

Orange
and the France Telecom group
in 2007



bonjourhello salut^{cześć} hola nangadêf dag

The France Telecom group is one of the world's leading telecommunications operators. In 2007 the Group further strengthened its global footprint, while developing new services such as content, healthcare and audience.

Today the Group serves over 170 million customers worldwide, two-thirds of them under the Orange brand which has become the sole brand for Internet, television, mobile and all digital services in most countries where the company is present.

over **170**
million customers
worldwide

52.96
billion euros
in revenues

mobile:
109.7
million customers

fixed-line:
47.4
million customers

mobile broadband:
13
million customers

ADSL broadband:
11.7
million customers

IP telephony:
4.8
million customers

ADSL TV:
1.2
million customers

the Group in 2007

no.3
in Europe for mobile

no.1
in Europe for ADSL
broadband Internet

no.1
in Europe
for IP telephony

no.1
in Europe
for ADSL TV

*Unless indicated otherwise, all figures in this document are as at end of December 2007.

serving our customers

at home

home services

The Group offers home communication services primarily in Europe, Africa and the Middle East. Over and above fixed-line telephony, the Group's growth in this area is driven by an extensive range of broadband services, including Internet, ADSL TV and IP telephony. Technological convergence is an important factor in the development of the home services sector. Products such as Livebox, Orange's gateway to broadband services, are enabling more than 50% of customers to access next generation services such as Live phone and Live radio.

on the move

mobile services

The Group's personal communication services are available in 24 countries worldwide. The growing markets of Central Europe, the Middle East and Africa are rapidly expanding while mature countries are experiencing moderate growth. The Group's solutions cover a wide range of mobile voice and data services. These services offer unlimited and added-value packages, such as convergent services combining fixed and mobile telephony using a single handset.

Driven by the investments made over the last few years in 3rd generation networks (3G and 3G+), mobile broadband is opening up a whole new world of services – stimulating new uses, such as TV access and music downloads, as well as Internet access.

at work

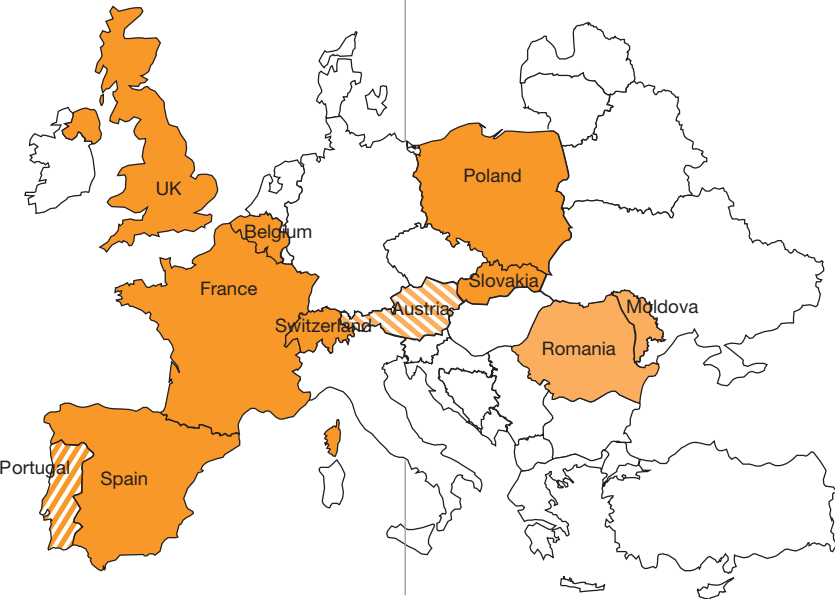
business services

Looking beyond traditional fixed-line telephony and data services, the Group has further strengthened its activities in new market segments. These include network related services, IP communications, mobility, collaboration and security solutions. The Group promotes a partnership approach with its customers, whether small businesses or multinationals. As an integrator of business communication services, the Group proposes to manage the complexity of new technologies on behalf of our customers, thus allowing them to focus on their core activities. The Group's flagship mobility offer, Business Everywhere, had close to 870,000 users around the world by the end of 2007!



an international group

Western Europe



Central and Eastern Europe

Africa and Middle East



- Dominican Republic
- Vanuatu
- Caribbean

- fixed/Internet/mobile
- mobile only
- ▨ minority-owned fixed/Internet/mobile
- ▩ minority-owned mobile

a responsible Group

Sustainable development is a driving force for innovation and lies at the heart of the values of the Group and the Orange brand. Telecommunications have a role to play in combating climate change and improving peoples' lives. As a primary user of telecommunication products and services, Orange selects the "greenest" possible network applications and information systems. The Group also strives to promote solutions for its customers that limit the need for travel, reduce energy consumption and reinforce social links.

The Orange Foundation celebrated its 20th anniversary in 2007. Two decades of commitment and hundreds of initiatives have focused on supporting three areas: disability (autism, visual and hearing impairments), fighting illiteracy and promoting the education of young girls in developing countries, and culture, with support for vocal music.

refreshing, straightforward,
dynamic, friendly and honest
represent the 5 values guiding
the Group's behaviour.

pioneer in convergence

Since 2005, the Group's strategy has been to offer a product-rich Orange experience to every customer, whether connecting to the Internet via fixed or mobile lines. This strategy is built on four pillars:

- **innovation:** the Group is the only telecoms operator to have an international-level innovation chain that is fully integrated, from R&D through to the release of new solutions on the market, developed internally or through partnerships. Orange Labs' global network connects teams involved in research, development, implementation of networks and marketing new convergent products and services.
- **brand:** the Orange brand unites customers and staff around shared values and a single vision for services and relationships. It also represents a strong driving force for dynamic commercial development. The brand is an asset that the Group is developing, which in turn enables it to expand into new service offerings. In May 2008, Orange was ranked as the world's 50th most powerful brand by Millward Brown Optimor.
- **integrated networks and information systems:** these represent a major asset in the Group's convergence strategy. This approach enables the Group to deliver both fixed and mobile broadband in all countries where it operates. Future technological changes and developments, particularly through the roll out of optical fibre technology are also part of this strategy.
- **quality of service:** this is essential to capture the loyalty of customers who are now at the heart of a new telecommunications world and supporting them as they take on-board new services and guaranteeing availability, quality and reliability.

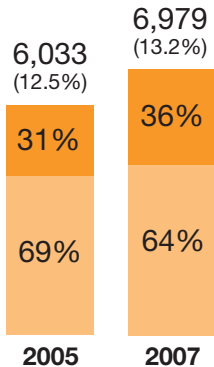


investments accompanying growth

The Group's investments ensure the expansion and maintenance of fixed and mobile networks and are paving the way for new growth drivers in content, healthcare and audience. The Group is moving beyond investment in existing networks to focus on new areas of opportunity, new generation networks, mobile broadband and investments in fibre.

7 billion euros
in capital expenditure

13.2%
ratio of investment
to revenues



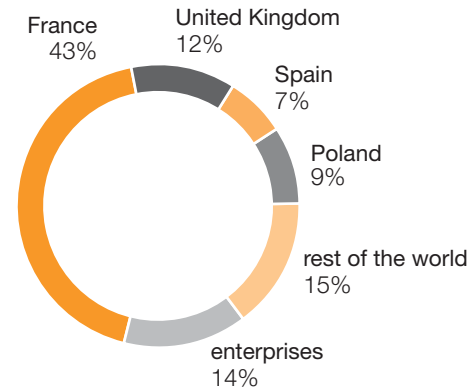
**evolution and trends
for capex**
(in millions of euros and as % of revenues)

- growing activities
- traditional capex

landmarks and key figures

52.96 billion euros
in revenues

geographic breakdown of revenues



187,300 employees
worldwide

landmarks and key figures

financials

gross operating
margin (GOM)

19.1

billion euros

GOM/revenues

36.1%

organic cash flow

7.8

billion euros

net income,
attributable to
equity holders

6.3

billion euros

dividend for 2007

1.30

euro per share

contacts



All the essential information on your mobile: orange.mobi
This is a flashcode.

By scanning this 2D barcode with your mobile phone's
camera, you will be able to access the multimedia content
or information in a flash! (function available with Orange on
certain mobile handsets in France).

To find out more, visit, www.orange.com/flashcode/en

the Group

www.orange.com

www.francetelecom.com

for any questions or requests about this document:

infos.groupe@orange-ftgroup.com

Orange
and the France Telecom group
in 2007

