



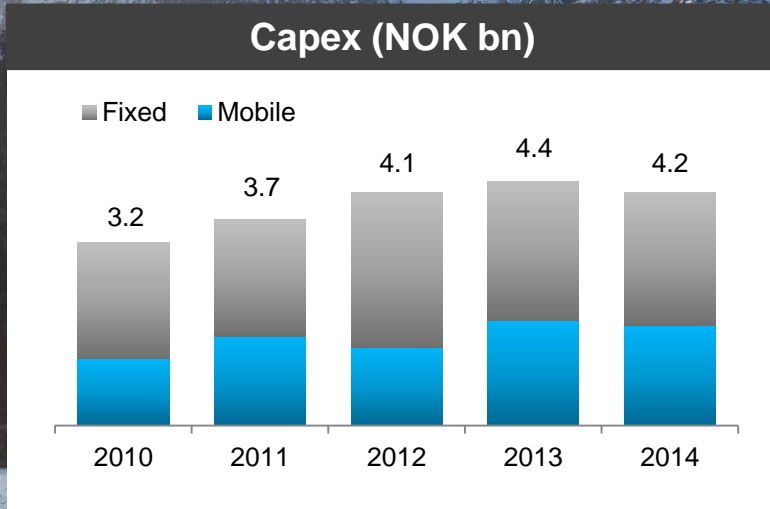
Telenor Norway - Network

Magnus Zetterberg, CTO, Telenor Norway

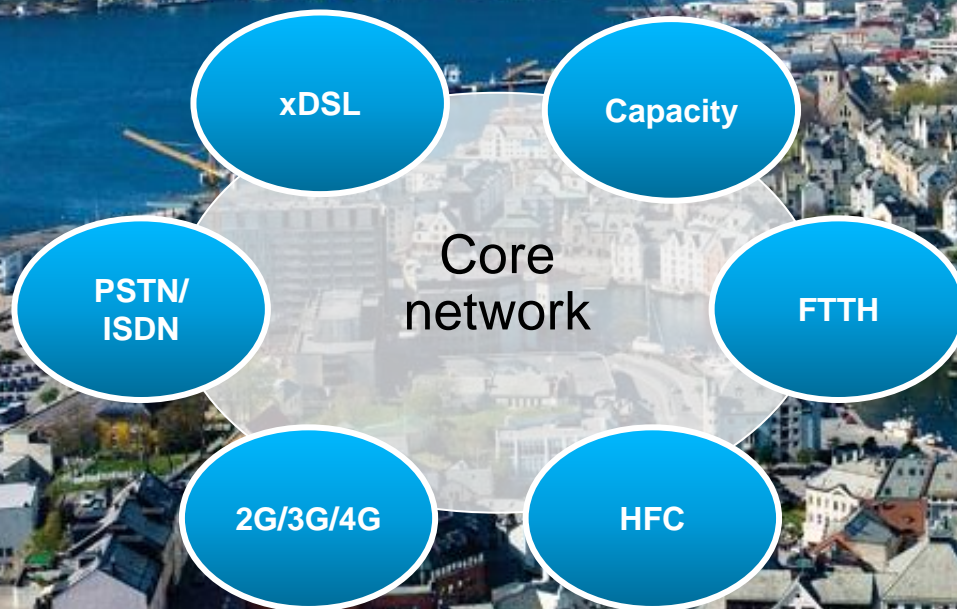
London 2 June 2015



Telenor Norway has invested more than NOK 4 bn per year - building a great foundation for future growth



A future-proof all-play operator with unique synergy and innovation potential



Enable transitions ahead of customers' needs

Increase reach of services

Optimise development, plan, rollout & operations across access technologies

Investing in fixed and mobile networks to support profitable growth and efficiency

Internet for all



Loved by customers

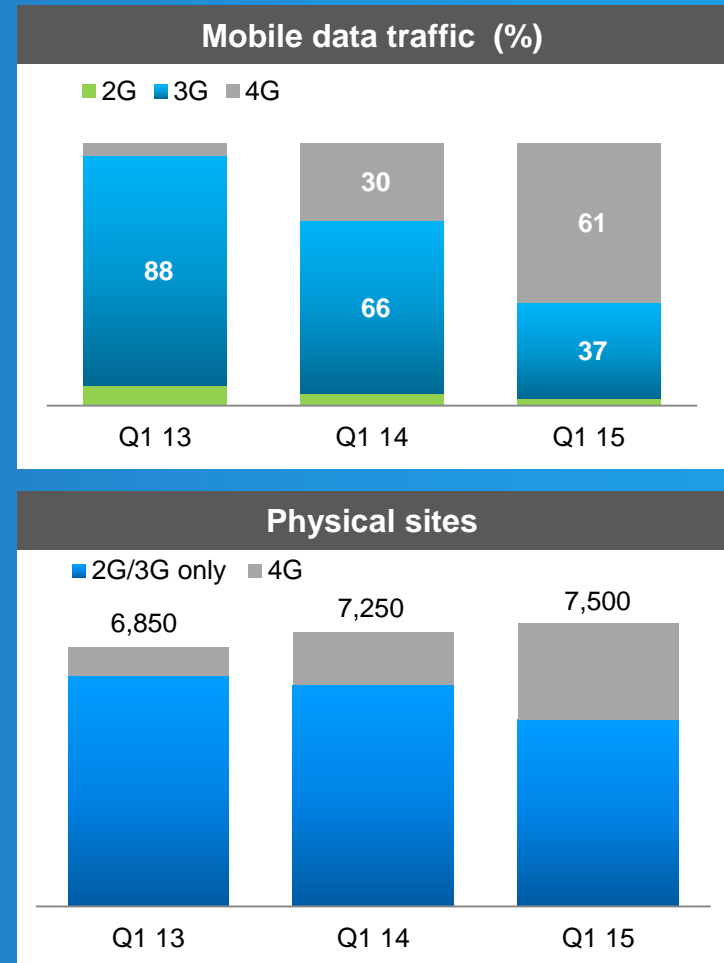


Efficient operations



Superior mobile network position

- **A modern network**
 - RAN swap completed in 2010/2011
 - High-capacity backhaul to 70% of all base stations
- **Leading 4G position**
 - 4G launched in 2012
 - 1/3 of sites have 4G
 - >60% of mobile data traffic now on 4G
 - Preparing for VoLTE and Wifi Calling
 - 4G+ launched in March 2015
- **Mobile Business Network (MBN)**



Significant 4G network expansion 2015-2017

2015



95% of population
49% of area

2016



98% of population
70% of area

2017



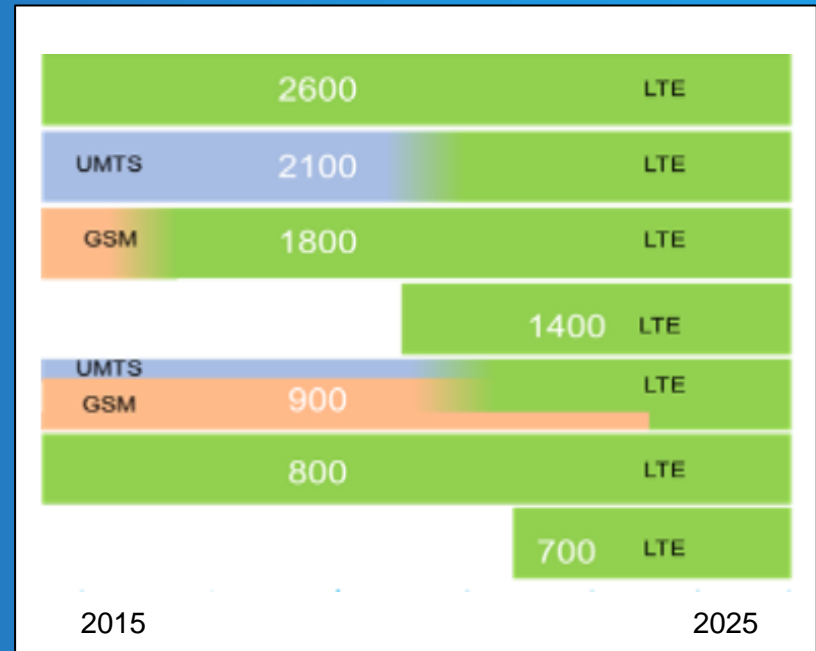
99% of population
82% of area

Only 4G technology on all sites can efficiently cater for the strong growth in data usage

Exploit 4G and IMS platforms

- Voice and business services on 4G with VoLTE
- Improve indoor coverage with VoWiFi
- Complete transition from voice-centric to data-centric
- 4G+ in more than 200 municipalities before summer 2015
- Phase-out 3G by 2020, 2G by 2025

Maximise allocation of spectrum to 4G

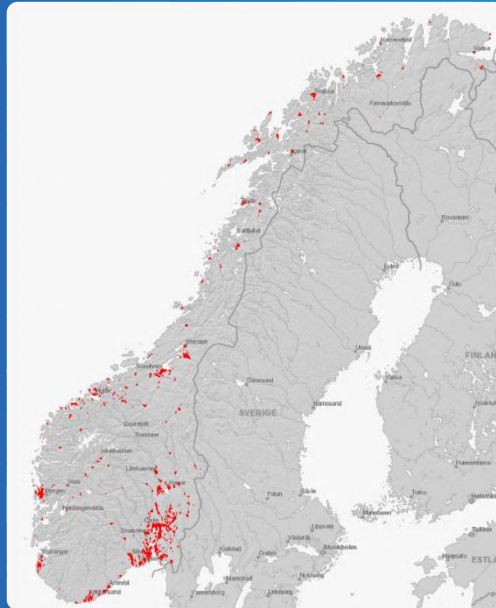


Fixed broadband: Optimise rollout by utilising all appropriate technologies

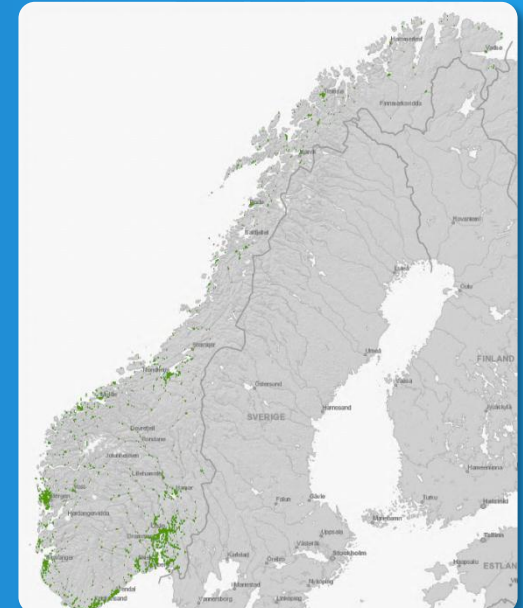
DSL



HFC



Fibre



- Fibre rollout closer to customers to upgrade broadband access
- HFC upgrade to DOCSIS 3.1 and segmentation to increase capacity
- Major IT modernisation initiatives

Summary

All-play operator with unique synergy and innovation potential

Superior mobile network with 99% population coverage by end of 2017

Rolling fibre closer to the customer and implementing cluster strategy





Q&A

