



# TELENOR GROUP

## DNB TMT conference 28 August 2019

Sigve Brekke, CEO

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# Key drivers for value creation towards 2020



**GROWTH**

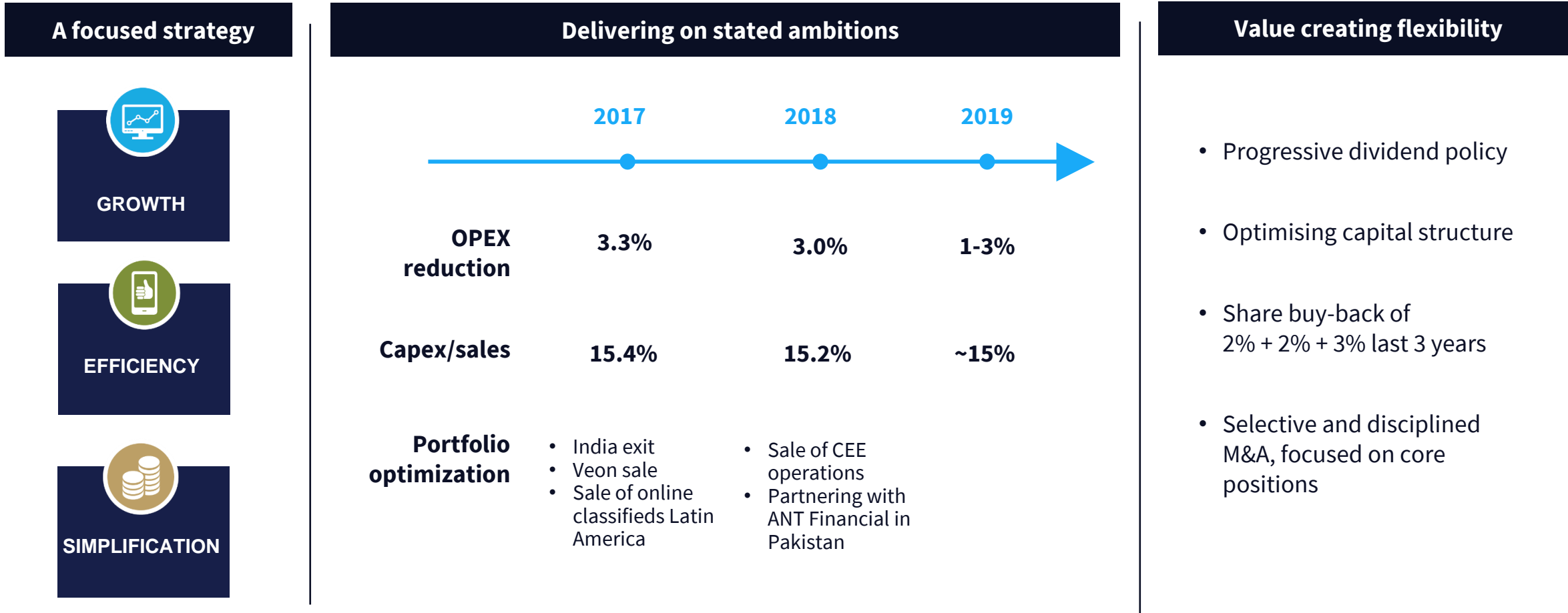


**EFFICIENCY**

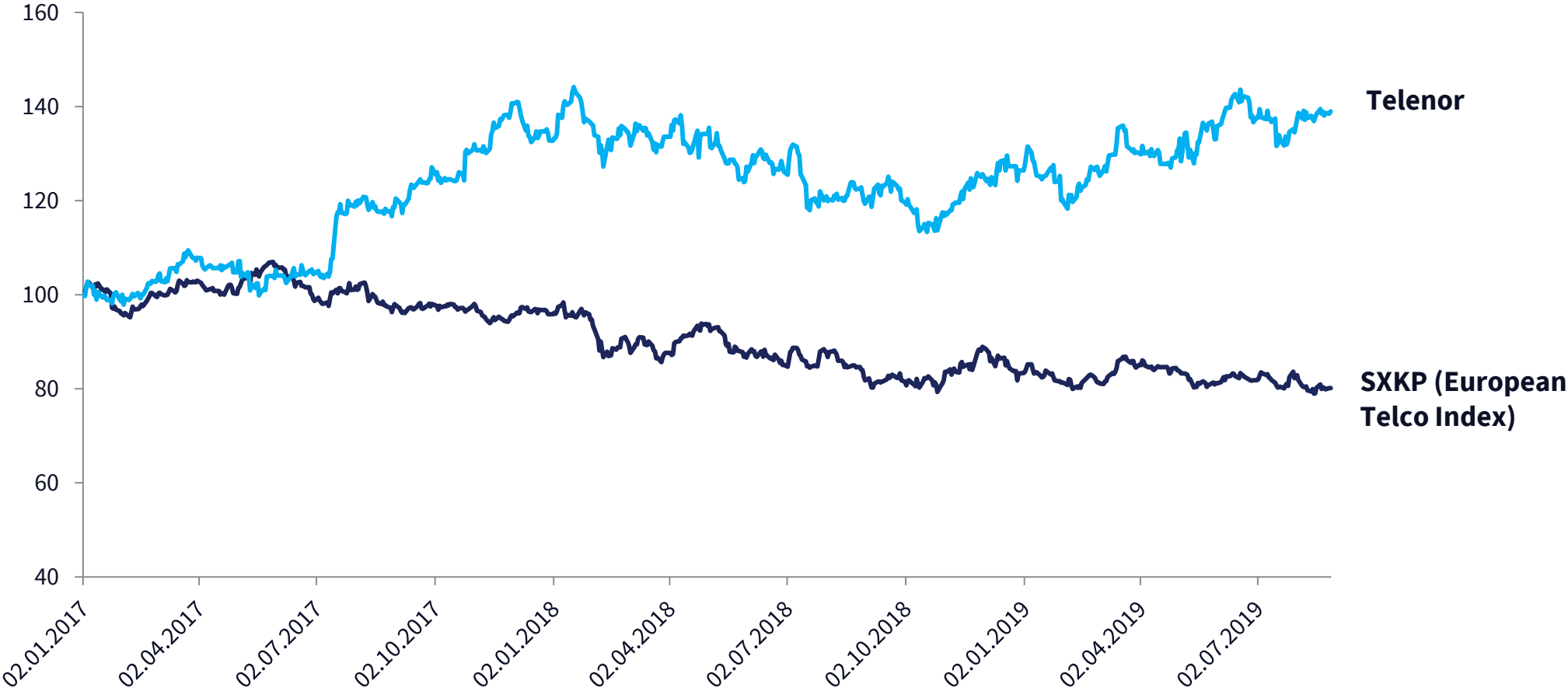


**SIMPLIFICATION**

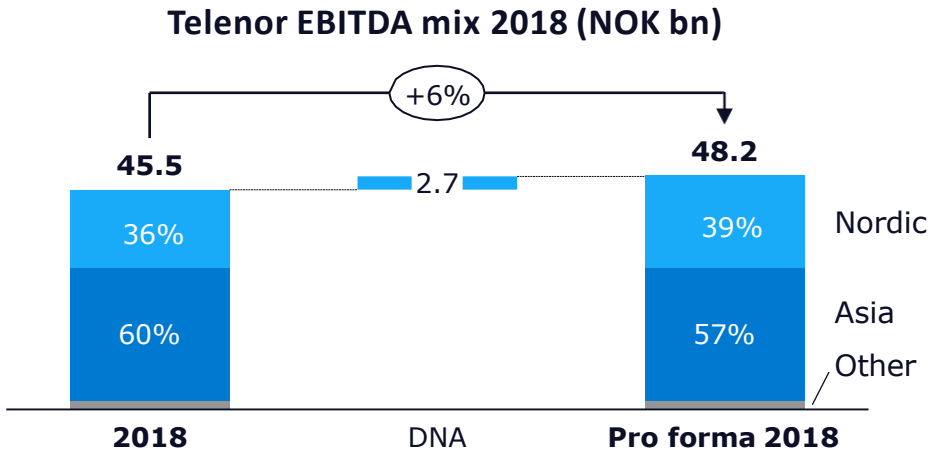
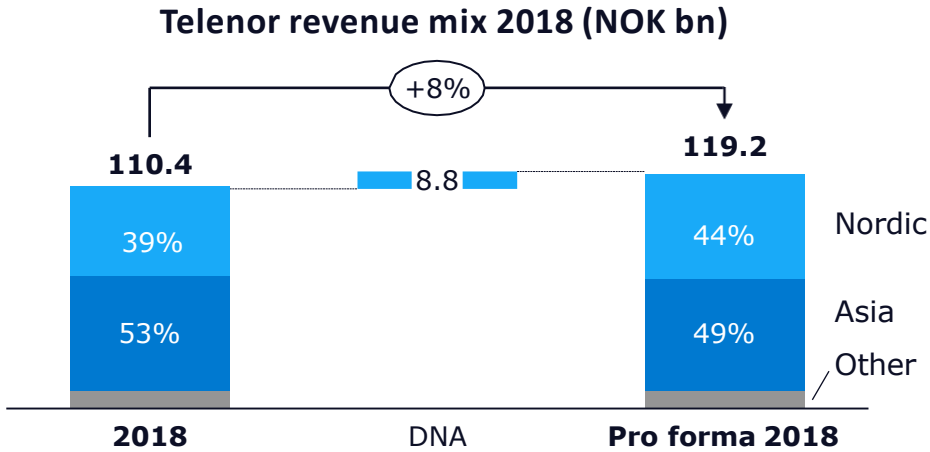
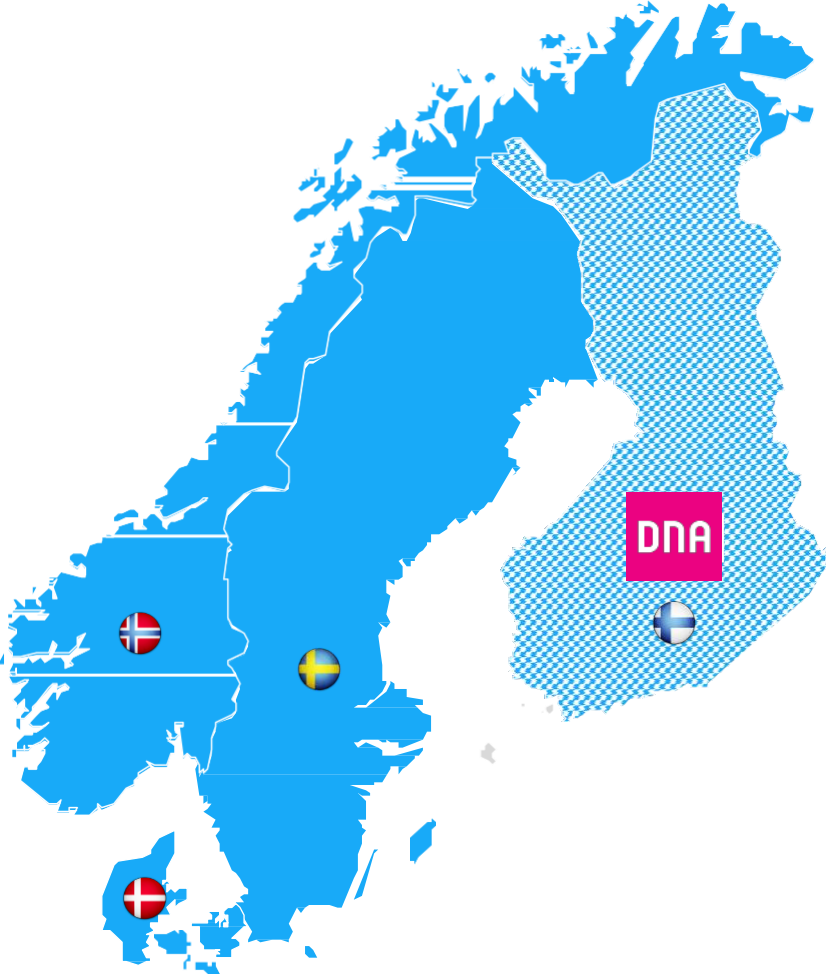
# Strategy execution creating flexibility for value creation



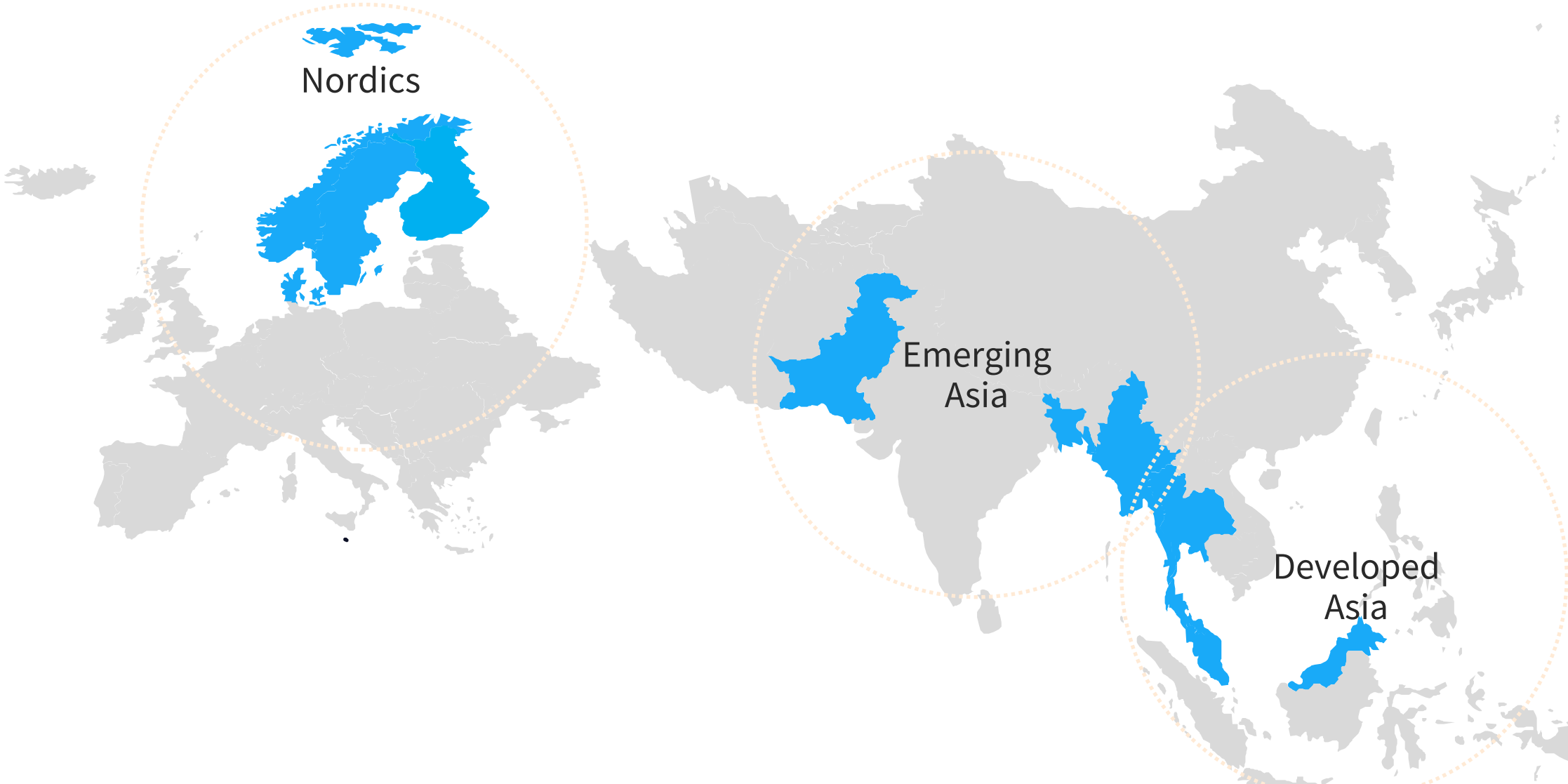
# In a challenging sector, step by step strategy execution has paid off



# Consolidating Nordic position and balancing portfolio

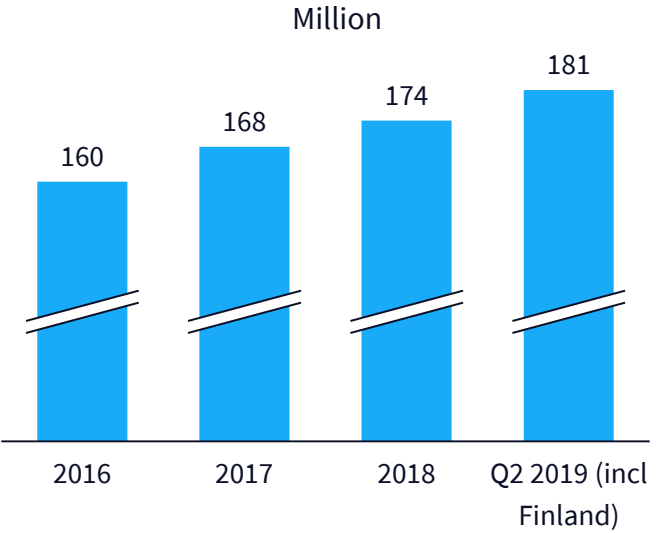


# More than 180 million mobile customers across Nordics and Asia



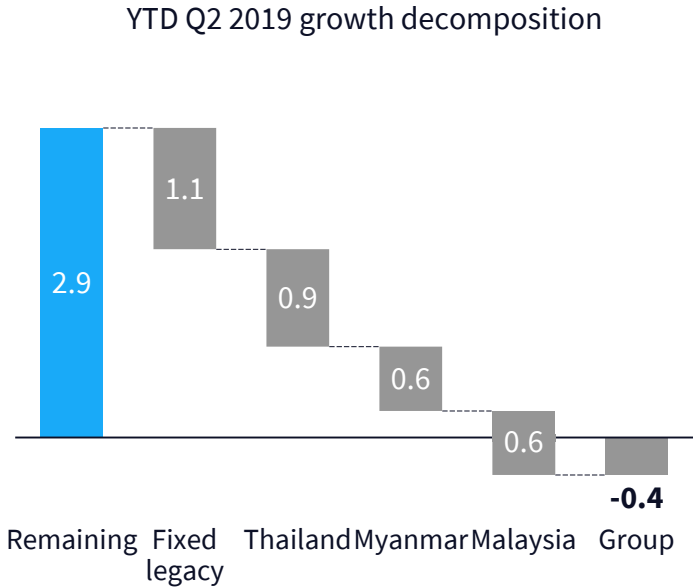
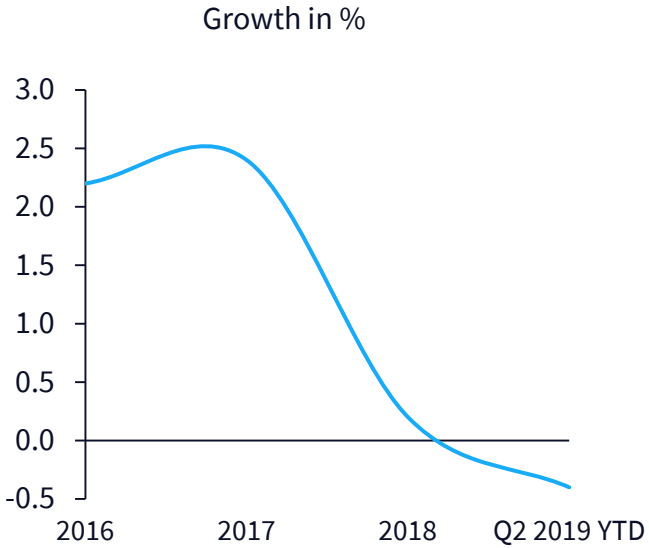
# Healthy customer intake, but revenue growth under pressure from developed Asia, Myanmar, and fixed legacy services

## Subscriptions



> Customer growth driven by Emerging Asia

## Org. subs & traffic revenue growth



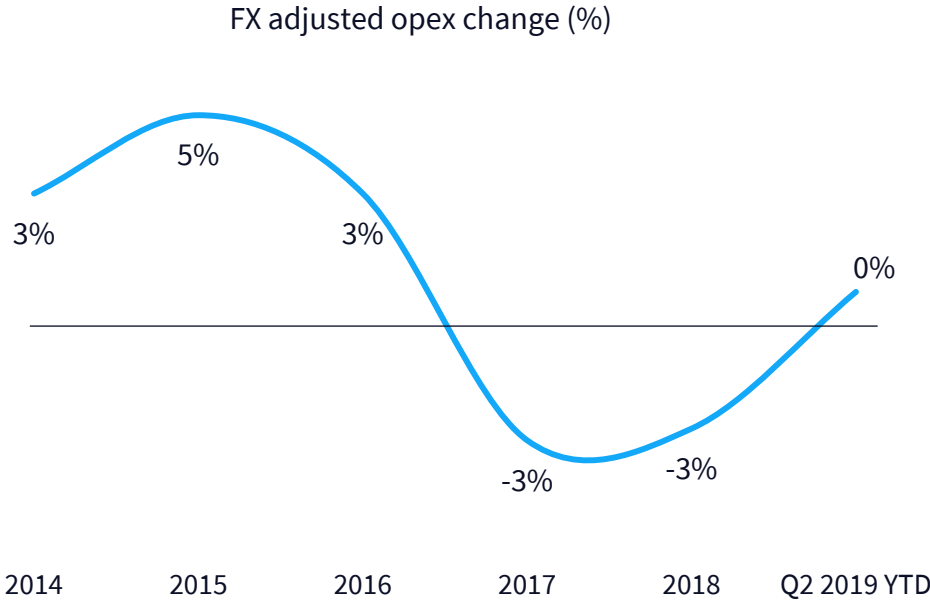
- > Double digit growth in Bangladesh
- > Solid revenue renewal efforts in Norway, offset by declining legacy services
- > Transitional year in Thailand
- > New entrant in Myanmar





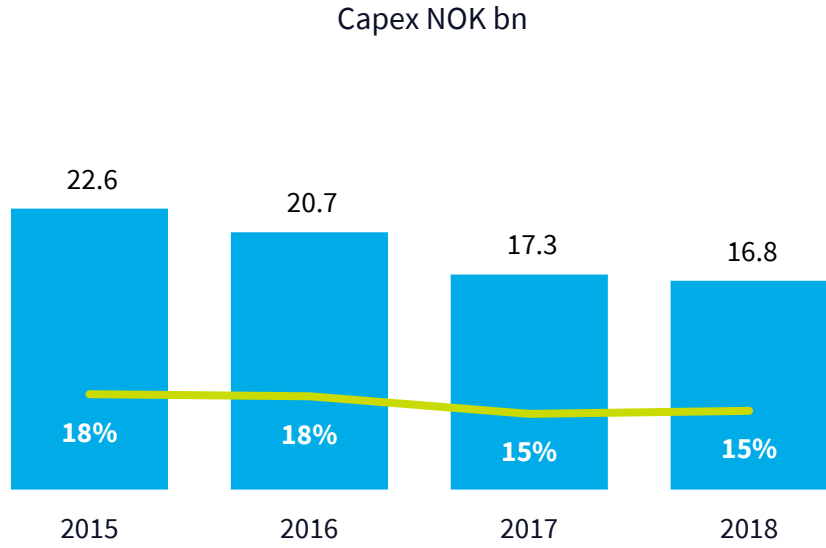
# Consistent execution on strategy – modernising Telenor

## Strong cost discipline



> Efficiency mindset an important driver for modernisation

## Efficient capex spending



- > Scrutinise capex to ensure efficient and right prioritisations
- > Significant savings from centralised procurement



# Digitalising the core business

IT

NETWORK

SALES

CUSTOMER  
CARE







**SPEEDTEST**

by OOKLA

**WORLD'S FASTEST  
MOBILE NETWORK**

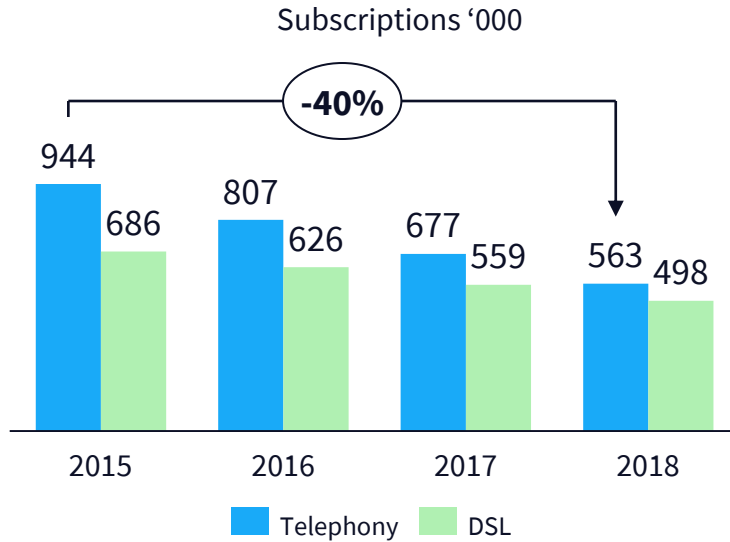
**TELENOR  
NORWAY**

**2018**



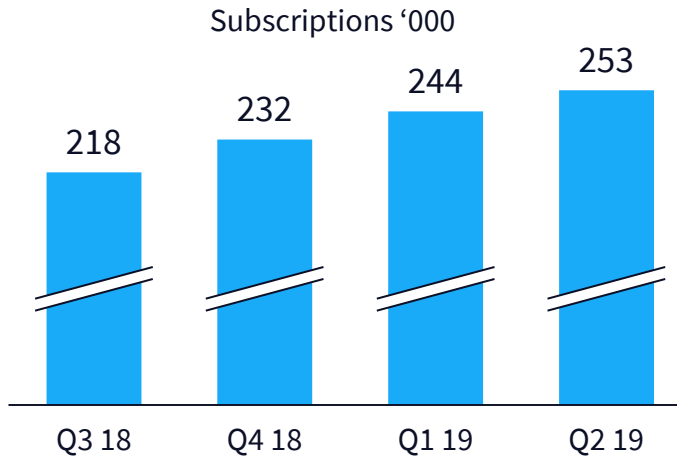
# Stepping up network modernisation in Norway

## Continuous market decline for copper



- > Customers moving away from copper
- > Copper network to be decommissioned in 4 years

## Solid fibre roll-out momentum



- > Accelerating fibre roll-out, preparing for 5G
- > Replacing copper with fibre and fixed wireless access

## Fixed wireless product launched

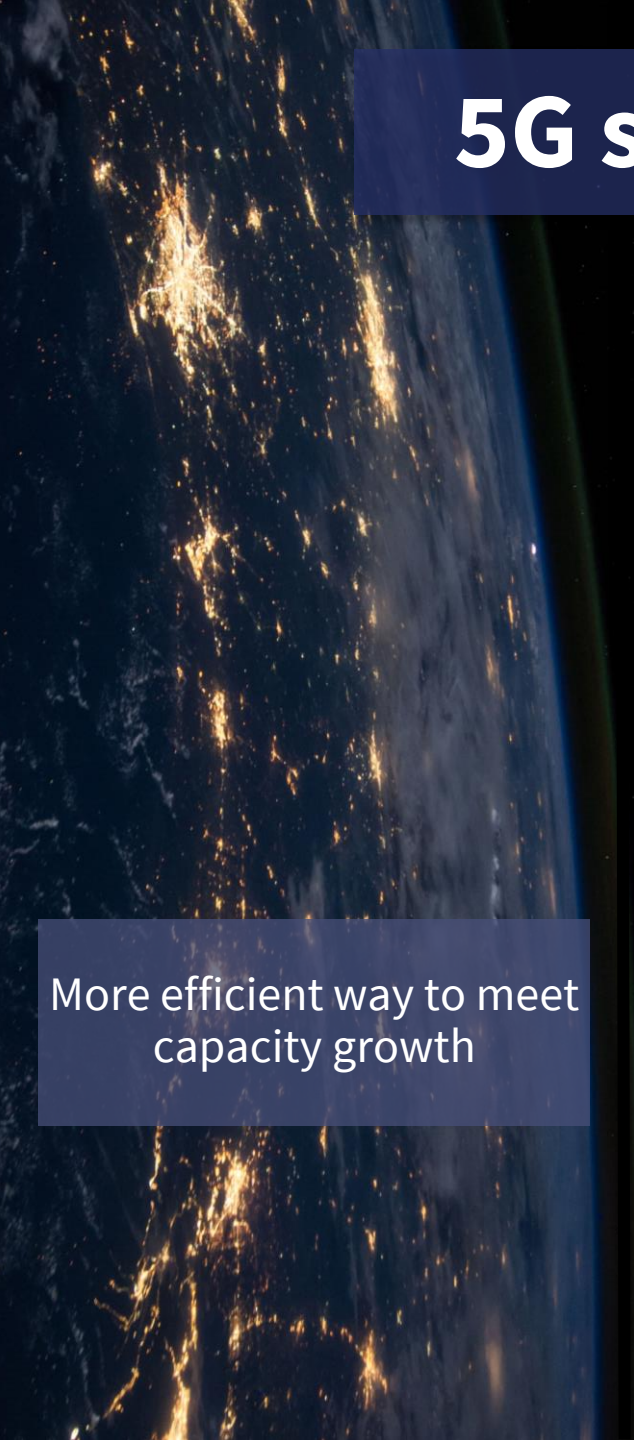


- > 10, 30 and 100 Mbit/s offered
- > Geo locked
- > 7,000 subs connected since launch





# 5G starting to look like a revolution



More efficient way to meet capacity growth



Initiating a new wave of innovation and business opportunities



Significant benefits for society



First mover-position gives greater commercial potential



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