



press release
Paris, 12 October 2011

Orange and China Telecom sign strategic partnership framework agreement

Orange and China Telecom today signed a strategic partnership framework agreement in Beijing in order to make the most of the complementary aspects of their networks and services.

Commencing with the enterprise and wholesale segments, Orange and China Telecom see great advantages in cooperating in the rapidly evolving, global enterprise market and believe a close business relationship will bring benefits to both by leveraging China Telecom's strengths in China and the Asia Pacific region, and Orange's distinct geographic reach in Europe and Africa.

Under the agreement, the first areas of cooperation involve providing improved access and services for Orange's business customers in China and China Telecom's in Europe; improved access to international cable networks for both parties; and providing WiFi roaming services for both parties' customers.

The agreement, which may be extended to other areas at a later date, covers cooperation in several specific areas:

- IPVPN cooperation: Orange has agreed to establish cooperation in IPVPN (Internet Protocol Virtual Private Network) services across its footprint in Europe, Africa and the Middle East, to allow China Telecom to extend IPVPN services for subsidiaries of Chinese multinational companies;
- managed services: China Telecom has agreed to provide managed outsourced and field services to Orange's multinational customers in China to allow Orange to improve IPVPN services to its enterprise customers in China and other Asia-Pacific countries;
- network resources cooperation: both parties have agreed to complement each other's network development planning and deployment in their respective regions, focusing on the submarine and terrestrial cable links between the Asia and Asia-Pacific regions and Europe, as well as ensuring improved connectivity to Africa;
- WiFi roaming: Orange will facilitate the ability of China Telecom's customers to roam on WiFi hotspots in Europe; and China Telecom will facilitate the ability of Orange's customers to roam on WiFi hotspots in China.

The cooperation agreement was signed by Stéphane Richard, Chairman and CEO of France Telecom-Orange, and Chairman Wang of China Telecom following a visit on 12 October 2011.

Stéphane Richard commented: *"this agreement marks an important step forward for Orange in working closely with China Telecom, one of the most important players in the Asia – Pacific region. Both parties are set to benefit from close cooperation by enabling each other to provide better customer access and services in our respective regions and support the development of our multinational business customers internationally."*





Mr. Wang, Chairman of the Board of China Telecom, commented that *"the strategic cooperation between China Telecom and France Telecom is an important part of the foreign cooperation strategy by China Telecom. The signing of the Cooperation Framework will definitely promote closer cooperation between both parties in the relevant business areas, therefore realizing the ambition of servicing customers globally."*

About Orange

France Telecom-Orange is one of the world's leading telecommunications operators with 170,000 employees worldwide, including 102,000 employees in France, and sales of 22.6 billion euros in the first semester 2011. Present in 35 countries, the Group had a customer base of 217.3 million customers at 30 June 2011, including 143 million customers under the Orange brand, the Group's single brand for internet, television and mobile services in the majority of countries where the company operates. At 30 June 2011, the Group had 158.3 million mobile customers and 14 million broadband internet (ADSL, fibre) customers worldwide. Orange is one of the main European operators for mobile and broadband internet services and, under the brand Orange Business Services, is one of the world leaders in providing telecommunication services to multinational companies.

With its industrial project, "conquests 2015", Orange is simultaneously addressing its employees, customers and shareholders, as well as the society in which the company operates, through a concrete set of action plans. These commitments are expressed through a new vision of human resources for employees; through the deployment of a network infrastructure upon which the Group will build its future growth; through the Group's ambition to offer a superior customer experience thanks in particular to improved quality of service; and through the acceleration of international development

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange. For more information (on the internet and on your mobile): www.orange.com, www.orange-business.com, www.orange-innovation.tv

Orange and any other Orange product or service names included in this material are trade marks of Orange Brand Services Limited, Orange France or France Telecom.

About China Telecom

China Telecom owns the largest fixed-line telephone network in the world, having 176 million fixed-line telephone subscribers, and 81.27 million broadband customers. China Telecom's mobile network is one of the largest CDMA networks in the world, with a full coverage over the country. By the end of August 2011, the subscribers' number of CDMA network reached 114 million.

China Telecom's subsidiary China Telecom Corporation Limited is listed both on New York Stock Exchange and Hong Kong Stock Exchange.

Company website: www.chinatelecom.com.cn

Press contacts

Orange: Tom Wright, +33 1 44 44 93 93, tom.wright@orange.com

China Telecommunications Corporation: Ms. Xiao Yun, +861058502492, xiaoyun@chinatelecom.com.cn

