



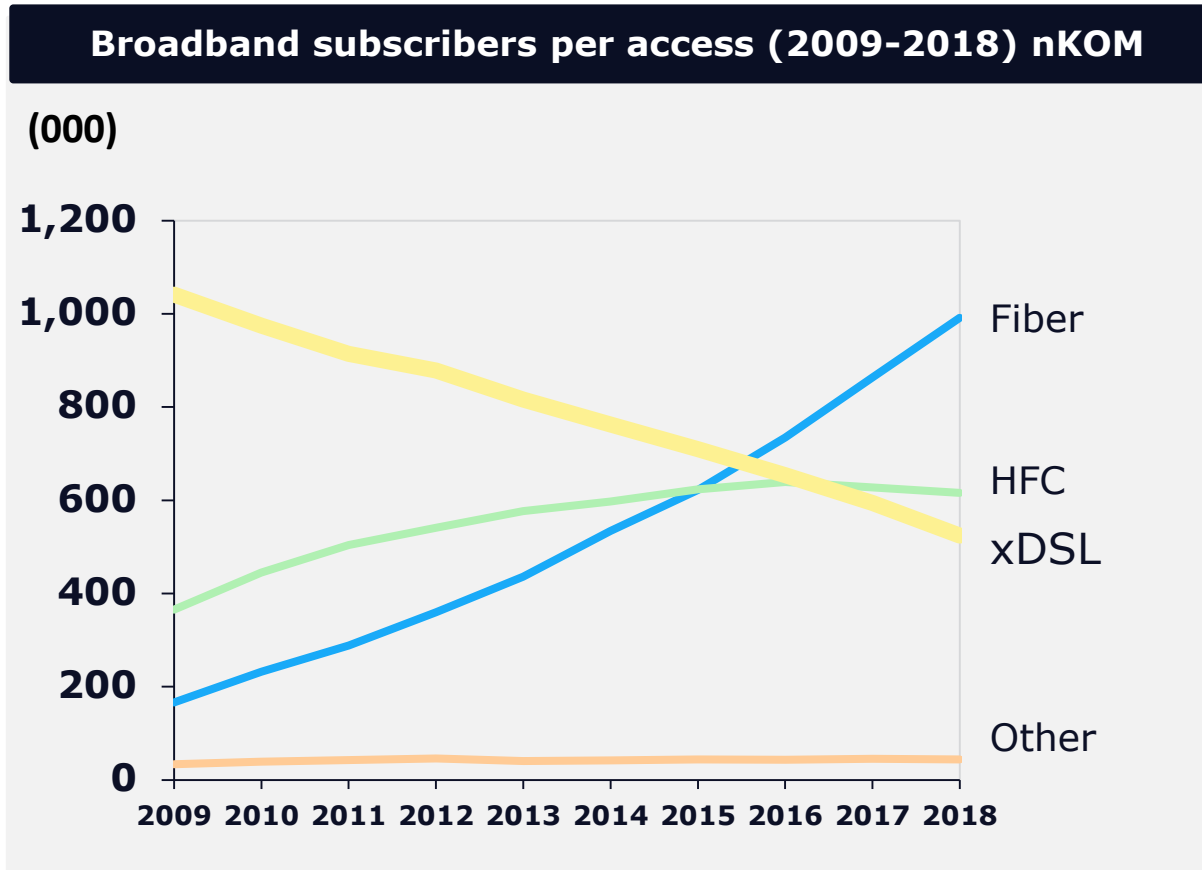
# CMD<sup>20</sup>/<sub>20</sub>

CAPITAL MARKETS DAY

## Break Out Session 3: Accelerated Migration

Camilla Amundsen, CMO Telenor Norway

# The xDSL customer base have been gradually decreasing and replaced with fiber and mobile infrastructure



## Fiber



## Mobile



# Accelerated Migration: Shifting customers to new technologies by end of 2023

## Customers

Growth through shifting customers to future-proof solutions

60 %

## Cost

Significantly reduce cost base associated with copper network

1,2  
bNOK<sup>1</sup>

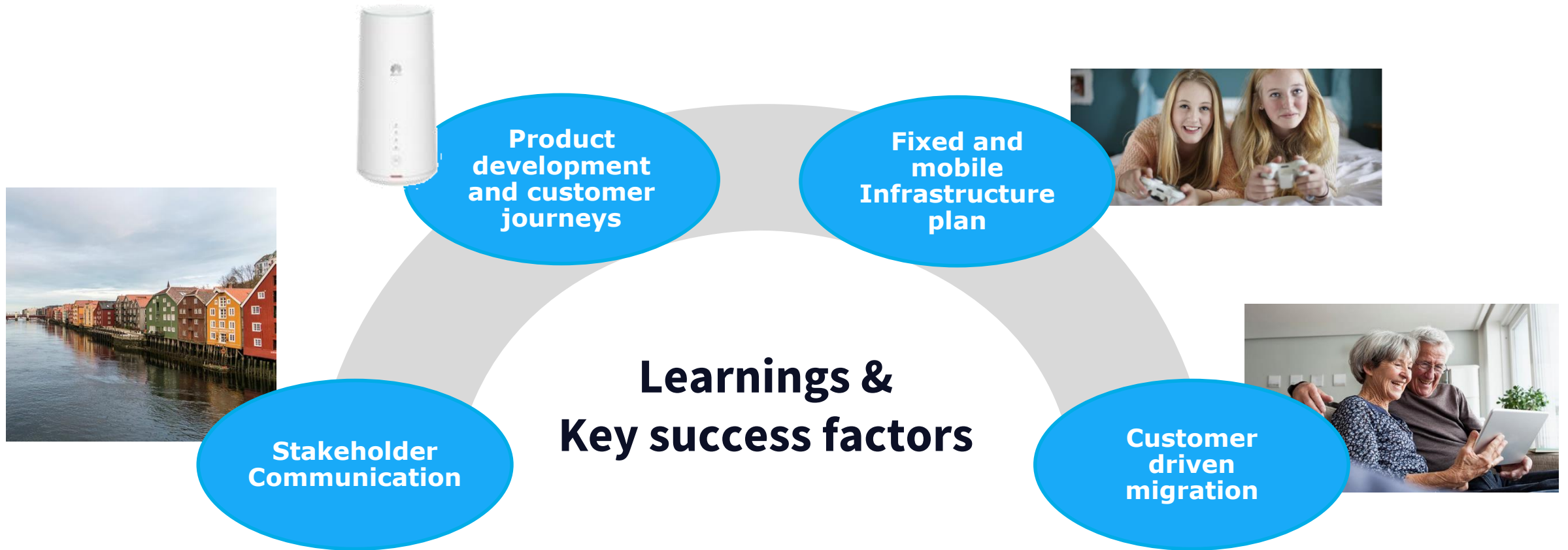
## Operating model

Simplify our operating model and value chains

4 years  
phase out

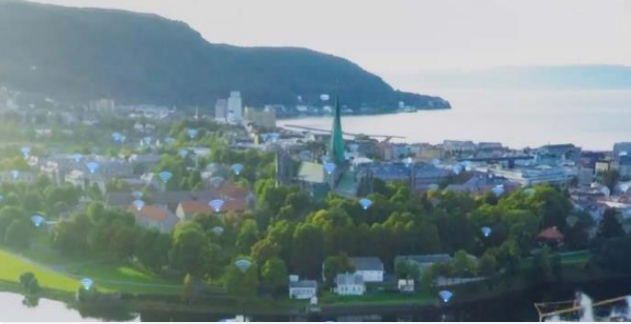


The program was set up cross-divisional with strong support from top management



# Focus going forward

## Network roll-out to support migration



- ✓ Continue fiber and FWA roll-out
- ✓ 4G capacity and coverage
- ✓ 5G roll-out

## Services that meet customer requirements



- ✓ New FWA consumer portfolio
- ✓ FWA for Business and Wholesale
- ✓ TV over FWA

## Simplification



- ✓ More efficient operations
- ✓ Take out cost effects

