



DNB Nordic TMT and Consumer Conference 2021

Sigve Brekke



The world's largest mobile operator groups by subscriptions

#14

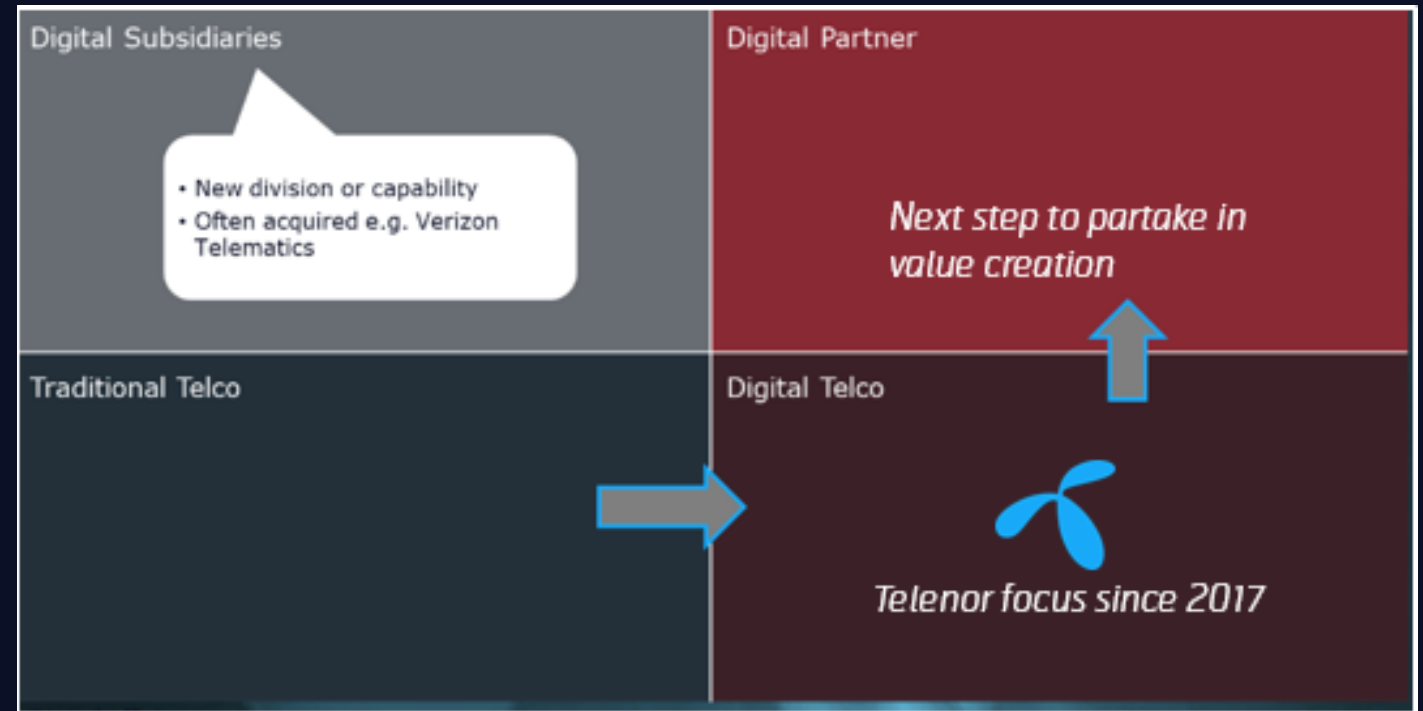
Global ranking of mobile operator groups measured by connections in consolidated operations, Q2 2021
Sources: GSMA Intelligence, 3 August 2021



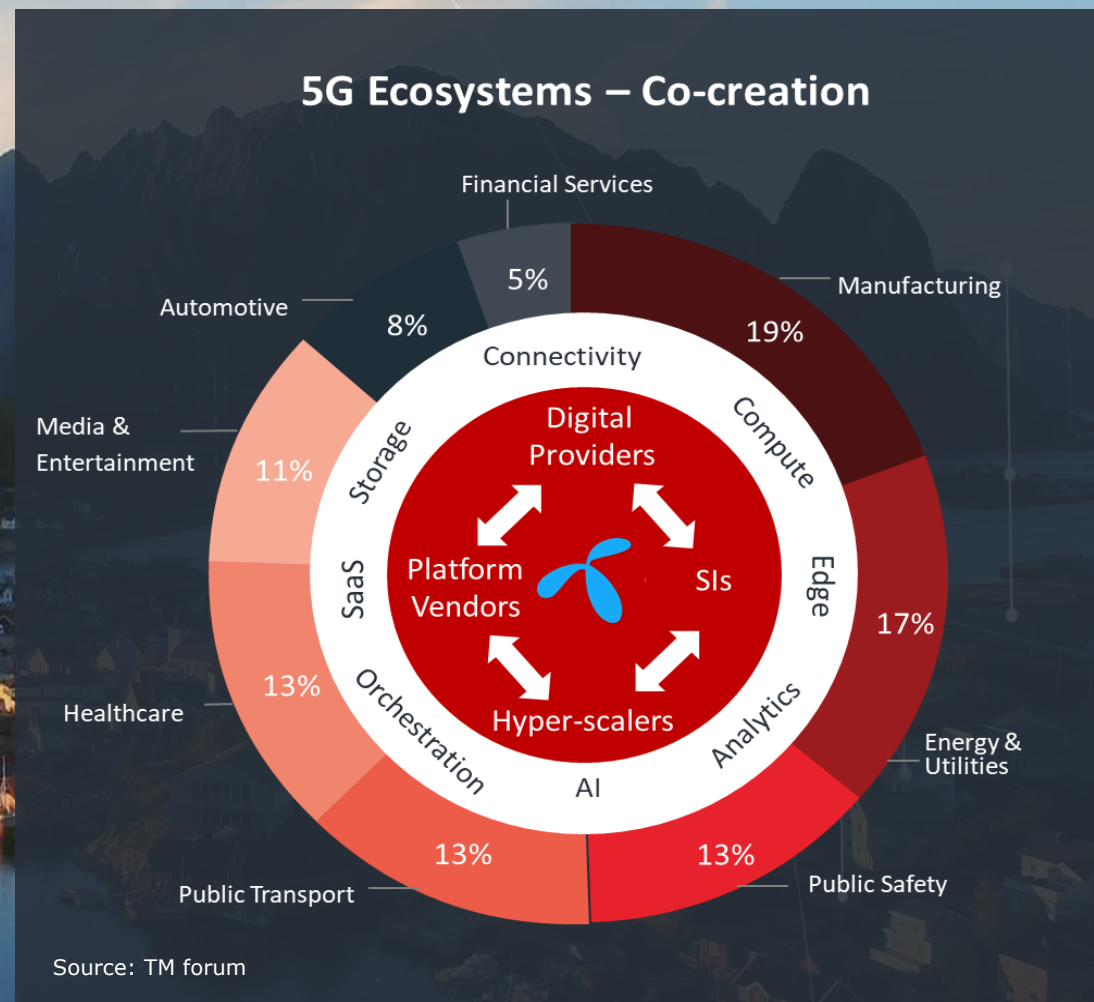
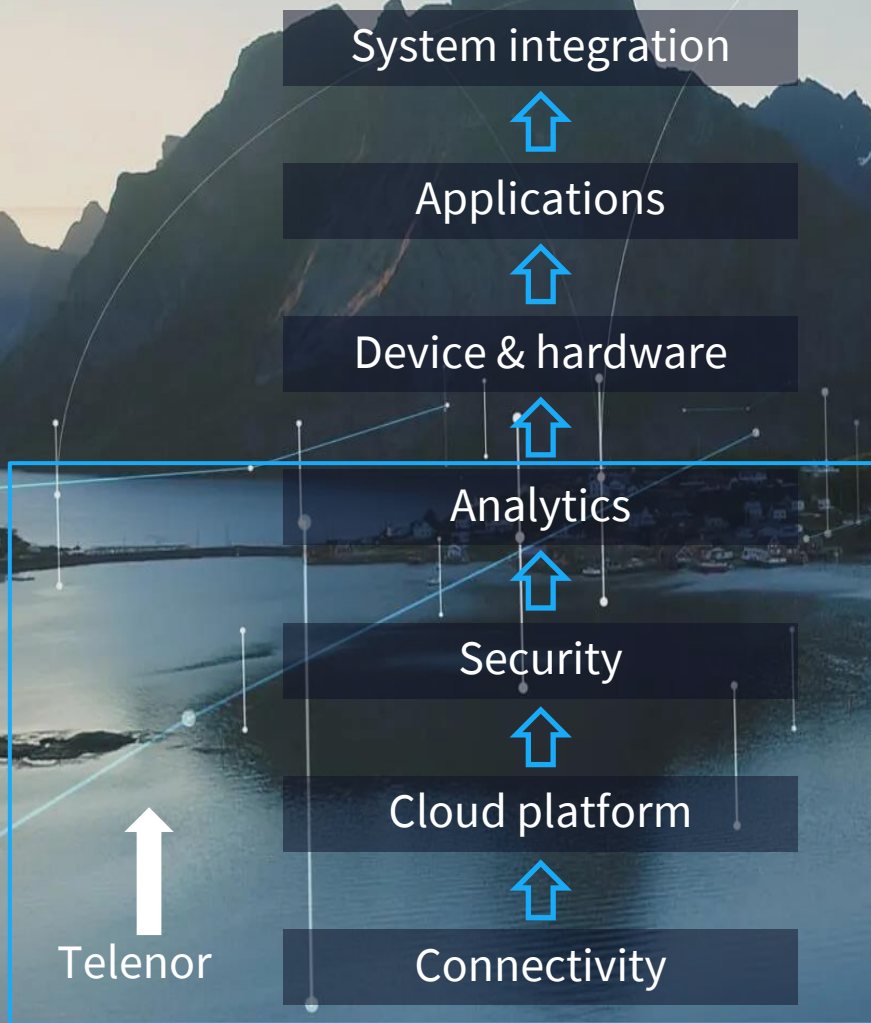
Going forward, the industry will need to change

Key beliefs

- Providing connectivity as efficiently as possible will be key
- The combination of 5G, IoT, AI and cloud form the perfect storm for innovation
- Growth opportunities lie beyond connectivity, build on connectivity position



Entering the 5G era



Strategy



Positioning for
growth through
focused offerings



At the forefront of
modernising our
core business



**Responsible
business**
as an integrated part of
our strategy

We continue to see growth opportunities

Nordics

- High demand for 5G subscriptions
- Increased ARPU in Finland and Norway
- Fixed Wireless Access
- Service pilots with a range of partners

Asia

- Data growth
- Digitalisation
- B2B growth
- Beyond Connectivity

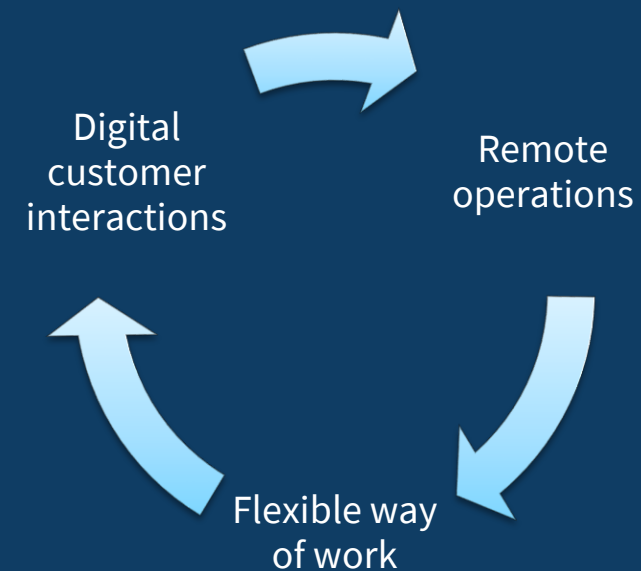


Modernisation started in 2017

What we have done

- Modernised IT & Network infrastructure
- Modernised organisation
- Simplification
- Cluster based operating model, best practice benchmarking

We took a position early in the pandemic



Responsible business



Among top 10% in
Telecommunication
AAA rating



Among top 15% in
Telecommunication

Myanmar exit

- Telenor has built up a profitable, state of the art telecom operator providing modern services since 2014
- Announced an agreement to sell Telenor Myanmar on 8 July*
- Deteriorating situation, dilemmas related to people security and regulatory environment
- Decision founded by our responsible business practices
- Evaluated all options, sale the least detrimental solution

**Subject to regulatory approval*

