

Norway Telecommunications Report Q1 2016

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Abstracts

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BMI View: The Norwegian mobile market has effectively become a two-player market, despite the conditions given to ICE as part of the TeliaSonera/Tele2 deal. Telenor continues to be the dominant player across all telecoms sectors (fixed and mobile), and its greater focus on fibre services recently will help continue its leadership. As the market will not compete on price, more innovative services should appear, benefiting consumers, with Telenor's scale giving it an advantage in future drivers, such as connected objects. Its main risk is regulation, as its losses in the fixed voice segment are due to its inability to bundle that service.

Latest Updates & Industry Developments

Norway's mobile market is saturated, having remained stable between 5.8mn and 5.9mn subscribers since early 2013, with the main driver not being extra connections but greater usage per connection, especially data. 3G/4G subscriptions thus form the key area for growth within the market.

Unlike its Scandinavian neighbours, customers place the onus on quality of service over price deductions. We thus believe Telenor will continue to dominate the market, despite better value alternatives posed by competitor ICE.

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