

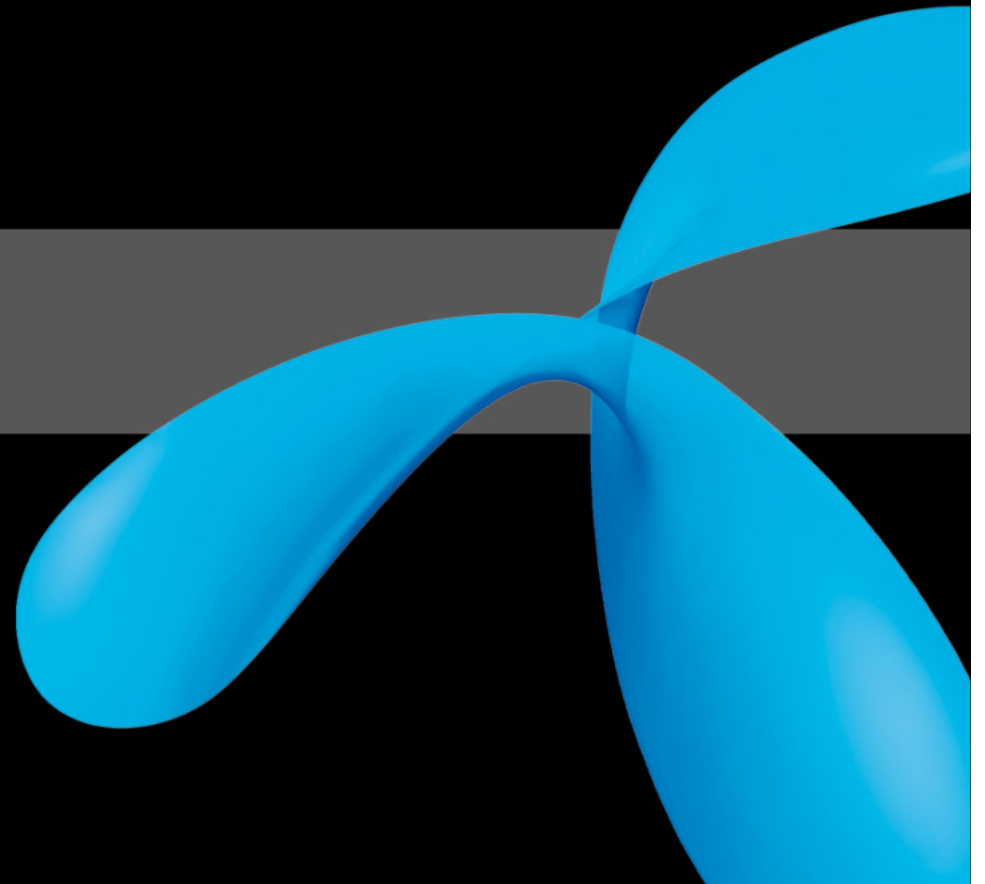


telenor

## Telenor in Asia

Sigve Brekke  
Executive Vice President in Telenor and  
Head of Region Asia

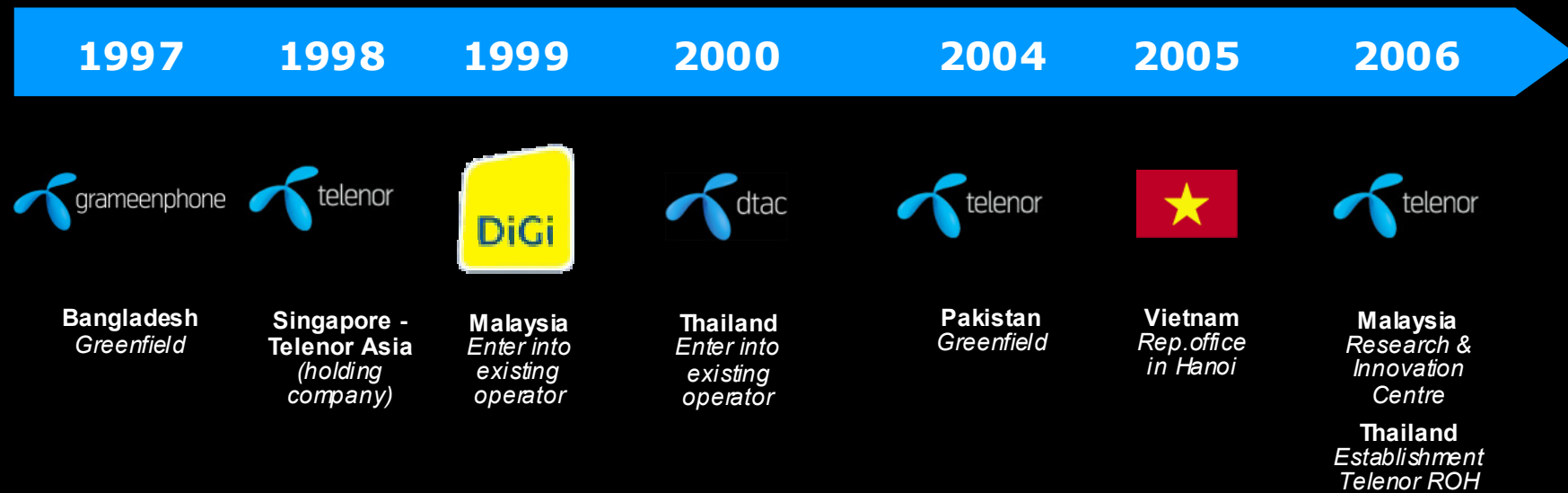
Bangkok, September 8th 2008



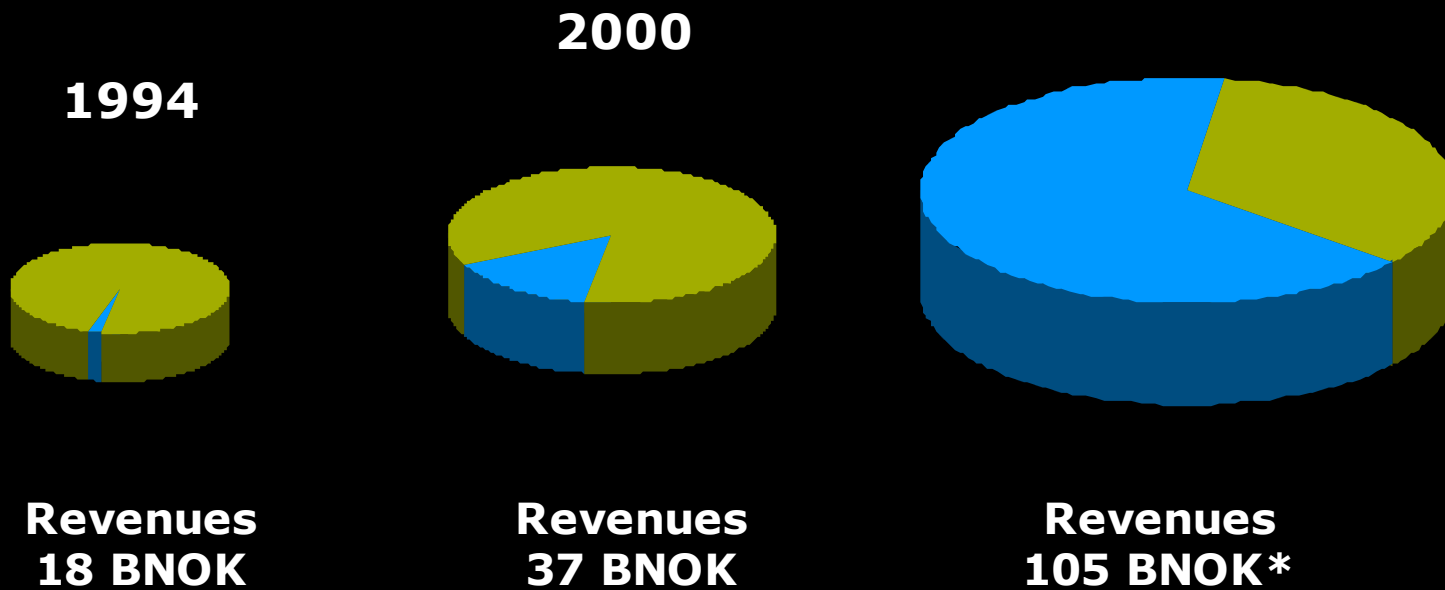
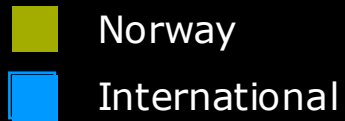
# Significant growth opportunities in Asia

- Still potential subscriber growth
- Good economic development
- Low fixed broadband penetration

# Telenor in Asia

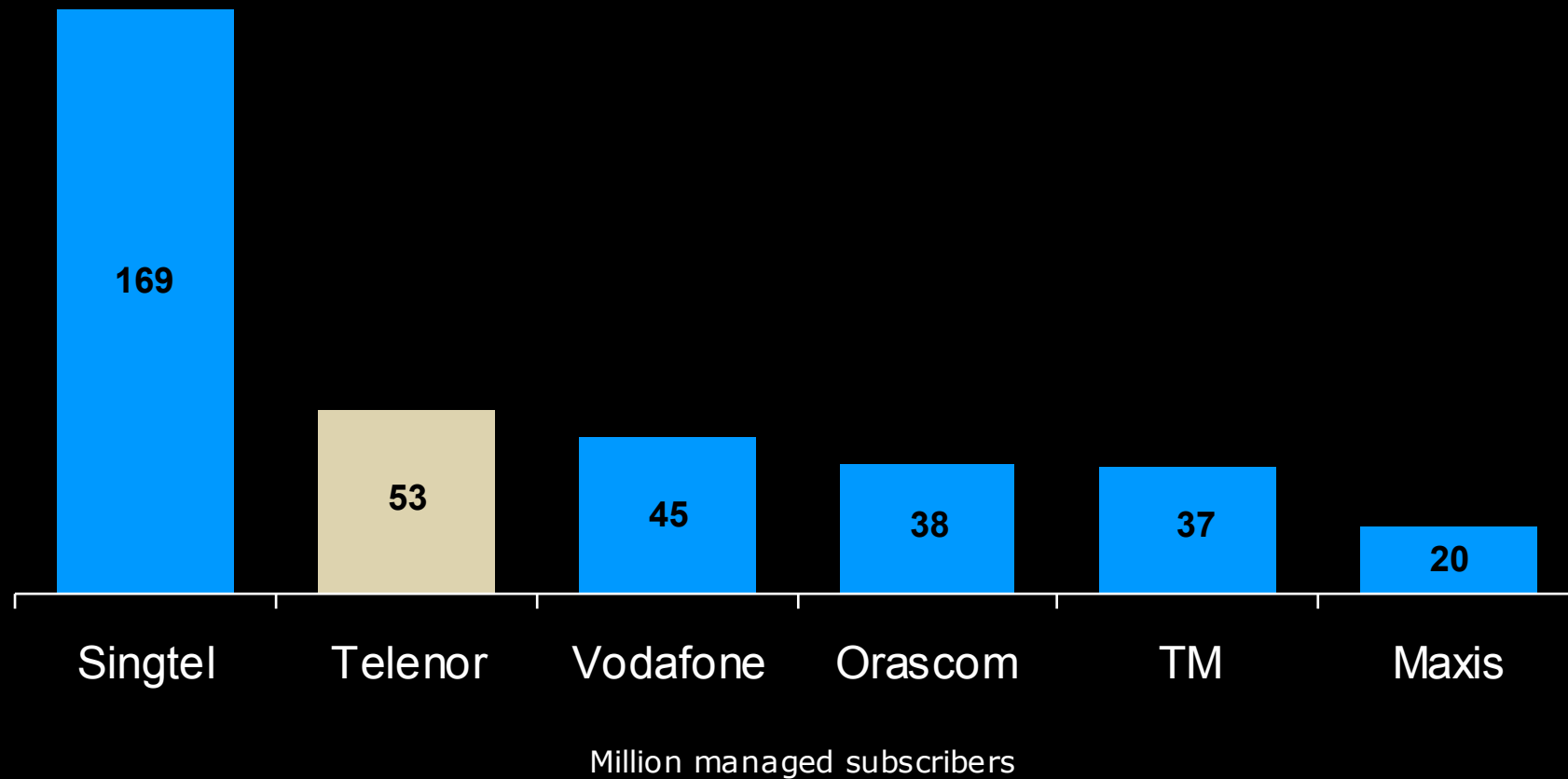


# From a national to an international company



\* Assuming Kyivstar consolidated

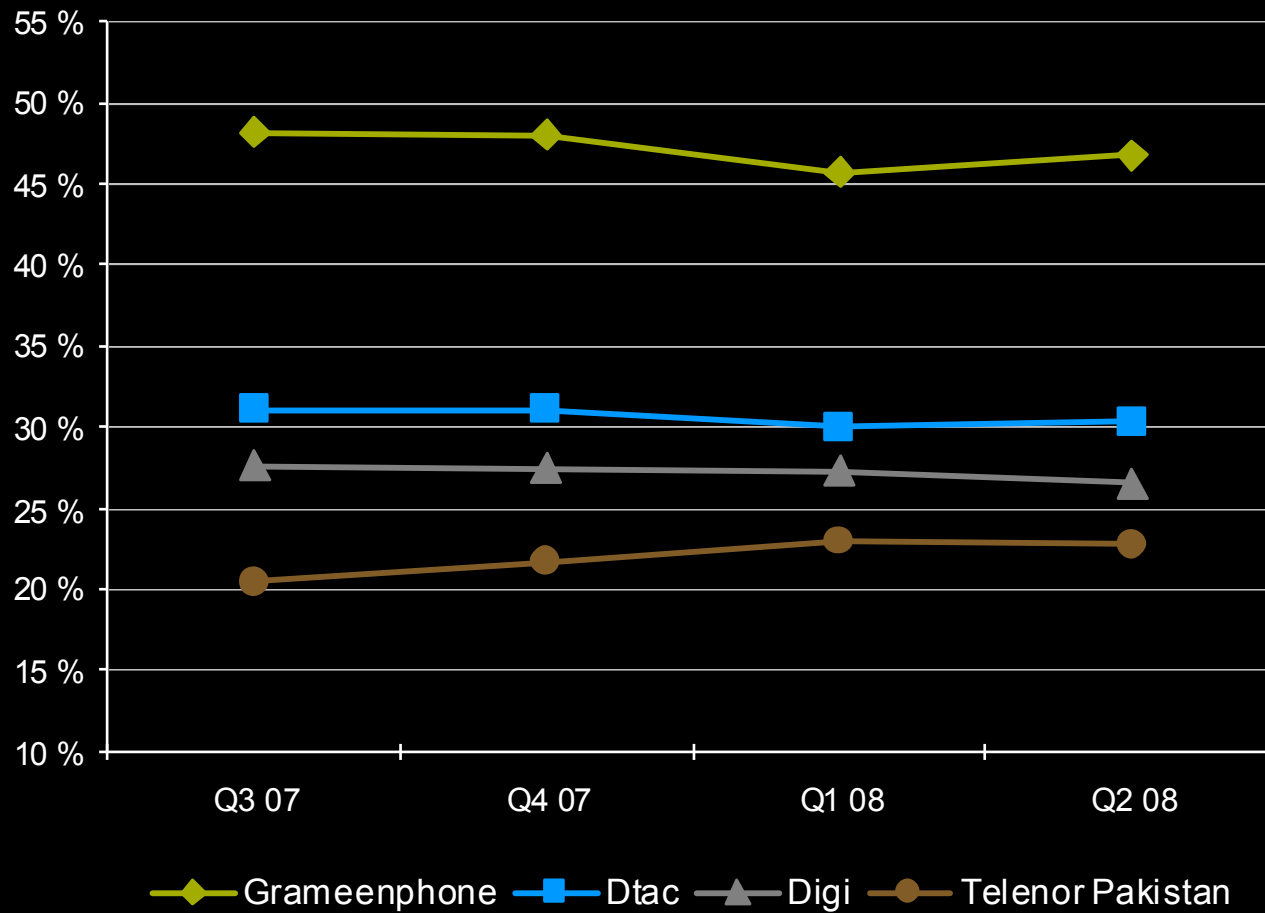
# Among Asia's largest regional operator



Source: Estimates based on data from Wireless intelligence, Q407



# Significant player in all markets



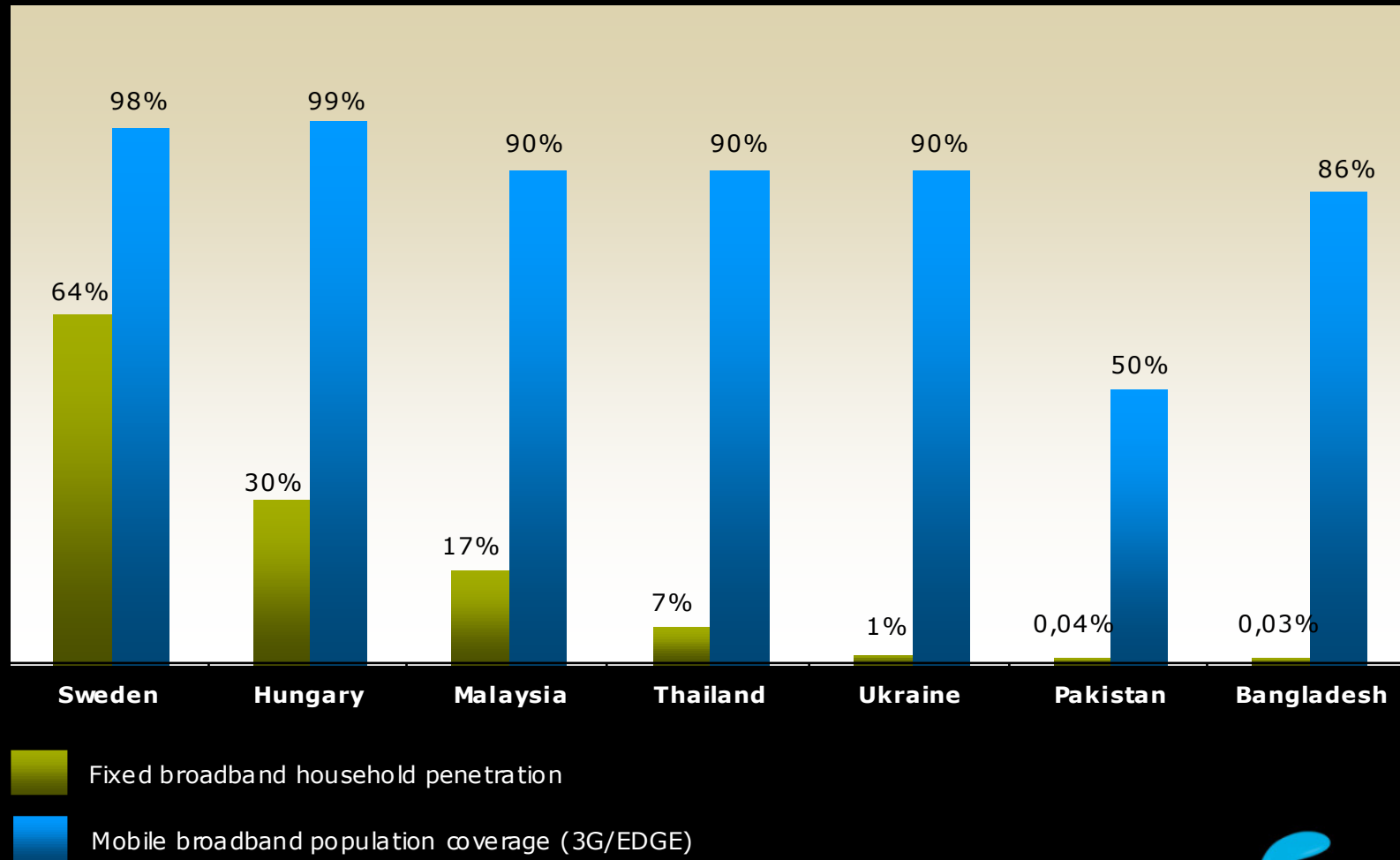
Source: Internal estimates subscriber market share



## Challenging situation

- Political uncertainty and challenging regulatory environment
- Rise in commodity prices reduce consumers spending power
- Market dynamics – From emerging to mature

# Going forward Big broadband potential in Asia





Going forward  
**Actively exploring expansion**

- Regional expansion
- Expansion of businesses in existing markets
- More flexible approach to control



# Recognising our responsibilities

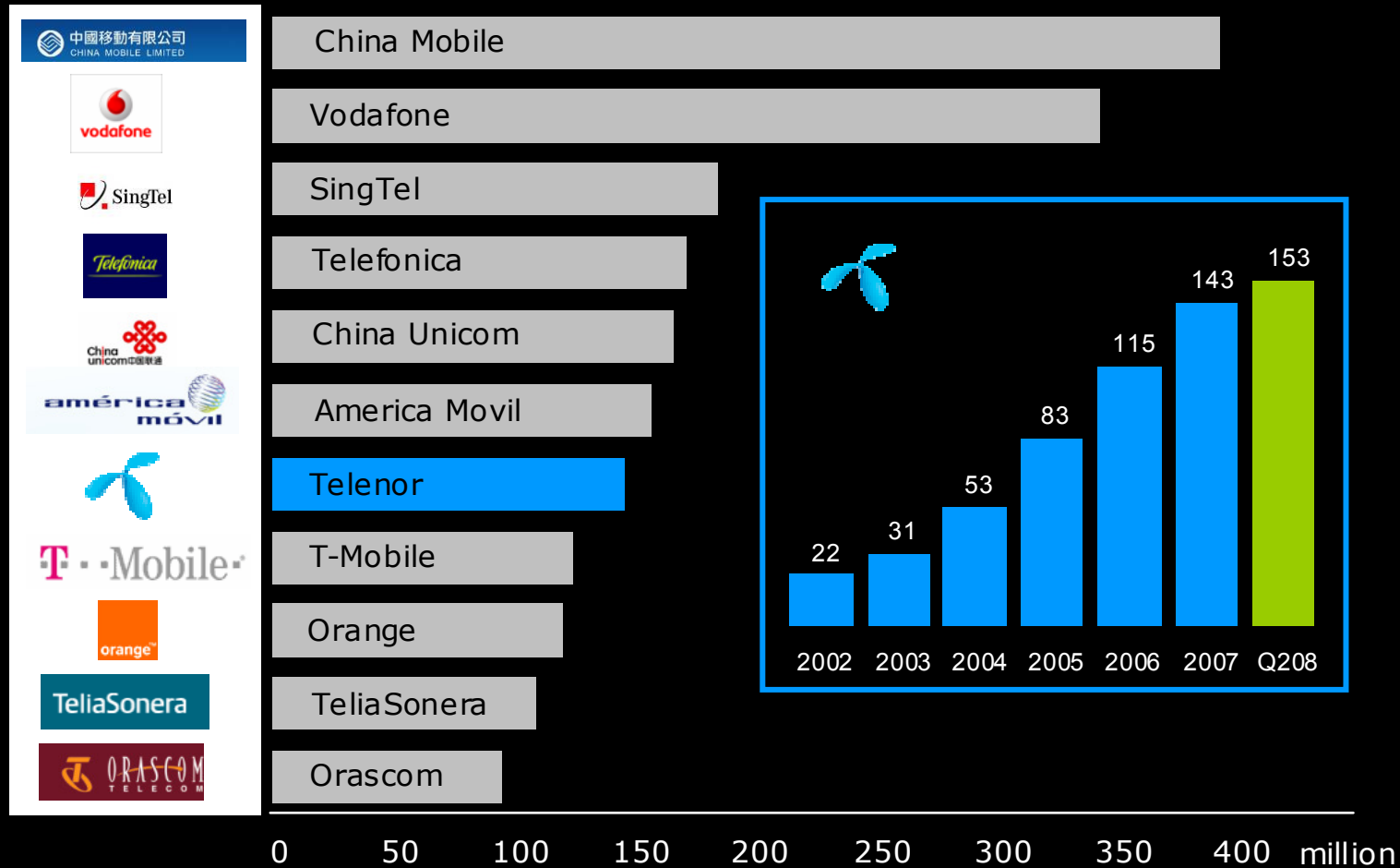
- Contribute to local development
- Implement and follow up code of conduct
- Active approach to environment



Thank you!



# Position in the global mobile industry



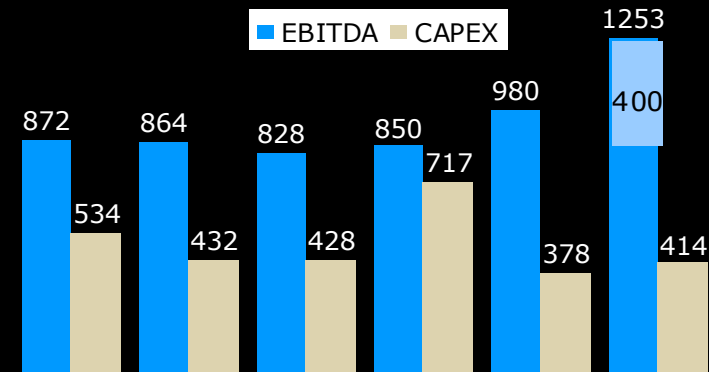
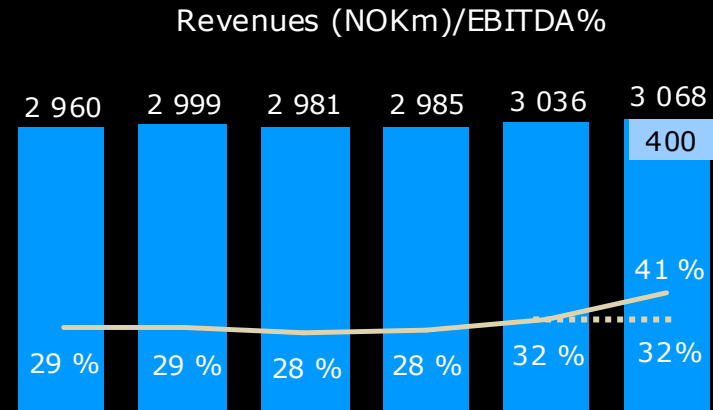
Number of mobile subscribers in million, based on total group figures Q108 (source: Wireless Intelligence). Operators only included in group if ownership is 20% or more



## DTAC - Thailand

# Macroeconomics impacting spending

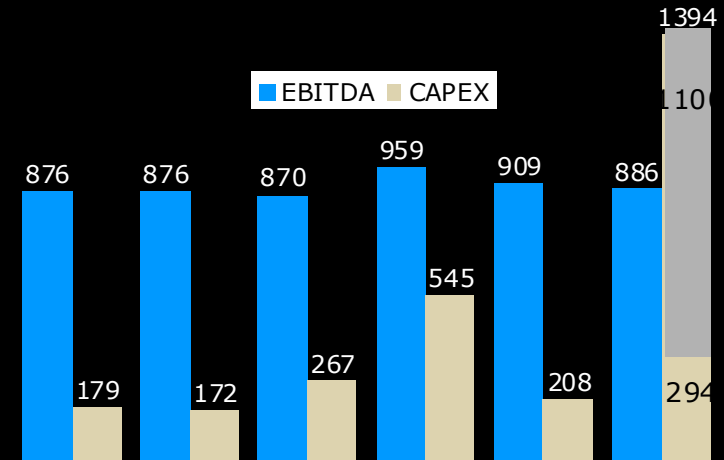
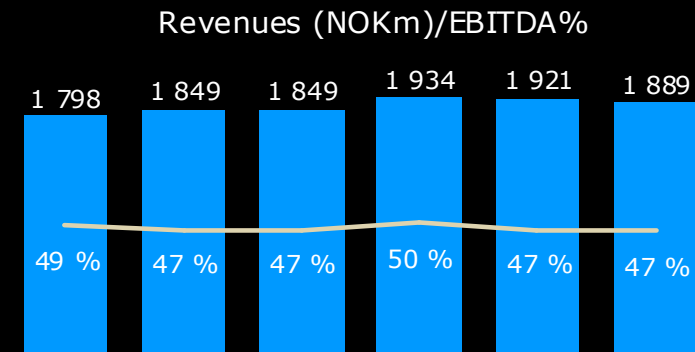
- 0.8 million net subscriber growth in Q2
- Seasonally weak quarter hampered by inflationary pressure and general uncertainty in the economy
- Settlement of NOK 400 million positively impacting revenue and EBITDA
- 32% EBITDA margin excl settlement



## DiGi - Malaysia

# Solid operating cash flow

- Net subscriber growth of 84k in Q2
- Revenue growth of 13% in local currency
- Stable EBITDA margin
- Capex including 3G licence of NOK 1.1 billion – no cash effect
- Increasing competition
- Mobile number portability expected from September

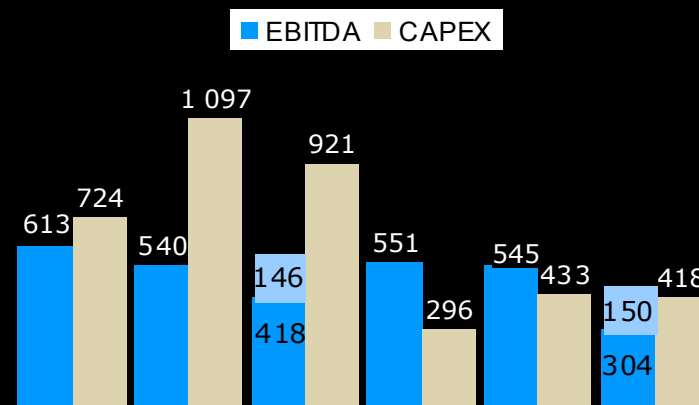
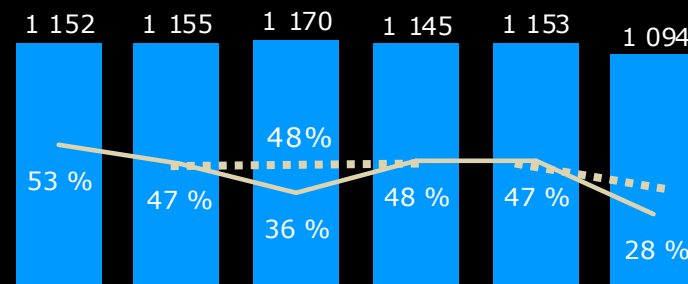


## Grameenphone - Bangladesh

# Passed 20 million subscribers

- 2.5 million net subscriber growth in Q2
- 11% revenue growth in local currency
- Accrual for Govt. compensation charge of NOK 150 million
- 43% underlying EBITDA margin
- 600k subscribers barred after re-registration deadline

Revenues (NOKm)/EBITDA%





## Telenor Pakistan

# Continued margin improvement

- 1.4 million net subscriber growth in Q2
- 7% revenue growth in local currency from Q1 08
- High inflation, increased competition and reduced IC putting pressure on ARPU
- EBITDA margin above 20% for the first time

Revenues (NOKm)

