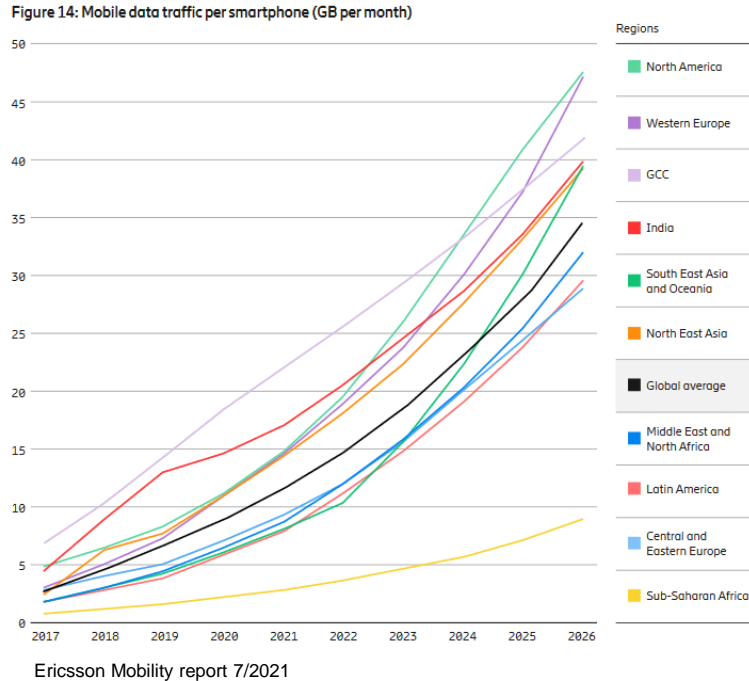


Digitalizing business with 5G

Sami Häggman



Why do we need 5G?



5G Infrastructure Market Size Worth \$80.5 Billion By 2028 |

Bloomberg estimate

5G penetration is rapidly increasing



DNA's 5G coverage includes almost 3 million Finns in 124 towns

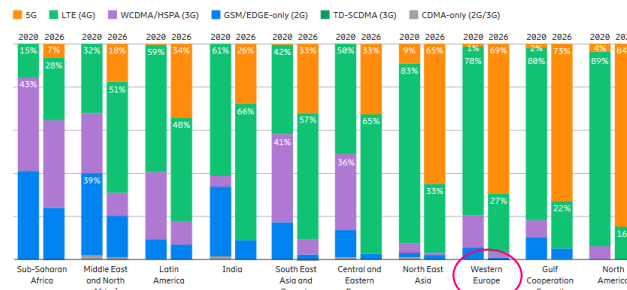
Most sold phones 10/2021, DNA

1. Samsung Galaxy A52s 5G
2. Samsung Galaxy A32 5G
3. OnePlus Nord CE 5G
4. OnePlus Nord N10 5G
5. Xiaomi Redmi 9C NFC
6. Apple iPhone 12 5G
7. Apple iPhone 11
8. Samsung Galaxy A12
9. Apple iPhone 12 mini 5G
10. Samsung Galaxy A22 5G
11. Apple iPhone 13 Pro 5G
12. Apple iPhone 13 Pro Max 5G
13. Apple iPhone 13 5G
14. OnePlus Nord 2 5G
15. Xiaomi Redmi Note 10 5G

580m
By the end of 2021, there will be around 580 million 5G subscriptions.

Ericsson Mobility report 7/2021

Figure 4: Mobile subscriptions by region and technology (percent)



Note: Except for 5G, technologies with less than 1 percent of subscriptions are not shown on the graph.

Ericsson Mobility report 7/2021

What does 5G offer for companies?

**Fibre-like connections
at customer sites
for wider coverage area**

**5G subscriptions and devices
for heavy bandwidth
mobile work/ leisure**

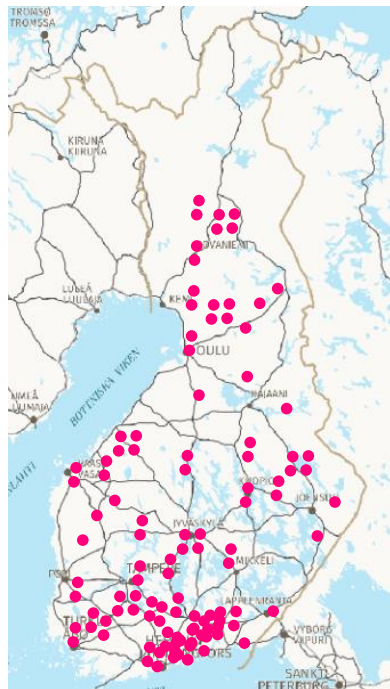
**IoT for a
large number of devices**

**Industry specific
business digitalisation
from critical factory automation
to autonomous vehicles**

**5G complements phase by phase 4G and fixed networks
as connectivity technologies for businesses**

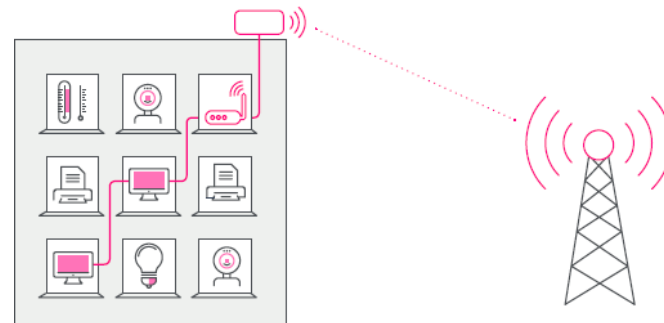


Fibre-like connections to sites



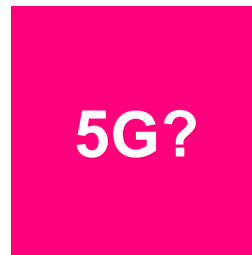
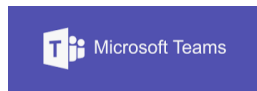
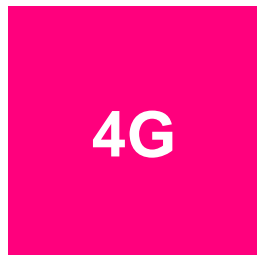
Illustrative – all customer sites need best possible connectivity

5G Fixed wireless access (FWA)



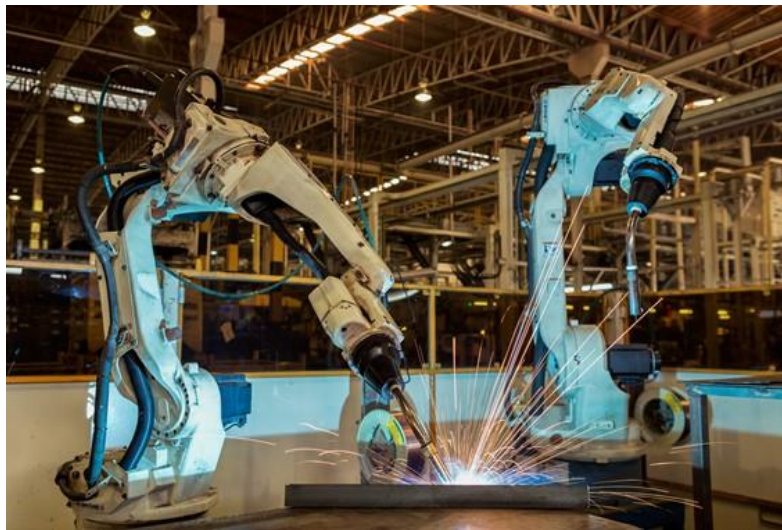


5G mobile connections





Platform for IoT - right IoT technology for right use case



5G

4G

LTE-M

NB-IoT



5G has numerous use cases across industries

Safety, quality, process management, customer experience, efficiency

Monitoring and analytics: high number of devices, video, AI, digital twins

Process automation and robotics

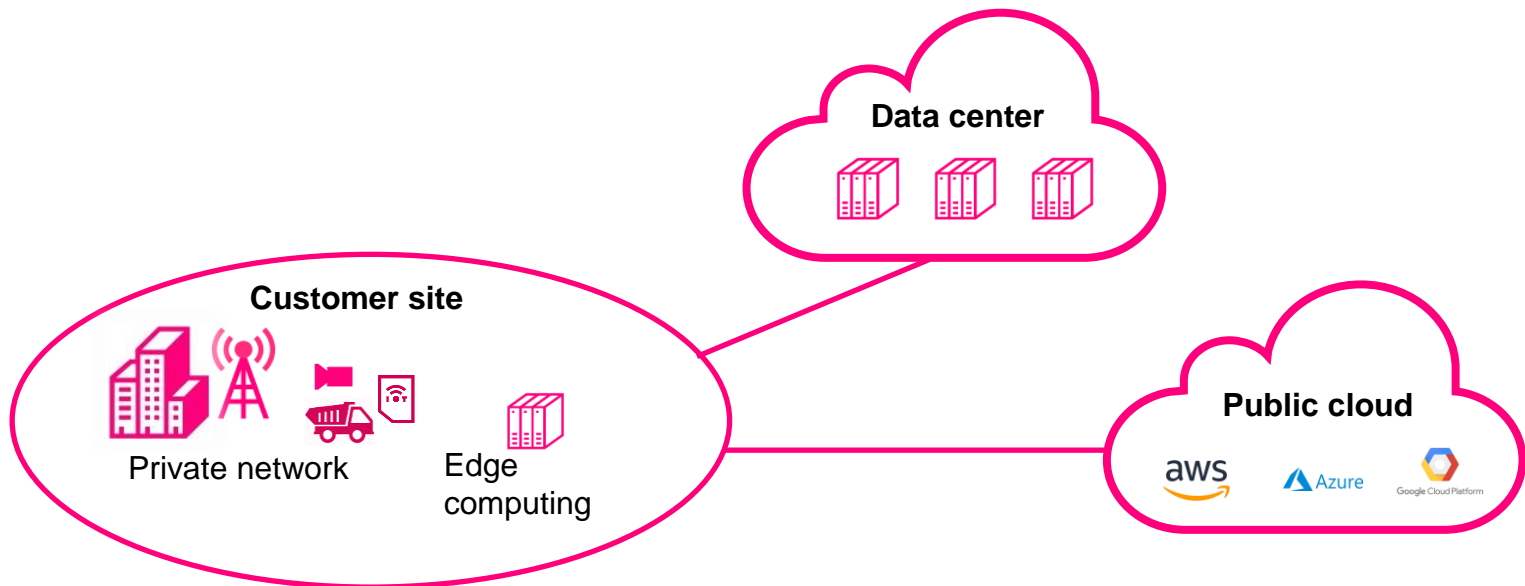
Remote management and autonomous vehicles

Rich experiences: VR, AR, videos, 3D, holograms

Existing and new business applications

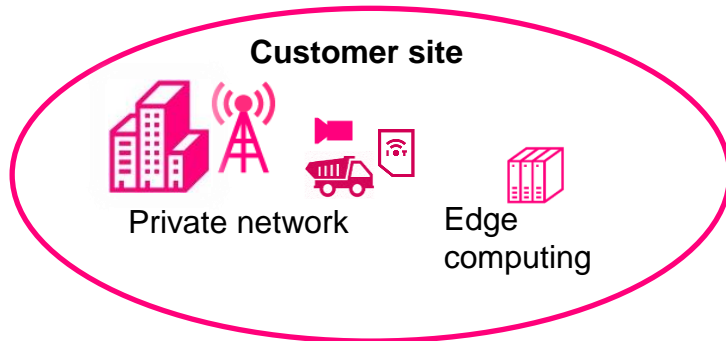
Industry, logistics, field service, engineering, smart cities, health care, retail, media

Private networks and edge computing bring processing close to users



- Guaranteed capacity and isolated traffic to local use
- Local breakout routes user traffic locally to edge servers
- Latency critical workloads e.g. vehicles, process automation
- Data intensive workloads e.g. video, VR/AR, data models
- Centralized, non-latency critical workloads: reporting, management, machine learning, archives

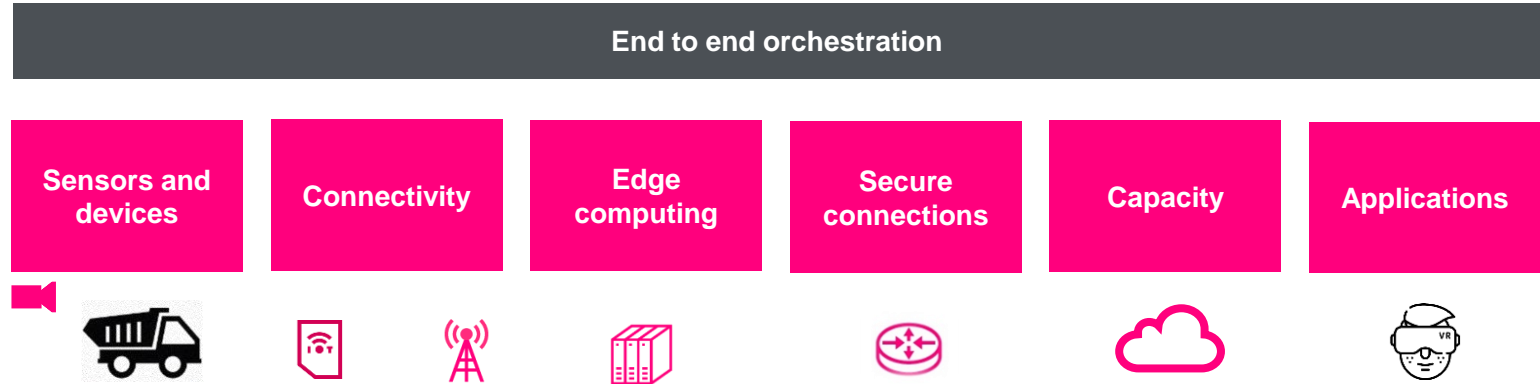
Private networks and edge computing bring processing close to users



- Benefits sought with private networks
 - isolated traffic
 - guaranteed capacity
 - local traffic
 - customer specific tailoring
 - customer specific operations

- Private network deployment options
 - operator network (APN, slicing, prioritization, local breakout, regional edges)
 - customer dedicated hardware and frequencies

Ecosystem required to deploy end to end solutions



Tips for exploring 5G opportunities

1. Think of 5G as platform for digitalizing business
2. Act use case driven, business and technology together. Think outside the box!
3. Start small from early use cases, scale up
4. Build ecosystem early on