



JTI continues its digital transformation with long-term partner Orange Business Services with five-year, \$120 million contract renewal

- **Delivers cutting-edge technologies and services across all geographies**
- **Supports JTI transformation and builds on 20-year partnership**

Orange Business Services has strengthened its partnership with JTI through a five-year, \$120 million contract extension until the end of 2021. JTI is the international arm of Japan Tobacco, the world's third largest tobacco manufacturer. It is headquartered in Geneva, Switzerland and has been an Orange Business Services customer since 1995.

The contract extension builds on the close relationship between the two companies. JTI has identified Orange Business Services as the ideal partner to assist them in their IT transition to cloud services and the digital transformation of their business.

As part of the contract, Orange Business Services will deliver a wide range of fully-managed services to 20,000 users in over 300 sites worldwide. These include network services, application acceleration, performance management, remote access, voice traffic, Microsoft Skype for Business unified communications and contact center services.

"Digital Transformation is key for us. Our trusted partner Orange Business Services understands our needs and helps us to stay competitive. We believe in their expertise and knowledge, and they are able to present us with a long-term strategy. Orange's global capabilities match our geographical footprint," says Guilain Rogg, vice president, IT Global Technical Center, JTI.

JTI has been a customer of Orange Business Services since 1995 and signed its first communications outsourcing contract in 2004. In 2009, Orange successfully expanded its partnership by supporting JTI's continuous business growth. In 2013, JTI retained Orange as its strategic partner to develop and execute its Unified Communications transformation.

"JTI is a longstanding customer, with whom we have more than just a provider relationship. I am very pleased and happy about the continuation of our trusted partnership, especially since JTI is always at the leading edge with its IT solutions," said Anne-Sophie Lotgering, senior vice president, Europe, Russia and CIS, Orange Business Services.

About JTI

JTI, a member of the Japan Tobacco Group of Companies, is a leading international tobacco manufacturer. It markets world-renowned brands such as Winston, Camel, Mevius and LD. Other global brands include Benson & Hedges, Silk Cut, Sobranie and Glamour. With headquarters in Geneva, Switzerland, and about 26,000 employees worldwide, JTI has operations in more

than 120 countries. Its core revenue in the fiscal year ended December 31, 2014, was USD 11.9 billion. For more information, visit www.jti.com.

About Orange Business Services

Orange Business Services, the Orange branch dedicated to B2B services, is not only a telecom operator, but also an IT solutions integrator and applications developer in France and around the world. Its 20,000 employees support companies in all areas of their digital transformation: mobile and collaborative workspaces; IT/cloud infrastructure; fixed and mobile connectivity; private and hybrid networks; applications for Internet of Things, 360° customer experience and Big Data analytics; and cybersecurity thanks to dedicated experts and infrastructure to protect information systems. More than 3,000 multinational organizations and 2 million SOHOs, enterprises and local authorities in France rely on Orange Business Services as their trusted partner.

Learn more at www.orange-business.com or follow us on [LinkedIn](#), [Twitter](#) and our [blogs](#).

Orange is one of the world's leading telecommunications operators with annual sales of 39 billion euros in 2014 and has 157,000 employees worldwide at 30 September 2015. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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