

Press Release

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Telia increases its number of customers

Telia International Carrier strengthens its market position by increasing number of customers and orders.

The current turbulence surrounding the Dutch operator KPNQwest has resulted in an increase of customers for Telia IC.

"We have more than doubled the amount of orders. To speak about a changed trend is however too early. The market is still very turbulent", says Erik Heilborn, President Telia IC.

The telecom market has during a long period been shaken by bankruptcies and closures. For Telia International Carrier (Telia IC) the past events give an immediate opportunity to increase company market share.

By setting up the new concept "Telia Shadow Network Solution", Telia IC offers customers the possibility of quick and flexible business continuity and back-up network solutions. With a Shadow Network:

1. Potential customers can secure capacity through Telia IC if their current supplier is affected by delivery failure.
2. Telia IC's current customers will be given the possibility to upgrade their network and receive complete solutions within short delivery times.
3. All customers can obtain integrated service packages including IP, capacity and co-location services.

The Shadow Network is helping Telia IC to move quickly towards its stated goal to be one of the top three European carriers.

"The market is extremely turbulent and we have seen our competitors go into bankruptcy or Chapter 11. We have, during a long period, been prepared and consequently been able to present solutions adapted to this situation", says Erik Heilborn.

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<p>Telia is the Nordic leader in telecommunications. Over the past year, we have streamlined the Group, focusing our core businesses making the company more flexible. Our four core businesses are: Mobile communications, Internet services, International carrier operations and Fixed network operations. Telia is listed on Stockholmsbörsen. Sales Jan-Mar 2002 totaled MSEK 13,900 (13,592) and the number of employees was 16,804 (29,936). Sales 2001 totaled MSEK 57,196 and the number of employees was 17,149.</p>
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