



Telenor – Fourth Quarter 2011

Jon Fredrik Baksaas, CEO

Disclaimer

The following presentation is being made only to, and is only directed at, persons to whom such presentation may lawfully be communicated ('relevant persons'). Any person who is not a relevant person should not act or rely on this presentation or any of its contents. Information in the following presentation relating to the price at which relevant investments have been bought or sold in the past or the yield on such investments cannot be relied upon as a guide to the future performance of such investments.

This presentation does not constitute an offering of securities or otherwise constitute an invitation or inducement to any person to underwrite, subscribe for or otherwise acquire securities in any company within the Telenor Group. The release, publication or distribution of this presentation in certain jurisdictions may be restricted by law, and therefore persons in such jurisdictions into which this presentation is released, published or distributed should inform themselves about, and observe, such restrictions.

This presentation contains statements regarding the future in connection with the Telenor Group's growth initiatives, profit figures, outlook, strategies and objectives. In particular, the section 'Outlook for 2012' contains forward-looking statements regarding the Telenor Group's expectations. All statements regarding the future are subject to inherent risks and uncertainties, and many factors can lead to actual profits and developments deviating substantially from what has been expressed or implied in such statements.

Q4 2011

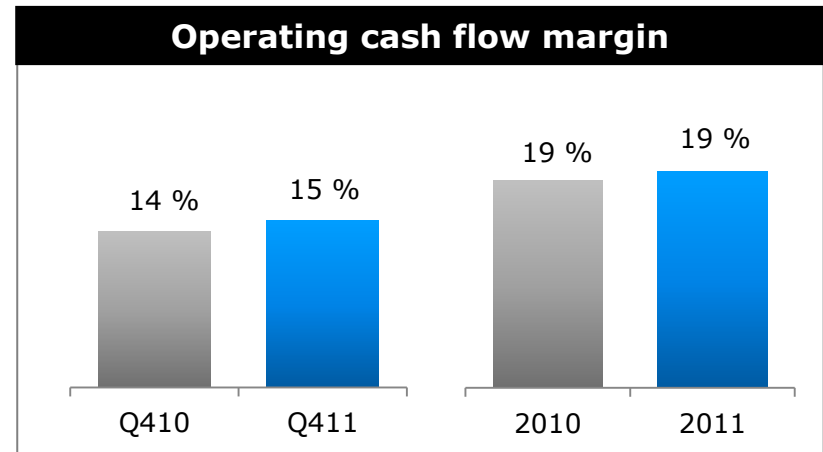
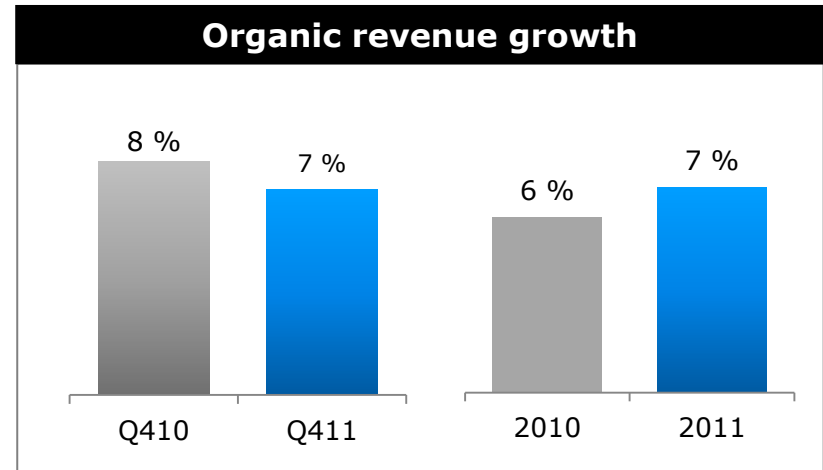
Completing a year of strong growth

Fourth quarter

- 7% organic revenue growth
- 7 million mobile subscribers added
- 29% EBITDA margin

Full year 2011

- 7% organic revenue growth
- 29 million mobile subscribers added
- 19% operating cash flow margin
- Proposed DPS of NOK 5.00

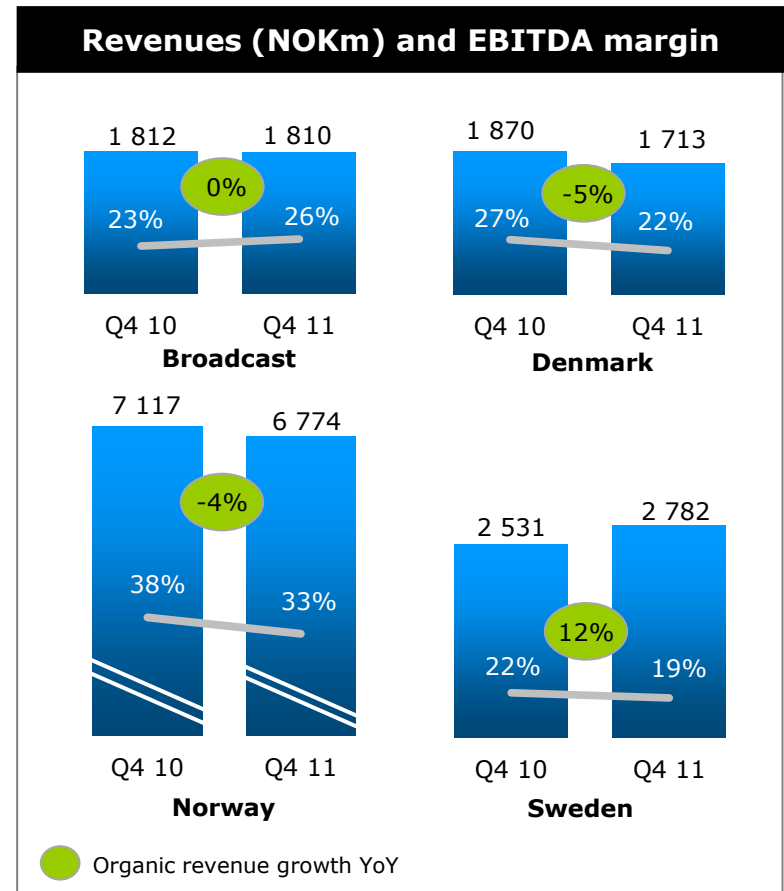


Operating cash flow from continuing operations, excluding licences and spectrum
Operating cash flow defined as EBITDA before other items - capex

Q4 2011 – Nordic

High market activities and strong handset sales

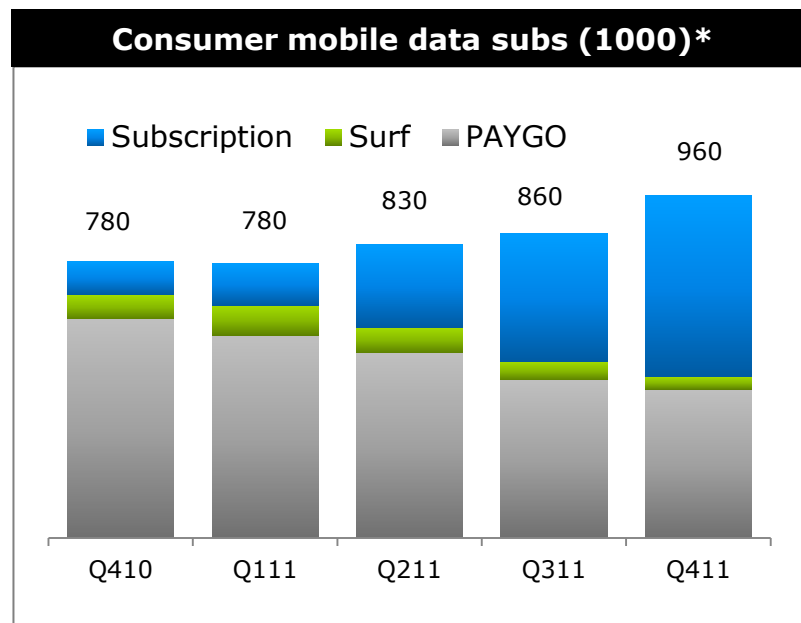
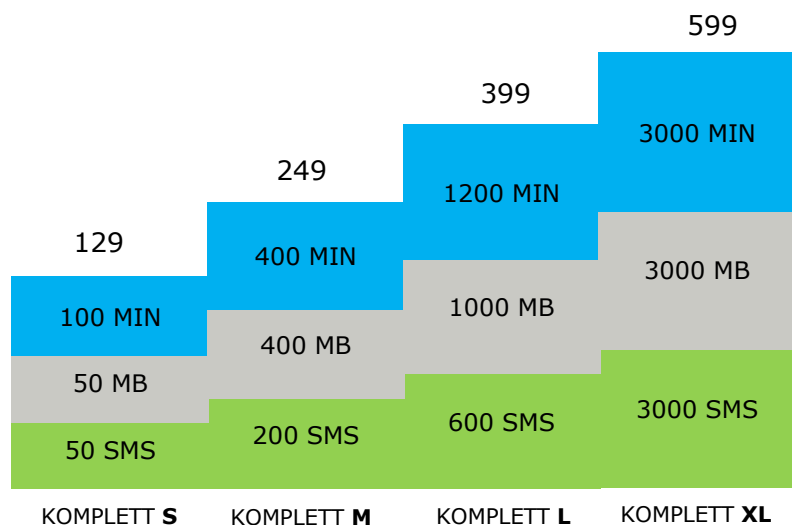
- Strong handset sales in all markets
- Speeding up migration to new price plans in Norway
- Network swap completed in Norway
- Underlying strong development in Sweden and Broadcast
- Challenging market conditions in Denmark



Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items

Q4 2011 - Norway

Speeding up migration to new mobile price plans



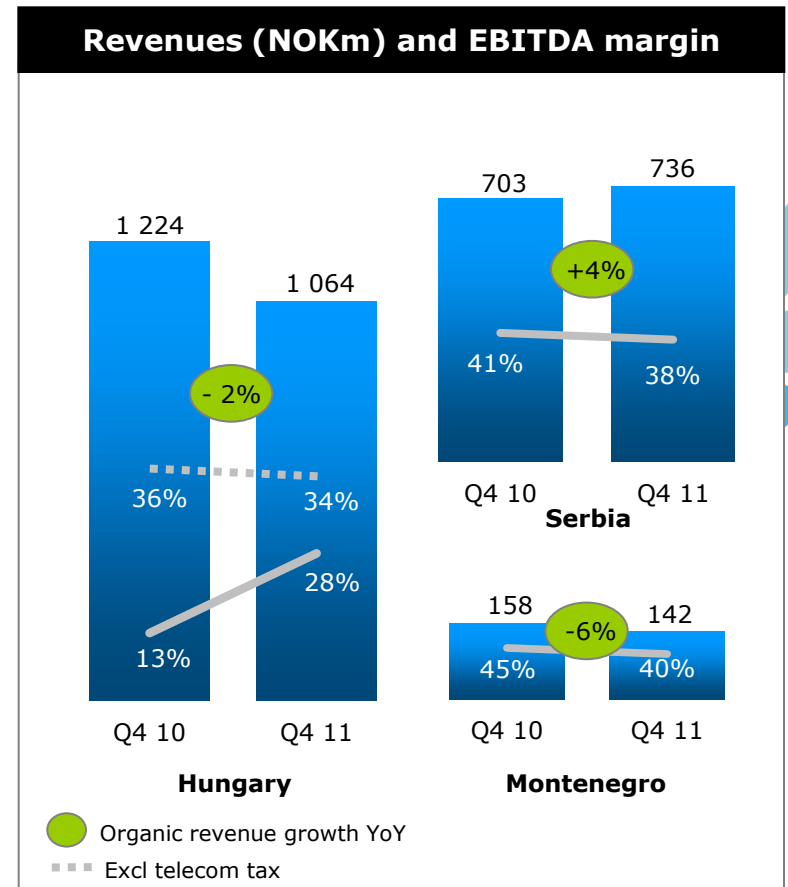
- Q4 campaign: 2 months for free on bundled price plans
- 576k subscribers on new consumer price plans at year-end

* Excluding large screen users

Q4 2011 – CEE

Completing network swaps in Serbia and Hungary

- 11% service revenue growth in Serbia
- Increased ARPU excluding MTR cut in Hungary
- Weakening of Hungarian forint increases handset cost and capex
- More challenging macro economic outlook

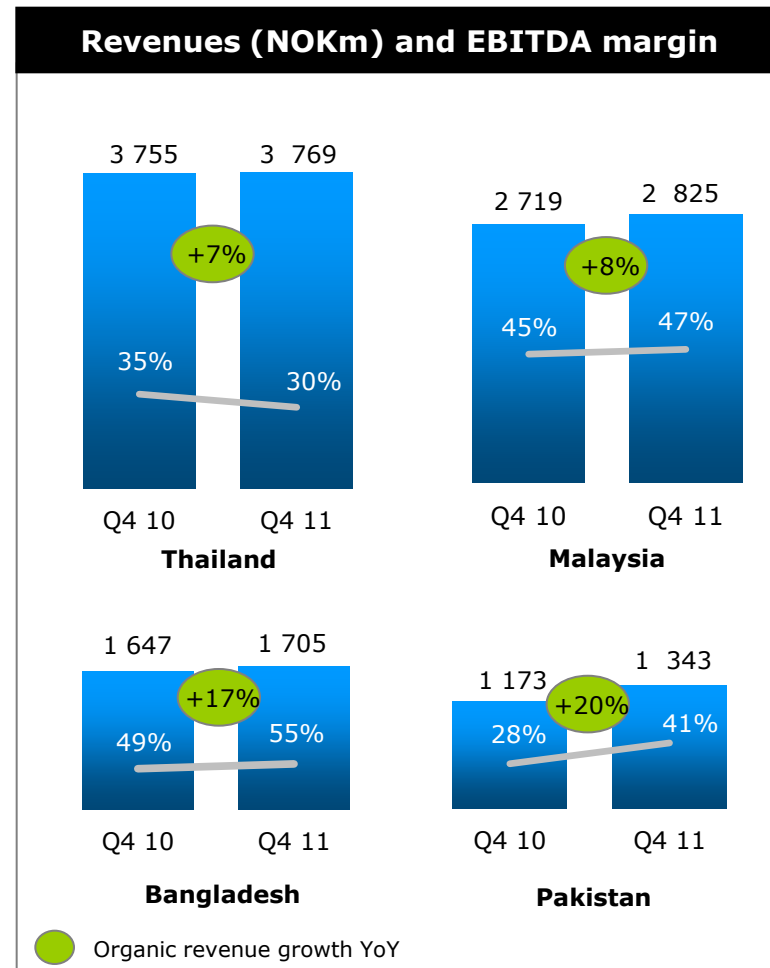


Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items

Q4 2011 – Asia

Solid growth and strong margins in Asia

- 11% organic revenue growth excluding India
- ARPU growth and strong opex control in Pakistan
- Network outage in Thailand
- Increased revenue share in Thailand from September
- Data key revenue driver in Malaysia
- Awaiting final decision on 2G licence renewal in Bangladesh

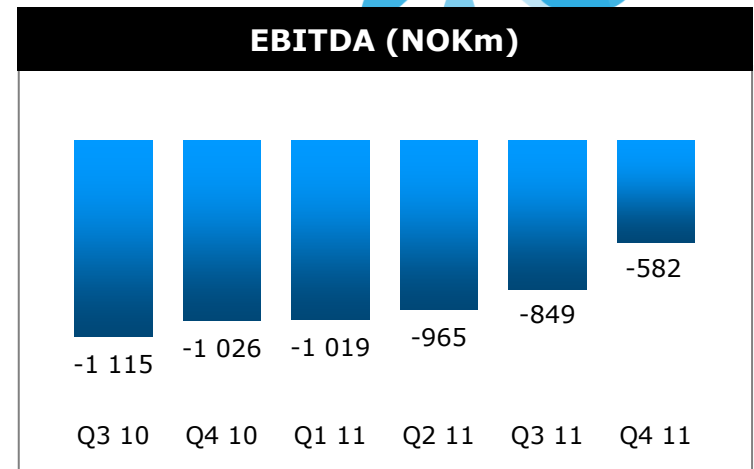
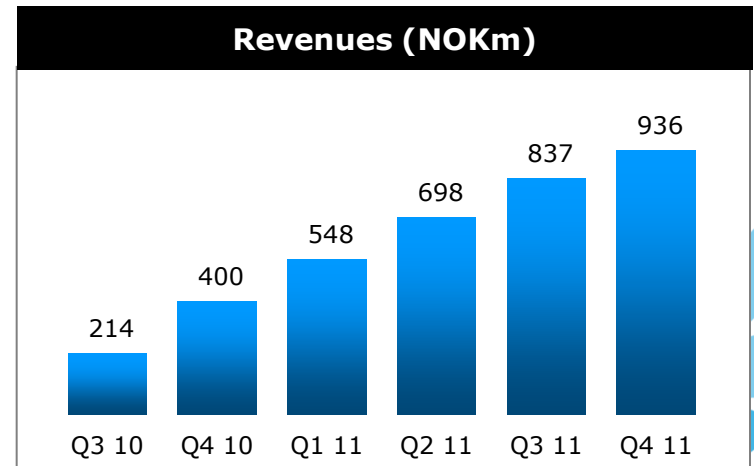


Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items

Q4 2011 - India

Indian Supreme Court cancels licences from 2 June

- Total subscriber base of 28 million*
- Continued operational improvement
- Telenor strongly penalised by actions prior to entry
- Working to protect our investment
- Consider every option prior to further investments

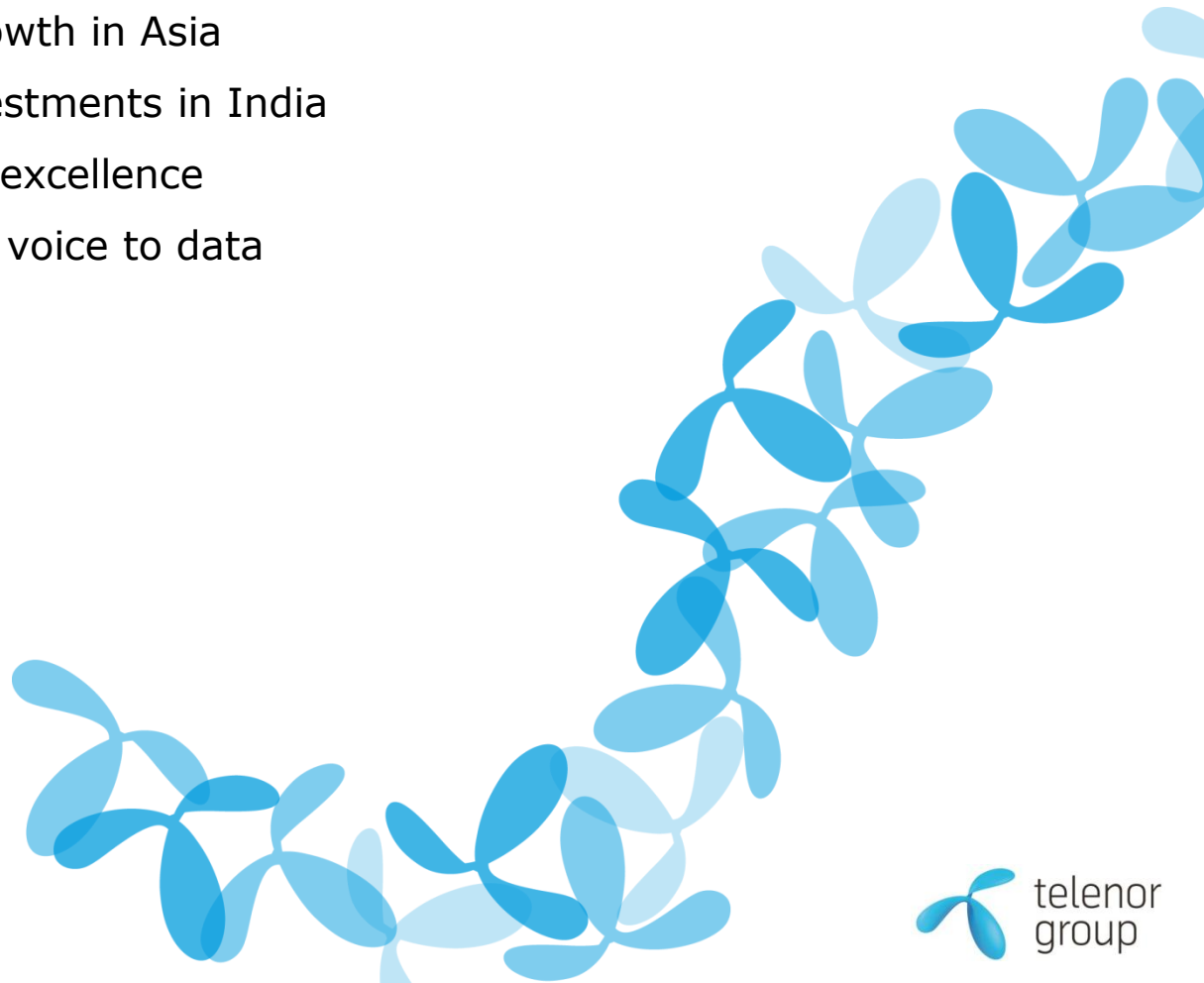


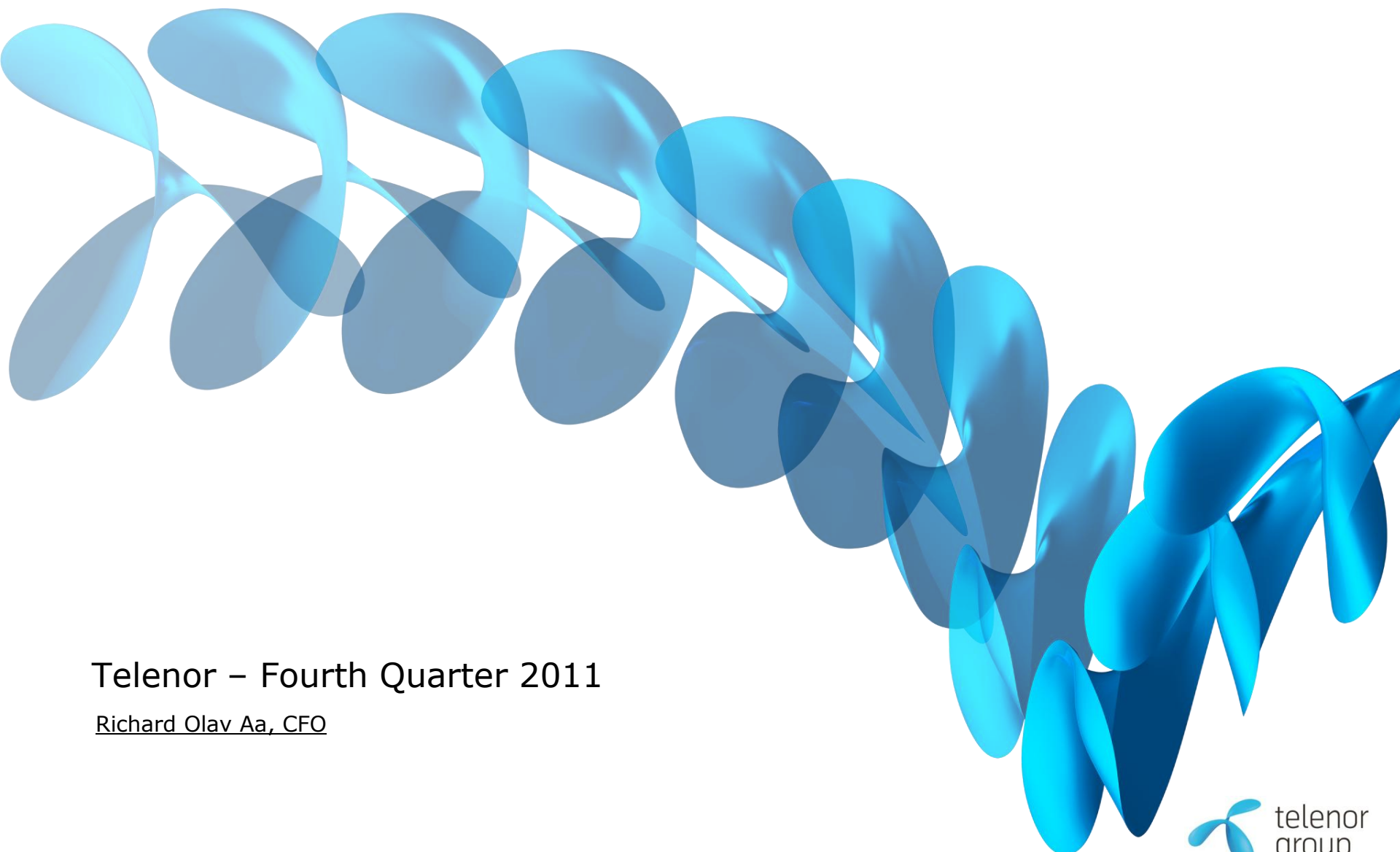
*) Based on 30 days definition of active subscribers
EBITDA before other items

Q4 2011

Priorities in 2012

- Continue to capture growth in Asia
- Clarify platform for investments in India
- Execute on operational excellence
- Manage transition from voice to data





Telenor – Fourth Quarter 2011

Richard Olav Aa, CFO

Q4 2011

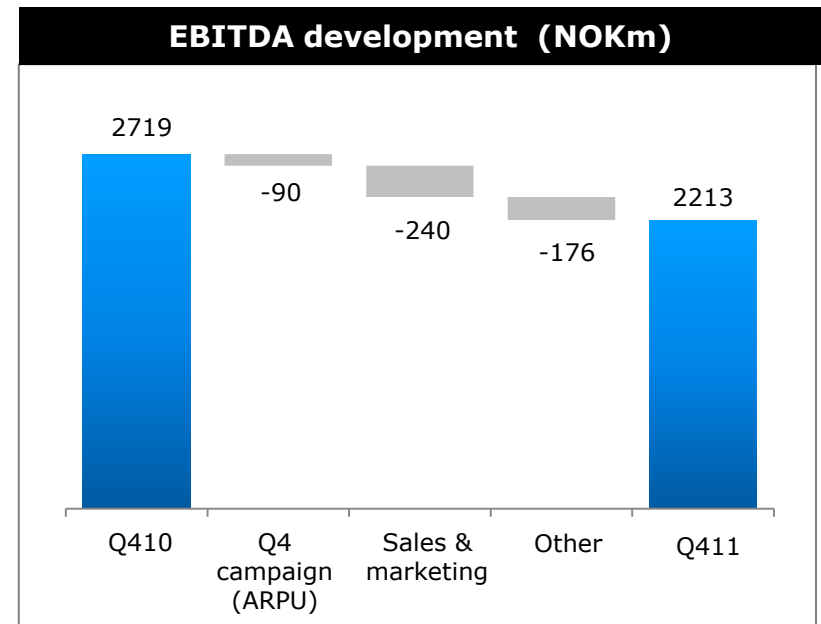
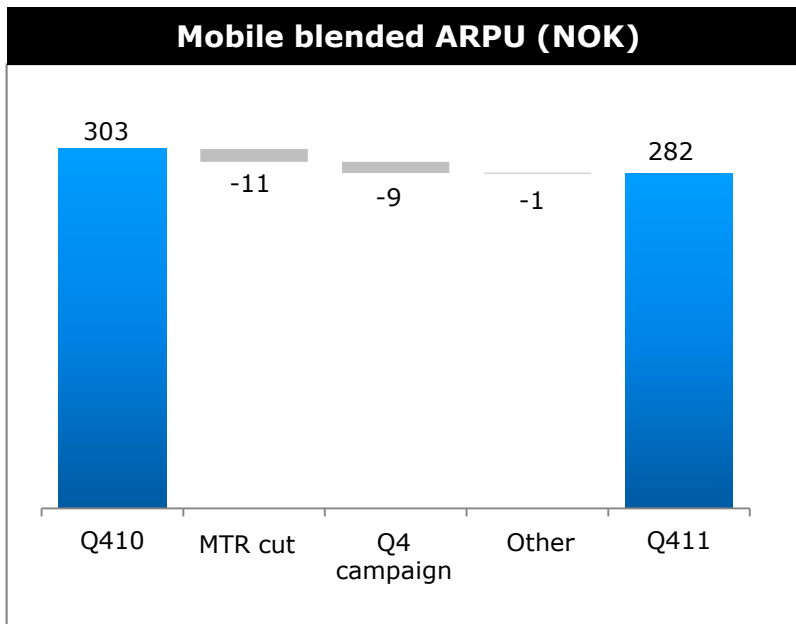
Full-year performance in line with outlook

India	Outlook 2011	Actual 2011
EBITDA loss	NOK 3.5 - 4.0 bn	NOK 3.4 bn
Capex	Around NOK 1.0 bn	NOK 1.0 bn

Group	Outlook 2011	Actual 2011
Organic revenue growth	6 - 7%	6.7%
EBITDA margin	Above 31%	31.0%
Capex / sales	11 - 12%	11.6%

Q4 2011

Market activities impacting Q4 results in Norway

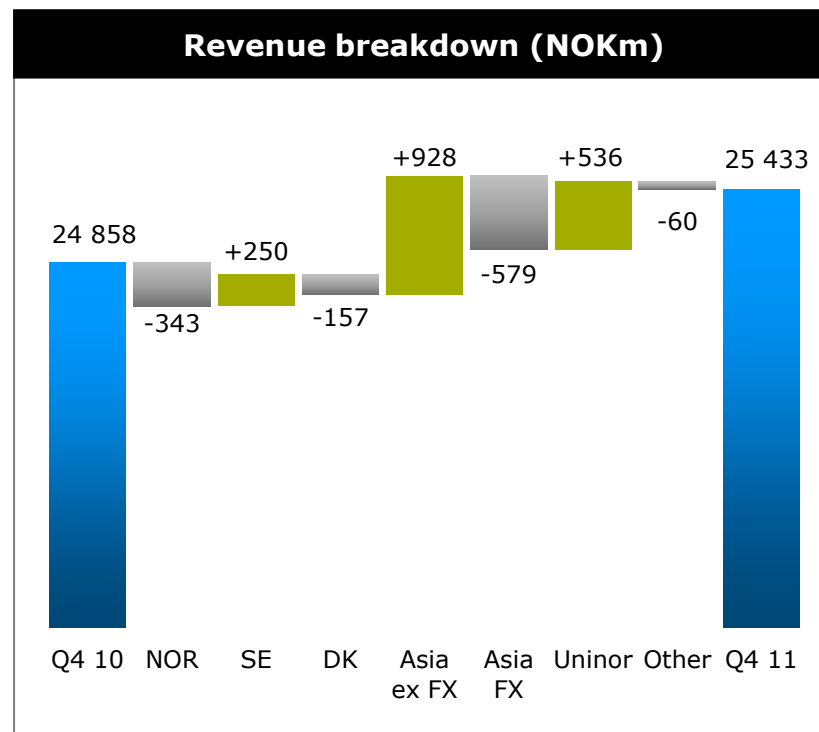
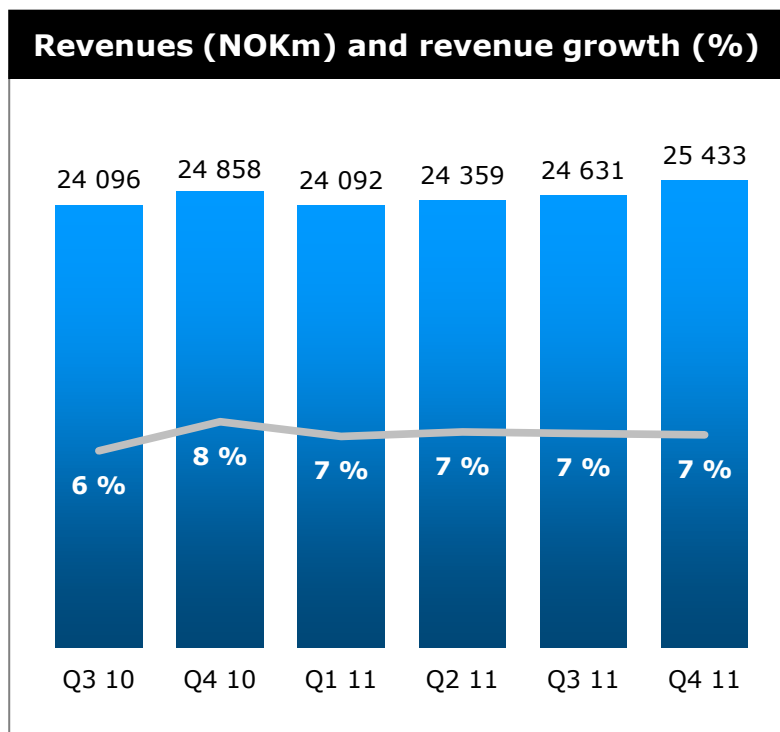


- Stable mobile ARPU excl MTR reduction and Q4 campaign

- Margin recovery expected from Q1/Q2 2012

Q4 2011

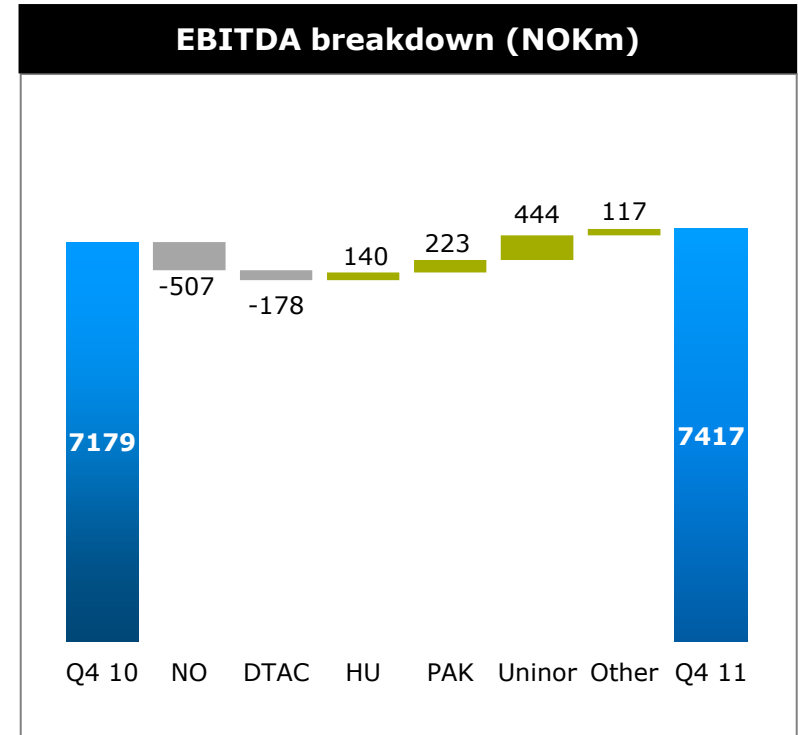
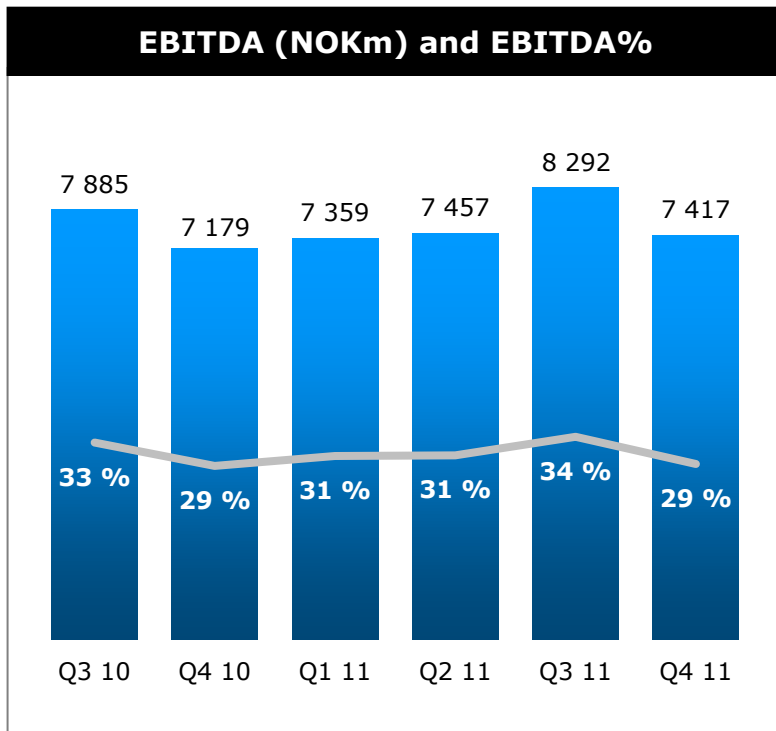
7% organic revenue growth



Organic revenue growth in fixed currency, adjusted for acquisitions and disposals.

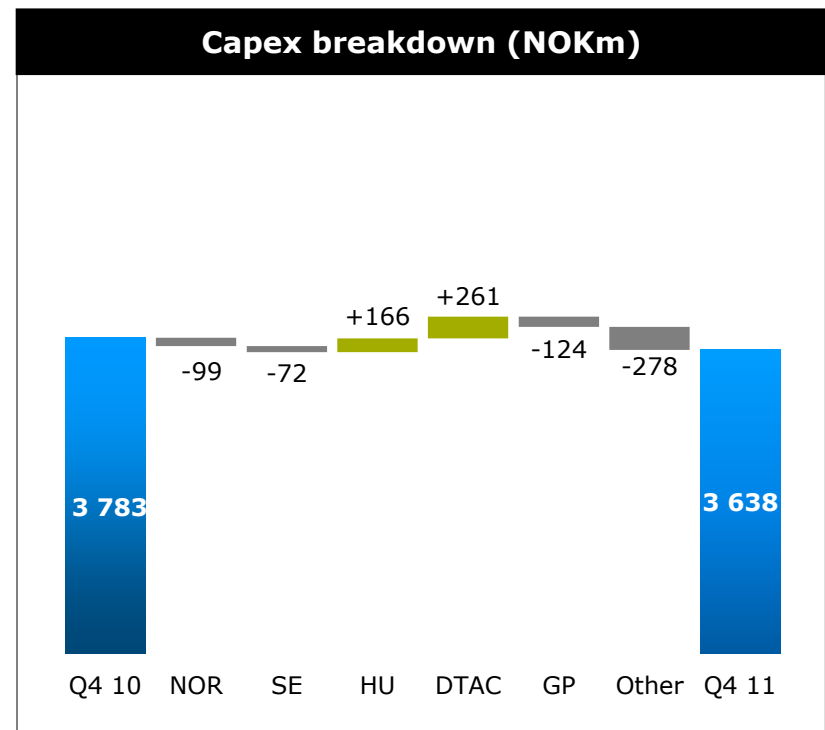
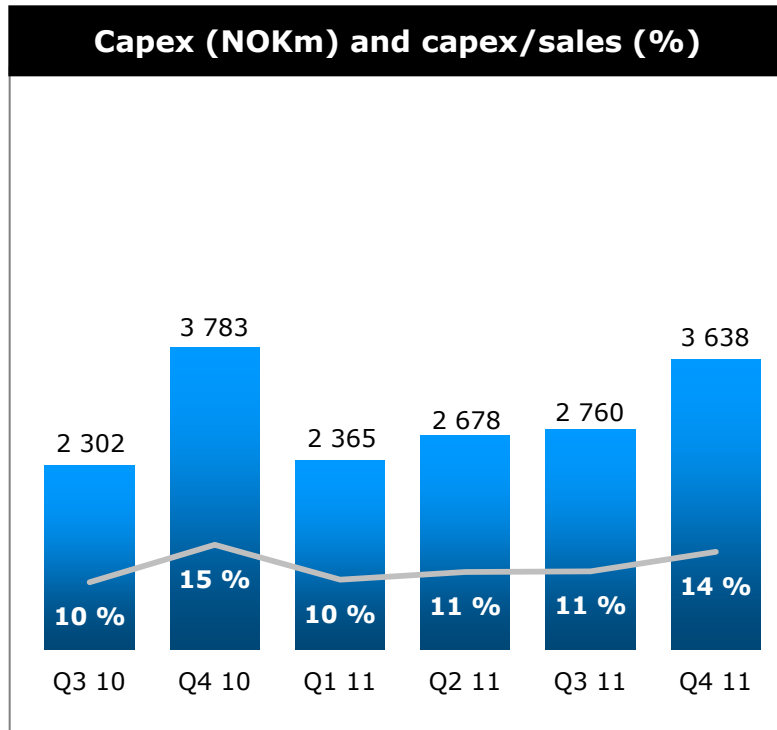
Q4 2011

EBITDA growth driven by reduced losses in India



Q4 2011

Capex focused on mobile network modernisation

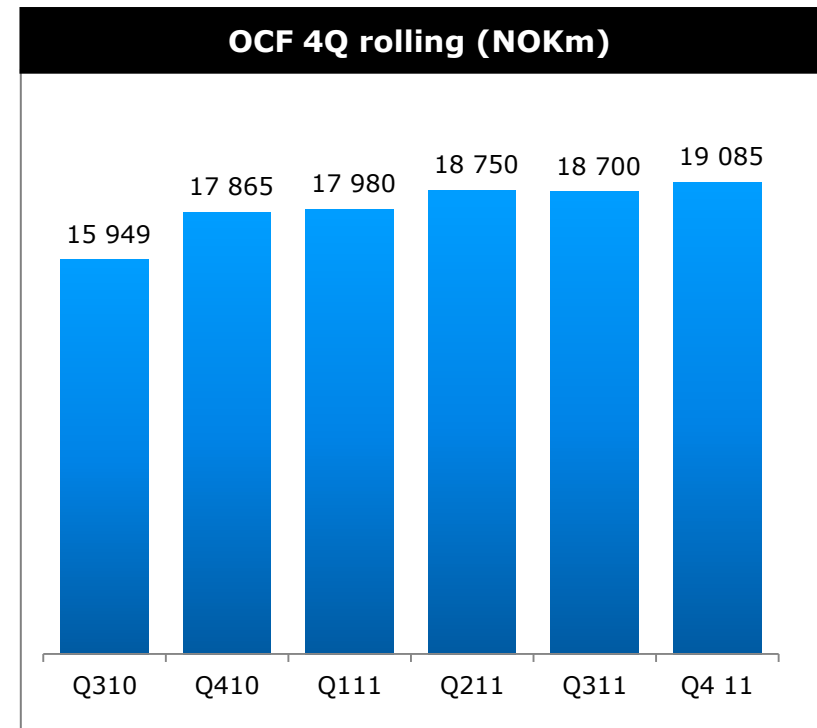
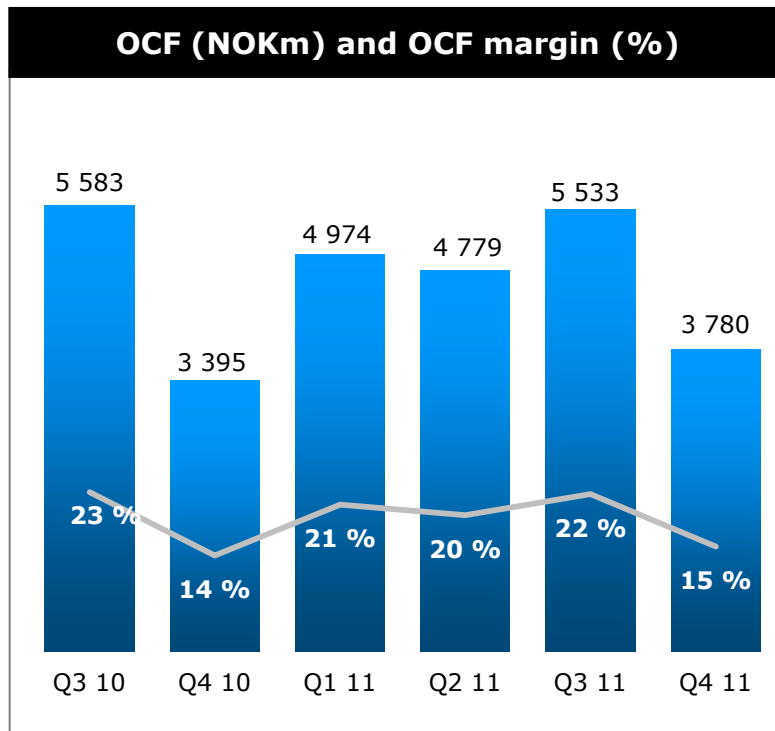


Capex from continuing operations

Capex and capex/sales ratio excluding licence fees.

Q4 2011

Operating cash flow of NOK 19 bn in 2011

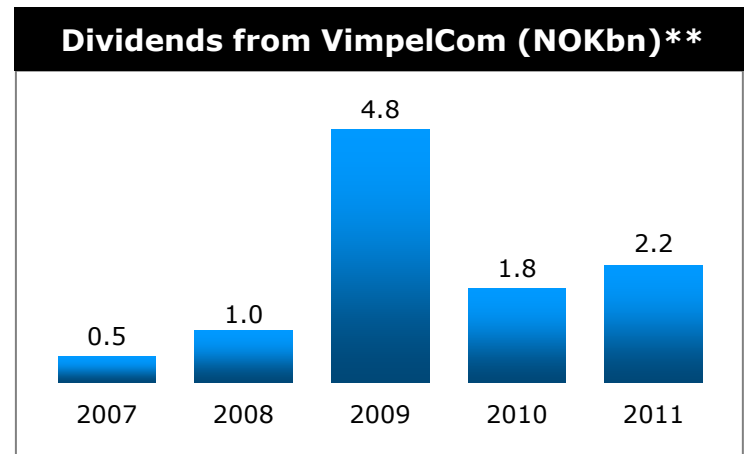
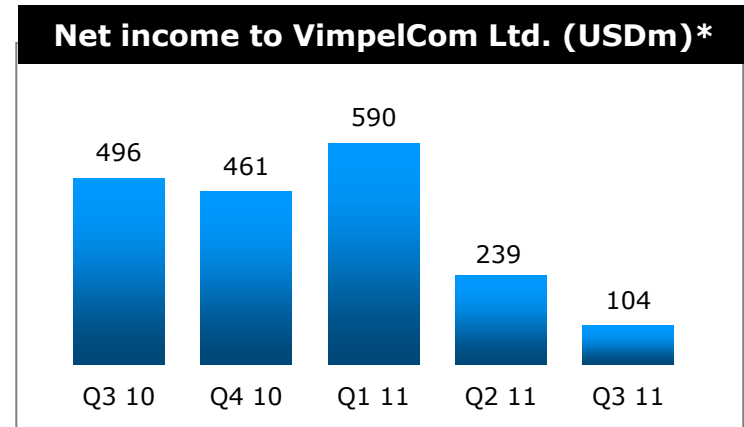


Operating cash flow from continuing operations, excluding licence fees
Operating cash flow defined as EBITDA before other items - capex

Q4 2011

Dividends of NOK 1.3 bn from VimpelCom

- Q2-Q3 financials impacted by currency losses
- Value Agenda introduced at investor Day in November
 - Profitable Growth
 - Operational Excellence
 - Capital Efficiency
- Interim dividend of USD 0.45 per share paid out in Q4 2011



*) Source: VimpelCom company reporting

***) Telenor's share of total dividends from OJSC VimpelCom and Kyivstar for 2004-2009 and from VimpelCom Ltd for 2010 and 2011. The graph shows the year the dividends were received.

Q4 2011

Remaining net exposure to India of NOK 2.4 bn

NOKm	Investments	Accumulated losses	Recorded equity
Equity injection	8 900	-12 500	-3 600
Guaranteed debt	8 100		
SBI guarantee	1 100		
Gross exposure	18 100		

- Write-down of NOK 4.1 billion related to licences and goodwill in India following Supreme Court ruling to cancel licences
- Negative equity value of NOK 3.6 billion after write-down
- Remaining net exposure to India (after tax) of approx. NOK 2.4 bn

Q4 2011

Fourth quarter reported income statement

NOKm	Q4 11	Q4 10	
Revenues	25 433	24 858	
EBITDA before other items	7 417	7 179	
Other items	-334	-217	<ul style="list-style-type: none"> Norway (NOK -168m), Denmark (NOK -37), Hungary (NOK -36m), Pakistan (NOK -47m), Broadcast (NOK -88m)
EBITDA	7 084	6 962	
Depreciation	-3 885	-4 145	
Impairments	-4 270	-14	<ul style="list-style-type: none"> Write-down of licences and goodwill related to India of NOK 4.141m
EBIT	-1 071	2 803	
Associated companies	284	1 130	<ul style="list-style-type: none"> Net contribution from VimpelCom of NOK 1,316m
Net financials	-985	-492	<ul style="list-style-type: none"> Net contribution from VimpelCom of NOK 313m
Profit before taxes	-1 772	3 442	
Taxes	-747	-1 237	<ul style="list-style-type: none"> Loss on hedge of Uninor investment previously recorded to equity NOK 350m
Profit from continuing operations	-2 519	2 205	
Net income to Telenor	-1 937	2 104	
EPS from cont. operations (NOK)	-1.22	1.22	

2011

Full-year reported income statement

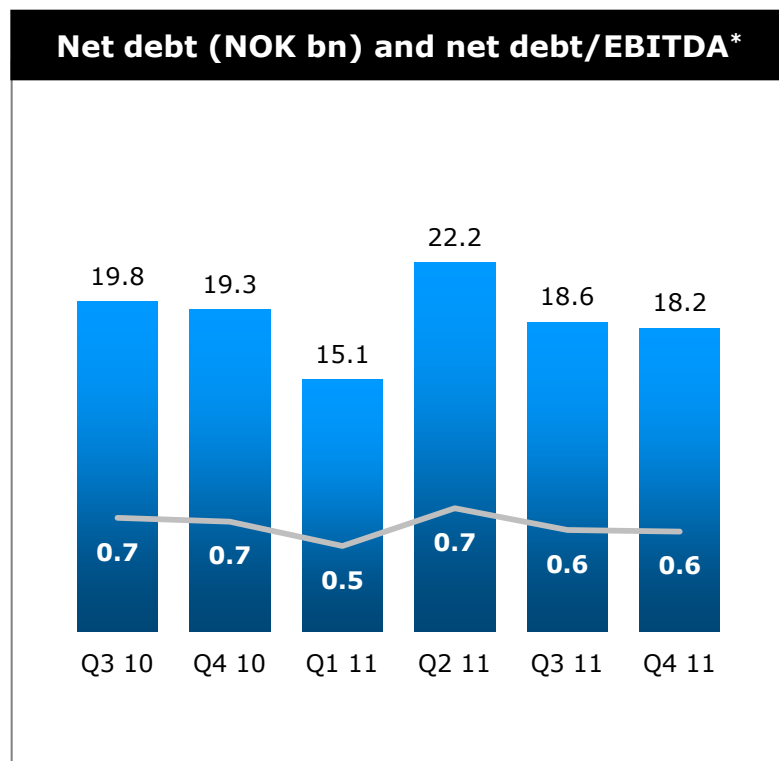
NOKm	2011	2010
Revenues	98 516	94 843
EBITDA before other items	30 526	29 220
Other items	-485	-572
EBITDA	30 041	28 648
Depreciation	-15 309	-16 134
Impairments	-4 340	-14
EBIT	10 393	12 500
Associated companies	4 555	9 694
Net financials	-1 593	-1 989
Profit before taxes	13 355	20 205
Taxes	-5 365	-4 982
Profit from continuing operations	7 990	15 223
Net income to Telenor	7 937	14 334
EPS from cont. operations (NOK)	4.92	8.93

- Net accounting gain of NOK 1.6 bn related to VimpelCom acquisition of Wind Telecom
- Low contribution from VimpelCom in Q2 and Q3 following Wind Telecom acquisition
- Impairment of Cmore NOK -0.5 bn

- Net accounting gain of NOK 6.5bn related to Kyivstar/VimpelCom transaction
- Only 3 quarters contribution from VimpelCom due to one quarter lag from Q110

Q4 2011

Net debt/EBITDA stable at 0.6x



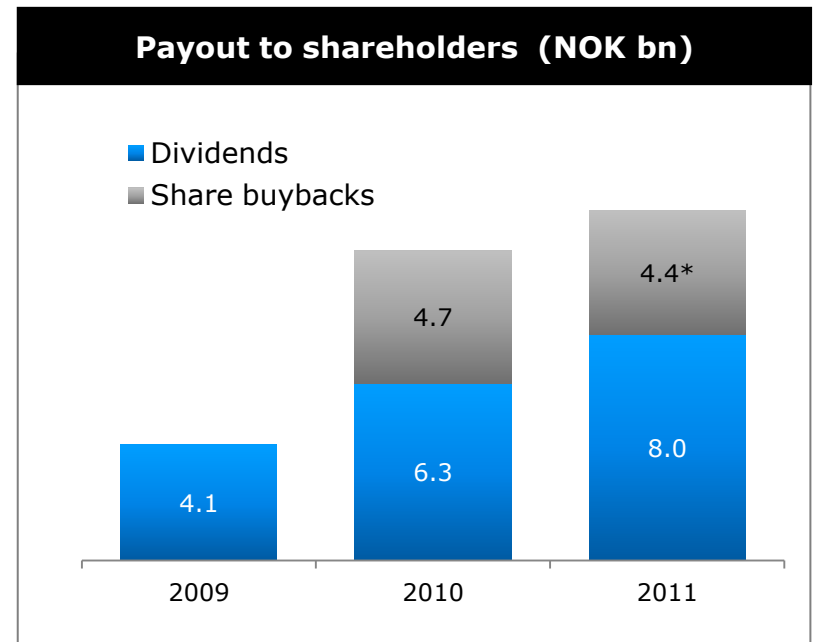
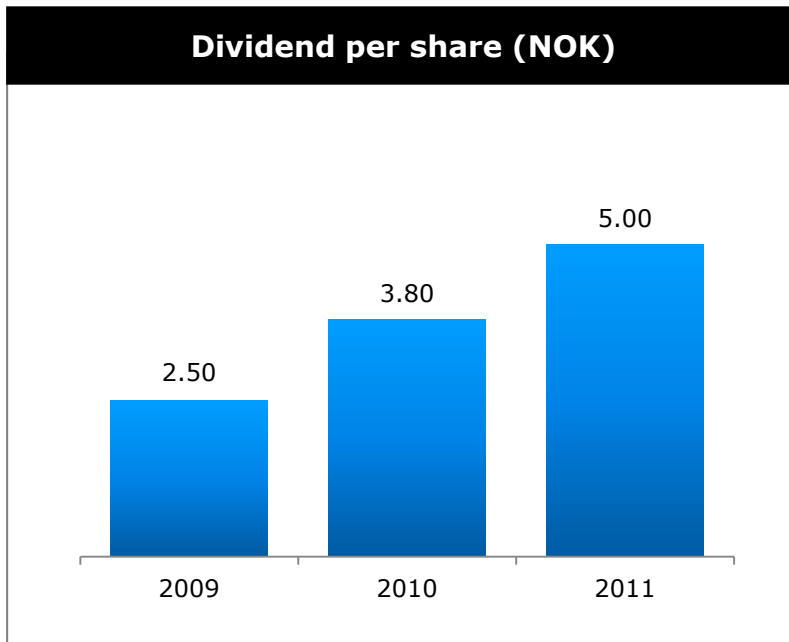
Change in net debt (NOK bn)

Net debt 30 Sep 2011	18.6
EBITDA	(7.1)
Net interests paid	0.4
Income taxes paid	0.9
Capex paid	4.6
Dividends paid to DiGi minorities	0.3
Dividends received from VIP	(1.3)
Share buyback	1.0
Revenue share in DTAC	1.7
Currency/Other	(0.9)
Net change	(0.4)
Net debt 31 Dec 2011	18.2

*) 12 months rolling EBITDA

Q4 2011

Proposed dividend for 2011 of NOK 5.00 per share



- NOK 8.0 billion payout
- Payout following AGM approval on 16 May

- 3% share buybacks in 2011
- Aiming for buybacks also in 2012**

*) Share buyback programme AGM 2011 – AGM 2012

***) Pending approval by AGM and BoD

Q4 2011

Outlook for 2012

India*	2012	2011
EBITDA loss	Around NOK 2.0 bn	NOK 3.4 bn
Capex	Around NOK 1.0 bn	NOK 1.0 bn

Group incl India	2012	2011
Organic revenue growth	Above 5%	6.7%
EBITDA margin	32 – 33%	31.0%
Capex / sales	12 - 13%	11.6%

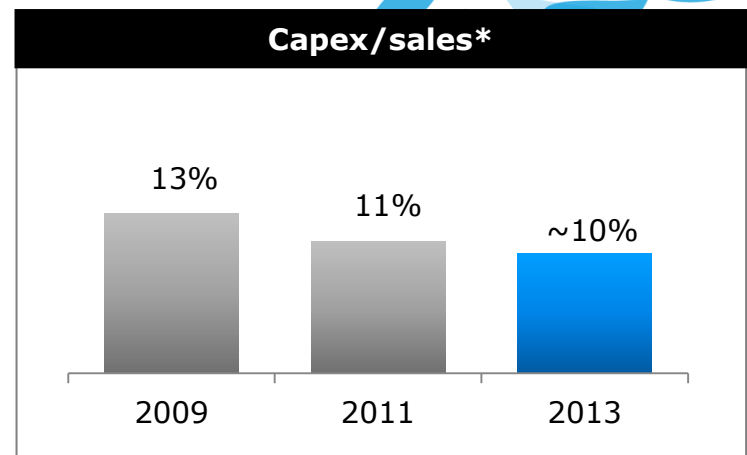
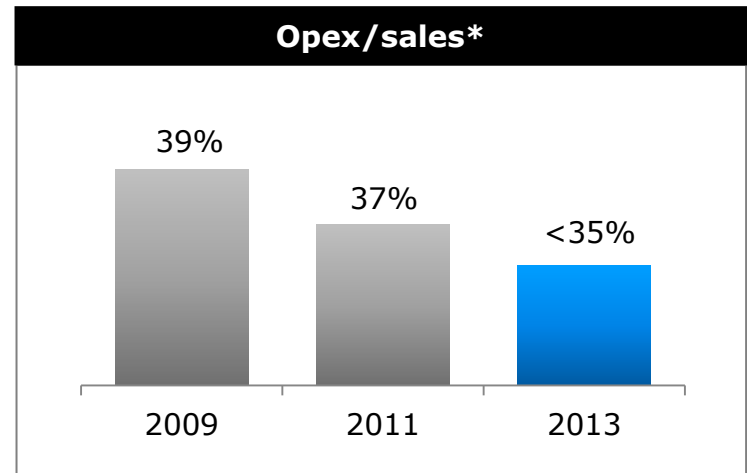
*) Assuming India business as usual in 2012

Outlook assuming Group structure and exchange rates as of 31 December 2011.
EBITDA before other items. Capex excl. licence fees.

Q4 2011

Financial priorities in 2012

- Disciplined approach to solution in India
- Evaluate execution on arbitration outcome in VimpelCom
- Progress on operational excellence
- Maintain a solid balance sheet
- Healthy shareholder remuneration
- Major M&A currently not on the agenda



*) Existing business not incl. India and licence fees



Telenor – Fourth Quarter 2011

Appendix

Telenor Group's operations

Nordic

Norway 

Sweden 

Denmark 

Central and Eastern Europe

Hungary 


Serbia 

Montenegro 

Asia

Thailand 

Malaysia 

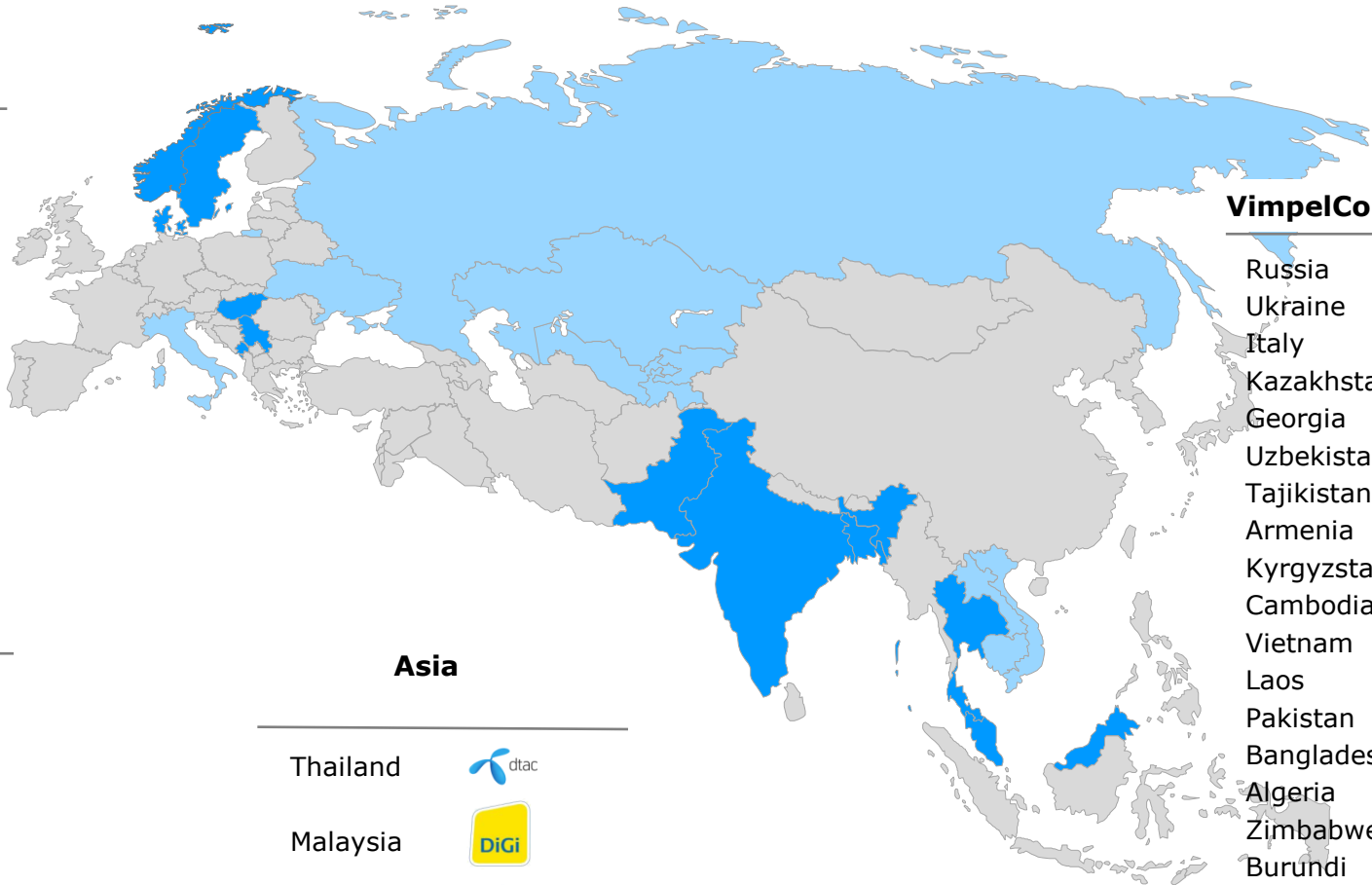
Bangladesh 

Pakistan 

India 

VimpelCom Ltd.

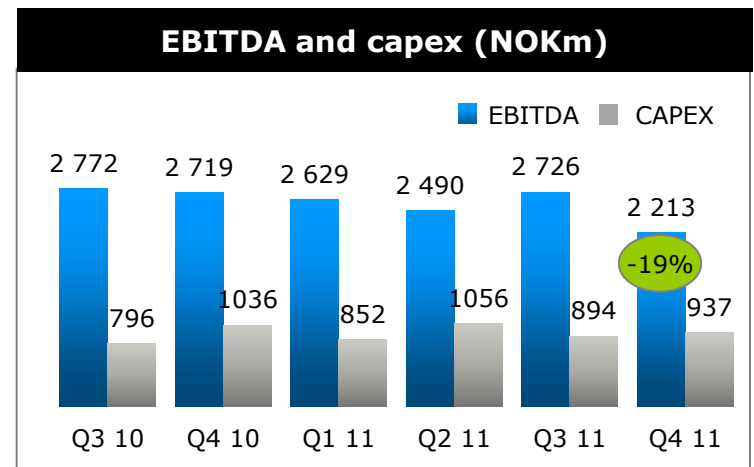
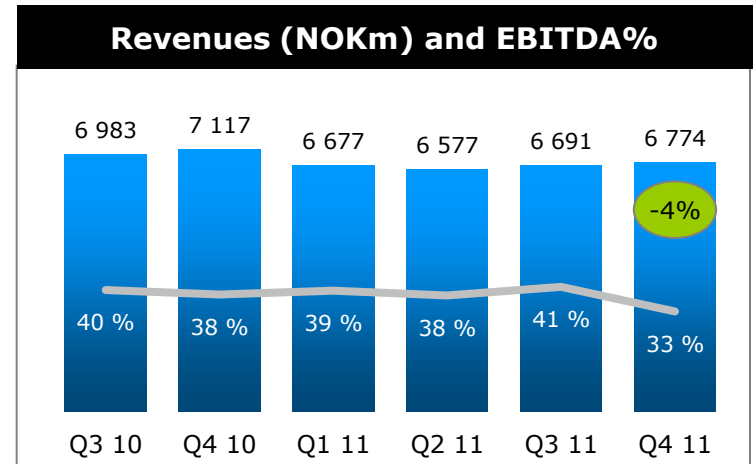
Russia
Ukraine
Italy
Kazakhstan
Georgia
Uzbekistan
Tajikistan
Armenia
Kyrgyzstan
Cambodia
Vietnam
Laos
Pakistan
Bangladesh
Algeria
Zimbabwe
Burundi
Namibia
Central African Rep.
Canada



Telenor Group holds 31.7% of the economic ownership in VimpelCom Ltd.

Q4 2011 Norway

- 51k net mobile subscriber growth
- 576k subscriber now on new consumer price plans
- Stable mobile ARPU excl MTR reduction and effect of Q4 campaign
- Fixed-line trends unchanged
- EBITDA margin impacted by Q4 campaign and strong handset sale
- Margin recovery from Q1/Q2 2012

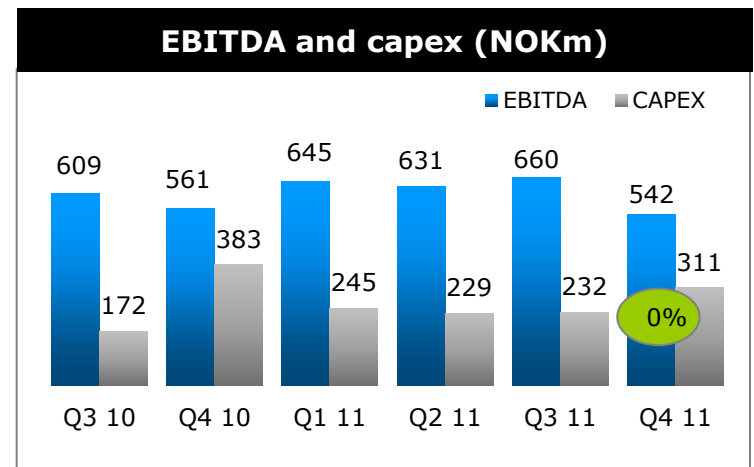
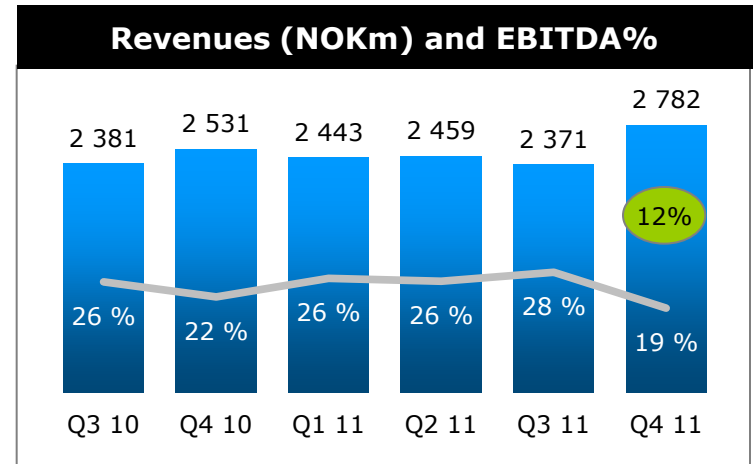


● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items
Capex excl licence fees

Q4 2011 Sweden

- 57k net mobile subscriber growth
- 19% growth in mobile revenues
- Strong mobile handset sales
- Introduction of payment in monthly instalments for mobile handsets
- 1800 MHz licence acquired through Net4Mobility



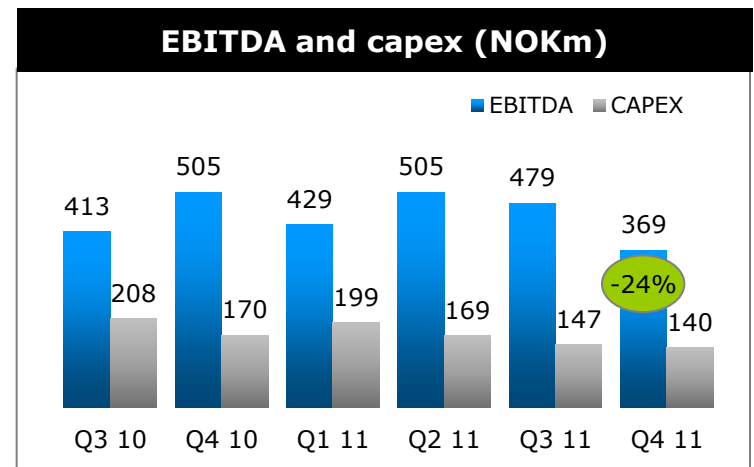
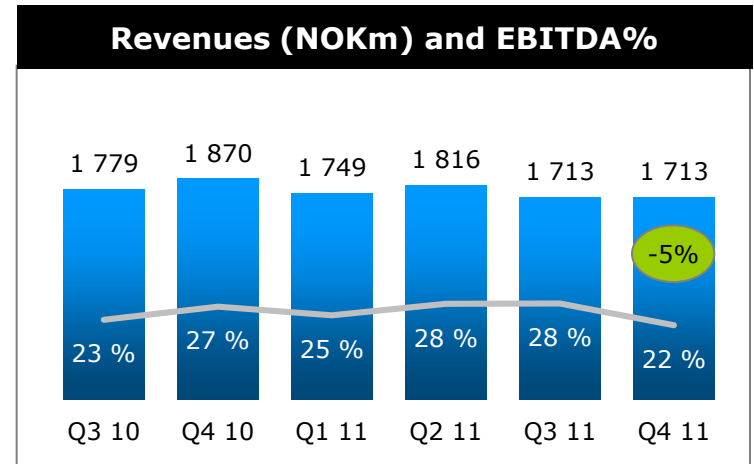
Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
 EBITDA and EBITDA margin before other items
 Capex excl licence fees

● Organic revenue / EBITDA growth YoY

Q4 2011

Denmark

- 13k net postpaid subscriber growth
- 24k net prepaid subscriber loss
- Demand for smartphones picking up
- EBITDA margin impacted by Christmas campaigns and loss of Onfone
- Low capex awaiting the upcoming network cooperation with Telia



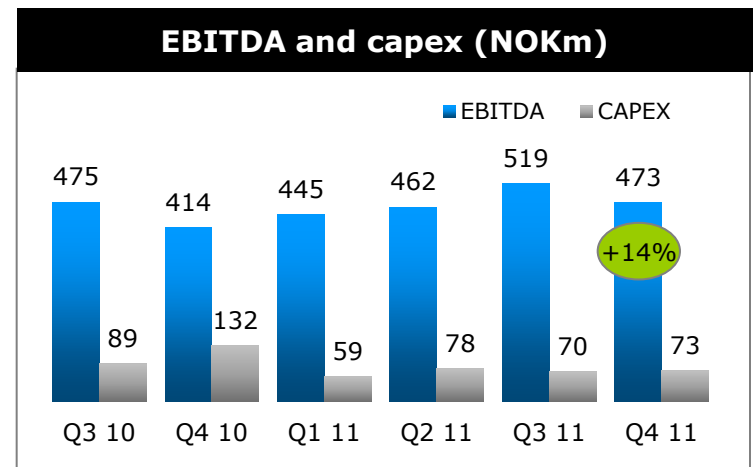
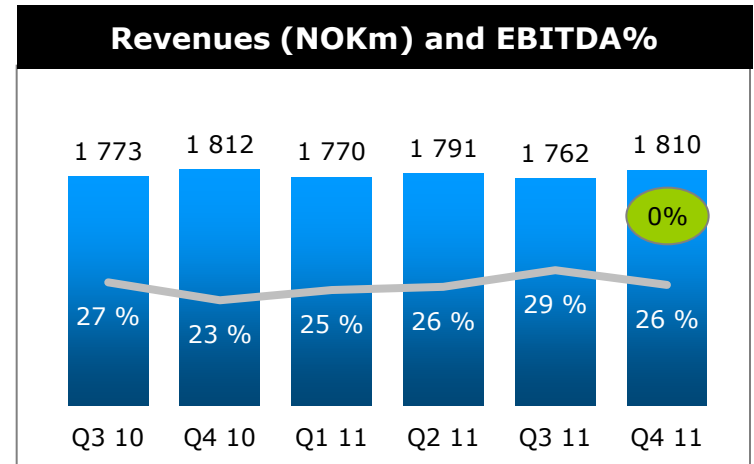
● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
 EBITDA and EBITDA margin before other items
 Capex excl licence fees

Q4 2011

Broadcast

- 8k DTH subscriber loss offset by ARPU growth
- 28% volume growth in Conax, partly offset by price pressure
- 40% growth in operating cash flow
- Canal Digital's Danish cable TV business sold to Stofa
- Canal Digital's Swedish cable TV business sold to Telenor Sweden

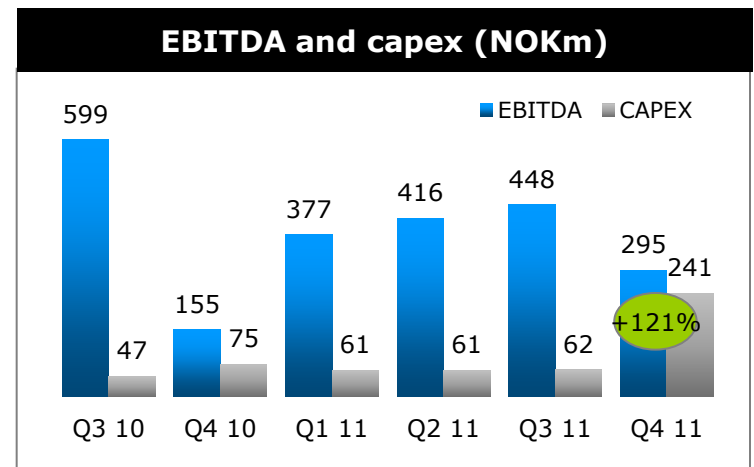
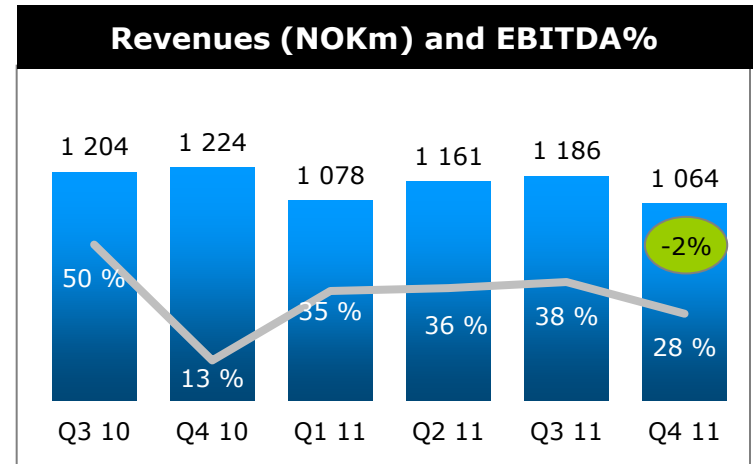


● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items

Q4 2011 Hungary

- 21k net subscriber growth
- Stable ARPU despite reduced MTR
- 34% EBITDA margin excl telecom tax
- 3G network swap completed
- Still challenging macro environment

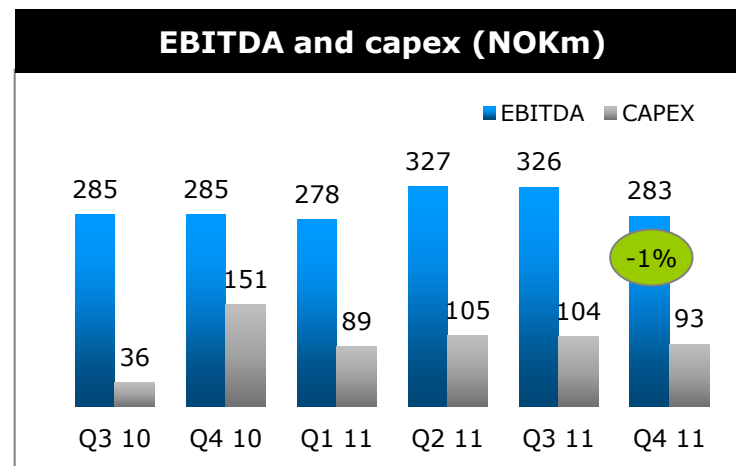
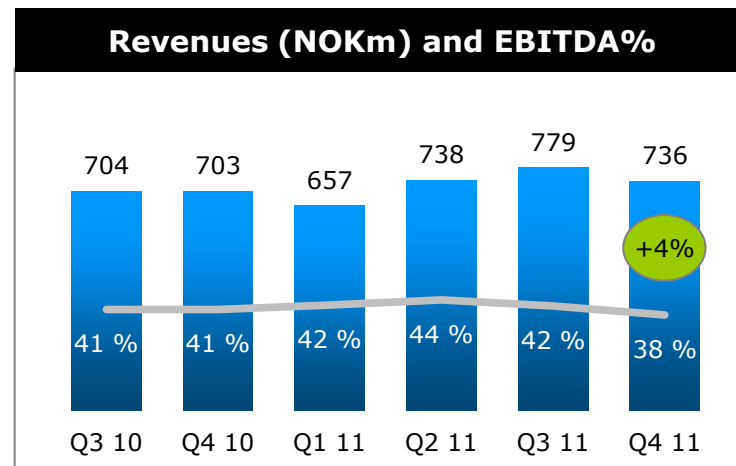


● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items
Capex excl licence fees

Q4 2011 Serbia

- Stable subscriber base
- Continued migration from prepaid to postpaid
- 6% ARPU growth in local currency
- 11% organic service revenue growth
- Network swap to be completed in Q1 2012



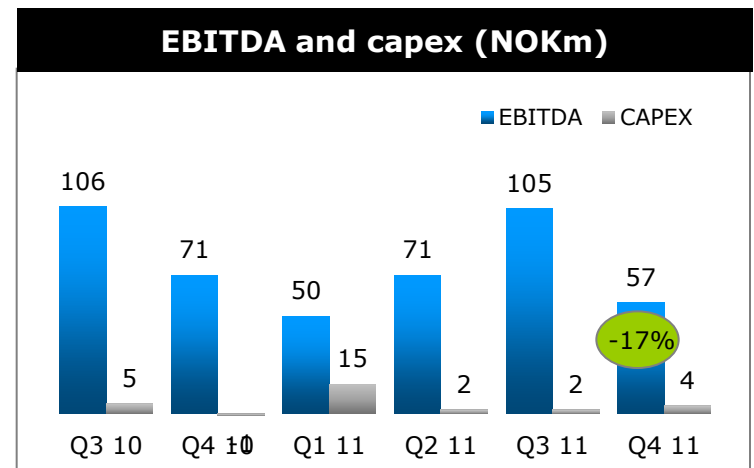
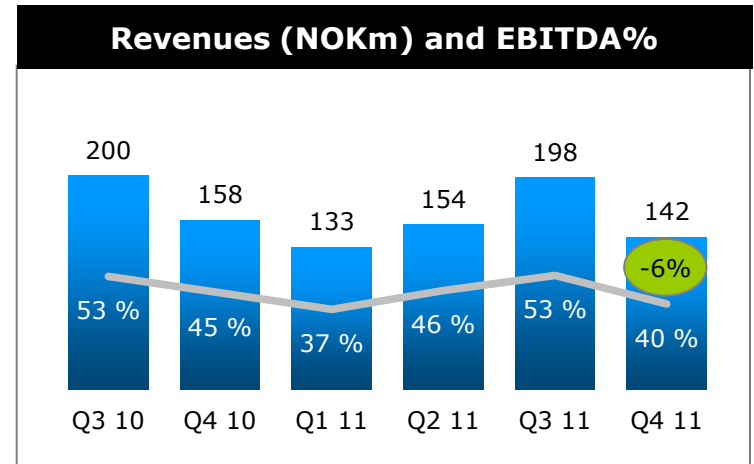
● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items
Capex excl licence fees

Q4 2011

Montenegro

- 28k net mobile subscriber loss
- MTR reductions in April and November
- Reduced margin driven by lower revenues and increased handset costs
- Successful replacement of billing and service platform



Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items
Capex excl licence fees

Q4 2011

Thailand (DTAC)

- 352k net subscriber growth
- 500k active 3G subscribers
- First quarter with full effect of increased revenue share
- 31% EBITDA margin excl network outage compensation
- Special interim dividend of THB 16.46/share

Outlook for 2012*:

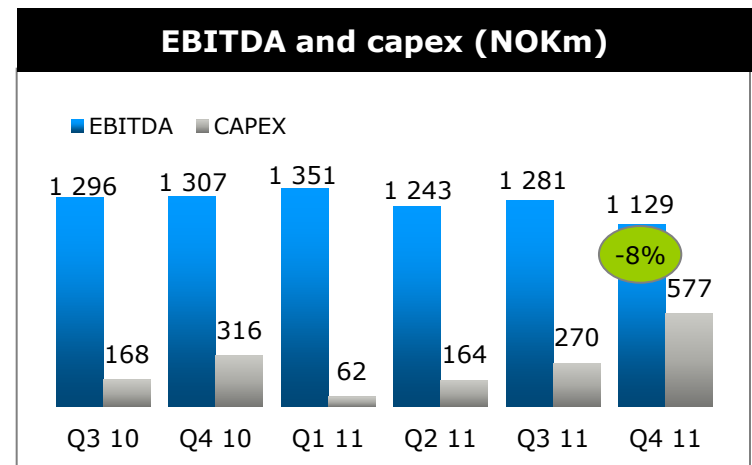
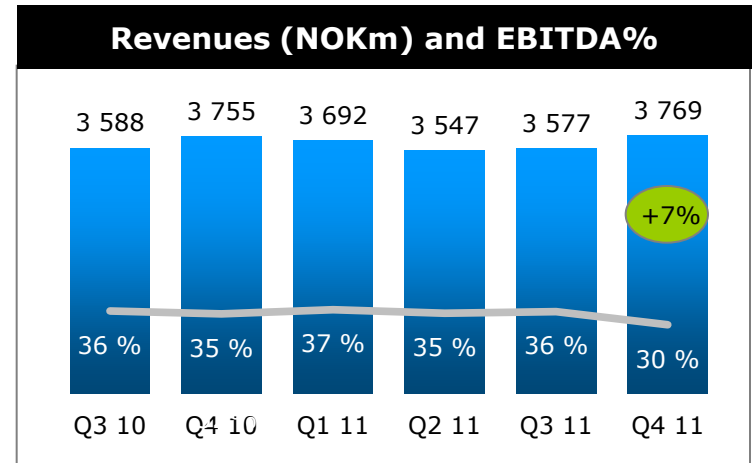
- High single digit revenue growth
- Capex THB 8-9 bn
- Operating cash flow THB 18-19 bn

*) In local currency

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.

EBITDA and EBITDA margin before other items

Capex excl licence fees



● Organic revenue / EBITDA growth YoY

Q4 2011

Malaysia (DiGi)

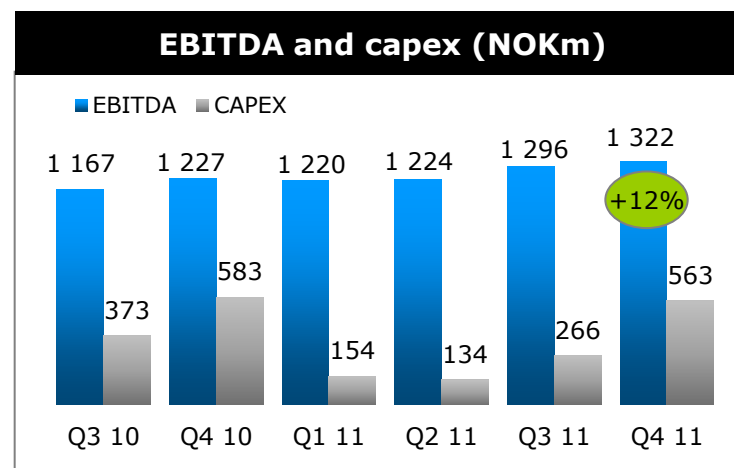
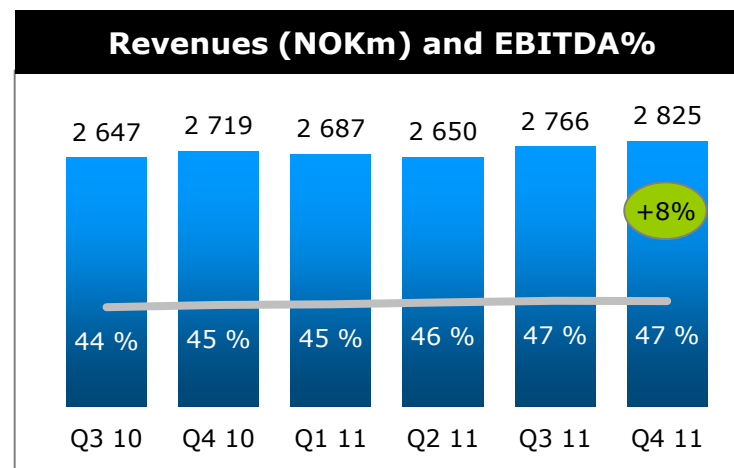
- 303k net subscriber growth
- Growth driven by data usage
- Strong opex management
- Accelerated site roll-outs

Outlook for 2012*:

- Mid to high single digit revenue growth
- Sustained EBITDA and OCF margins
- Capex of MYR 700-750 million

*) In local currency

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items

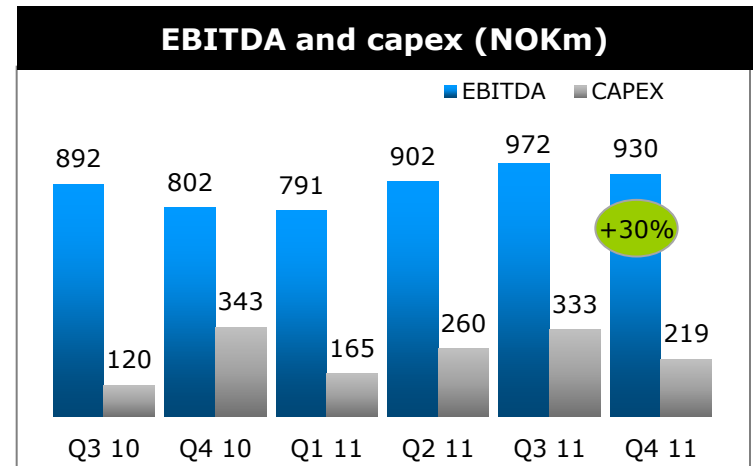
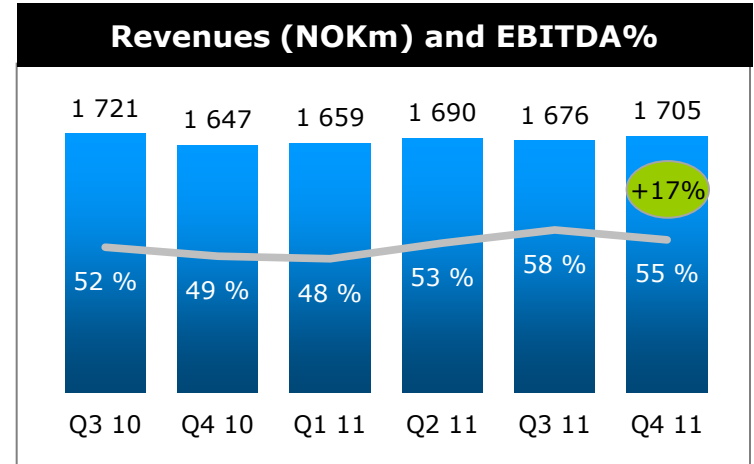


● Organic revenue / EBITDA growth YoY

Q4 2011

Bangladesh (Grameenphone)

- 1.2 million net subscriber growth
- 17% organic revenue growth
- 42% operating cash flow margin
- Awaiting final decision on 2G licence renewal

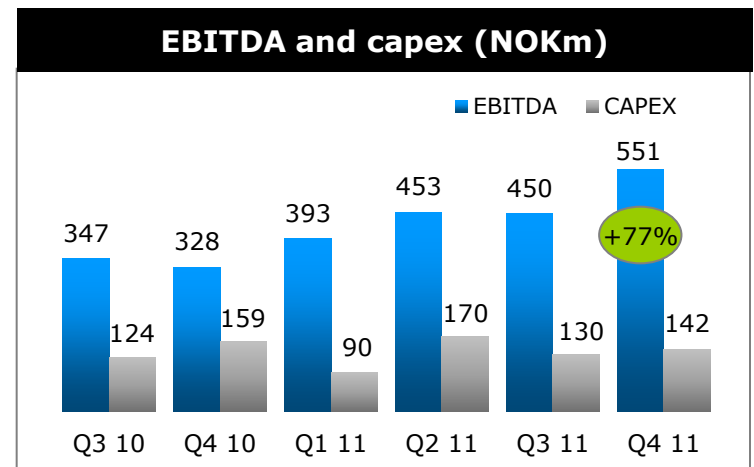
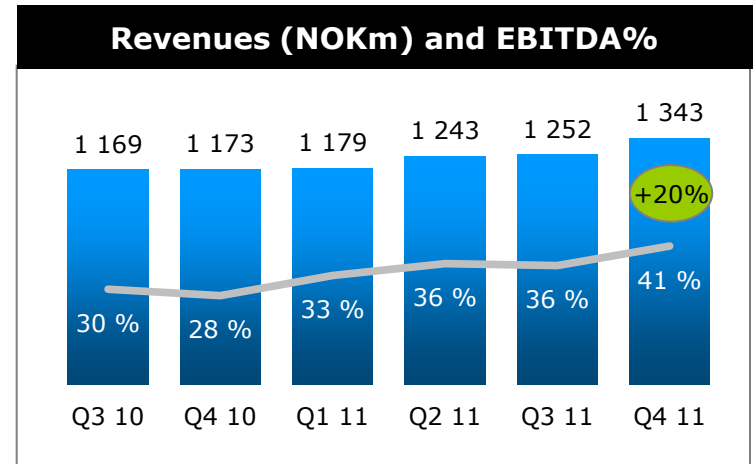


● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
 EBITDA and EBITDA margin before other items
 Capex excl licence fees

Q4 2011 Pakistan

- 822k net subscriber growth
- 3% ARPU growth in local currency from increased usage
- 38% underlying EBITDA margin excluding one-time items
- Network swap starting up in Q2
- 3G auction in March 2012



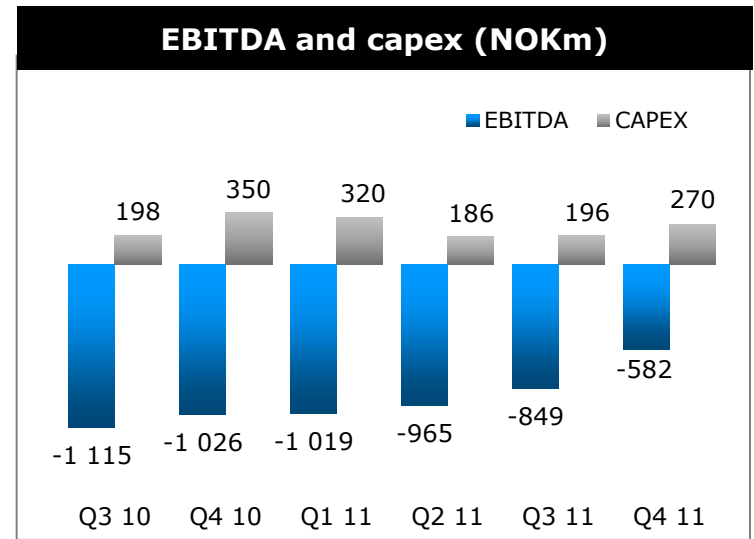
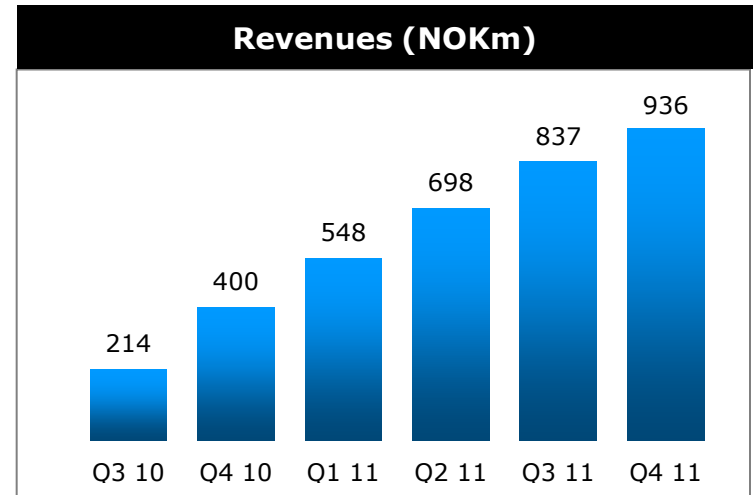
● Organic revenue / EBITDA growth YoY

Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items
Capex excl licence fees

Q4 2011

India (Uninor)

- 4.1 million net subscriber growth
- Subscriber base at 28.3 million
- Subscriber market share at 5.2% in 13 circles
- Starting to see positive churn trend
- Accumulated OCF loss of INR 115 bn since entry



Organic growth assuming fixed currency, adjusted for acquisitions and disposals.
EBITDA and EBITDA margin before other items
Capex excl licence fees

Q4 2011

Changes in revenues and EBITDA

	Revenues		EBITDA	
	Reported	Organic	Reported	Organic
Norway	-4,8 %	-3,6 %	-18,6 %	-18,7 %
Sweden	9,9 %	12,3 %	-3,3 %	-0,4 %
Denmark	-8,4 %	-5,1 %	-26,8 %	-24,2 %
Hungary	-13,1 %	-1,6 %	90,3 %	120,9 %
Serbia	4,7 %	4,4 %	-0,8 %	-1,0 %
Montenegro	-10,0 %	-6,5 %	-20,4 %	-17,2 %
Thailand	0,4 %	7,0 %	-13,6 %	-8,1 %
Malaysia	3,9 %	8,1 %	7,8 %	12,0 %
Bangladesh	3,6 %	16,5 %	16,0 %	30,4 %
Pakistan	14,4 %	20,4 %	67,9 %	76,6 %
India	134,1 %	168,4 %	43,3 %	31,7 %
Broadcast	-0,1 %	-0,1 %	14,2 %	14,2 %
Telenor Group	2,3 %	6,7 %	3,3 %	5,6 %
Group ex. India	0,2 %	4,1 %	-2,5 %	1,2 %

Organic growth YoY in fixed currency and adjusted for acquisitions and disposals. EBITDA before other items.

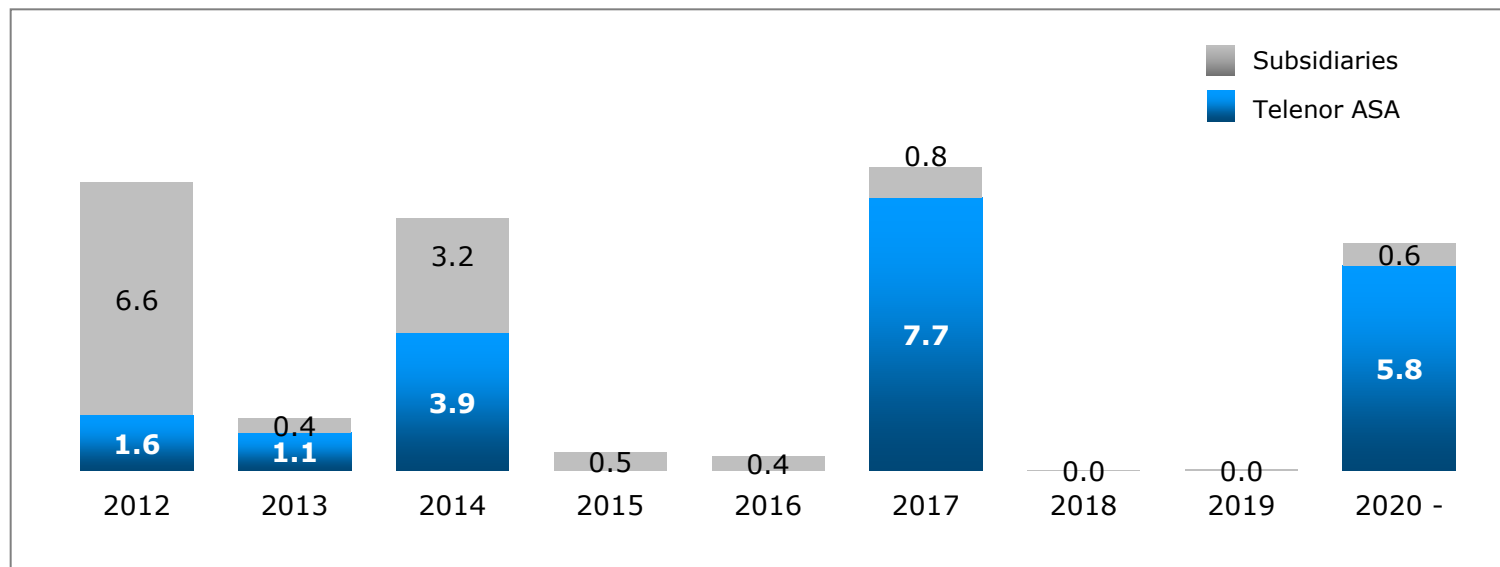
Q4 2011

Net debt in partly owned subsidiaries

(NOKm)	Q4 2011	Q3 2011	Q4 2010
DiGi	-699	-477	430
DTAC	-3 380	-4 264	-913
Grameenphone	-236	-657	-1 386
Uninor	7 215	6 384	3 130

Q4 2011

Debt maturity profile



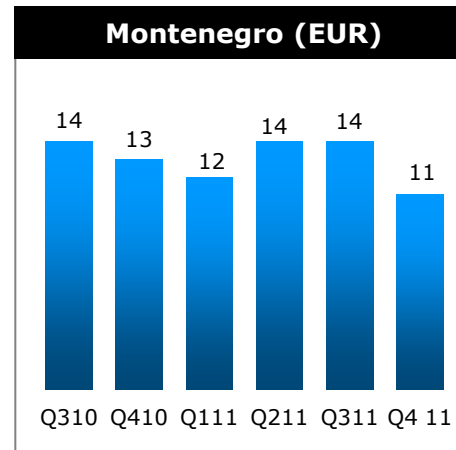
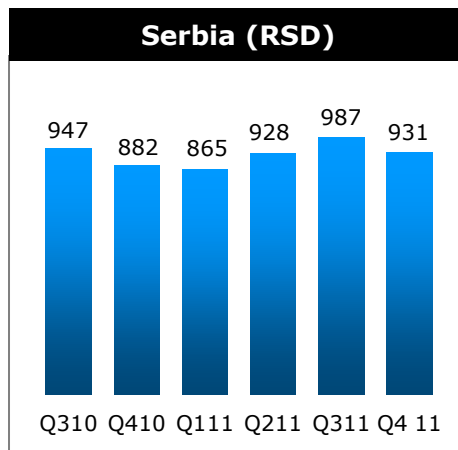
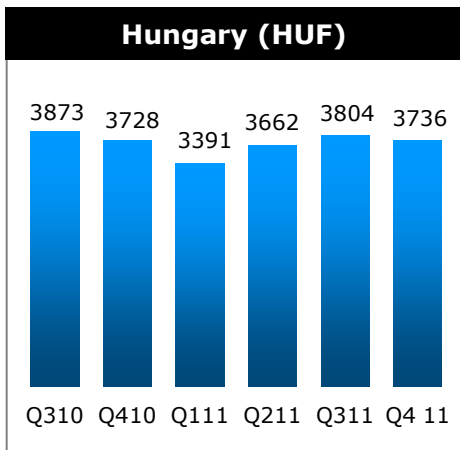
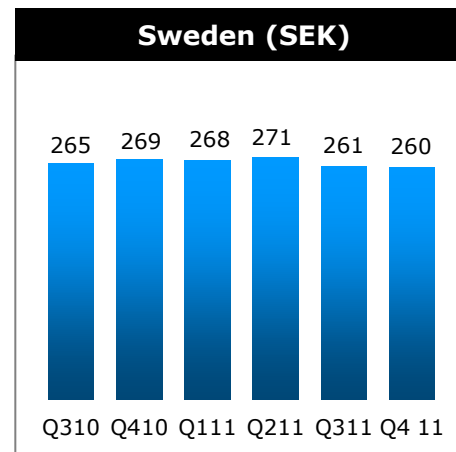
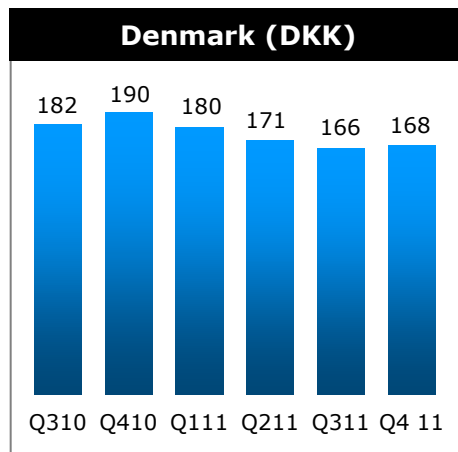
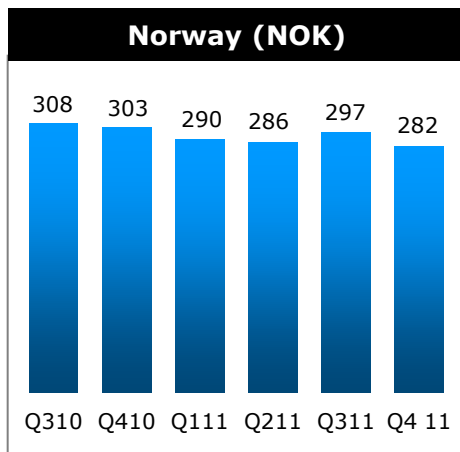
- Average life of debt portfolio 3.9 years, same as last quarter
- Telenor ASA has committed and undrawn credit lines of EUR 3.0bn

Dividend policy

- *Distribute **50-80%** of normalised annual net income*
- *Aiming for an annual nominal growth in the ordinary dividend per share*

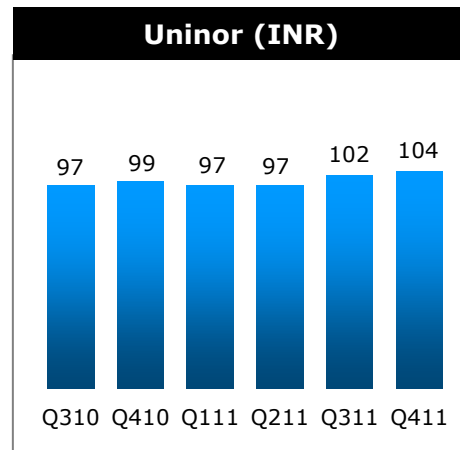
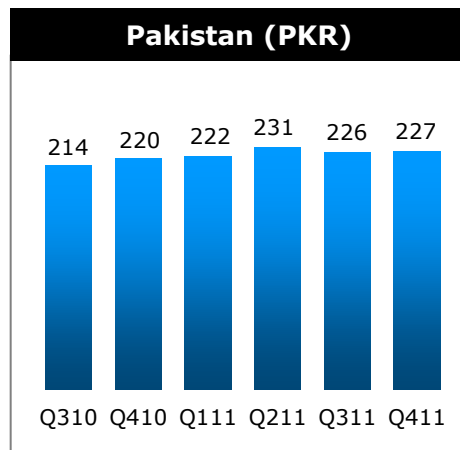
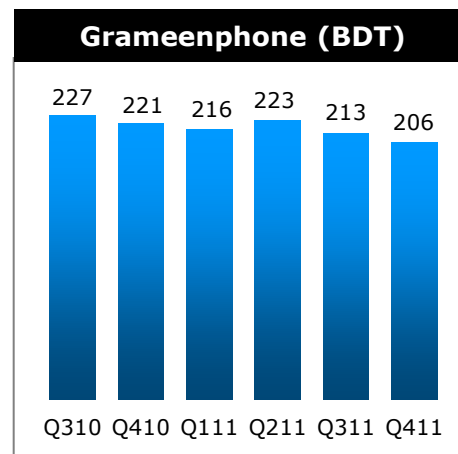
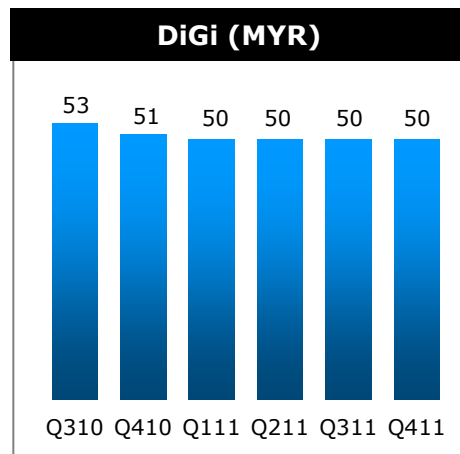
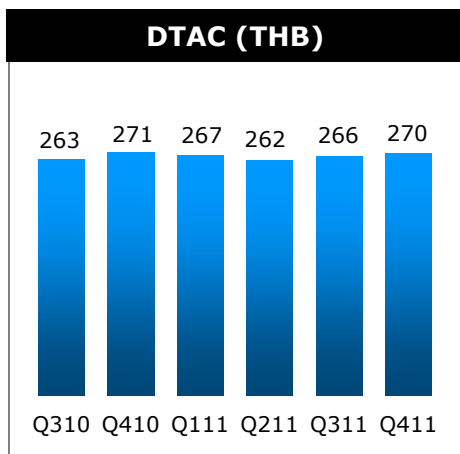
Mobile operations

ARPU development (local currency)



Mobile operations

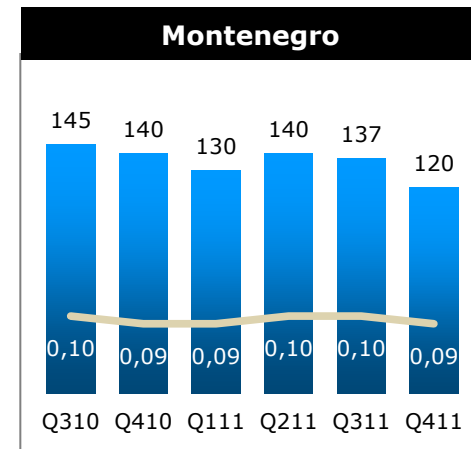
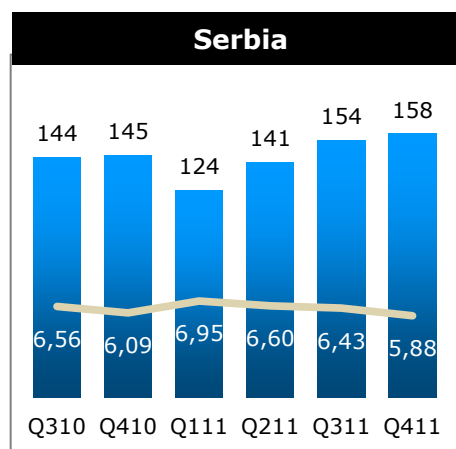
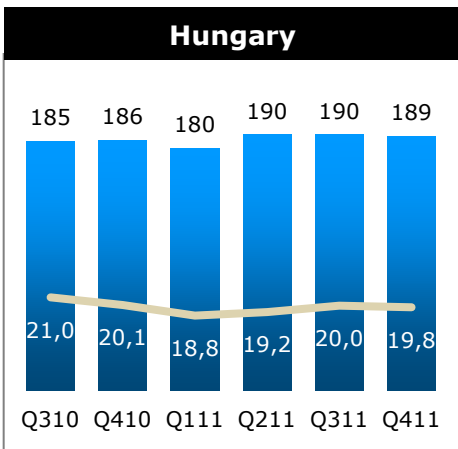
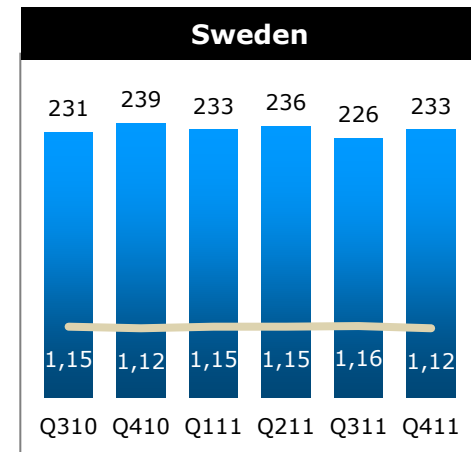
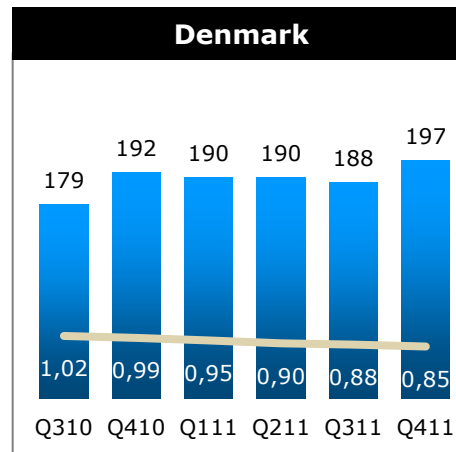
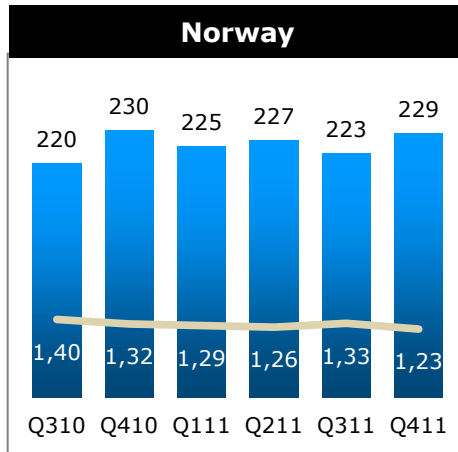
ARPU development (local currency)



Mobile operations

AMPU and APPM development

AMPU — APPM (local currency)



Mobile operations

AMPU and APPM development

AMPU — APPM (local currency)

