

telenor

GrameenPhone

CEO – Erik Aas

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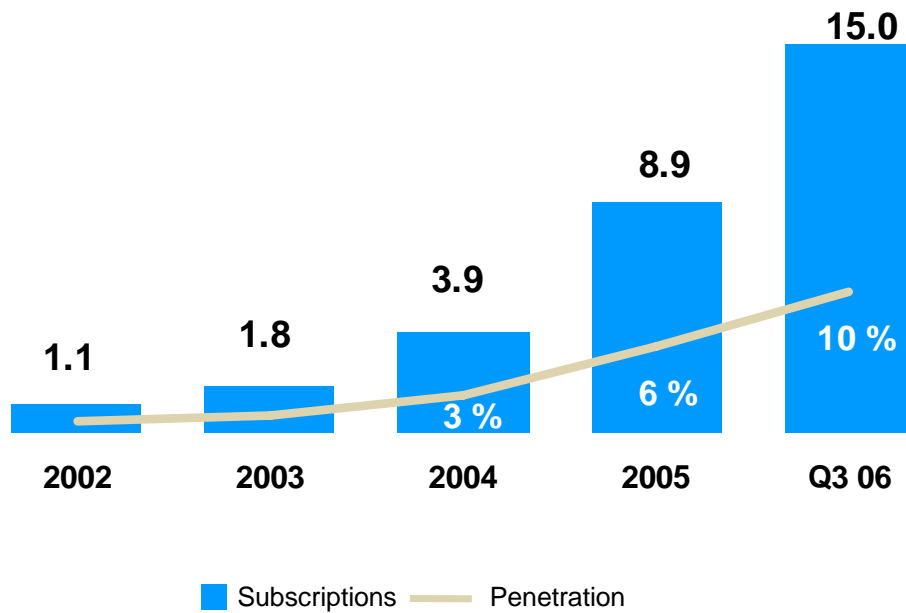


The logo features the number '10' in a large, stylized font. The '1' is purple, and the '0' is blue with a white outline. A semi-circular arc with a green-to-yellow gradient is positioned above the '0'. To the right of the '0', the word 'Years' is written in a bold, italicized blue font. Below 'Years', the word 'Million' is written in a larger, bold, italicized blue font.

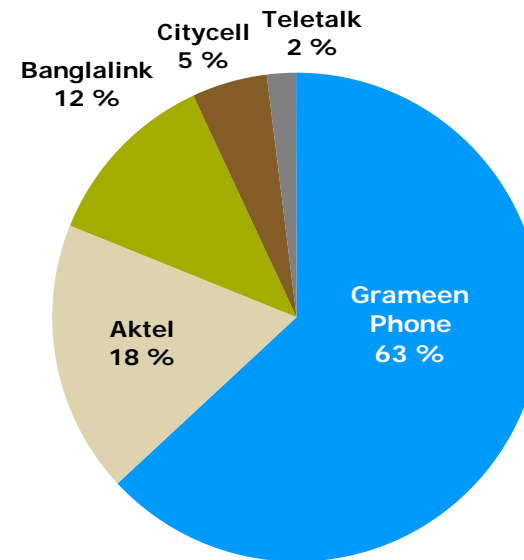
10 *Years*
Million

Superior Position in a Booming Market

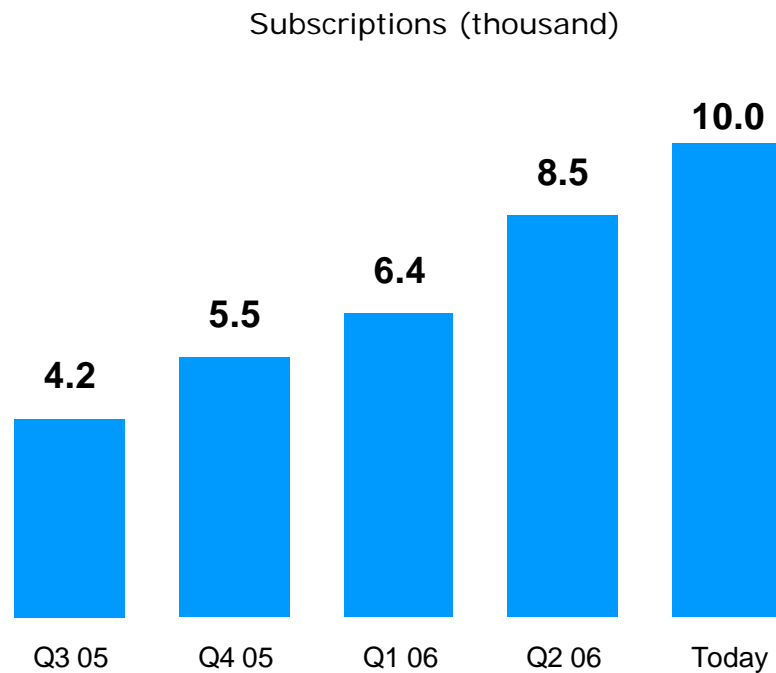
Total Mobile Market



Market share



GrameenPhone Subscriptions Doubled in Only One Year



Ten years of quality

We believe everyone has the right to express.

That's why we are connecting all of Bangladesh with our coverage and providing a quality network that can take you into the future. Whenever you need us, we are there for you. We are committed to bringing the best customer service close to you. To translate that commitment into action, our dedicated employees are ready to serve you at more than 600 customer service points and 15 GrameenPhone Centers across the country.

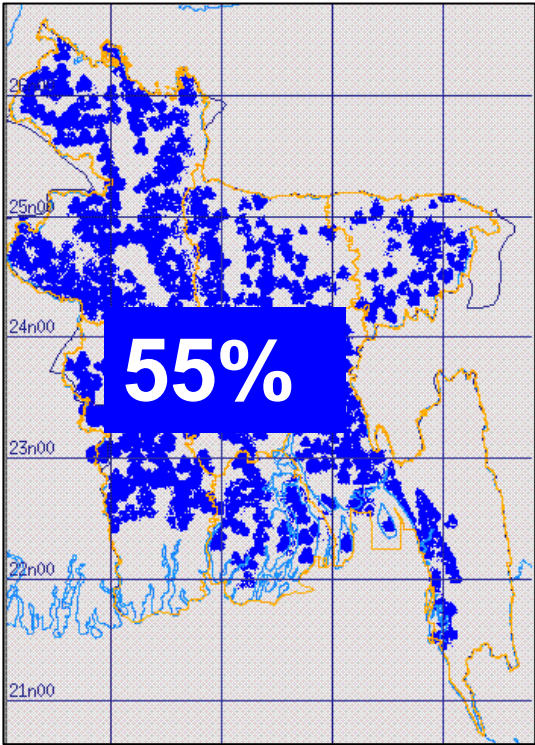
It's time to look back with pride and look ahead with confidence. It's time to keep delivering quality.



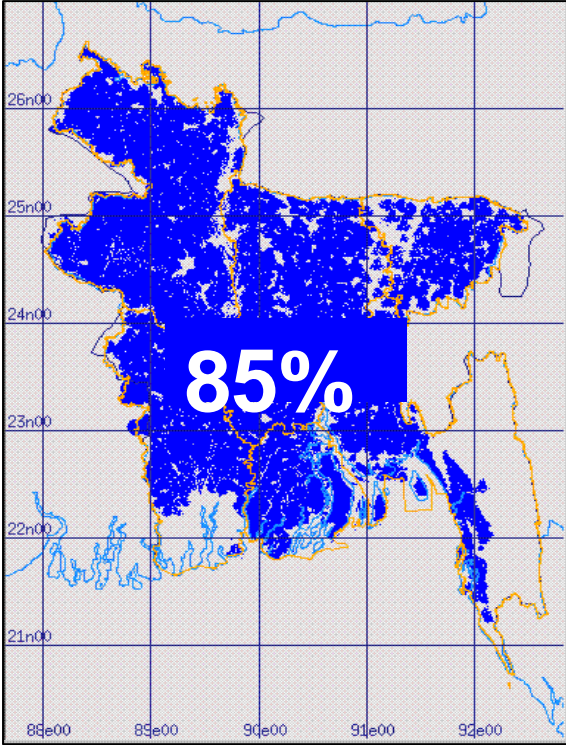
Source: Bangladesh Bureau of Statistics (BBS)



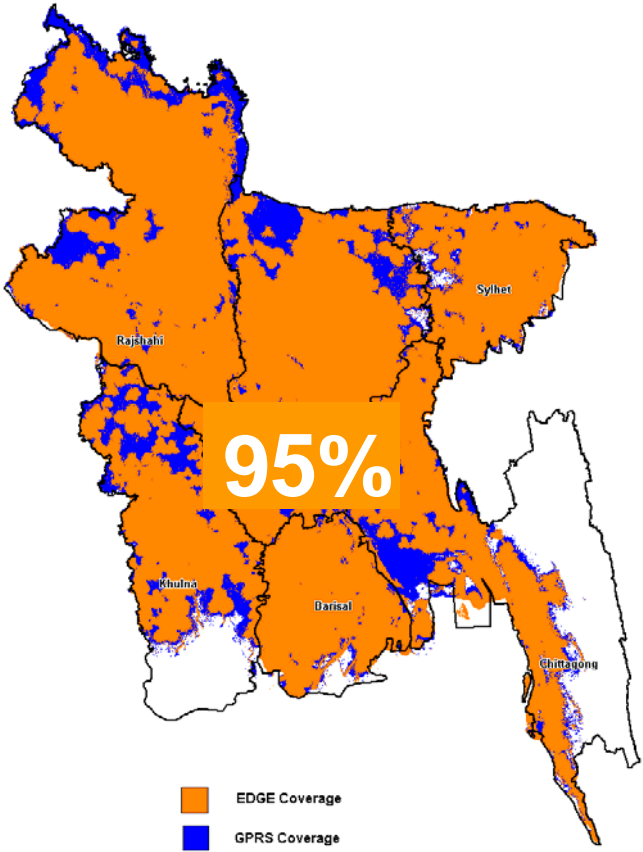
Close to Full Population Coverage



Coverage end 2004



Coverage end 2005

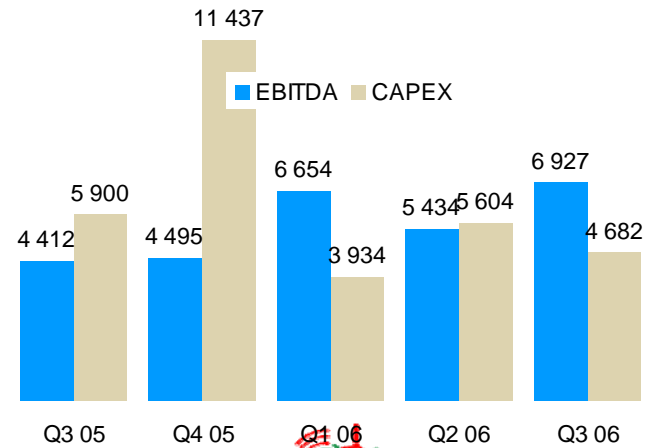
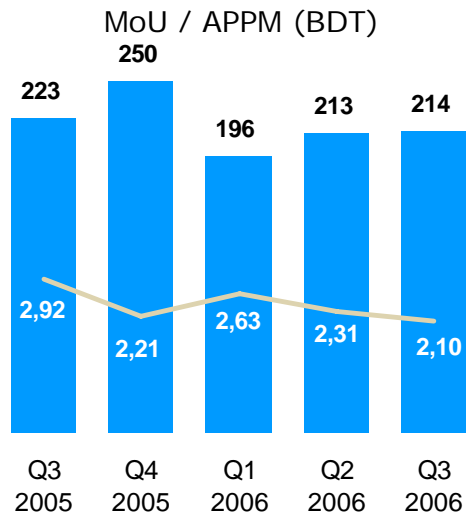
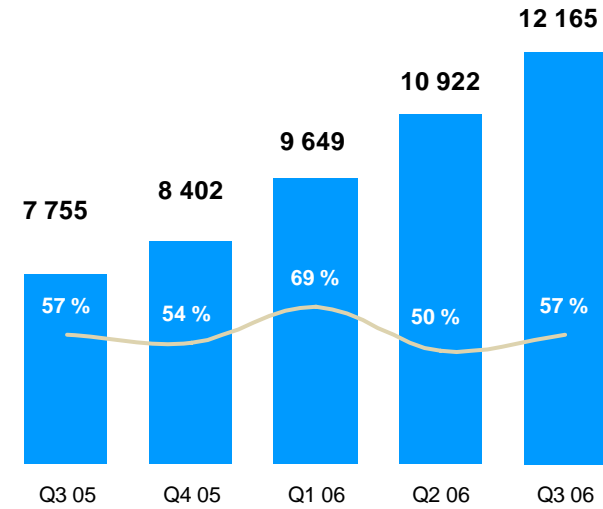
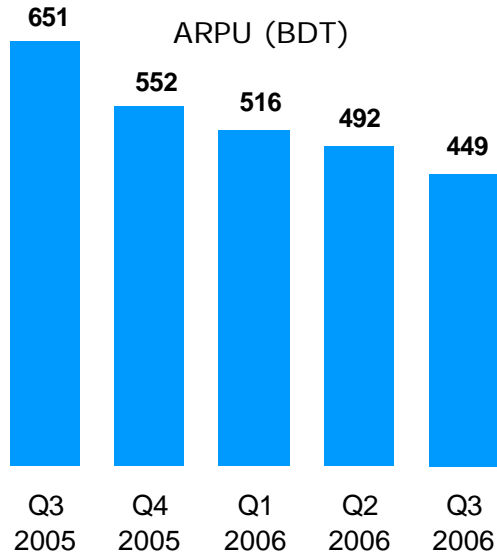


Coverage end 2006



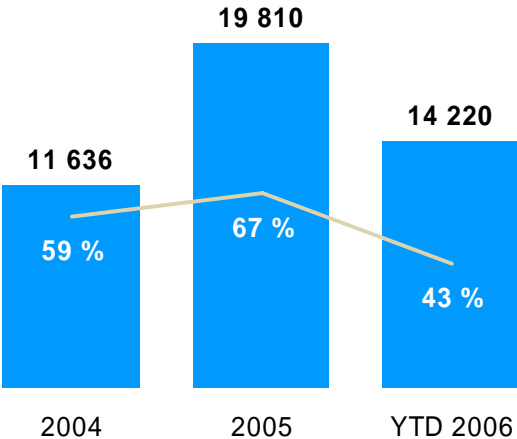
Very Strong Financial Performance

Revenues (BDTm)/EBITDA%

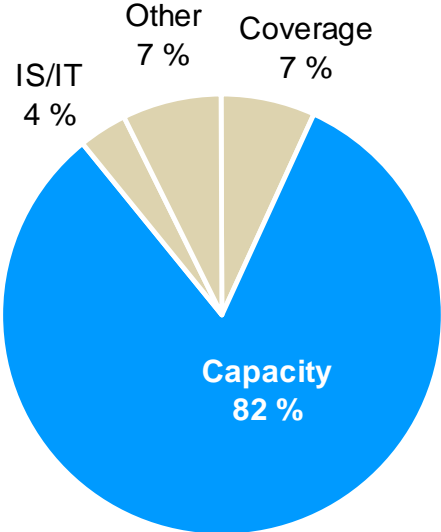


Decreasing CAPEX/Sales

CAPEX (BDTm) and CAPEX/Sales (%)



CAPEX split YTD

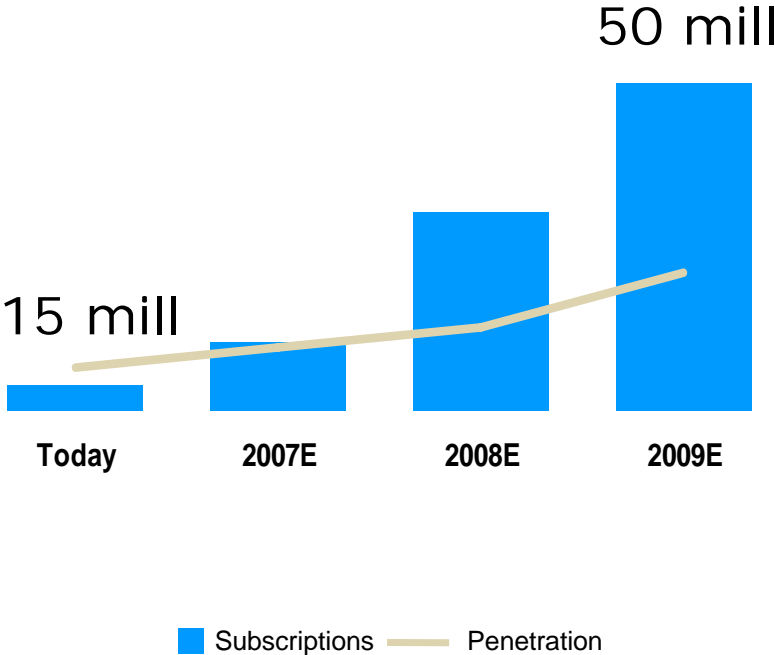


What's Next?



Expect Total Market to Triple in 3 Years

- Rapid decrease in handset prices
- Reduced price per minute
- Segmented offerings to low income users
- Electronic recharge and low denomination



Introduced BDT 10 (USD 0.15) Recharge



খুচরা টাকার আসল ঠিকানা

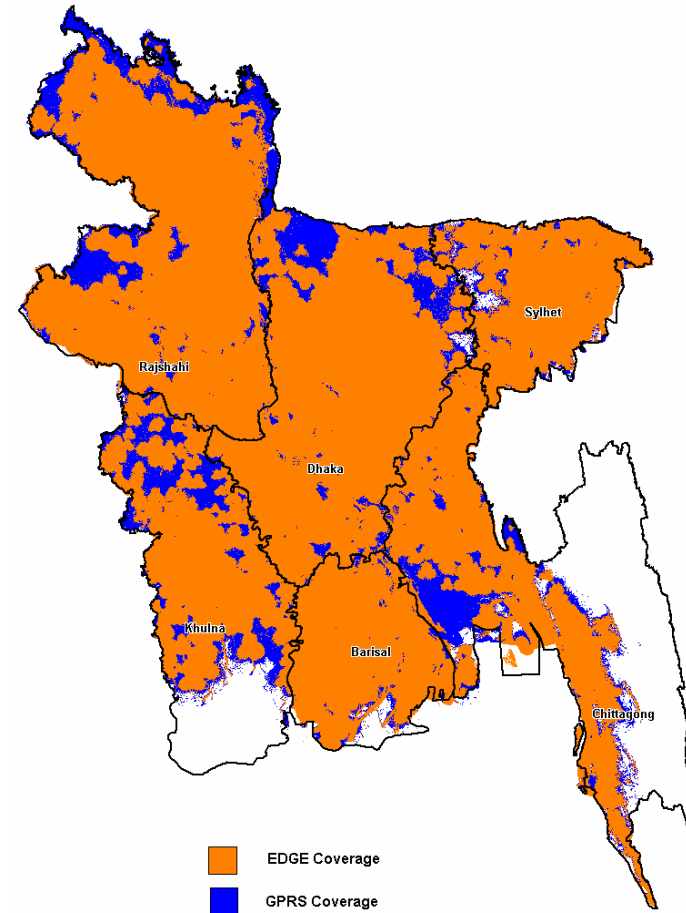
 গ্রামীণফোন

FlexiLoad
এখন
১০ টাকা
থেকে শুরু

- ১০ টাকা থেকে ২৯ টাকা পর্যন্ত ১ দিনের মেয়াদ
- ৩০ টাকা থেকে ৪৯ টাকা পর্যন্ত ৩ দিনের মেয়াদ
- ৫০ টাকা থেকে ৯৯ টাকা পর্যন্ত ৫ দিনের মেয়াদ
- ১০০ টাকার উপরে রিচার্জের জন্য মেয়াদ অপরিবর্তিত থাকবে

Mobile Will be the Main Access to Internet

- Very low PC and Internet penetration in Bangladesh
- GrameenPhone provides a superior network with extensive EDGE coverage
- One million customers have signed up to get EDGE/GPRS services



Segmented Internet Offerings

Mobile Browsing
and content



Business Users

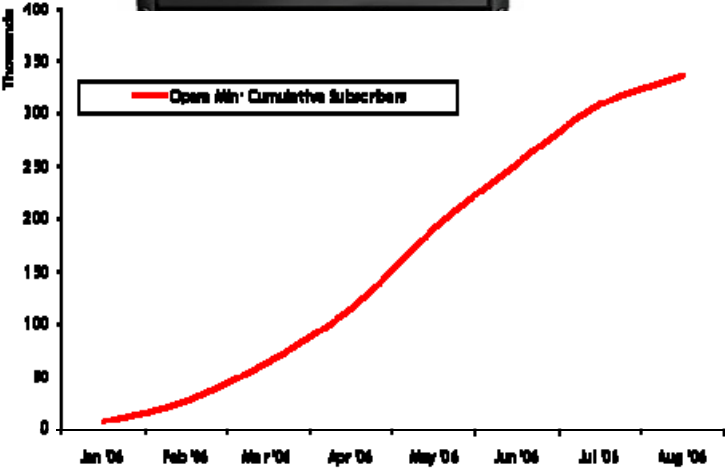
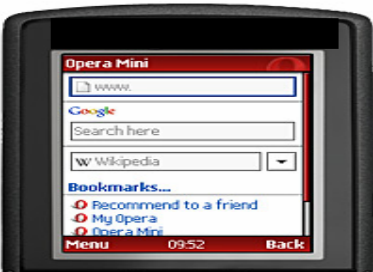


Rural internet access

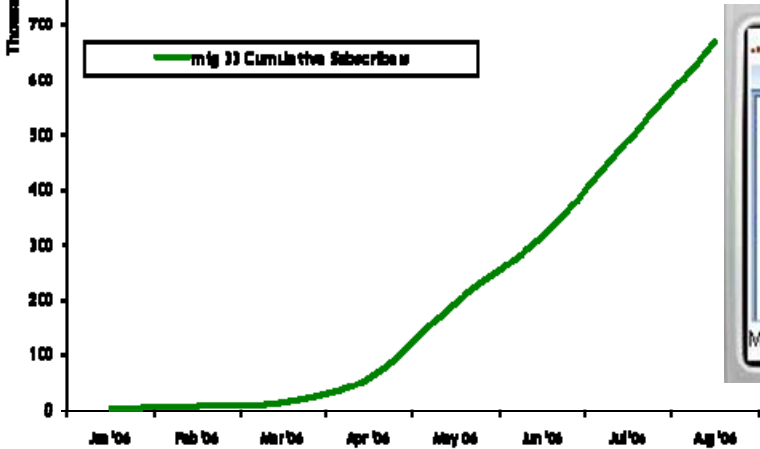


More than One Million Mobile Internet Users

Opera Mini™

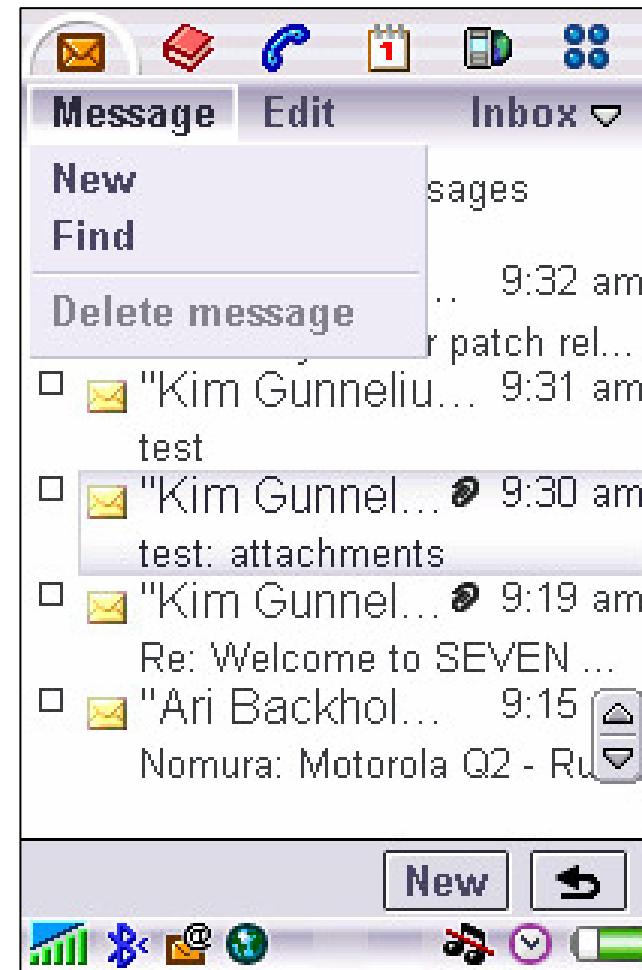


mig33 mobile chat



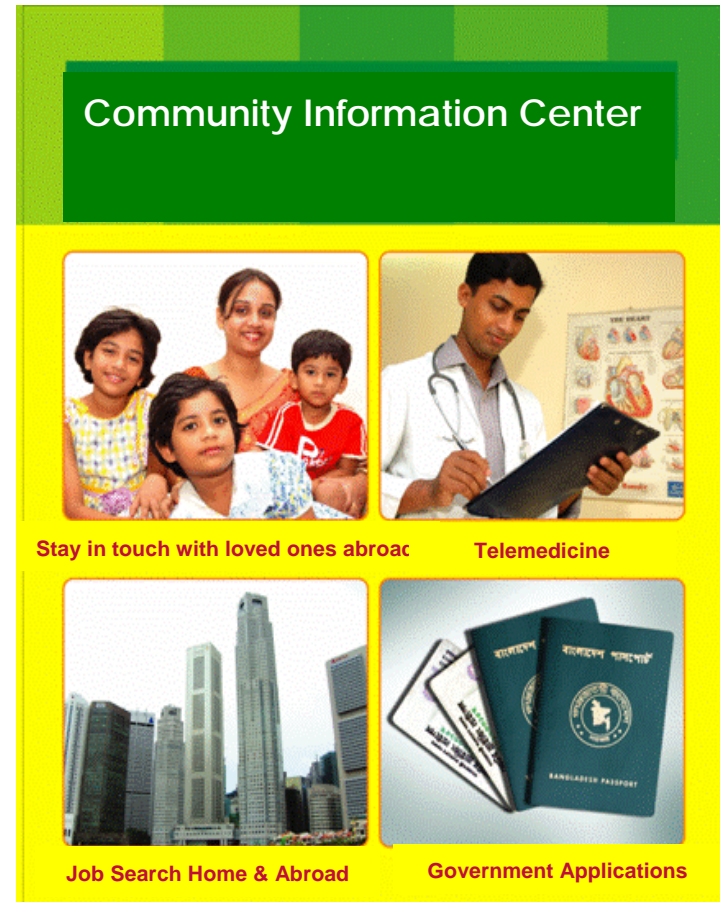
Providing Internet to Corporates

- Targeting 500 corporates and 5 million SME's
- Introduced Mobile e-mail and GrameenPhone WAN



Establishing Community Information Centres (CIC)

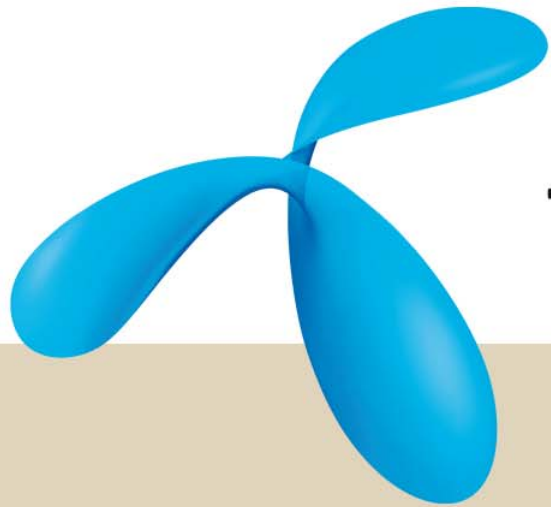
- Internet centres based on mobile connectivity
- Owned and operated by a local entrepreneur
- Self-financed or supported by micro finance
- Establish 500 centres by year end 2006



Summary

- Increasing subscription growth
- Prepared for low ARPU customers
- Mass market internet will be based on mobile access
- GrameenPhone has a superior quality, coverage and market position





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