

## Netel Norway signs new contract with Telenor

**Netel in Norway has signed a two-year agreement with Telenor for the development of FTTH facilities (Fiber to the Home) in a number of counties in eastern Norway. Netel estimates that the agreement will generate revenues of approximately NOK 100 million per year.**

The agreement has an expected volume of 6,000 – 8,000 HP (Home Past) in 2023 and covers Viken, Vestfold and Telemark, Innlandet, Nordland and parts of Agder. The agreement covers the entire process from allocation to delivery and documentation. Planning for the first facilities has already started.

Netel already has a three-year framework agreement with Telenor for contractor assignments in operation, core network, development and delivery of fiber installations throughout Norway to a value of approximately NOK 400-600 million.

"We are happy and proud to have Telenor as a significant customer and partner and look forward to working with a highly professional organization also in this important area," says Edward Olausten, Country Manager for Netel in Norway and the UK. "With this agreement, we also get the opportunity to work more strategically with planning and synergies in our organization."

"Our customers demand that we deliver on time and with high quality," says Christer Eneroth, Chief Technology Officer at Telenor Norway. "When we sign a contract with Netel, we trust that they are a partner who lives up to this. The agreement means that our partnership develops for the best for our customers, Telenor and Netel. It is safe to have Netel as a partner."

"We are very happy and proud of the trust that Telenor shows in Netel Norway", says Ove Bergkvist, CEO of Netel. "It is proof that Netel Norway is a professional service organization with significant and satisfied customers."

### Contacts

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## About Us

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Netel is a leading specialist in critical infrastructures in Northern Europe. We have over 20 years of experience in carrying out projects as well as services and maintenance for the industry's largest players in power, telecommunications, heating as well as water and sewage. We have a clear strategy for organic growth and acquisitions based on an efficient business model that is characterized by decentralization, low capital tied up and high cash conversion. Our business is based on a solid sustainability approach with intense responsibility for the environment and work safety. Netel had sales of more than SEK 2.4 billion in 2021 and has approximately 820 employees. Read more at [www.netelgroup.com](http://www.netelgroup.com).

## Attachments

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