

## **Press Release**

**August 11, 2000**

Telia increases its presence in Norway:

### **Cooperation agreement signed with Enitel covering provision of services for fixed telephony and the Internet**

**Telia and Enitel have signed a joint cooperation agreement to ensure the provision of services and equipment to their corporate customers operating in Norway and Sweden.**

The agreement between Telia (Sweden) and Enitel (Norway) is for two years and covers the installation, operation and servicing of systems for fixed telephony and the Internet, and customer premises equipment, such as PBXs and routers. Both Telia and Enitel have nationwide operations in their respective home markets, and the agreement strengthens the companies' presence in their respective neighboring market.

"This agreement is very important to Enitel," commented Erling Nilsen, Vice President of Enitel AS' Business Partner Division. "Now we can also offer products and services to our Norwegian customers with operations in Sweden. This service capability will strengthen our position in Norway as a competitive supplier to the enterprise market."

"The agreement will give Telia much better possibilities to serve our Swedish corporate customers who enter the Norwegian market," said Martin Henricsson, Manager of Telia's Business Solutions unit. "Both Enitel and Telia can now act faster and more reliably to help customers, whether they need installation and operation services, or maintenance and service assistance. The agreement is also in line with Telia's goal to establish partnerships that help secure the Group's expansion in the international market."

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