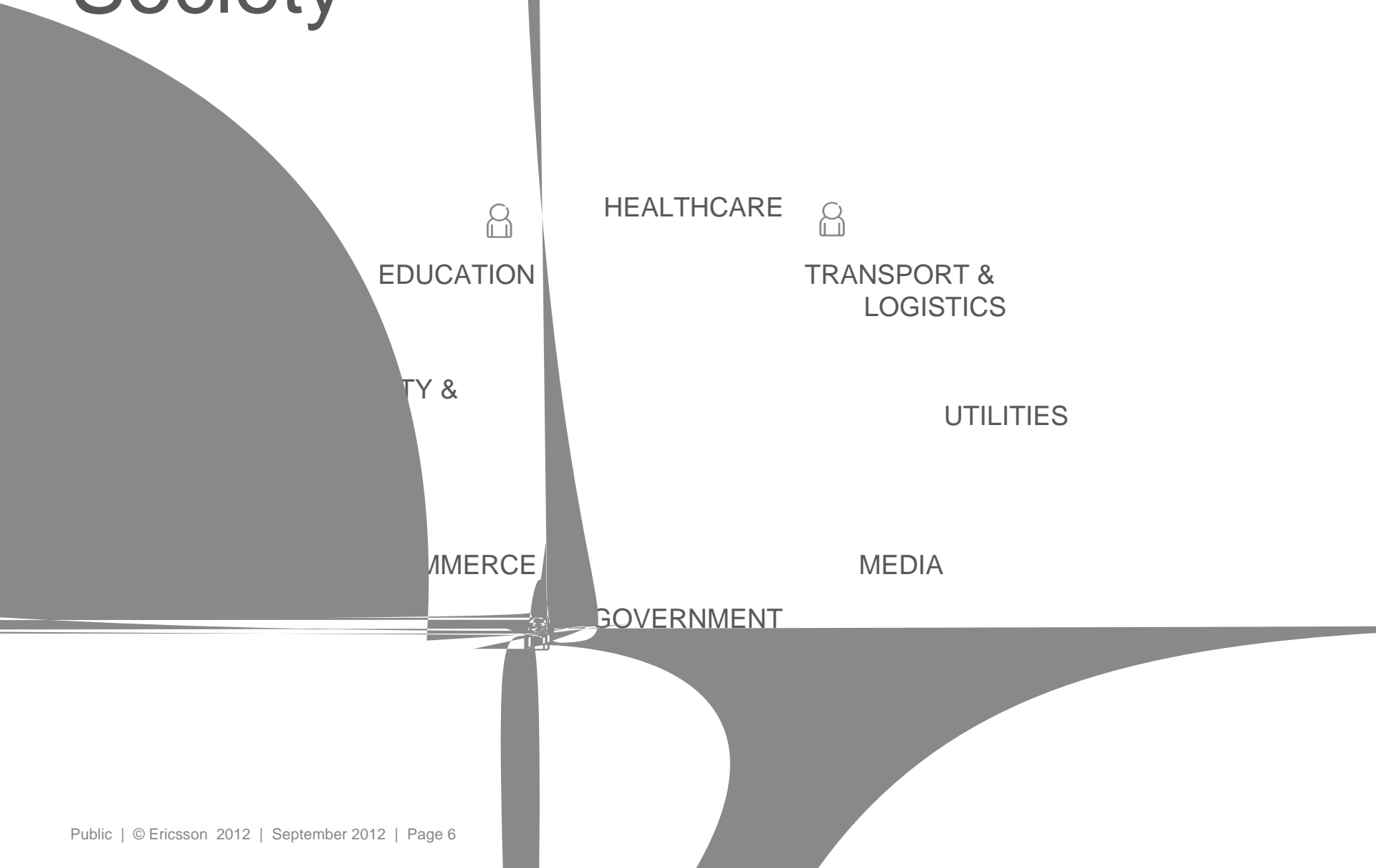
50 b.

5 b.

1 b.



The Networked Society



Characteristics of the ICT industry



- the most globalized business sector

- › Global market, global players
- › Global products, based on global standards
- › Global sourcing strategies, complex supply chains
- › Global origin of products

**Multilateral (WTO) trade liberalization
– always the preferred option**

ICT goods: the case for zero duties



- › IMPORT DUTIES SIMPLY DON'T MAKE SENSE
- › Strong enabler for increased efficiency, productivity in all sectors
- › Undisputed societal benefits (e/m-health, e/m-government etc)
- › Enabler for addressing climate change, smarter society
- › Driver for reducing the Digital Divide, connecting the unconnected
- › Strengthens the investment climate, creates predictability
- › Creates employment opportunities in the ICT sector in
 - services
 - development of software
 - development of applications and content
 - manufacturing
- › IN CONTRAST
- › Customs duties and taxes only slow down uptake of technology
- › No country has created a strong exporting ICT industry behind tariff walls

WHY FTA's are not the answer for a globalized sector

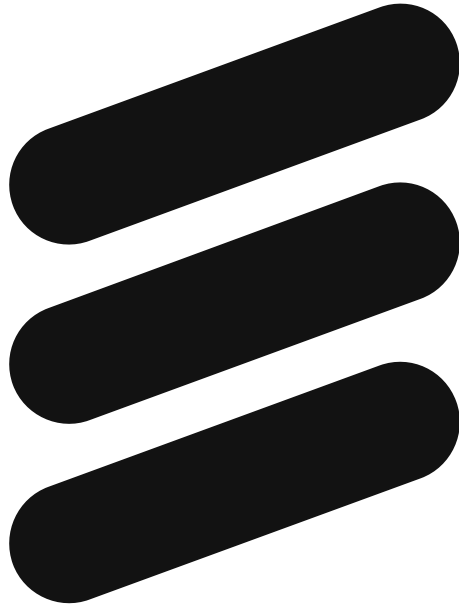


- › No recognition of global supply chains
- › No rules of origin harmonization in FTA's
- › Trade diversion will result from competing FTA activities on different time tables
- › The cost of analyzing content (to meet rules of origin requirements) exceeds the benefit of preferential treatment

ITA – a success story



- › A global **industry initiative** (1995-96)
- › Guarantees **bound duty-free treatment** for ICT products
- › Negotiated as a **stand-alone WTO agreement** by 29 members (1997)
- › **46 members have joined** since, making a total of 75 members



ERICSSON