

iPECS is an Ericsson-LG Brand



This is Ericsson-LG Enterprise

Jul. 2019

iPECS
Your Communications Solution

- Executive Overview
- Market Transitions
- Technology & Portfolio

Executive Overview

Our History



1969

FOUNDATION

establishment of
Goldstar Communications



80's - 90's

MANY KOREA FIRSTS

1973 – digital keyphone (GK 200)
1975 – digital PBX (STAREX 2000)
1995 – Cordless phone (GT 9500)
1999 – Dual cordless phone (GT 9771)



2000

LG ELECTRONICS

merger with LG Electronics and
continued innovation and
transformation to VOIP



2005

LG-NORTEL

joint venture with LG Electronics
and Nortel established and
introduction of IMS based
multimedia phone



2010

ERICSSON-LG

joint venture with LG Electronics
and Ericsson established and
launch of iPECS Cloud solution

Foundation

Ericsson-LG joint venture established in 2010 (75% Ericsson, 25% LG), & Ericsson-LG Enterprise established 2013



Innovation

Headquartered in South Korea with a strong history of innovation since 1969



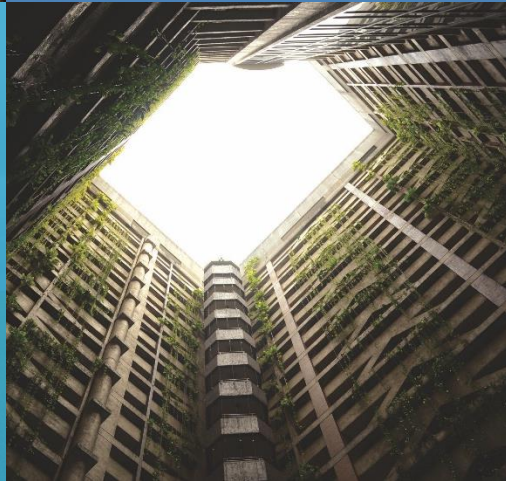
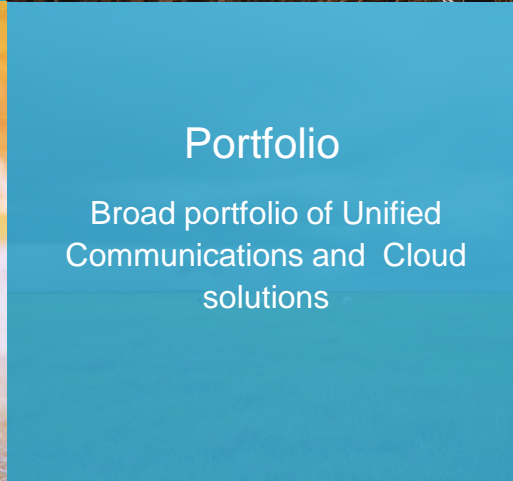
Customers

Strong global carrier relationships serving the Enterprise market segment



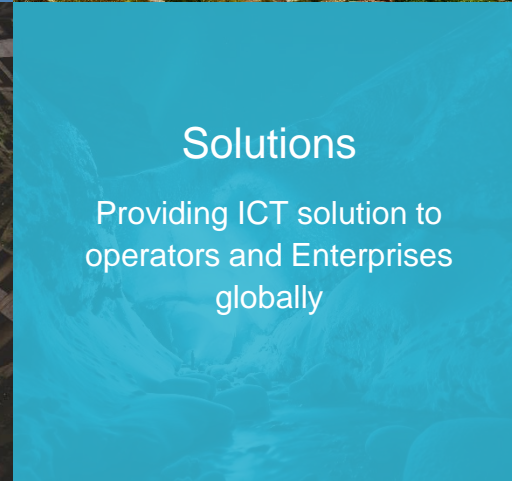
Portfolio

Broad portfolio of Unified Communications and Cloud solutions



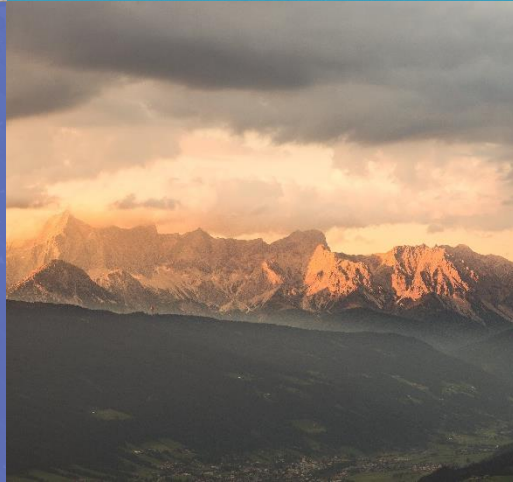
Solutions

Providing ICT solution to operators and Enterprises globally



Experience

Experienced vendor with 50 years of innovation and thought leadership



Market Leadership

Customers in more than 60 countries – market leader in 5



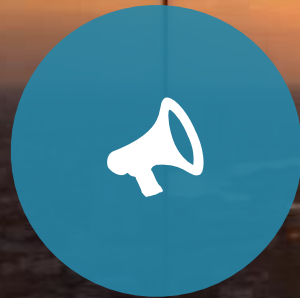
Vision

Our vision is to be the prime driver in an all-communicating world, the Networked Society. In the Networked Society, everyone can use voice, data, images and video to collaborate and share information wherever and whenever they want



Ericsson-LG Enterprise at a glance

Ericsson-LG Enterprise is an industry leading Unified Communications solution vendor with a broad portfolio of on premise and Cloud (UCaaS) solutions deployed globally with customers represented in every vertical market segment including Korea Ministry of Defense, Hyundai, Woori Bank, MetLife, Ikea, Bank of China and many more.



UNIFIED COMMUNICATIONS

Broad portfolio of on premise and Cloud UC solutions, business applications and terminals



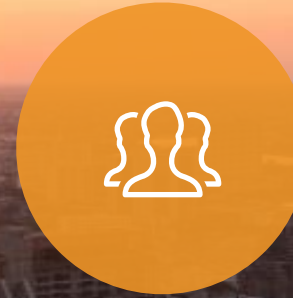
GLOBAL VENDOR

Experienced vendor operating in 60 markets and leader in 5. Recognized as global top 10 vendor



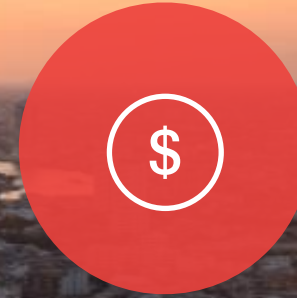
INSTALLED BASE

Strong tier 1 carrier relationships and channel network - 15 million lines installed globally (estimated)



PEOPLE

Talented and experienced technology, operations & commercial employees



FINANCIAL

Robust financial performance – invested for growth

Our Organization

CEO

Patrick Johansson

Human Resources
Manufacturing operations (LNSC JV)

Finance & Operations

Sunmin Kim

Finance Planning
Legal & IT
Supply & Sourcing

Sales & Marketing

Ahed Alkhatib

Marketing &
Communications

Korea Sales

International Sales

Sales
Engineering

Business development

Channel
Partners



CUSTOMERS

CTO

Okhi Im

Product Planning

Quality Management

Cloud &
Systems

UC &
Clients

Hardware
Platforms

Market Transitions

Our Business

OUR FOCUS AREAS

UNIFIED COMMUNICATIONS

CLOUD (UCaaS)

BUSINESS APPLICATIONS

CONTACT CENTER

OUR CUSTOMERS

SERVICE PROVIDERS

GOVERNMENT

HOSPITALITY

FINANCE

RETAIL

OUR ASSETS

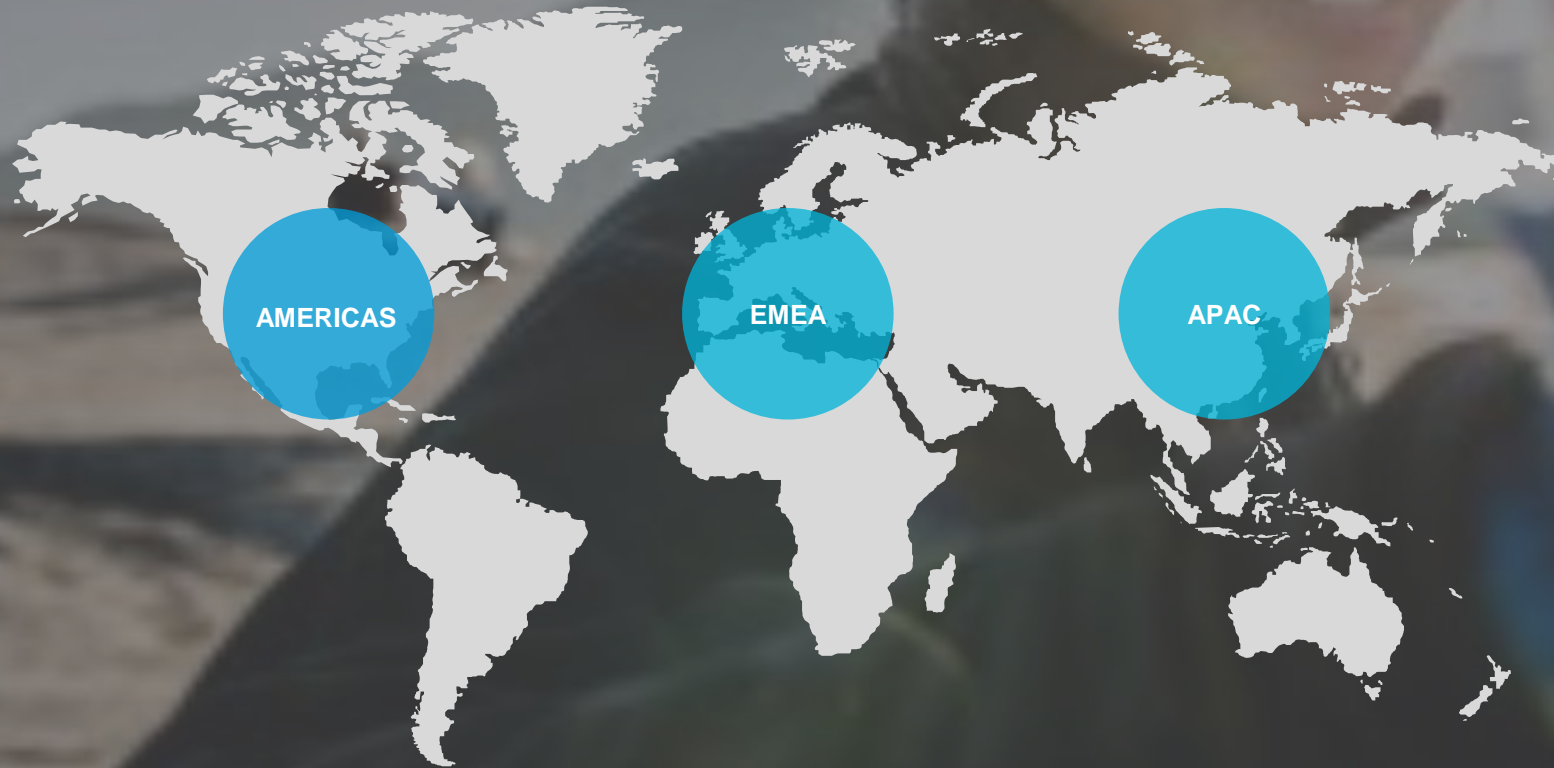
TECHNOLOGY LEADERSHIP

CHANNEL PARTNERS

PEOPLE

Global Presence

- Many installed bases globally developed over 30 years
- Selling products and solution in more than 60 markets
- Joint venture operation in Thailand (LNSC) for manufacturing



APAC

Dominant market position in Korea and Australia

EMEA

Strong presence in UK, South Africa and Israel

AMERICAS

Strategic partnership with Vertical Communications

Selected Customers



- Customers representing every major vertical segment
- Estimated 15M extension lines in service
- SMB focus in global markets (outside Korea) → ideally suited for cloud migration
- Cloud migration strategy optimized for installed customer base
- Extensive carrier relationships and engagement representing significant portion of total sales

Customer Case Studies



Union County Government Center/US



Oxleas NHS Foundation / UK



One Stop Promotions / UK



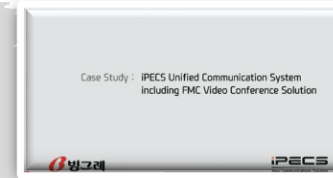
Bilecik Seyh Elebali University / Turkey



Ramada Hotel / Ukraine



Pertamina Apartment / Indonesia



Bingrae / South Korea



CableNet / New Zealand



Credit Repair / Australia



Tech Rentals / Australia



Scenic Hotel Group / New Zealand

*Customer case studies linked in video clips in YouTube.

Technology & Portfolio

Platform Strategy

Platform strategy



On-Premise
Owner maintains
& controls system

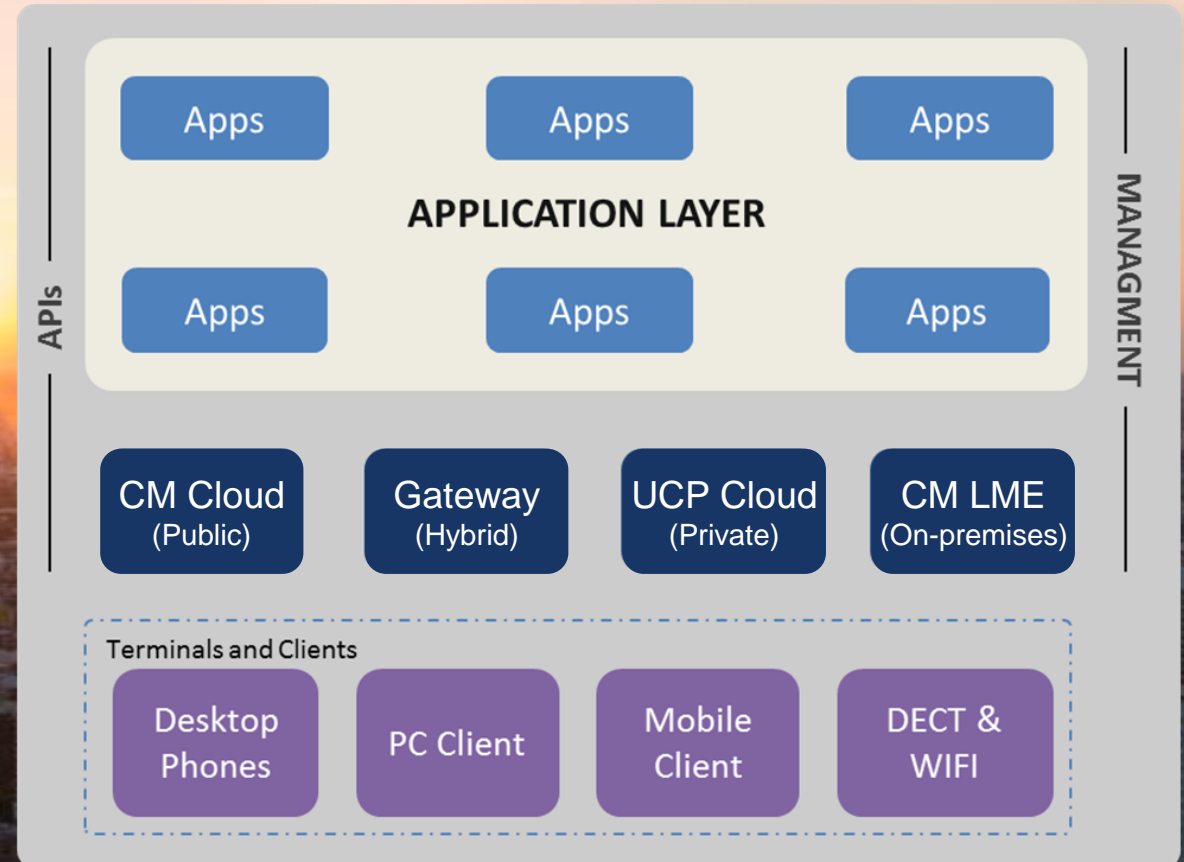


Hybrid
Combines cloud and premise
deployment features

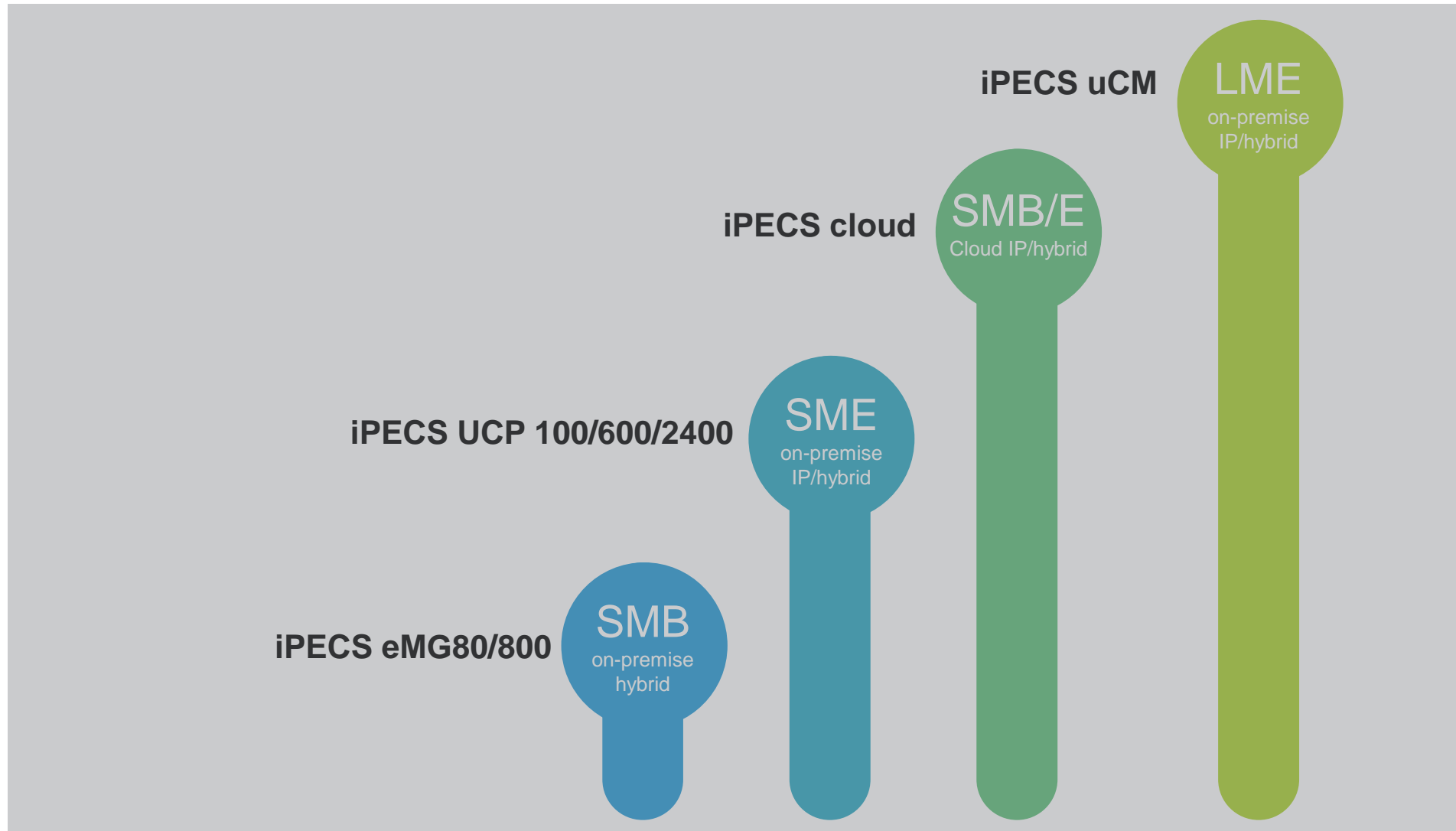


Cloud
Private Cloud
and Public UCaaS

Portfolio Strategy



Platform Positioning



iPECS Cloud Strategy

Delivering rich functionality to aid digital transformation & improve business productivity



iPECS Unified Communications Strategy (on premise)

Platform Transformation as a **Service Enabler**

**Integrated
Solution**

**Business
Applications**

**Open
API**

**Software
Assurance**

**Platform
Innovation**



eMG80 UCP100

SMB



eMG800 UCP600/2400 vUCP

SME



UCM

LME



Terminal

Evolution to Cloud – Hybrid Cloud

Seamless migration path to cloud for existing iPECS customers

reliability

investment
protection

user
experience

Rich Applications Portfolio

UCS

PC & mobile

IPCR

EXT & trunk

Attendant

Office & hotel

Report +

Contact Center Suite

NMS



Variety of Terminals & Clients

Digital

LDP-9000 series

Mobile

Android & IOS

IP & SIP

LIP-9000 series

ANDROID

9071

DECT

IP DECT



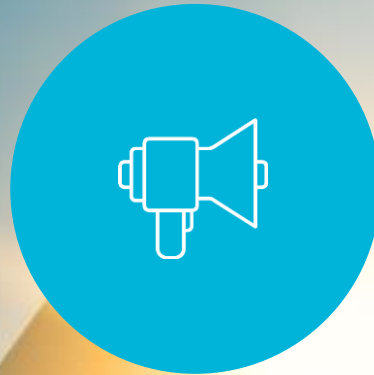
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Technology & Portfolio Summary



Competence

- Market knowledge and understanding customer requirements
- Strong technology capability in core areas of VoIP/UC/Cloud/Clients
- Extensive IPR patent portfolio



Portfolio

- End to end portfolio addressing market requirements of Enterprises of all sizes
- Strength in core areas and leverage partners for adjacent technologies



People

- Experienced and talented in a broad set of technologies
- Efficient team structure and agile process

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