

The background is a solid blue color with faint, semi-transparent graphics. On the left, there is a 3D bar chart with bars of varying heights. A line graph is overlaid on the chart, with several data points labeled with numbers: 2.04, 4.341, 2.427, 5.321, 6.991, and 9.031. The years 05, 06, 07, 08, 09, and 10 are also visible, suggesting a time series. At the bottom of the page, there is a decorative border of light blue leaves.

TELENOR GROUP

Sigve Brekke, CEO

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GREATER



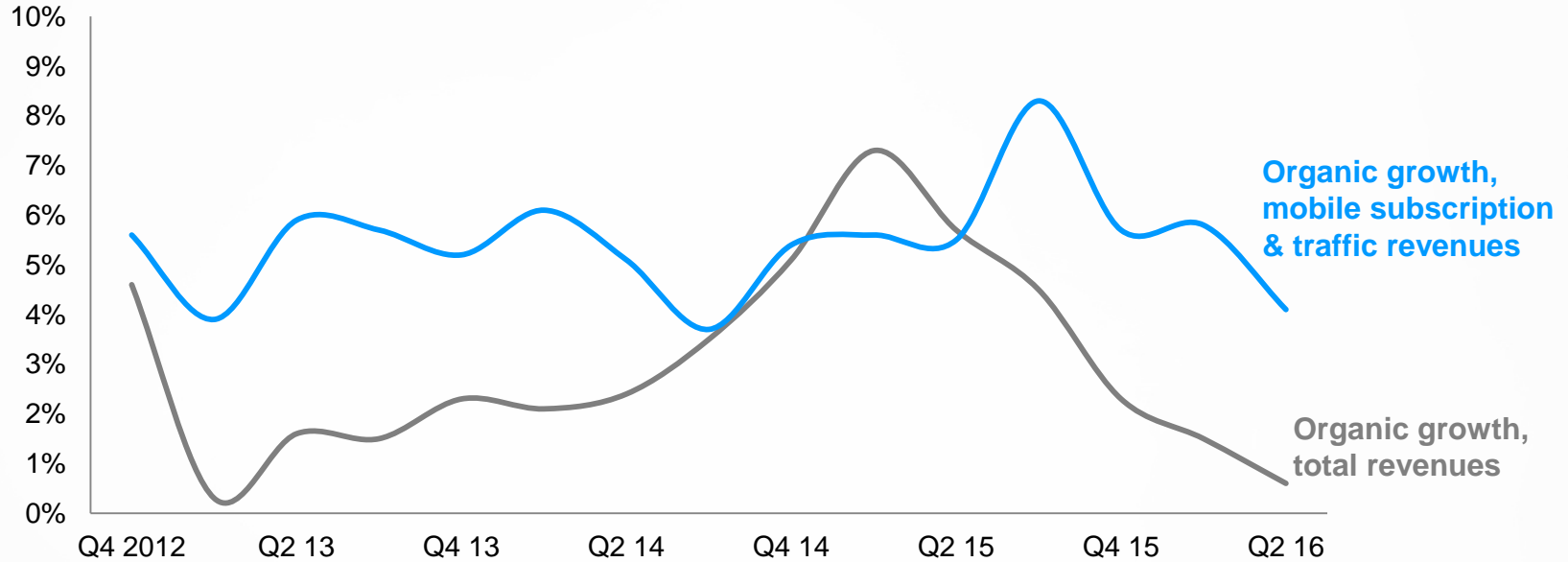
EXPECTATIONS

A GLOBAL COMMUNICATIONS PROVIDER



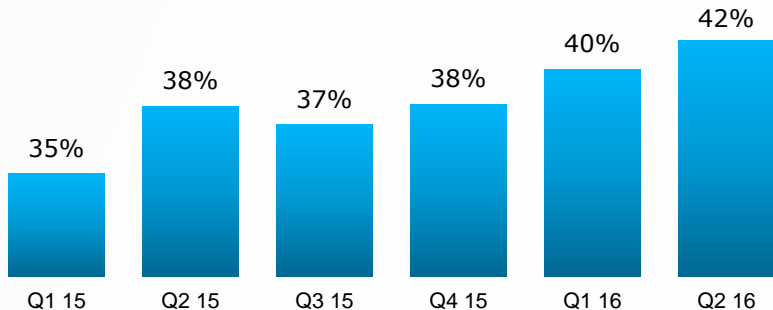
- Geographic focus on Scandinavia, CEE and Asia
- Strong mobile market positions : #1 or #2 in 11 of 13 markets
- Controlling positions in all key assets
- More than 200 million mobile subscribers
- Revenues of NOK 128 bn and EBITDA of NOK 44 bn (2015)

ROBUST ORGANIC MOBILE SERVICE REVENUE GROWTH

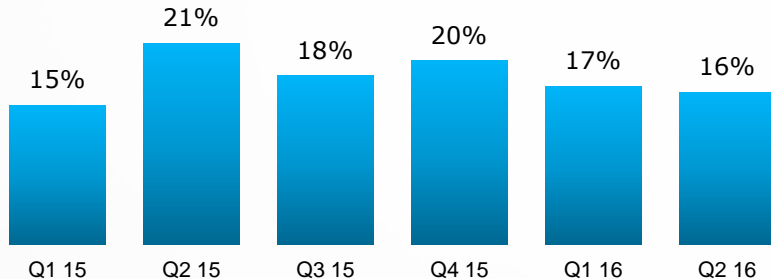


INVESTING TO SUPPORT DATA GROWTH

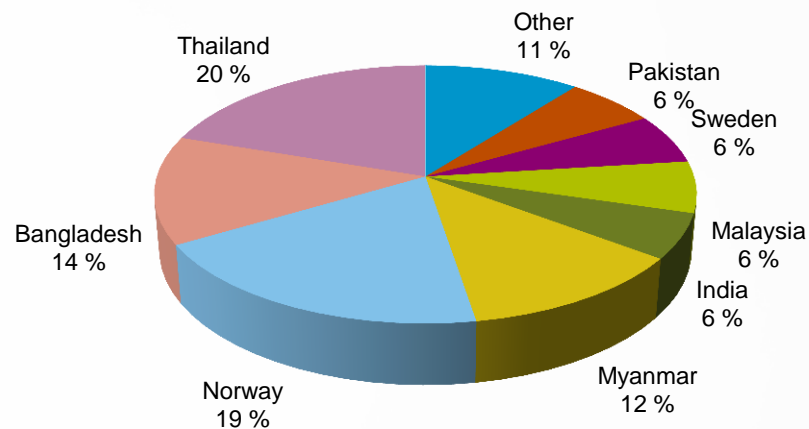
Active data users (% of total subscriber base)



Capex/sales ratio

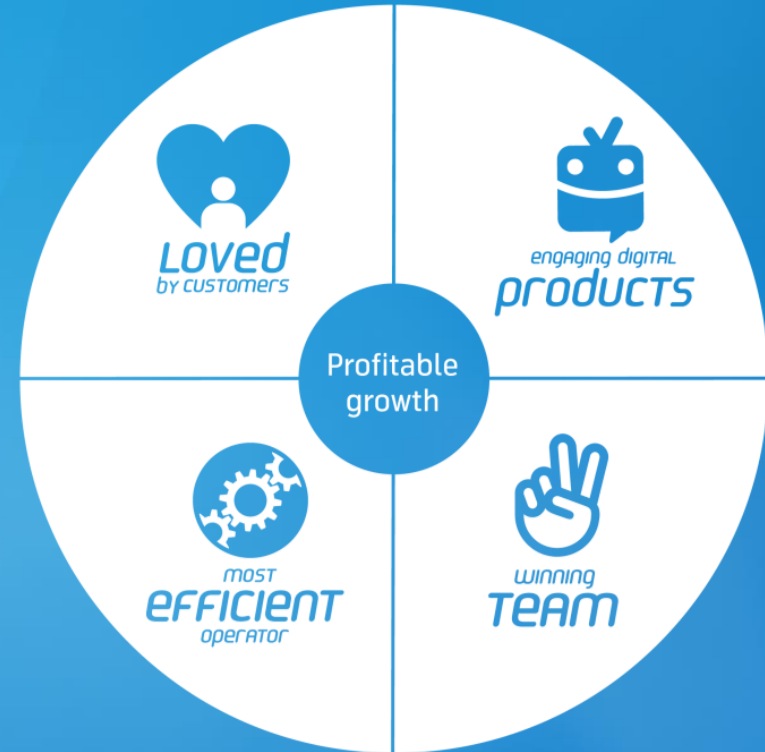


Capex distribution (YTD 2016)



OUR STRATEGIC AMBITION: BE THE CUSTOMERS' FAVORITE PARTNER IN DIGITAL LIFE

- Continued topline growth, driven by increasing data usage
- Develop into a digital service provider
 - Offer attractive end-user services
 - Digitize core telco processes
 - Explore selected new digital businesses
- Aiming for EBITDA growth to exceed revenue growth

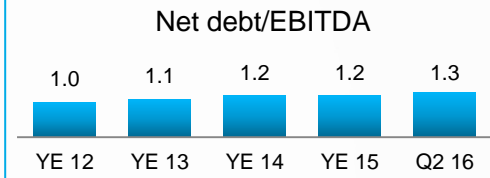


PRIORITIES FOR CAPITAL ALLOCATION

1

**Maintain a solid
balance sheet**

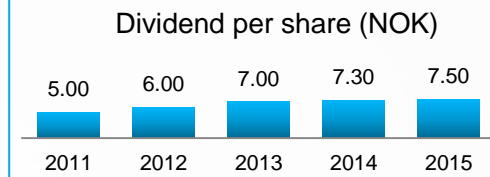
Net debt/EBITDA below 2.0x



2

**Competitive shareholder
remuneration**

*50-80% dividend payout of
normalised net income
Aim for YoY growth in dividends*



3

**Disciplined and
selective M&A**

*Value driven, to support strategic
direction*

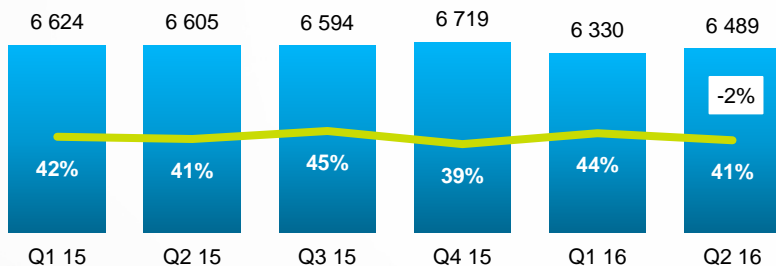
- Fixed assets Sweden (2012/14)
- Online classifieds (2013/14)
- Decision to exit VimpelCom (2015)
- Tapad (2016)

AIMING TO STRENGTHEN FIXED PERFORMANCE IN NORWAY AND SWEDEN

NORWAY

- Promising upselling trend on mobile new tariffs
- 2% decline in mobile ARPU, driven by lower roaming revenues and interconnect reductions
- 16k new high-speed internet subscribers during the quarter, and 19% YoY growth in high-speed revenues

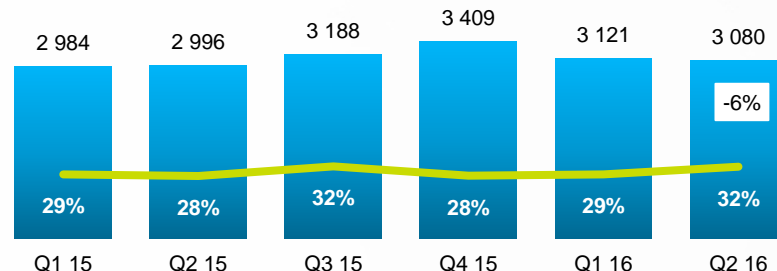
Revenues (NOK m) and EBITDA margin (%)



SWEDEN

- 2% growth in mobile subscription and traffic revenues, driven by consumer segment
- Ramping up fibre SDU initiative, aiming to cover 500k new single dwelling households by 2020

Revenues (NOK m) and EBITDA margin (%)

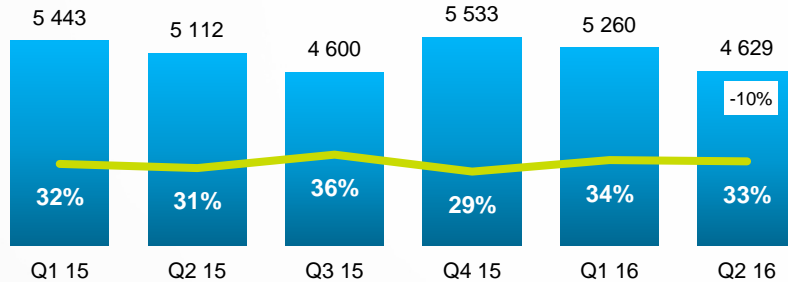


RESPONDING TO COMPETITION IN THAILAND AND MALAYSIA

THAILAND (dtac)

- 2% organic decline in subscription and traffic revenues, prepaid pressure partly offset by 10% growth on postpaid
- Healthy EBITDA margin despite re-launch of prepaid device subsidies
- Solid spectrum portfolio until concession expiry in Sep 2018

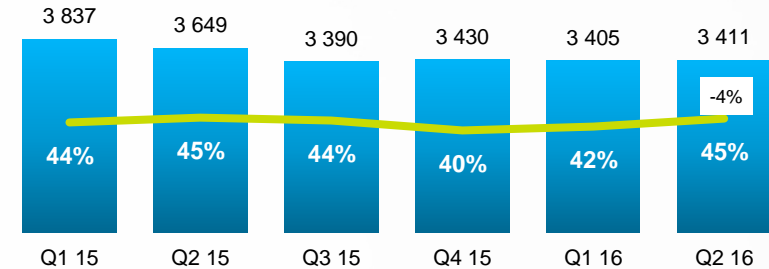
Revenues (NOK m) and EBITDA margin (%)



MALAYSIA (Digi)

- 10% organic growth in postpaid service revenues and stable postpaid ARPU*
- 3G/4G population coverage at 91%/76%
- Improved spectrum portfolio in the 900 MHz band

Revenues (NOK m) and EBITDA margin (%)



SOLID PERFORMANCE IN MYANMAR AMIDST INCREASED COMPETITION

CONTINUED SUBSCRIBER GROWTH

- 1.4 million net subscriber growth
- SIM market share maintained at 38% (est.), despite higher competitive intensity

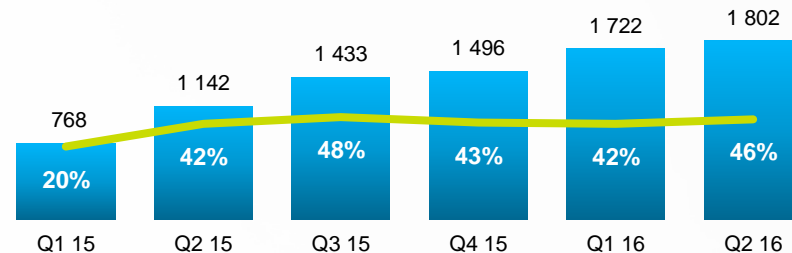
STRONG FINANCIAL PERFORMANCE

- 46% EBITDA margin
- Positive free cash flow

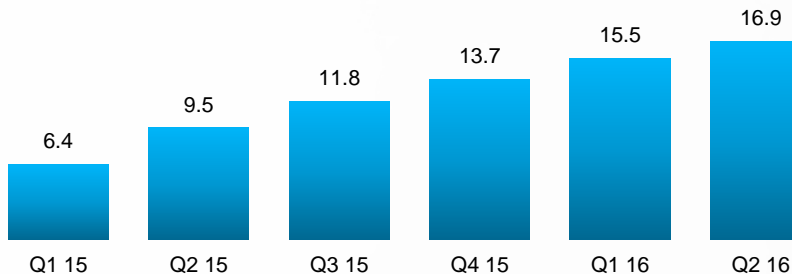
NETWORK EXPANSION ON TRACK

- More than 5,800 network sites on air (+800 sites in Q2)
- Aiming for 7,000 sites by end of 2016
- 4G services launched in Nay Pyi Taw in July

Revenues (NOK m) and EBITDA margin



Subscribers (m)



OUTLOOK FOR 2016

	2016	YTD
Organic revenue growth	1-2% <i>(previously 2-4%)</i>	1.0%
EBITDA margin	Around 35% <i>(previously 33-34%)</i>	35.5%
Capex/sales ratio	Around 17% <i>(previously 17-19%)</i>	16.5%

Organic revenue growth in fixed currency, adj. for acquisitions and disposals.
EBITDA before other items. Capex excl. licence fees.

A background image of a woman with long blonde hair, wearing sunglasses and a dark jacket, sitting and looking at a tablet computer. She is holding a dark mug in her other hand. The image is overlaid with a semi-transparent blue filter. A vertical white line is positioned to the left of the "Q&A" text.

Q&A