

The background of the slide is a photograph of a modern building's exterior. On the left, a large, stylized '04' is mounted on the wall. To the right, the word 'telenor' is written in a bold, sans-serif font. The sky is a clear, light blue. A white rounded rectangle is overlaid on the left side of the image, containing the title text.

Telenor – Fourth Quarter 2004



Group Overview

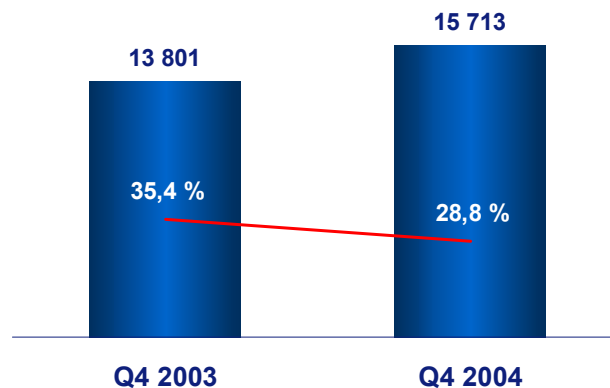
Jon Fredrik Baksaas
CEO

Q4 2004

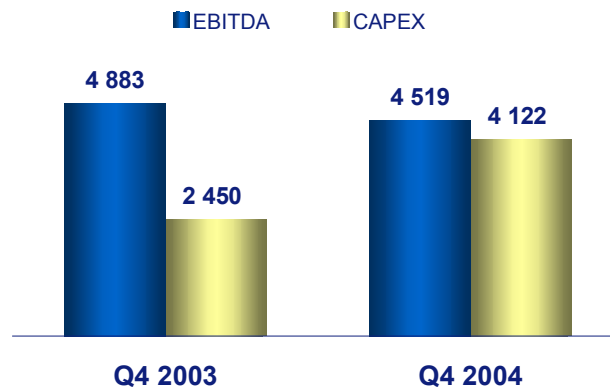
Priority on subscriber growth

- Continued strong revenue growth
- Reduced EBITDA-margin due to Sonofon and Mobile Sweden
- Record mobile subscriber growth
- Strong domestic mobile operations

Revenues (NOKm) / EBITDA %

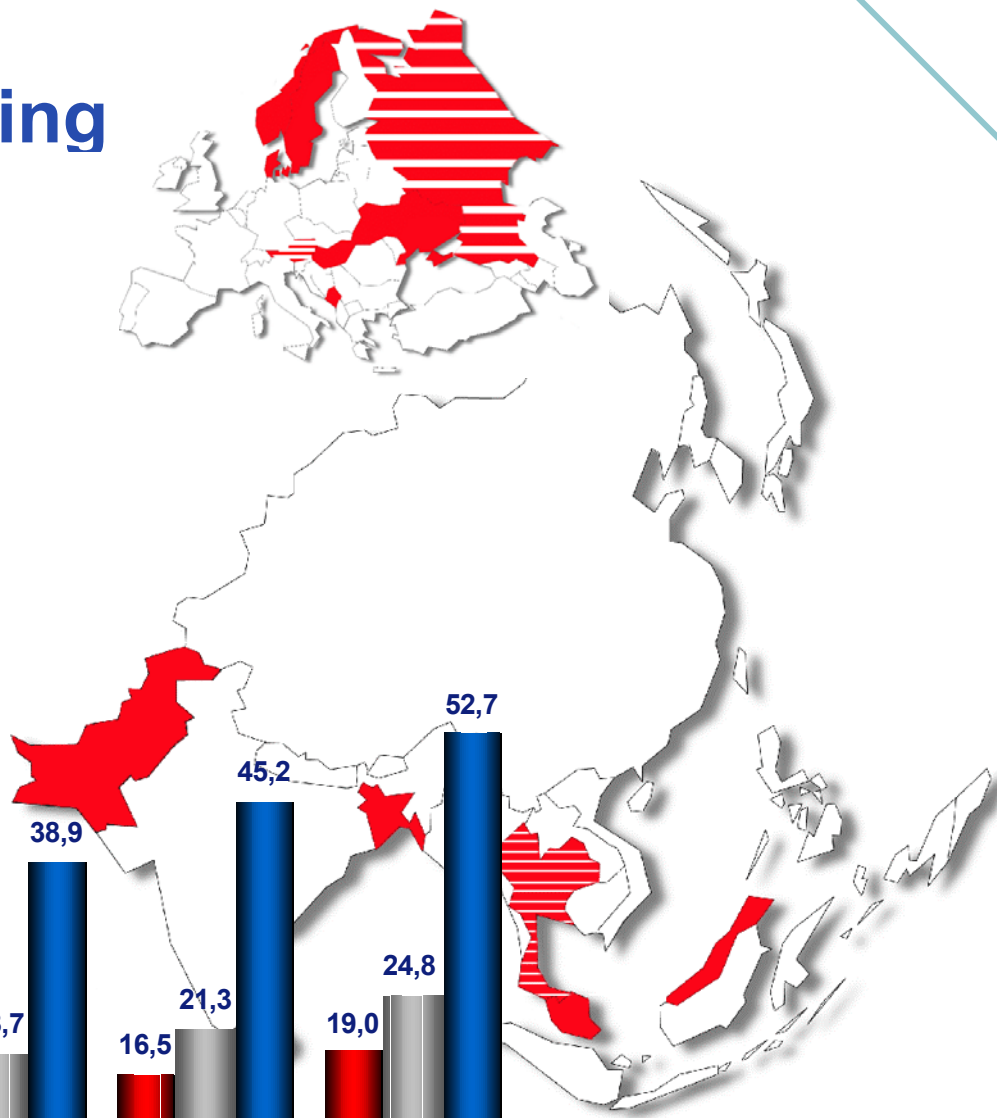
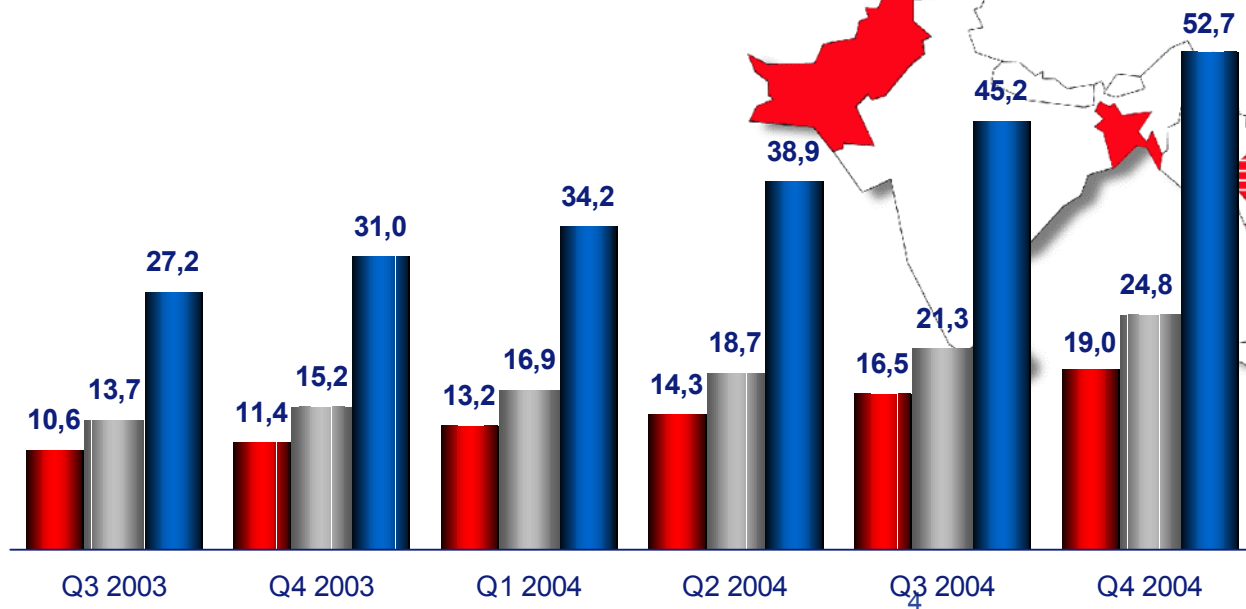


EBITDA and Capex (NOKm)



Mobile Growth is accelerating

- Total Consolidated
- Total Pro Rata
- 100% figures (all companies)

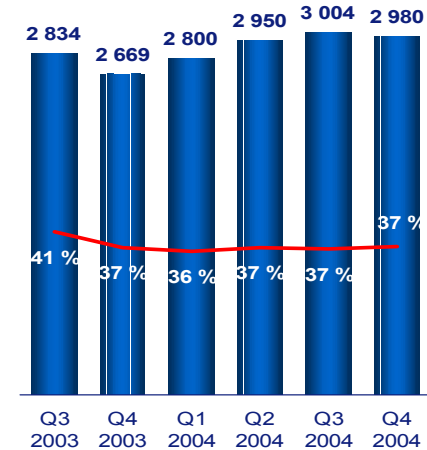


Continued good subscriber growth

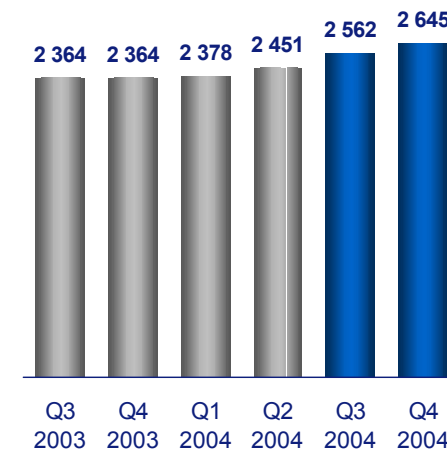
- Revenue growth of 12%
- 87,000 GSM net adds in Q4
- Stable market share at 56%
- Maintained EBITDA-margin



Revenues (NOKm) / EBITDA %



Subscribers ('000)

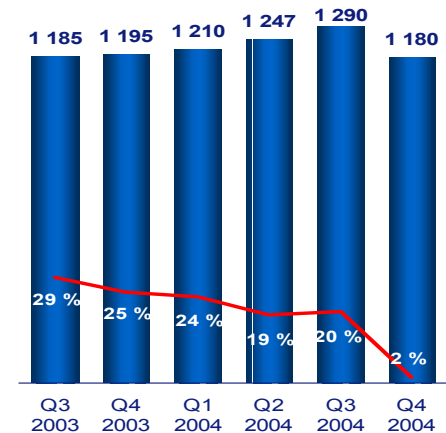


Changing the focus

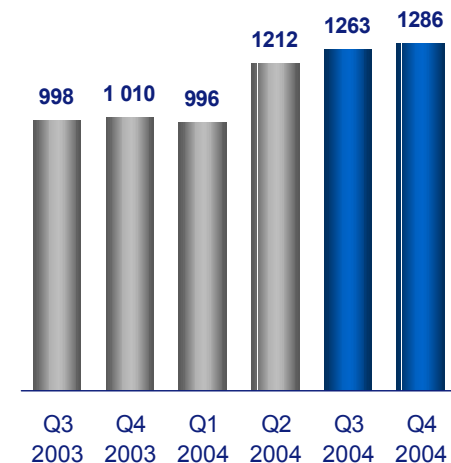
- Revenues down 1%
- EBITDA-margin 2%
- Negatively affected by one-offs
- Stable market share
- EBITDA-margin of +20% expected in 2005



Revenues (NOKm) / EBITDA %



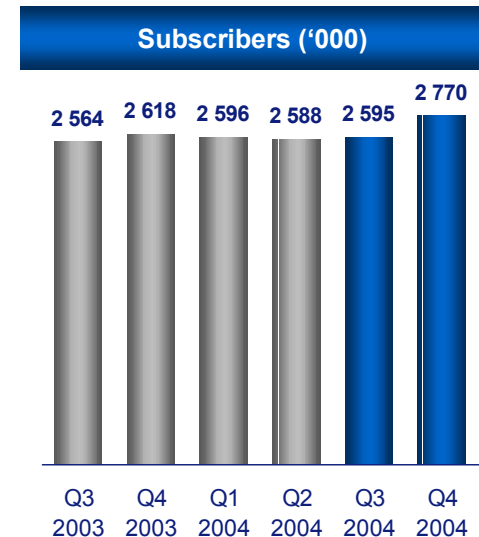
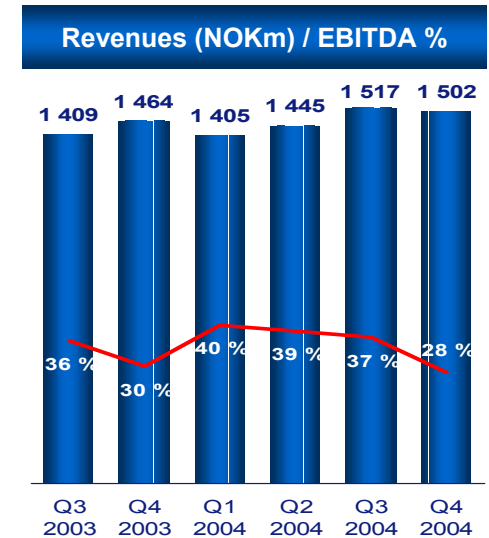
Subscribers ('000)



Note: Subscribers calculated using 3 months churn for prepaid

Growing subscribers and market share

- Revenue growth of 3%
- Strong subscriber growth
- Increased market share to 34%
- UMTS license acquired



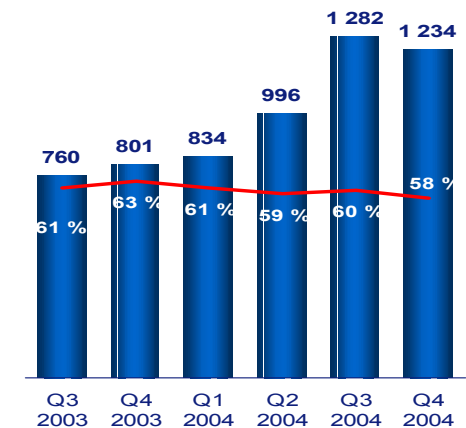
Kyivstar – Ukraine

Accelerated market growth

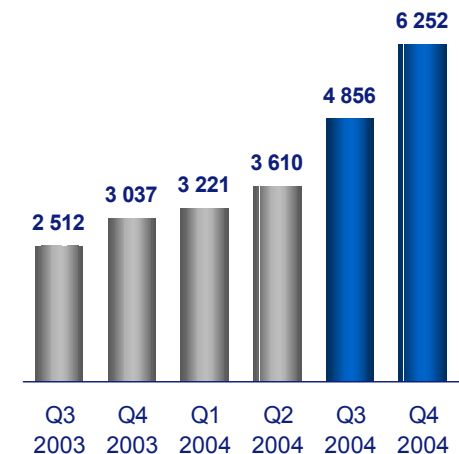
- Revenue growth of 54%
- 5% revenue growth in local currency compared to Q3
- Net adds of 1.4 mill subscribers
- CAPEX, ARPU and EBITDA-margin influenced by the strong subscriber growth



Revenues (NOKm) / EBITDA %



Subscribers ('000)

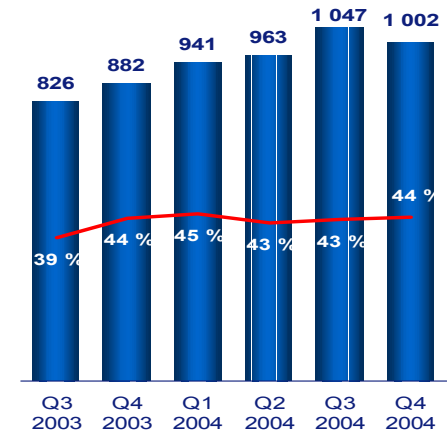


Continued growth in subscribers

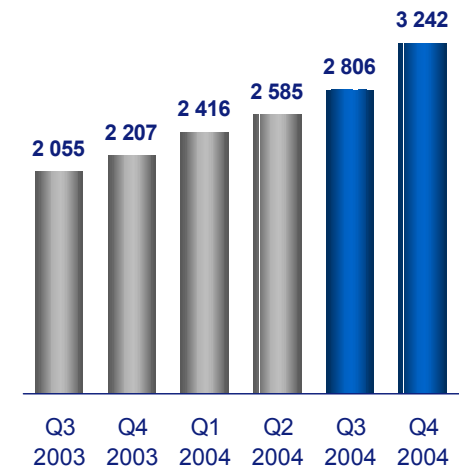
- Revenue growth of 14%
- 5% revenue growth in local currency compared to Q3
- More than 3 million subscribers
- Market share of 22%
- EBITDA-margin 44%



Revenues (NOKm) / EBITDA %



Subscribers ('000)



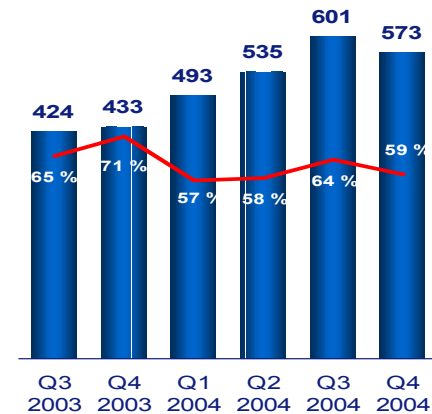
GrameenPhone – Bangladesh

Subscriber base doubled in 2004

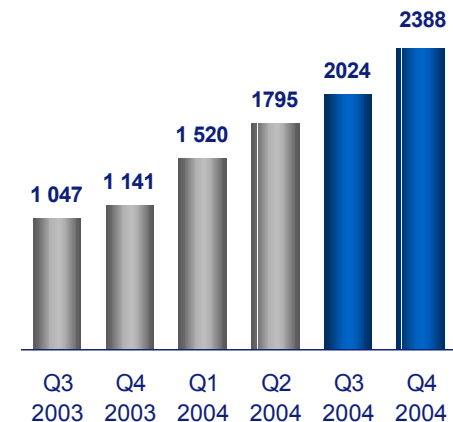
- Revenue growth of 32%
- 5% revenue growth in local currency compared to Q3
- Expanding network for future growth
- Telenor's ownership stake increased from 51% to 62%



Revenues (NOKm) / EBITDA %



Subscribers ('000)

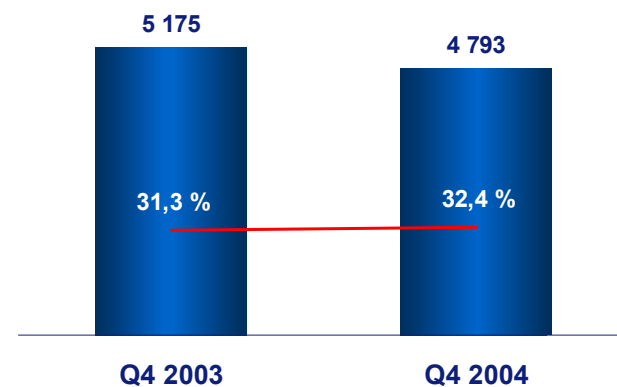


Fixed Line

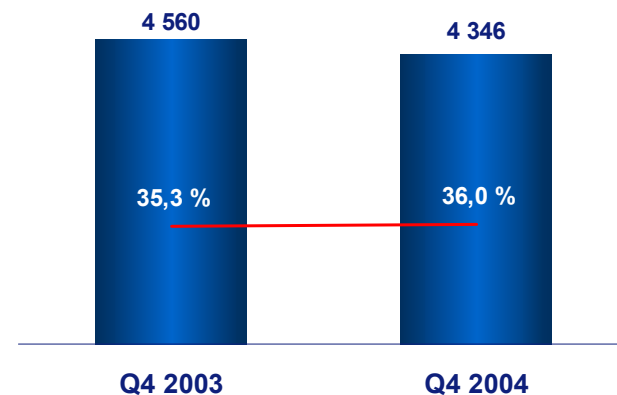
Continued shift in revenue mix

- **Total Fixed Line:**
 - Reported revenues down 7%
 - Adjusted revenues down 2%
- **Norway:**
 - Adjusted revenues down 2%
 - Strong ADSL subscriber growth
 - Underlying EBITDA 3%-point lower than reported EBITDA

Revenues (NOKm) / EBITDA %



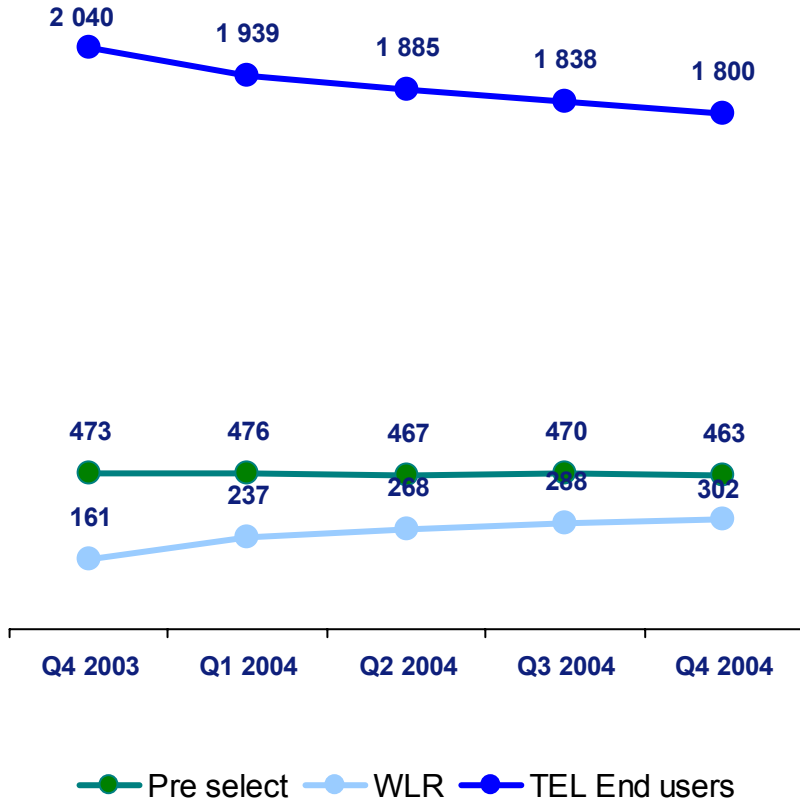
Revenues Norway (NOKm) / EBITDA %



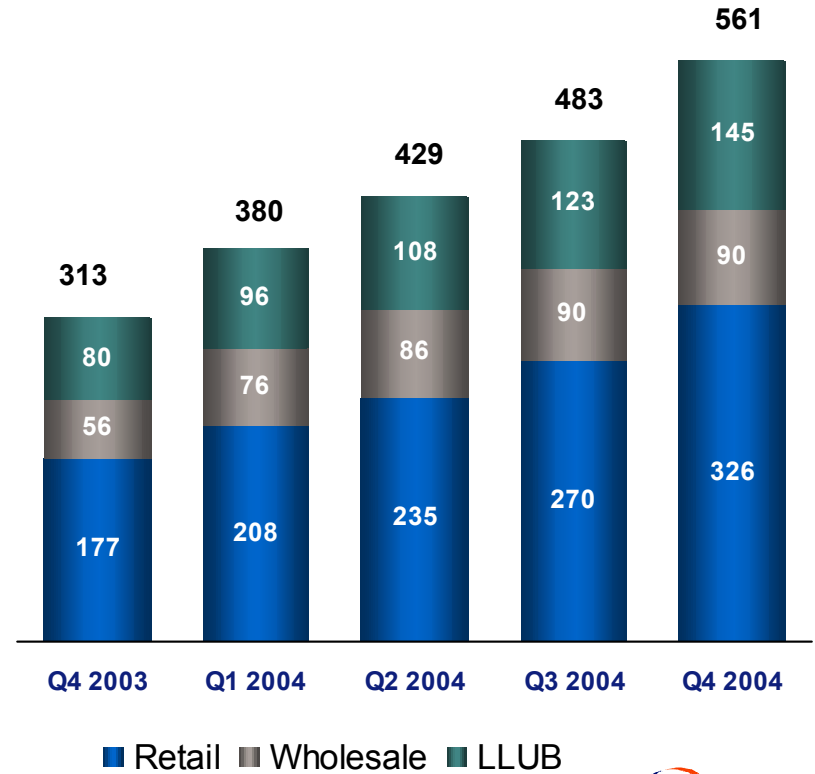
Fixed Line - Norway

Strong ADSL- Growth

Fixed Telephony Subscribers



ADSL subscribers

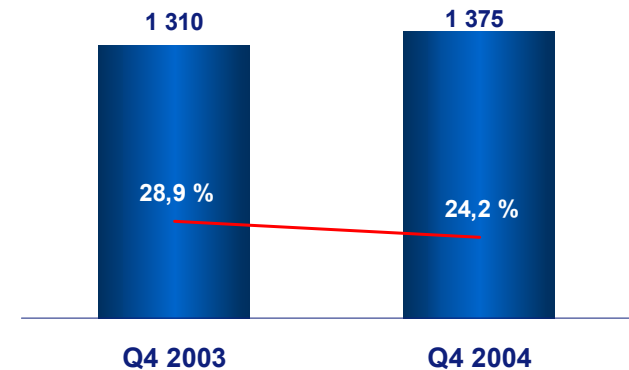


Broadcast

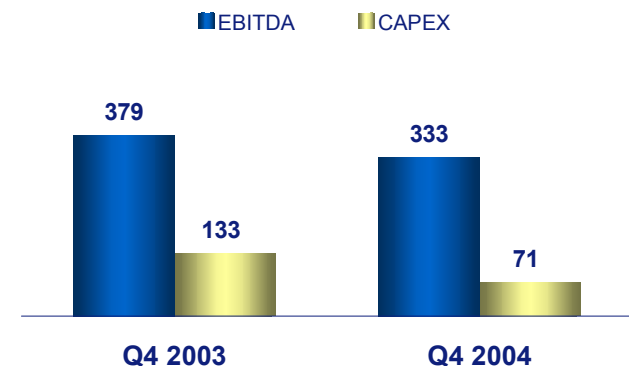
Continued growth within DTH and Cable

- Revenue growth of 5%
- EBITDA-margin of 24% in Q4
- Increased market spending and commissions
- Continued subscriber growth within DTH and Cable

Revenues (NOKm) / EBITDA %



EBITDA and Capex (NOKm)



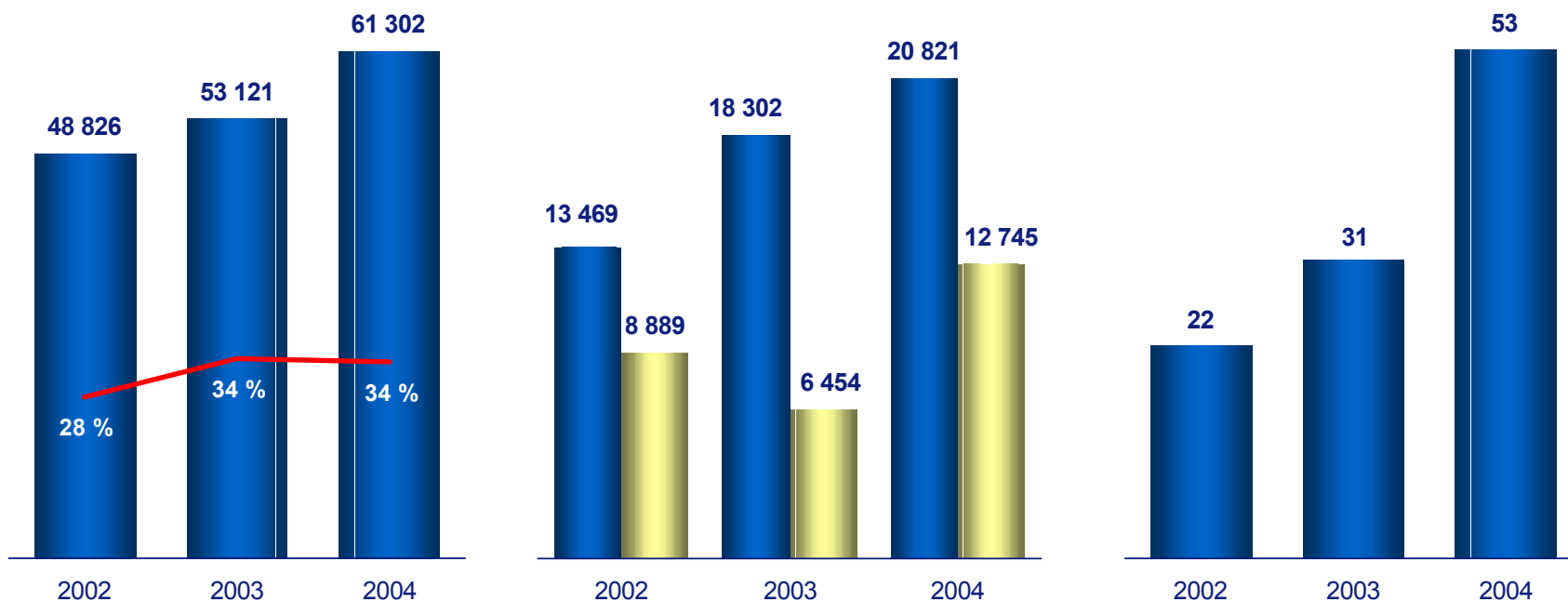
2004 - a strong year for Telenor

Revenues (NOKm)

EBITDA and Capex (NOKm)

Mobile Subscribers*

■ EBITDA ■ CAPEX



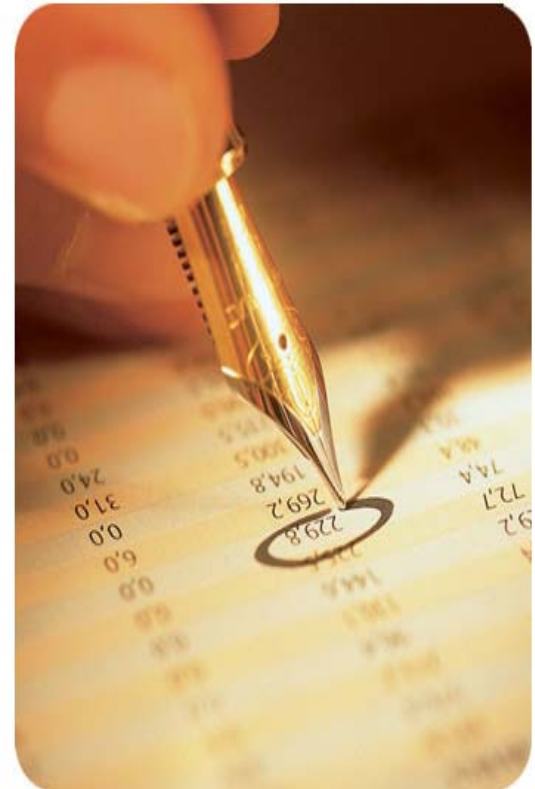
The background of the slide is a photograph of a modern building facade. On the left, there is a large, three-dimensional Telenor logo. Below it, the letters 'Q4' are visible in a large, light grey font. To the right, the word 'telenor' is written in a smaller, dark grey font. The sky is a clear, light blue.

Group Financial Overview Q4 2004

**Torstein Moland
CFO**

Key messages Q4 2004

- Revenue growth of 14%
- Underlying EBITDA NOK 5.1 Bn
- Mobile revenue growth of 37%
- Net adds of 2.4 million mobile subscribers in consolidated operations
- Well positioned for future revenue and profit growth



Reported P&L

NOKm

	Q4 2004	Q4 2003	2004	2003
Revenue	15 713	13 801	61 302	53 121
EBITDA	4 519	4 883	20 821	18 302
EBIT	(1 019)	2 173	6 602	7 560
Profit before Tax	(1 154)	1 884	8 846	7 426
Net Income	(382)	999	5 228	4 560
EPS (NOK)	(0.22)	0.56	2.99	2.57

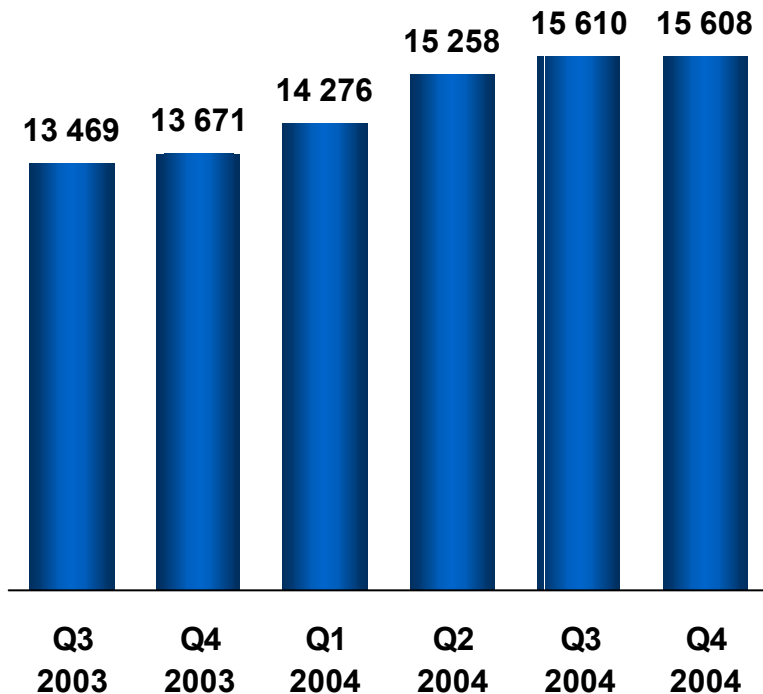
Adjusted P&L

NOKm

	Q4 2004	Q4 2003	2004	2003
Revenue	15 608	13 671	60 752	52 889
EBITDA	5 075	4 864	21 243	18 586
EBIT	2 087	2 223	9 620	7 989
Assoc. comp	67	(164)	686	(251)
Profit Before Tax	2 004	1 748	9 268	6 300

Strong revenue growth

Revenues (NOKm) *



Comments Q4 (YoY)*

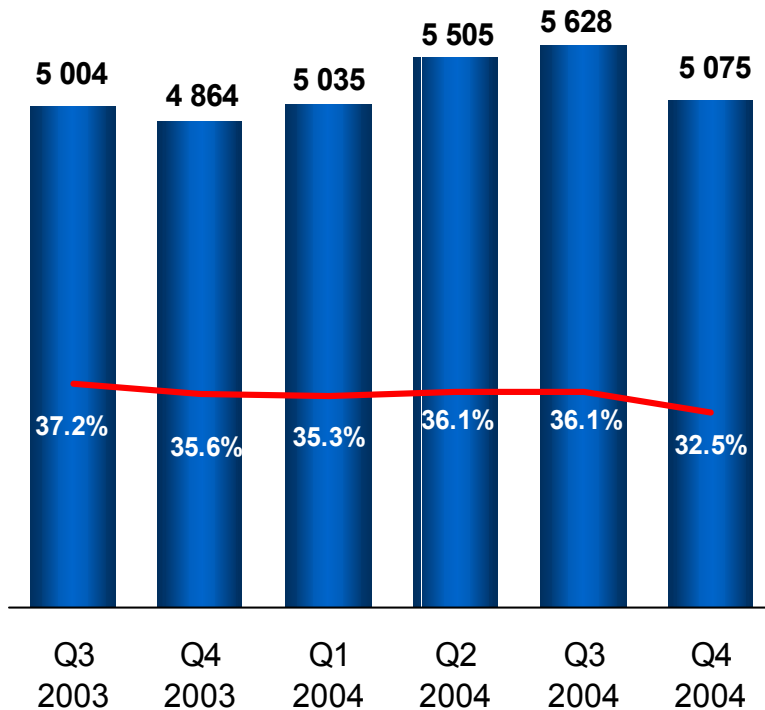
- Revenue growth of 14%
- Underlying growth of 6%
- Underlying Business area growth
 - Mobile: 16%
 - Fixed: -2%
 - Broadcast 5%

* Revenues adjusted for sales gains

Underlying growth: Adjusted for the effect of acquisitions and disposals of operations and currency fluctuations

Adjusted EBITDA

Adjusted EBITDA (NOKm) and Margin



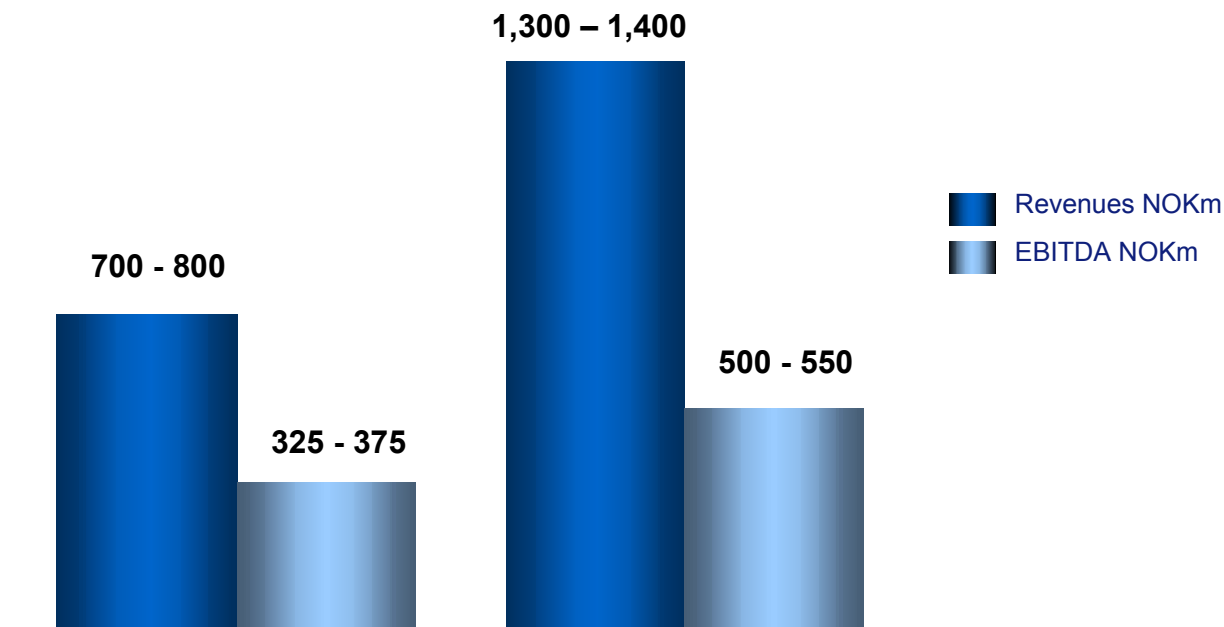
Comments Q4 (YoY)*

- **Weak US dollar has a negative effect on EBITDA**
- **Lower margins due to**
 - Sonofon
 - Broadcast

Annual estimated forex effect for Telenor

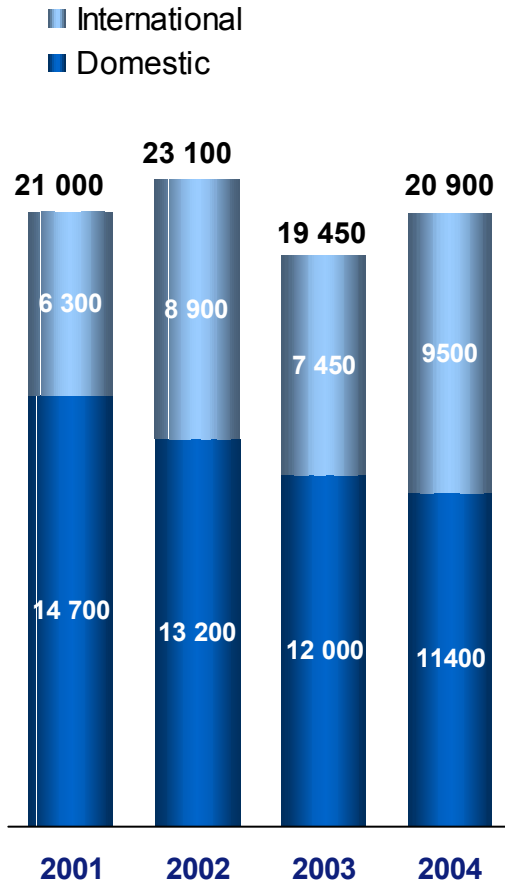
5% increase in USD
related currencies
against NOK

5% increase in all
currencies against
NOK

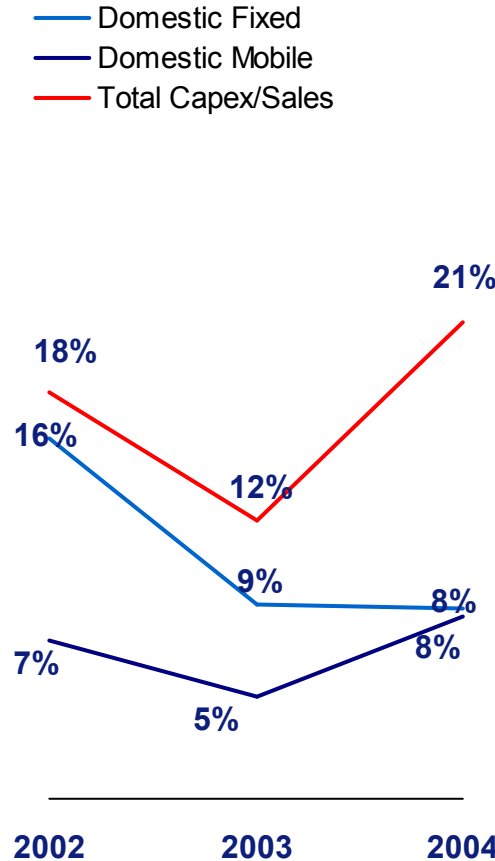


Cost cutting and capital discipline

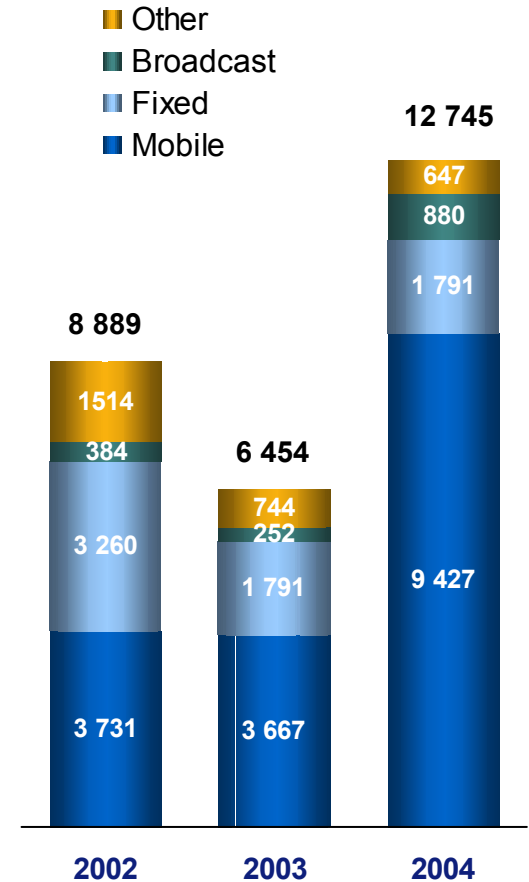
Headcount



Capex / Sales

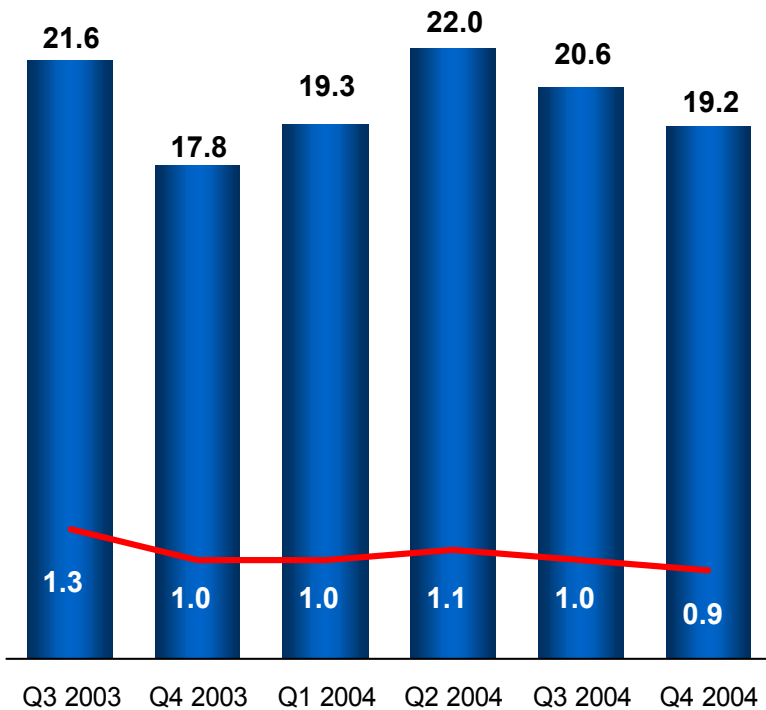


Capex Breakdown 2004 (NOKm)



Net Debt/EBITDA strengthened

Net Debt (NOKbn) to LTM EBITDA (x)

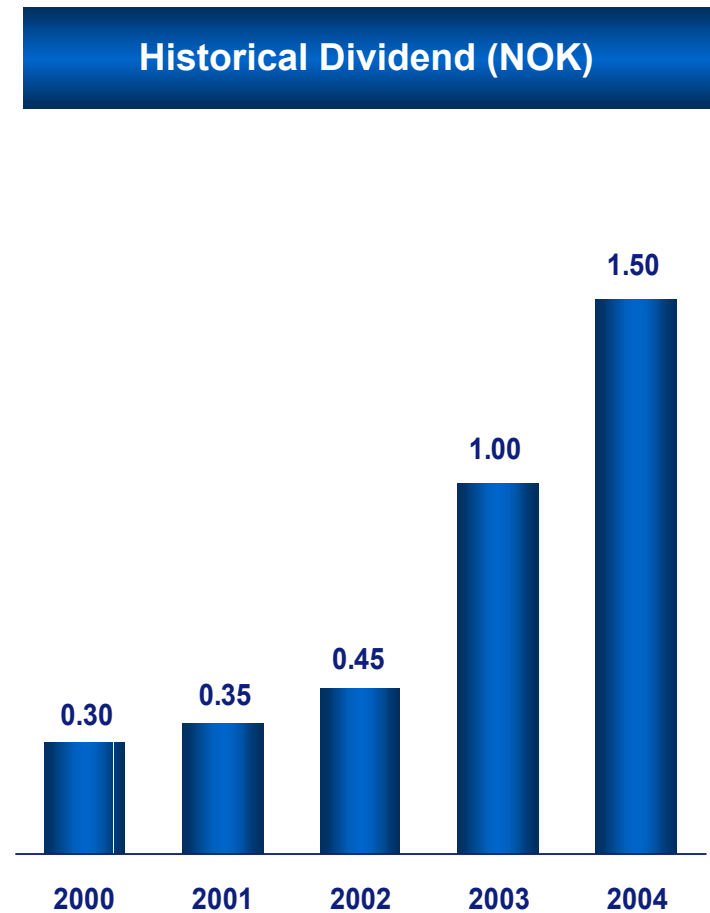


Net Debt Changes (NOKbn)

Net Debt 30 Sept 2004	20.6
EBITDA	- 4.5
Net investment	3.4
Net Interest	0.2
Income tax paid	0.3
Other	(0.8)
Net Debt 31 Dec 2004	19.2

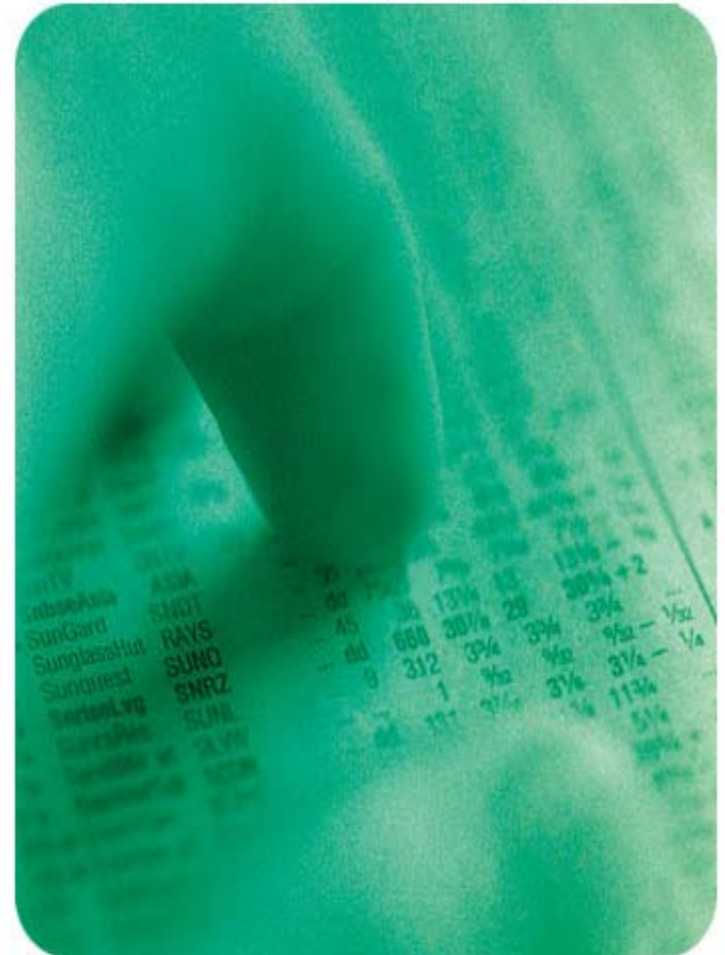
Share buy back and increased dividend

- **Dividend**
 - Pay out ratio: 50%
 - Dividend payment NOK 2.6 Bn
- **Share buy back**
 - NOK 1.3 Bn in the market
 - NOK 1.5 Bn from the government
 - Total NOK 2.8 Bn in 2004



Increased Corporate Cost Distribution in 2005

- **To secure that invoicing of internal costs are in line with new tax laws and international standards**
 - Approx. NOK 500 Mn of corporate costs to be distributed
 - Group margins unchanged
 - Business area margins slightly reduced
 - Cost distribution will be based on the commercial value of the services received



P&L - Telenor Group IFRS*

<i>NOK mill</i>	N GAAP	IFRS Corr	IFRS
Revenues ex gains	60 752	(51)	60 701
EBITDA	20 821	152	20 973
Goodwill amortization	(931)	931	-
Goodwill write down	(2 194)	(308)	(2 502)
Operating profit	6 602	759	7 361
Results from associated companies	718	281	999
Net financial items	1 526	(5)	1 521
Profit before tax and minority interest	8 846	1 033	9 879
Minority interest	(1 134)	(71)	(1 205)
Taxes	(2 484)	(32)	(2 516)

*The figures are preliminary and not audited. New pronouncements and interpretations may also influence the final IFRS figures for 2004. The final audited figures will not be ready before year end 2005.

Outlook for 2005

Mobile

- High growth in revenues and EBITDA
- Cost reductions in Nordic operations
- Increased Capex

Domestic Fixed Line

- Slight decrease in revenue and EBITDA
- Strong growth in ADSL subscribers

Broadcast

- Improved EBITDA

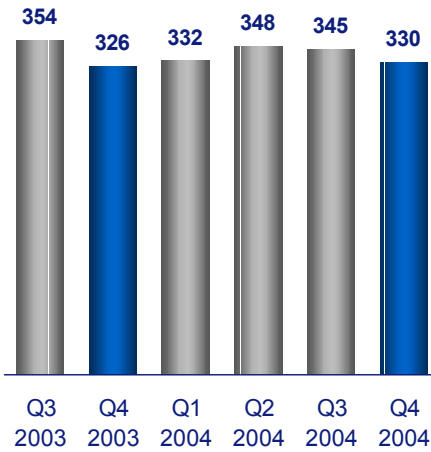
Telenor Group

- High revenue growth
- High EBITDA growth
- Capex/sales ratio stable vs. 2004

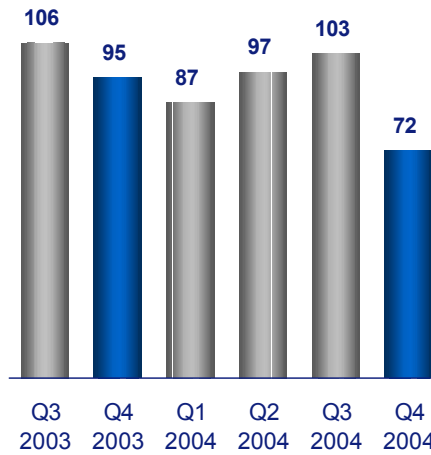
Appendix

ARPU development in mobile companies (NOK)

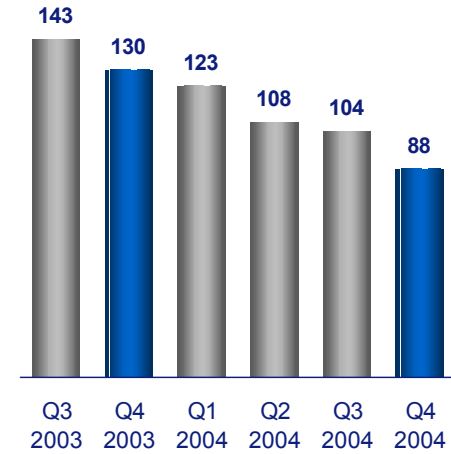
Telenor Mobil - Norway



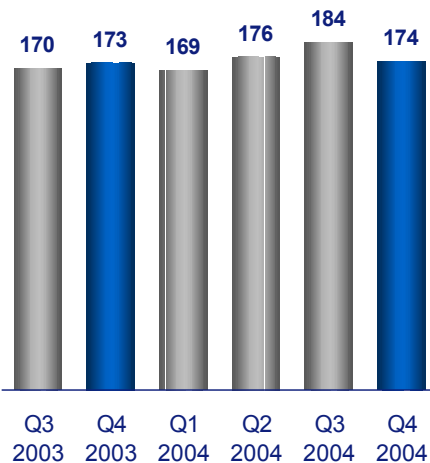
Kyivstar - Ukraine



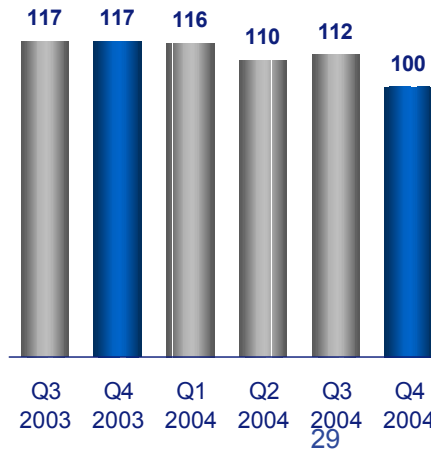
Grameen - Bangladesh



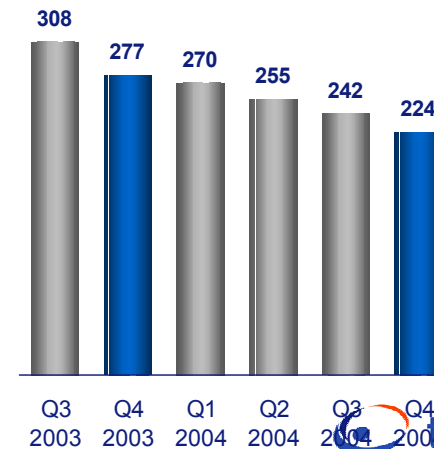
Pannon - Hungary



Digi - Malaysia

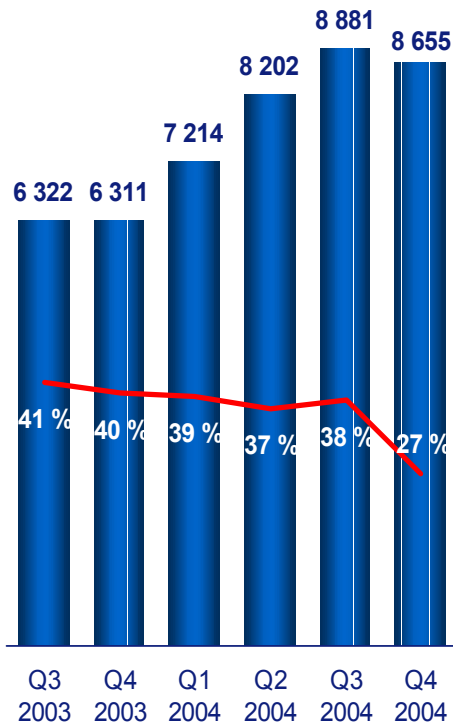


Sonofon - Denmark



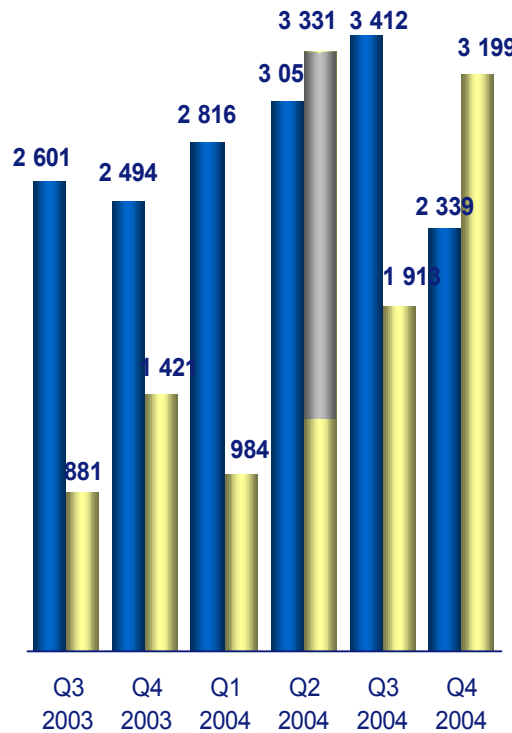
Mobile Quarterly financial development

Revenues (NOKm) / EBITDA %

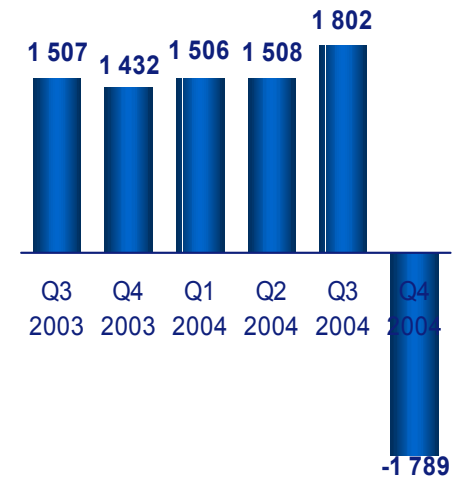


EBITDA and Capex (NOKm)

■ EBITDA ■ CAPEX



EBIT (NOKm)



Excludes sales gains / losses

■ License fee Pakistan

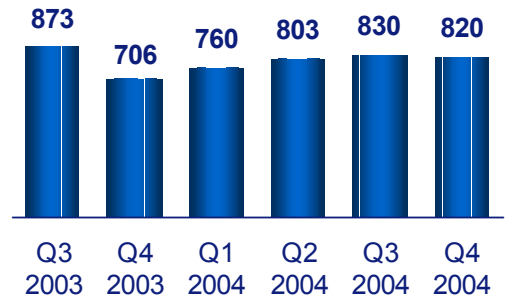
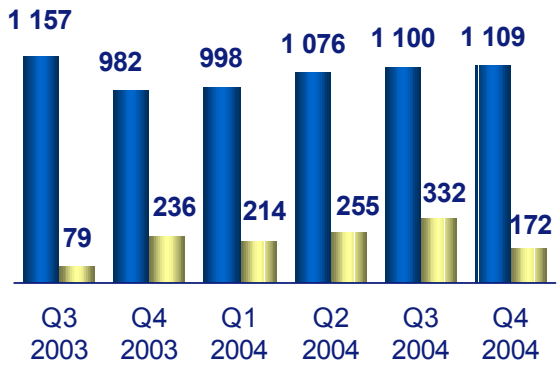
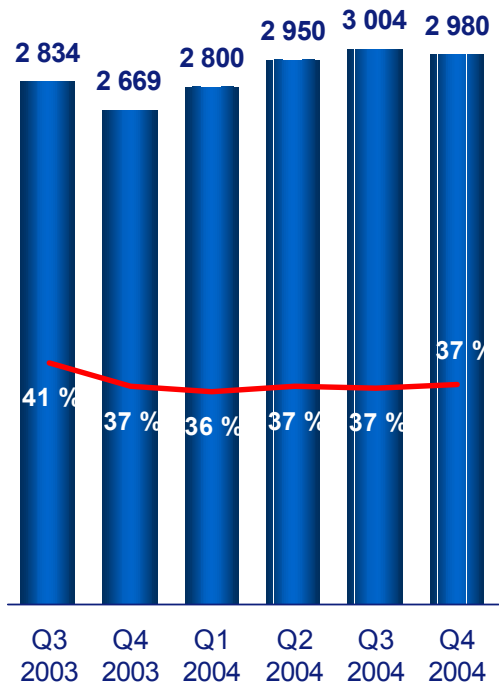
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX





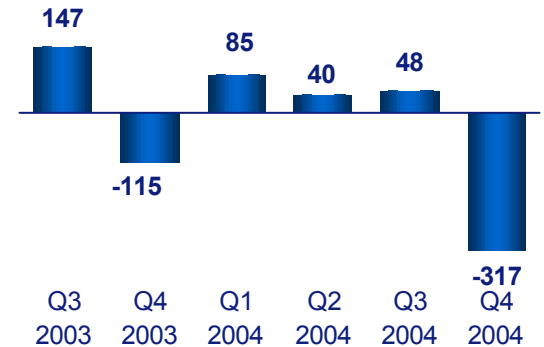
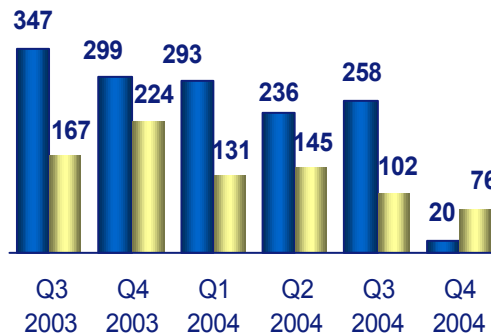
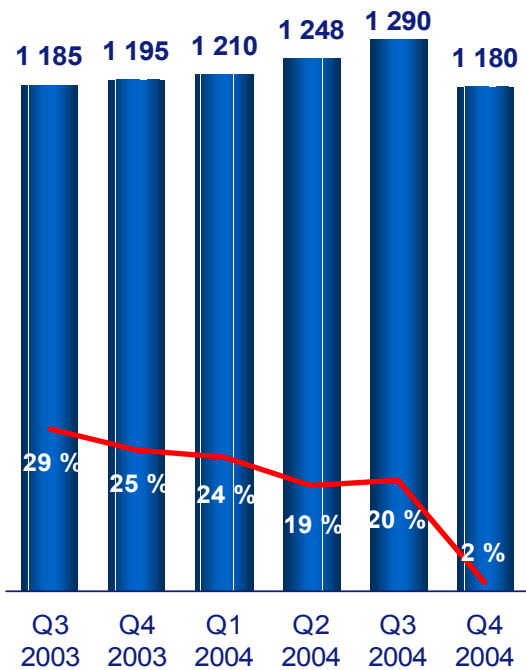
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX



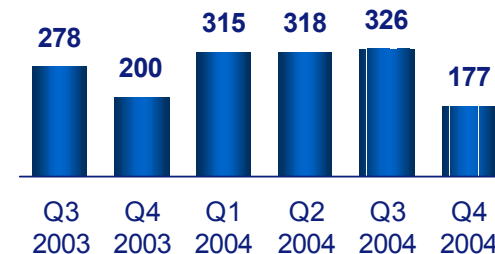
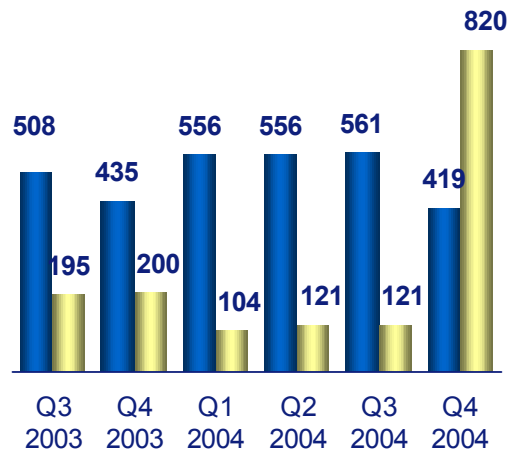
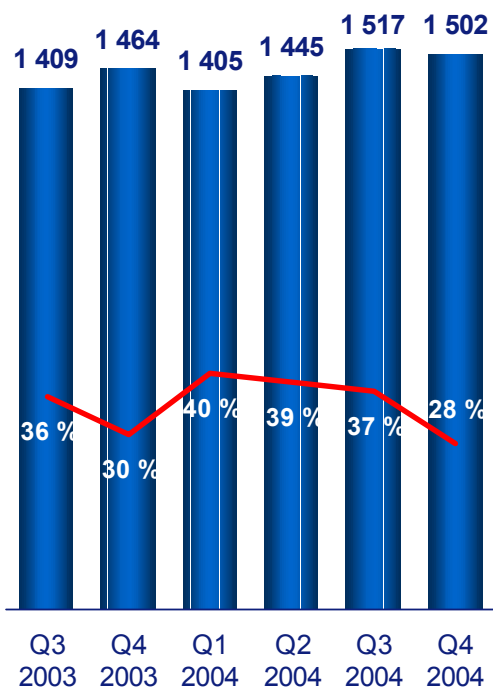
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX



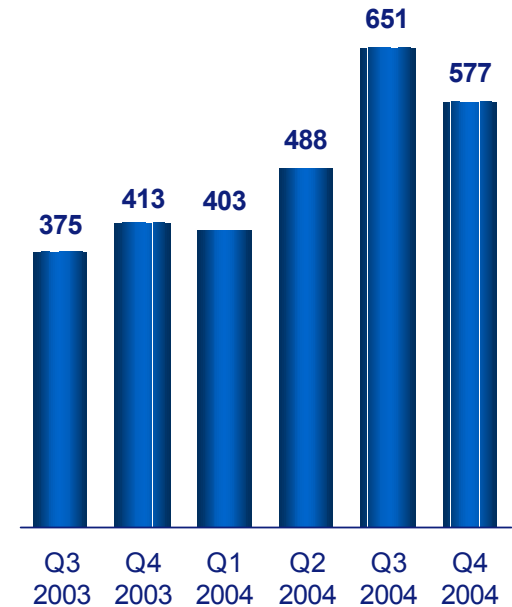
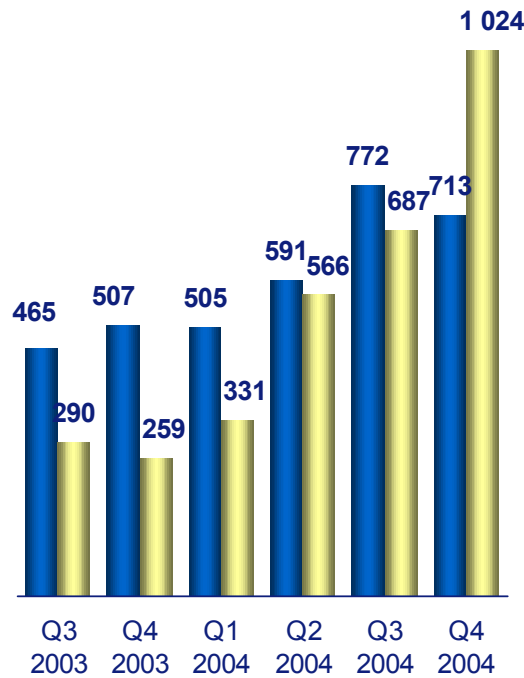
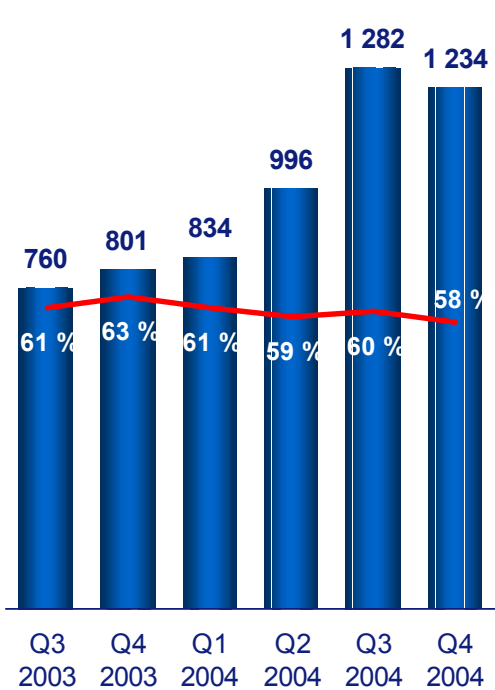
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX



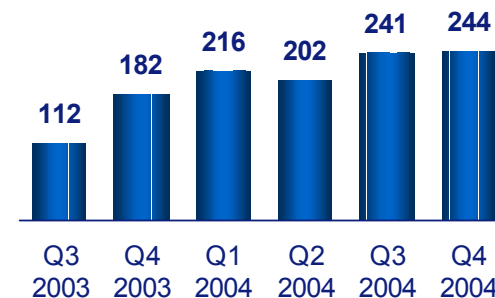
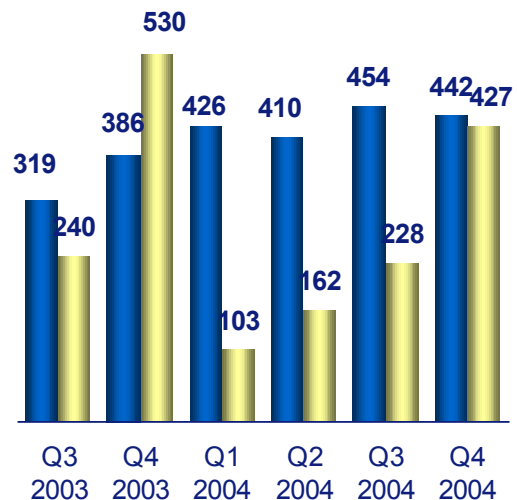
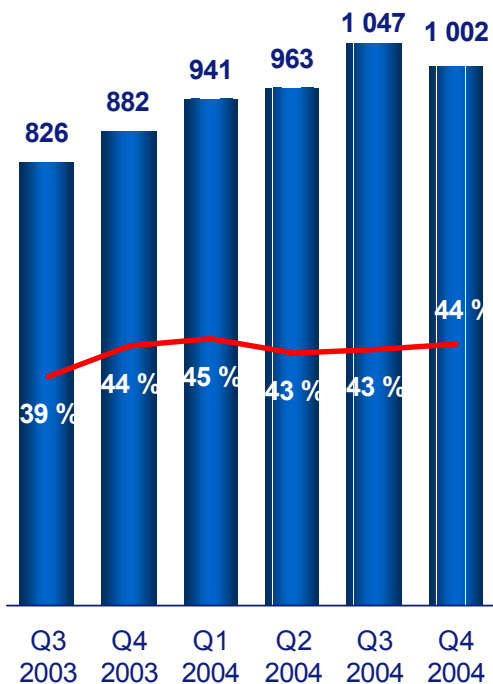
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX



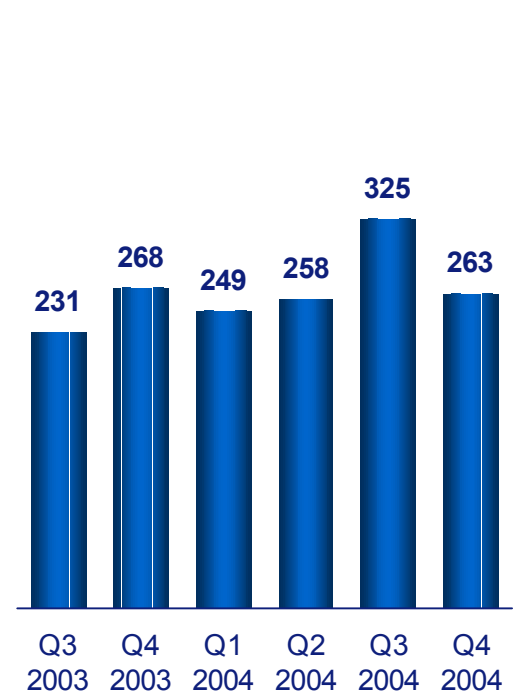
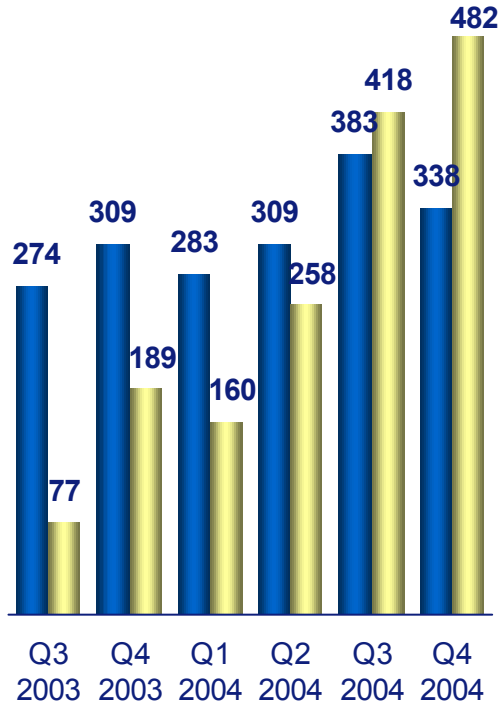
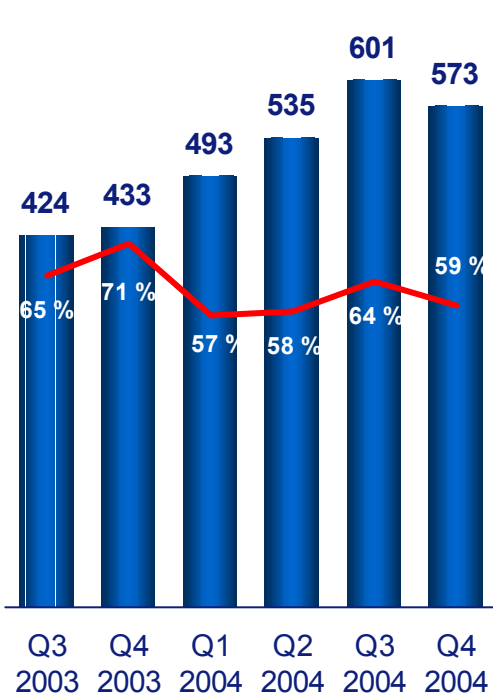
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX



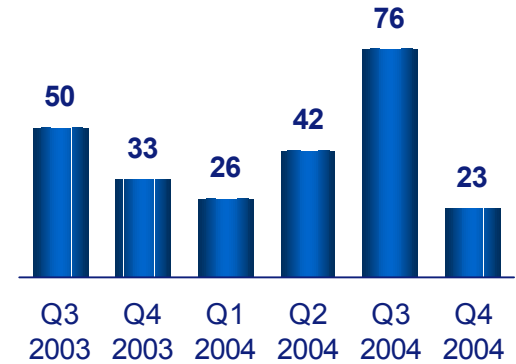
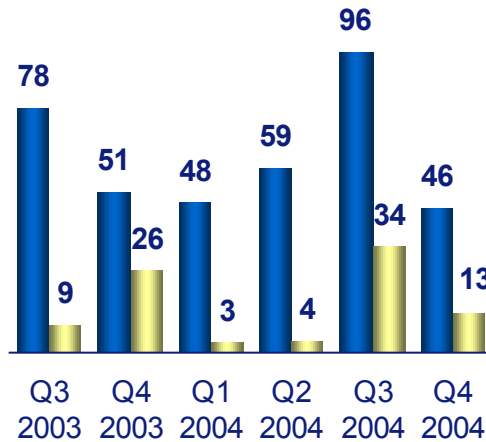
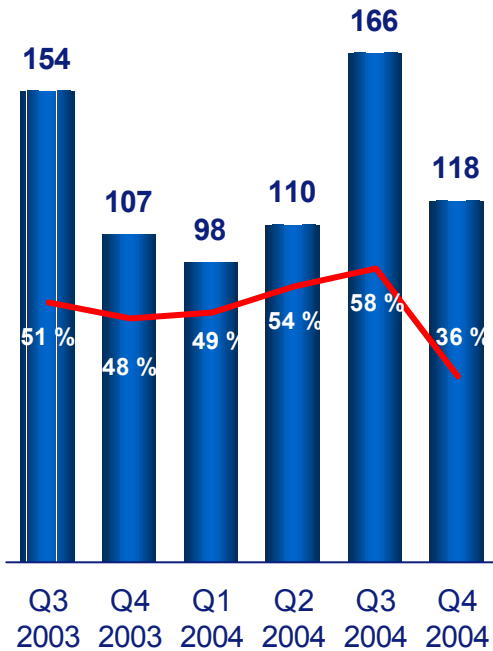
Quarterly financial performance

Revenues (NOKm) / EBITDA %

EBITDA and Capex (NOKm)

EBIT (NOKm)

■ EBITDA ■ CAPEX



Net interest-bearing debt in partly owned subsidiaries

Net interest-bearing debt				
NOK million	Ownership interest	Net interest-bearing debt		
		Q4 2004	Q3 2004	Q4 2003
DiGi.Com	61.0%	48	383	893
Kyivstar	56.51%	1.443	1.360	903
GrameenPhone	62.0%	-7	-246	-102
EDB Business Partner	51.8%	628	178	403

DTAC and VimpelCom

- **Strong growth in subscribers**
 - VimpelCom¹
 - 25,7 Million in Russia end of December. Net adds of 6 mill. in 4Q2004 ¹
 - 0,9 Million in Kazakhstan (Source: UFG)
 - Growth in market share to 34,6% (33,4% last quarter)
 - DTAC 7.8 million ²
- **Telenor' share of Market Value**
 - VimpelCom: 13.38 NOKBn ³
 - Market value DTAC and UCOM: 4.2 NOKBn ³

Note 1 Source: IKS Consulting

Note 2: Subscriber figures end of December 2004 published by company

Note 3: Stock exchange rates as at December 31

International mobile associates

International Mobile Associates Total per Company 2003- 2004

(100% figures in NOK millions according to local GAAP)

	Subscriptions ('000) ¹⁾			Revenues YTD			EBITDA YTD ²⁾			CAPEX YTD		Net debt ³⁾
	Sept 30 2003	Sept 30 2004	%-change 2003/2004	Sept 30 2003	Sept 30 2004	%-change 2003/2004	Sept 30 2003	Sept 30 2004	%-change 2003/2004	Sept 30 2003	Sept 30 2004	Sept 30 2004
Europe												
One (Austria)	1 370	1 455	6 %	3 874	4 491	16 %	1 209	1 350	12 %	449	402	10 220
Russia												
VimpelCom ⁴⁾	9 259	20 545	122 %	6 589	10 409	58 %	3 028	5 114	69 %	3 416	5 105	5 876
Southeast Asia												
DTAC	6 257	7 640	22 %	3 858	4 926	28 %	1 445	1 941	34 %	742	683	5 836
UCOM ⁵⁾	-	-		2 759	3 580	30 %	151	155	3 %	14	31	627

1) Subscriber figures based on companies own counting methods

2) EBITDA consists of earnings before interest, tax, depreciation and amortization excluding gains/(losses) from sales of fixed assets and operations

3) Net debt consists of long term and short term interest-bearing debt minus cash. Closing exchange rates used

4) VimpelCom CAPEX excludes acquisitions of new entities

5) UCOMs Capex figure represents purchase of fixed assets in CF Statement