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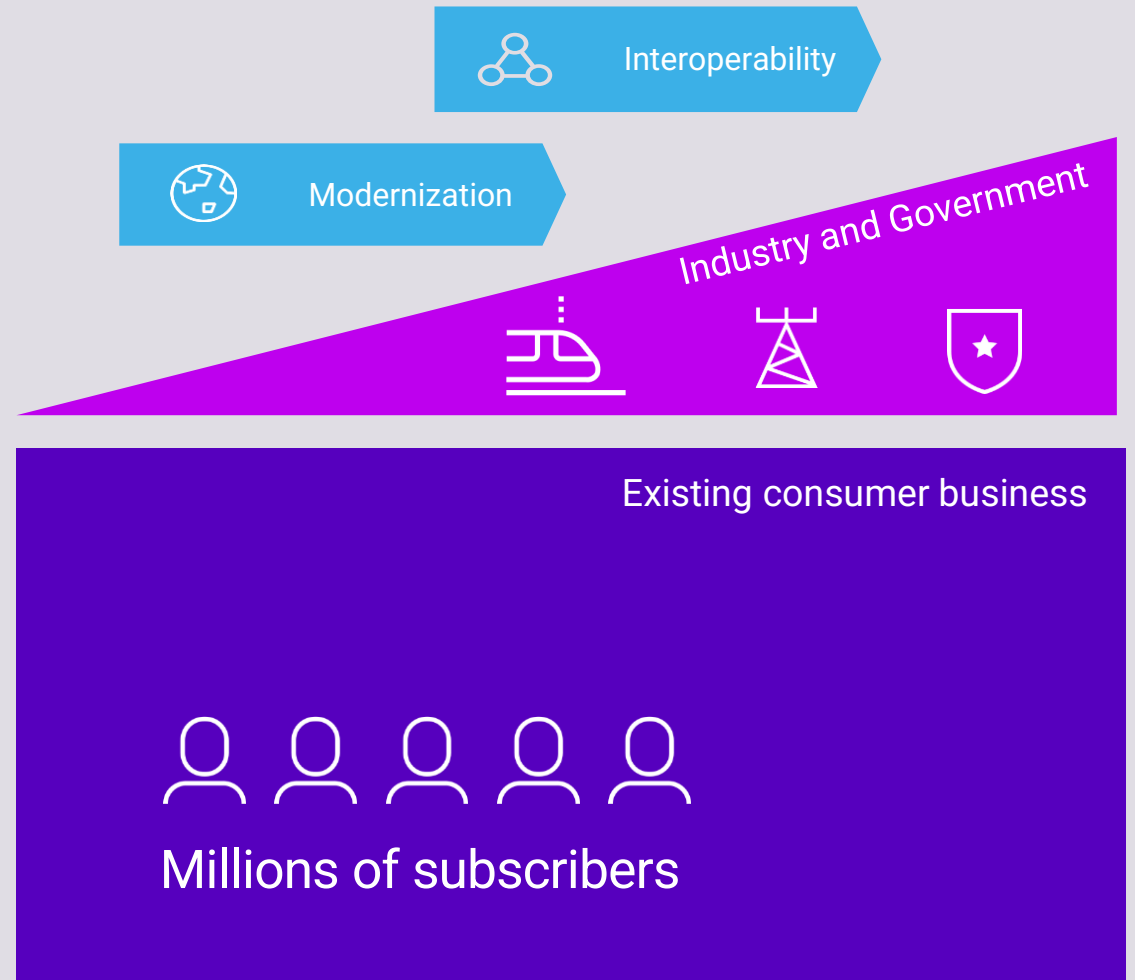
New synergy in broadcaster and telco ecosystem

Enterprise/local networks and nationwide LMR network modernizations:

- broadband communication
- modernization of used technology
- communication interoperability

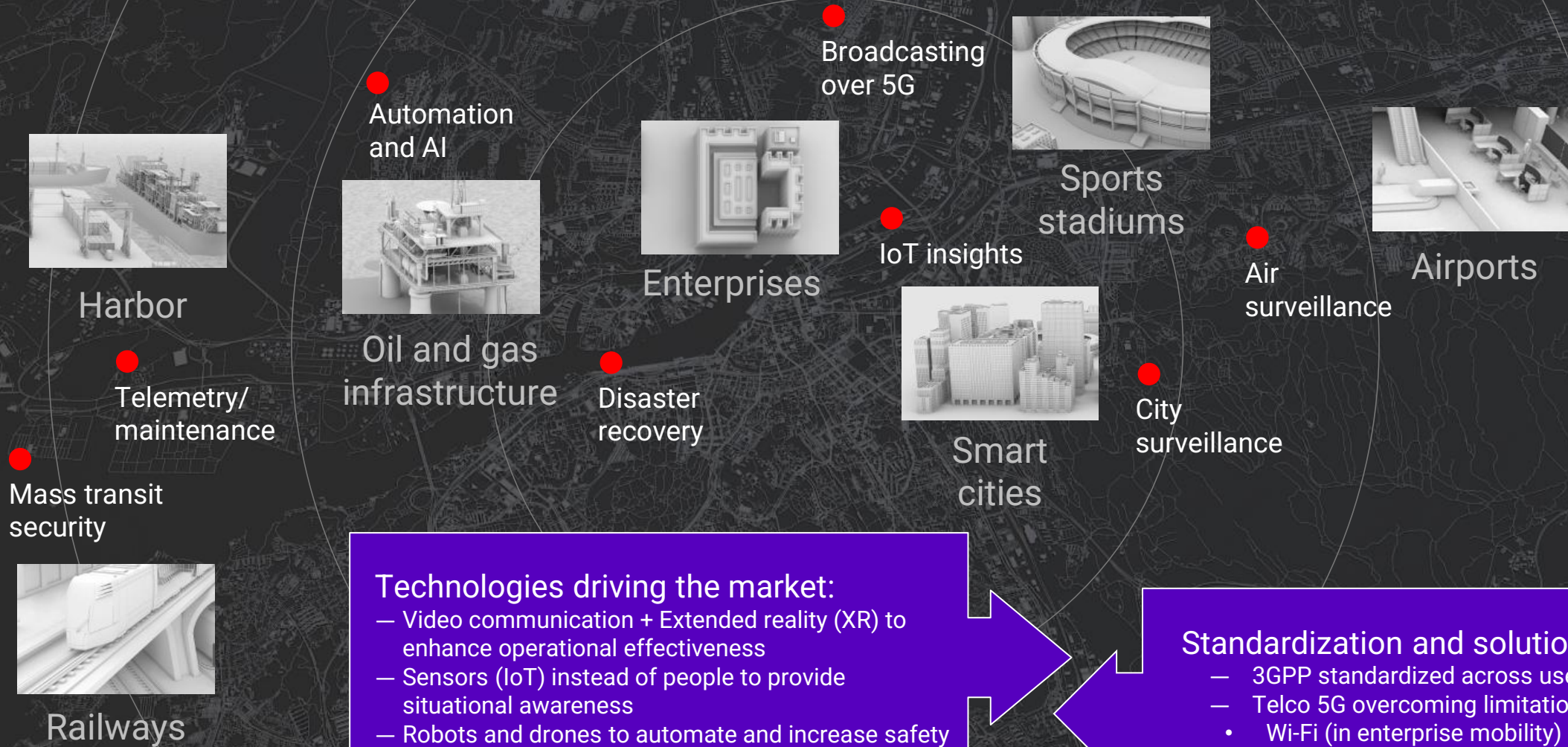
Telecom operators main focus:

- keeping customer/user base
- relentless focus on efficiency
- evolve business models – create new revenue streams



Users and scenarios

Network that enables communication interoperability and mobility to support all use cases



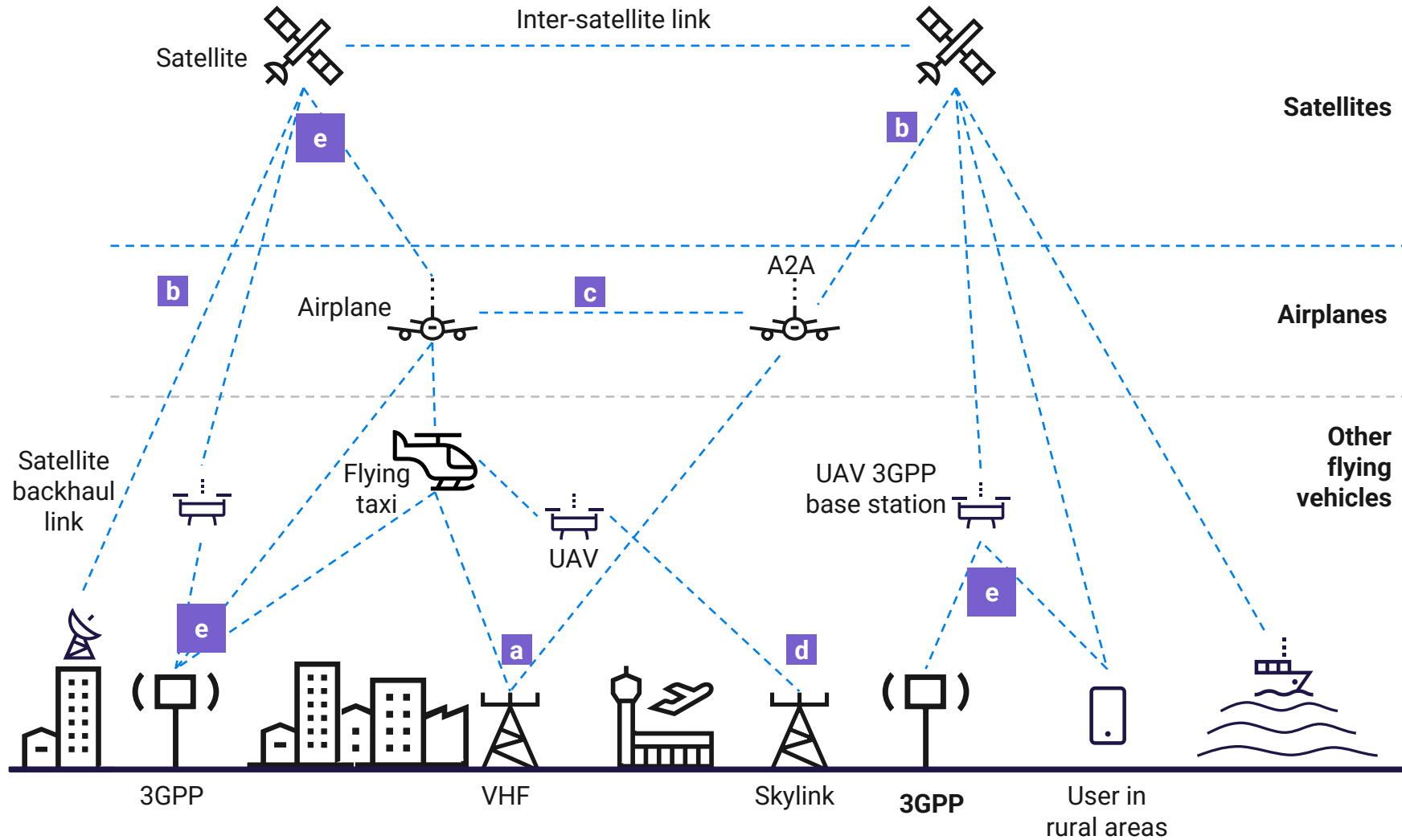
Technologies driving the market:

- Video communication + Extended reality (XR) to enhance operational effectiveness
- Sensors (IoT) instead of people to provide situational awareness
- Robots and drones to automate and increase safety

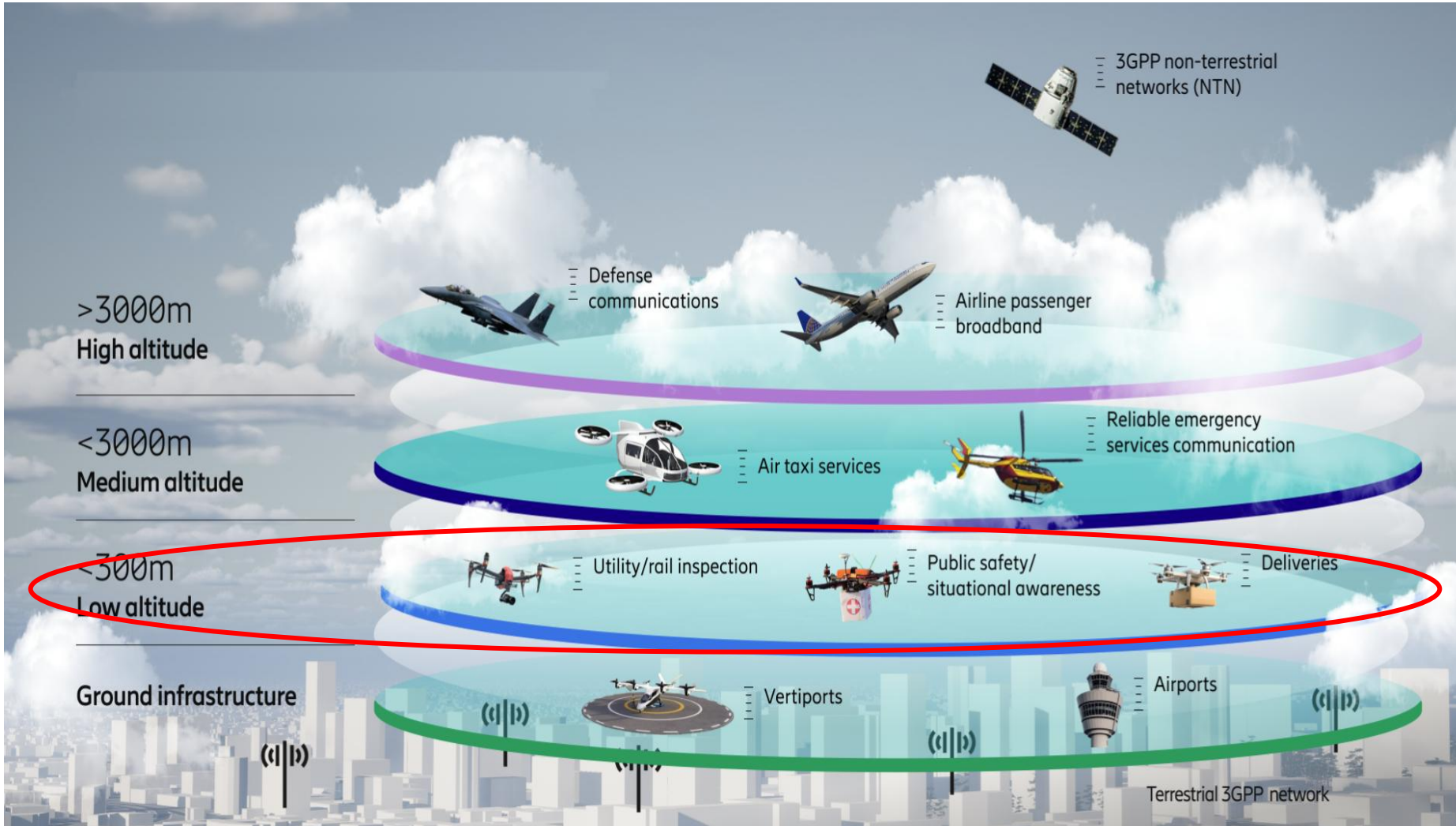
Standardization and solutions:

- 3GPP standardized across use cases
- Telco 5G overcoming limitations of:
 - Wi-Fi (in enterprise mobility)
 - Satellite (in broadcasting over 5G)
 - ...

Use case: Airspace digitalization

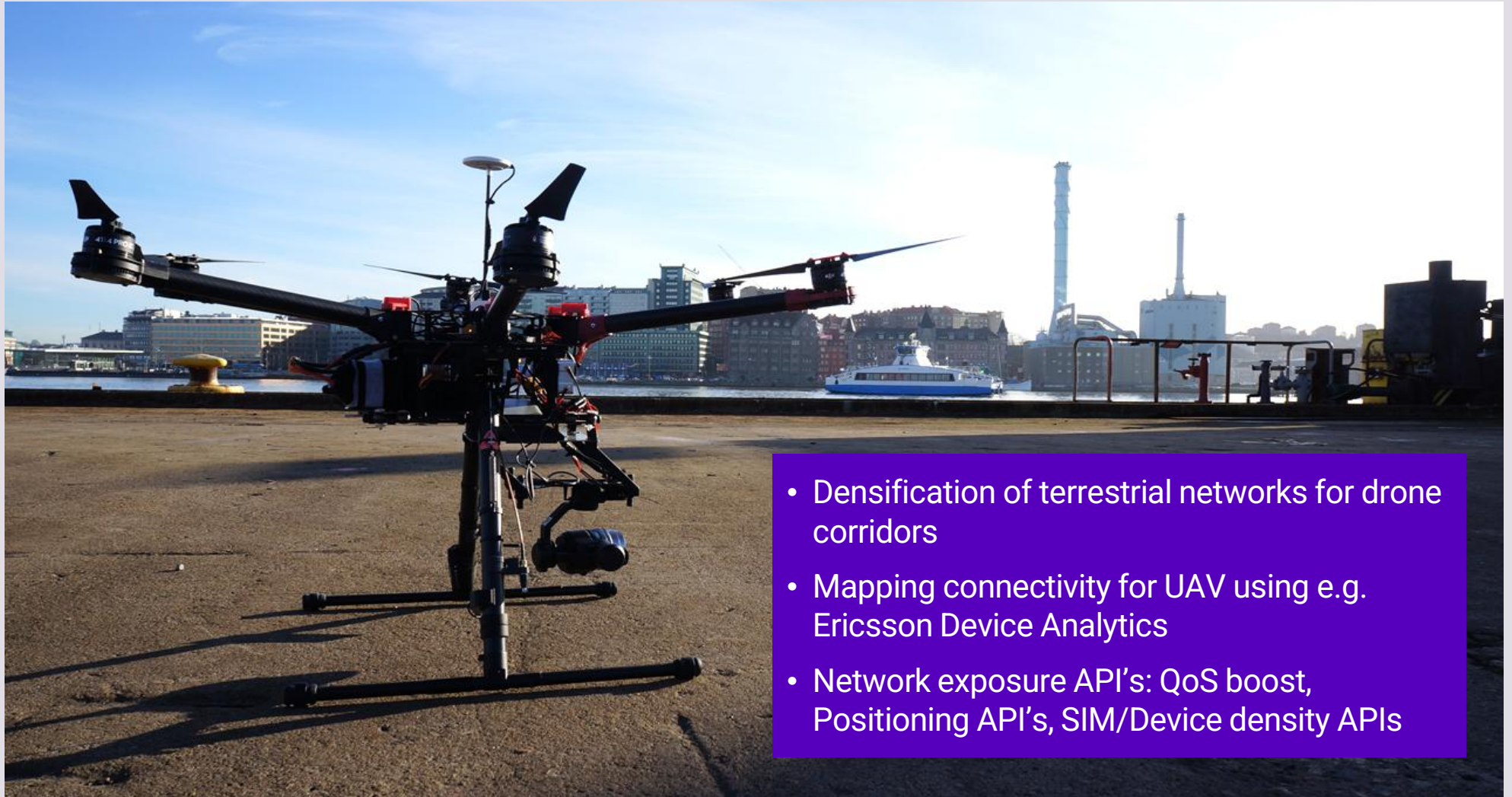


Airspace segmentation



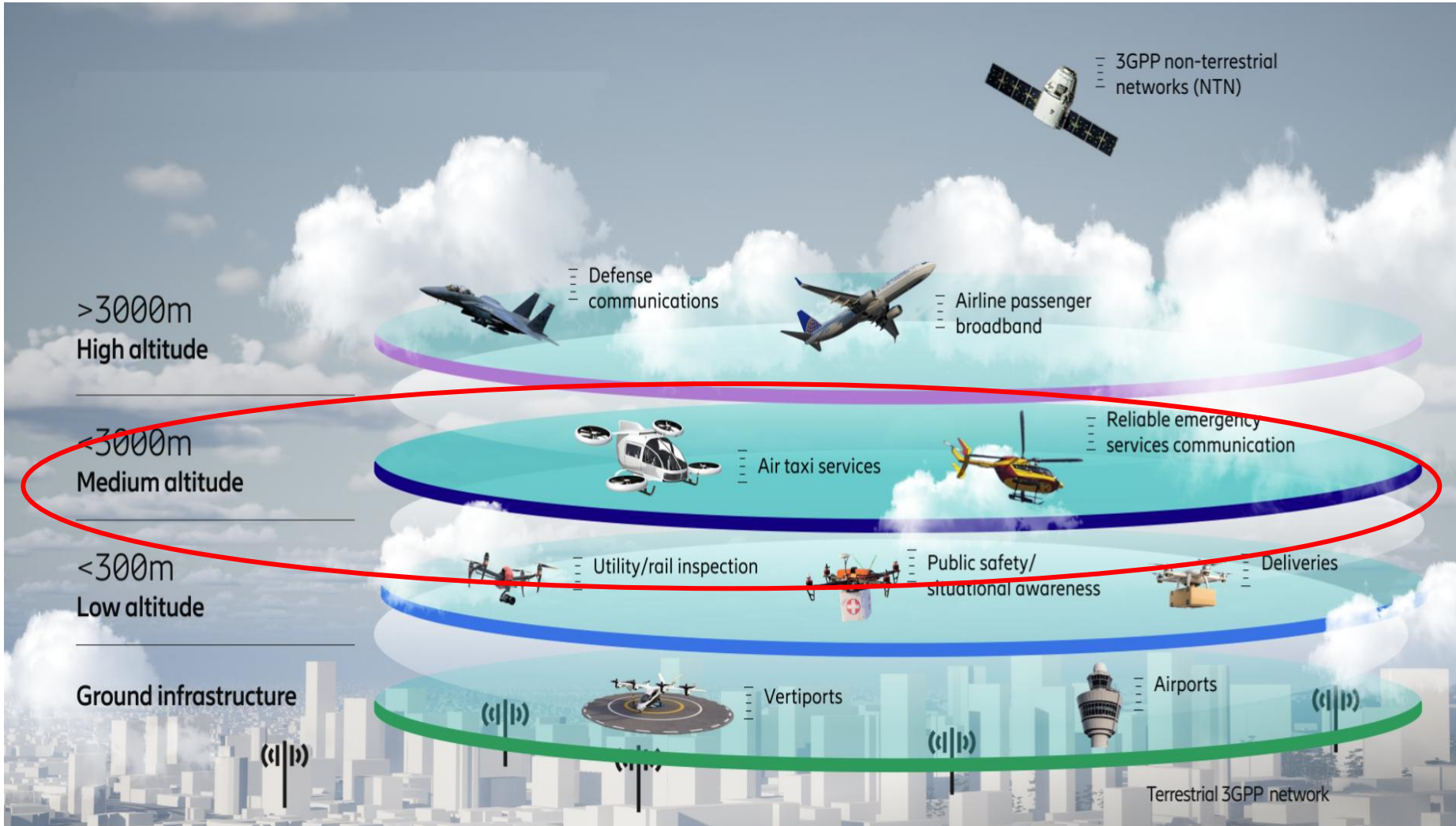
- Short distance
- Within line of sight
- Urban areas

Expansion of telco network



- Densification of terrestrial networks for drone corridors
- Mapping connectivity for UAV using e.g. Ericsson Device Analytics
- Network exposure API's: QoS boost, Positioning API's, SIM/Device density APIs

Airspace segmentation

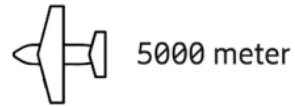


- Increasing air traffic density
- New use cases (e.g. air taxi)

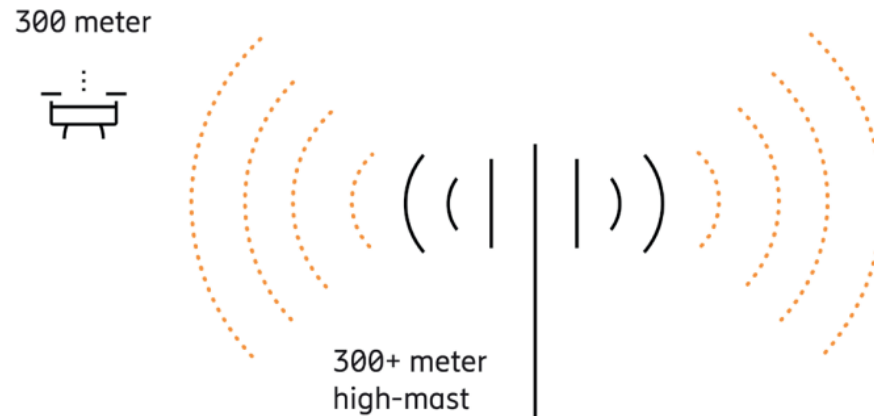
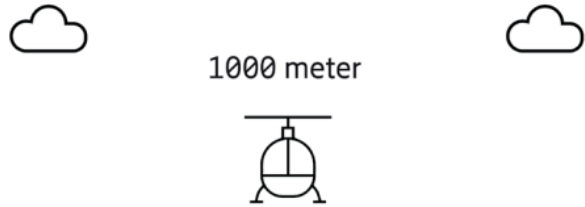


Expansion of ecosystem

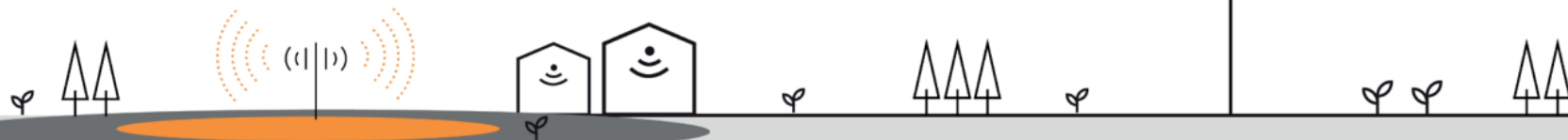
High tower infrastructure provides free line of sight well above the tree line, delivering improved performance and coverage for mission-critical air-ground-air communications.



High tower antennas are typically deployed **8x to 10x higher** than most other commercial radio antennas, making them ideal for serving air-ground-air communication use cases



Vehicles flying at various altitudes and speeds require resilient and reliable connectivity, enabling use cases such as situational awareness and drone remote command and control.



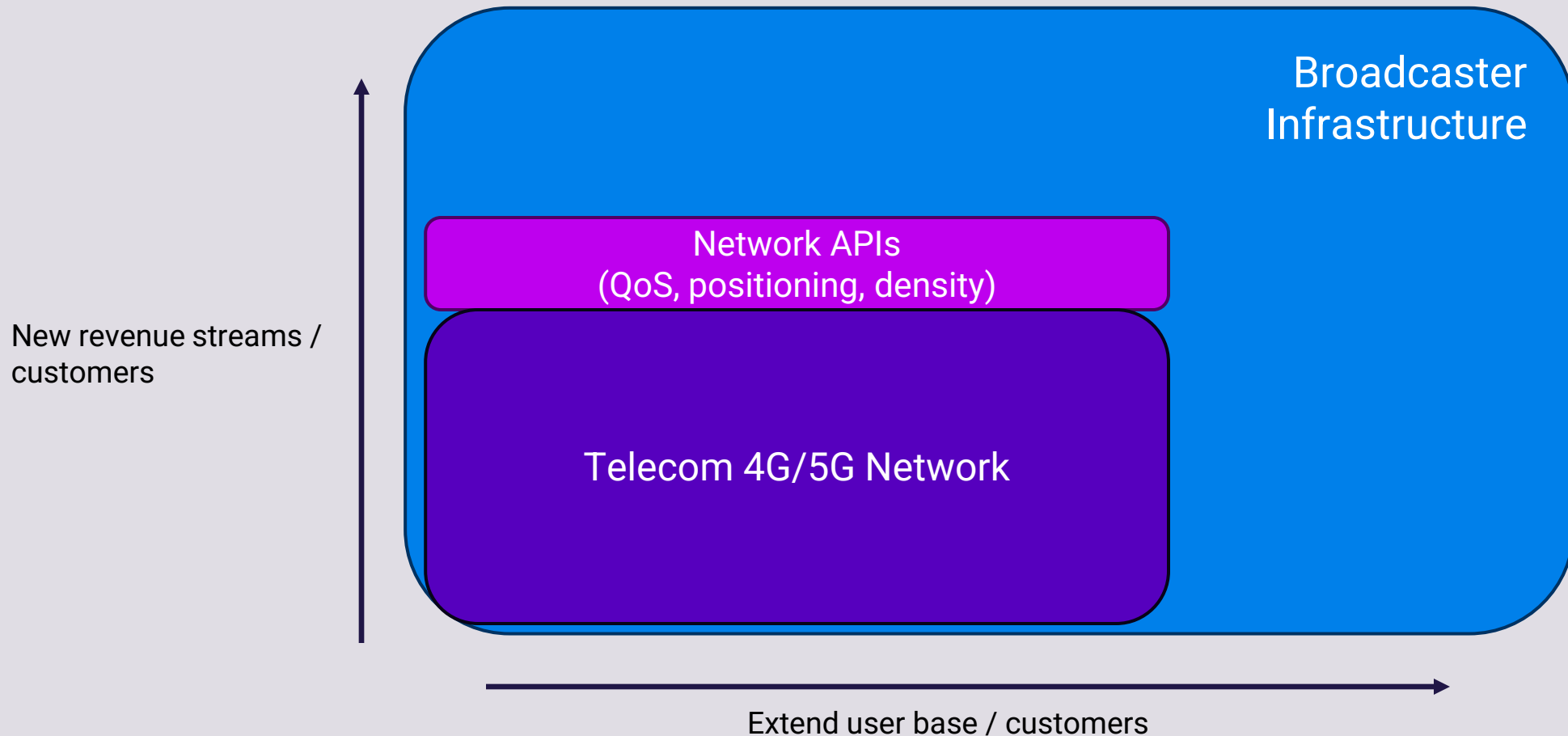
Ericsson-Teracom high towers cooperation

- **Altitude coverage target:** 0 to 5000+ meters
- **Area coverage (approximate):** 3000+ km² - Mälaren Valley (Västerås to Stockholm archipelago)
- **Targeted applications:** Airborne operations (unmanned aerial vehicles, helicopters)
- **Network infrastructure:** Teracom's 300+ meter high-mast infrastructure

Source: Ericsson

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New opportunities for telco and broadcasters



High altitude (>3000m)?



- 5G NTN/6G give rise to new revenue opportunities
 - High altitude traffic
 - Oceanic transport
 - Resilience for national security
 - ...



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