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1. Financial KPIs

Revenues

1.01	Revenues by activity	Group revenues split in convergent services, mobile only services, fixed only services, IT & integration services, wholesale, equipment sales and other revenues.
1.02	Convergent services (B2C)	Revenues from B2C convergent retail offers, excluding equipment sales (see 1.07). A convergent offer is defined as an offer combining at least a broadband access (xDSL, FTTx, cable or Fixed-4G (fLTE) with cell-lock) and a mobile voice contract (excluding MVNOs).
1.03	Mobile only services	Revenues from mobile retail offers (mainly outgoing calls: voice, SMS and data) and M2M connectivity, excluding convergent services (see 1.02) and equipment sales (see 1.07).
1.04	Fixed only services	Revenues from fixed retail offers, excluding convergent services (see 1.02) and equipment sales (see 1.07). It includes (i) fixed narrowband services (conventional fixed telephony), (ii) fixed broadband services, and (iii) business solutions and networks (with the exception of France, for which essential business solutions and networks are supported by Enterprise). For the Enterprise segment, fixed-only service revenues include sales of network equipment related to the operation of voice and data services.
1.05	IT & Integration services	Revenues from unified communication and collaboration services (Local Area Network and telephony, advising, integration and project management), hosting and infrastructure services (including Cloud Computing), applications services (customer relations management and other applications services), security services, video conferencing offers, machine-to-machine services (excluded connectivity) as well as sales of equipment related to the above products and services.
1.06	Wholesale	Revenues from other carriers including (i) mobile services to carriers, which include in particular incoming mobile traffic, visitor roaming, network sharing, national roaming, and MVNOs, and (ii) fixed services to carriers, which include in particular national interconnection, services to international carriers, high-speed and very high-speed broadband access services (fiber access, unbundling of telephone lines, xDSL access sales), and sales of telephone lines on the wholesale market.
1.07	Equipment sales	Revenues from all mobile and fixed equipment sales, excluding (i) equipment sales associated with the supply of IT & Integration services, (ii) sales of network equipment related to the operation of voice and data services in the Enterprise operating segment, and (iii) equipment sales to dealers and brokers.
1.08	Other revenues	Revenues including (i) equipment sales to brokers and dealers, (ii) portal, (iii) on-line advertising revenues, (iv) corporate transversal business line activities, and (v) other miscellaneous revenues.
1.09	Retail services (B2C+B2B)	Aggregation of revenues from (i) convergent services (see 1.02), (ii) mobile only services (see 1.03), (iii) fixed only services (see 1.04), and (iv) IT & Integration services (see 1.05). Retail services (B2C+B2B) revenues include all revenues of a given scope excluding revenues from wholesale (see 1.06), equipment sales (see 1.07) and other revenues (see 1.08).

P&L elements

1.10	External purchases	Include the following operational expenses, excluding leases set within the scope of the standard IFRS 16: (i) commercial expenses & content costs (see 1.11), (ii) interconnection costs (see 1.12), (iii) other network expenses and IT expenses (see 1.13), and (iv) other external purchases (including overheads, real estate fees, purchases of other services and service fees, purchases of equipment and other supplies held in inventory, call center outsourcing expenses and other external services, net of capitalized goods and services produced).
1.11	Commercial and equipment expenses & content rights	Purchases of handsets and other products sold, retail fees and commissions, advertising, promotional, sponsoring and rebranding expenses, and content costs. Excluding leases set within the scope of the standard IFRS 16.
1.12	Network expenses & interconnection costs	Service fees and inter-operator costs (network expenses and interconnection costs). Excluding leases set within the scope of the standard IFRS 16.
1.13	Other network expenses & IT expenses	Other IT&N expenses. Outsourcing expenses for operations and technical maintenance, and IT expenses. Excluding leases set within the scope of the standard IFRS 16.
1.14	Labour expenses	Wages and employee benefit expenses (net of capitalized costs), employee profit sharing expenses, and share-based compensation expenses.
1.15	EBITDAaL	EBITDAaL (EBITDA after Leases) corresponds to operating income (i) before depreciation and amortization of fixed assets, effects resulting from business combinations, reclassification of translation adjustment from liquidated entities, impairment of goodwill and fixed assets, share of profits (losses) of associates and joint ventures, (ii) after interest on lease liabilities and on liabilities related to financed assets, and (iii) adjusted for significant litigation, specific labor expenses, fixed assets, investments and businesses portfolio review, restructuring programs costs, acquisition and integration costs and, where appropriate, other specific items.
1.16	Presentation adjustments	Significant litigations, Specific labor expenses, Fixed assets, investments & businesses portfolio review, Restructuring program costs, Acquisition & integration costs and Other specific items.

Cash flow elements

1.20	eCAPEX	eCAPEX correspond to (i) investments in property, plant and equipment and intangible assets, excluding telecommunications licenses and financed assets, and (ii) less the price on disposals of fixed assets.
1.21	Operating cash flow	EBITDAaL (see 1.15) minus eCAPEX (see 1.20).
1.22	Change in working capital requirement	Change in gross inventories, plus change in gross trade receivables, plus change in trade payables for other goods and services, plus change in other customer contract assets and liabilities, plus change in other assets and liabilities (excluding receivables and payables related to operating taxes and levies).
1.23	Other operational items	Of which (i) disbursements related to "Part-Time for Seniors" plan in France (TPS) and related to restructuring and integration costs, (ii) (ii) gap between lease liabilities' repayments and their non-monetary effects included in EBITDAaL, and (iii) elimination of other non-monetary effects included in EBITDAaL.
1.24	Organic cash flow	Organic cash flow from telecoms activities corresponds to net cash provided by operating activities, minus (i) repayments of lease liabilities and on debts related to financed assets, and (ii) purchases and sales of property, plant and equipment and intangible assets, net of the change in the fixed assets payables, (iii) excluding effect of telecommunication licenses paid and excluding effect of significant litigations paid (and
1.25	Net financial debt variation	Variation of net financial debt (see 1.26).

Net financial debt

1.26	Net financial debt	Net financial debt as defined and used by Orange does not include Mobile Financial Services activities for which the concept is not relevant. It consists of (a) financial liabilities excluding operating payables (translated into euros at the year-end closing rate) including derivative instruments (assets and liabilities), less (b) cash collateral paid, cash, cash equivalents and financial assets at fair value. Furthermore, financial instruments designated as cash flow hedges included in net financial debt are set up to hedge in particular items that are not included therein, such as future cash flows. As a consequence, the portion of these unmatured hedging instruments recorded in other comprehensive income is added to the gross financial debt to offset this temporary difference.
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Comparable basis

1.30	Data on a comparable basis	Data presented with comparable perimeter and foreign exchange for the preceding period.
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2. Operational KPIs

Group KPIs

2.01	Group accesses	Number of mobile accesses (see 2.20) and fixed accesses (see 2.30). Excluding MVNOs customers and accesses of entities accounted for under the equity method.
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Convergent KPIs

2.10	Convergent customers (B2C)	Number of B2C customers holding a retail offer combining at least a broadband access (xDSL, FTTx, cable or Fixed-4G (fLTE) with cell-lock) and a mobile voice contract (excluding MVNOs). The convergent customer base is equal to the broadband convergent access base (see 2.34).
2.11	Convergent ARPO (quarterly)	Average Revenues Per Offer (ARPO) of convergent services are calculated by dividing (a) the service revenues (excluding IFRS 15 adjustment) from convergent offers billed to the B2C customers over the past three months, by (b) the weighted average number of convergent customers over the same period. The weighted average number of convergent customers is the average of the monthly averages during the period in question. The monthly average is the arithmetic mean of the number of convergent customers at the start and end of the month. ARPO is expressed in monthly data.

Mobile KPIs

2.20	Mobile accesses (excl. MVNOs)	Number of active SIM cards, including (i) M2M and (ii) business and internet everywhere. Excluding MVNOs customers and accesses of entities accounted for under the equity method.
2.21	Contract	Mobile customer with whom Orange has a formal contractual agreement with a billing on a monthly basis for access fees and for any additional voice or data use.
2.22	Prepaid	Number of mobile customers paying in advance for any use of data or voice, via the purchase of refills, without a contractual agreement binding the customer to Orange.
2.23	M2M (machine-to-machine)	Number of SIM cards dedicated to exchange of information between machines that is established between the central control system (server) and any type of equipment, through one or several communication networks.
2.24	Mobile convergent accesses (B2C)	Number of mobile accesses of B2C convergent customers (see 2.10).
2.25	Mobile only accesses	Number of mobile accesses (see 2.20) excluding mobile B2C convergent accesses (see 2.24).
2.26	MVNO customers	Hosted MVNO customers on Orange networks.
2.27	Mobile volume market share (in %)	Number of mobile customer divided by the population of the country at the end of the period multiplied by the penetration subscription rate. Most recent quarter published corresponds to company estimates.
2.28	Mobile only ARPO (quarterly)	Average Revenues Per Offer (ARPO) of mobile only services are calculated by dividing (a) the service revenues (excluding IFRS 15 adjustment and M2M) from mobile only offers over the past three months, by (b) the weighted average number of mobile only customers (excluding M2M) over the same period. The weighted average number of mobile only customers is the average of the monthly averages during the period in question. The monthly average is the arithmetic mean of the number of customers at the start and end of the month. ARPO is expressed in monthly data. Mobile only ARPO does not include incoming and visitors roaming.
2.29	Mobile contract churn excluding M2M (quarterly)	Number of total mobile contract customers (excluding M2M) who disconnect or are considered to have disconnected from the network, voluntarily or involuntarily (excluding money-back return and fraudulent connections) over the past three months, divided by the weighted average number of total contract customers (excluding M2M) over the same period. The mobile contract churn rate is expressed in yearly data.

Fixed KPIs

2.30	Fixed accesses	Number of fixed retail accesses (see 2.31) and fixed wholesale accesses (see 2.37) operated by Orange. Excluding accesses of entities accounted for under the equity method.
2.31	Fixed retail accesses	Number of retail fixed broadband accesses (see 2.32) and fixed narrowband accesses (see 2.36).
2.32	Fixed broadband accesses	Number of fixed broadband accesses : xDSL (ADSL and VDSL), FTTx, cable, Fixed-4G (fLTE) and other broadband accesses (satellite, Wimax and others).
2.34	Fixed broadband convergent accesses (B2C)	Number of B2C customers holding an offer combining at least a broadband access (xDSL, FTTx, cable or Fixed-4G (fLTE) with cell-lock) and a mobile voice contract (excluding MVNOs). The broadband convergent customer base is equal to the convergent access base (see 2.10).
2.35	Fixed broadband only accesses	Number of fixed broadband accesses (see 2.32) excluding fixed broadband convergent accesses (see 2.34).
2.36	Fixed narrowband accesses	Number of retail narrowband accesses (mainly PSTN accesses, payphones and others). Additional analog lines on a narrowband access are not taken into account.
2.37	Fixed wholesale accesses	Number of fixed broadband and narrowband wholesale accesses operated by Orange.
2.38	Fixed only broadband ARPO (quarterly)	Average Revenues Per Offer (ARPO) of fixed only broadband services are calculated by dividing (a) the service revenues (excluding IFRS 15 adjustment) from fixed only broadband offers over the past three months, by (b) the weighted average number of fixed only broadband customers over the same period. The weighted average number of fixed only broadband customers is the average of the monthly averages during the period in question. The monthly average is the arithmetic mean of the number of customers at the start and end of the month. ARPO is expressed in monthly data.
2.39	Broadband volume market share (in %)	Number of Orange fixed broadband accesses divided by the number of fixed broadband accesses in the market.
2.40	Net adds broadband market share (in %)	Quarterly Orange fixed broadband net adds divided by the quarterly fixed broadband net adds in the market.
2.41	FTTH and cable homes connectable	Number of households for which optical fiber is deployed close to the households, for which there are no constraints to connect future customers, and to which Orange can access, either through its own deployments, or through third-party operators under co-financing, purchase or rental agreements.

Enterprise KPIs

2.50	Enterprise - XoIP	Number of XoIP connections that consists in BIV (Business Internet Voix) + BIC (Business Internet Centrex) + BTIP (Business Talk IP) + BTC (Business Talk Centrex).
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Other KPIs

2.60	Headcount (end of period)	Number of employees working on the last day of the period, including permanent contracts and fixed-term contracts.
2.61	Headcount (average cumulated FTE)	Average number of active employees over the period, pro-rata to their working time, including permanent contracts and fixed-term contracts. FTE = Full Time Equivalent.



Change in presentation of segment information since 1Q 2022

Following the operational launch of TOTEM (Orange Group's European company that owns and manages the passive mobile infrastructure portfolio of telecommunication towers in France and Spain), the presentation of segment information changed to reflect the way the Orange Group now manages its operations. Since 1Q 2022, TOTEM has been presented as a new operating segment. In order to be comparable to the financial data for 1Q 2022, the financial data on a comparable basis for 1Q 2021 takes into account this change.

Addition of a fleet of international M2M mobile cards (Enterprise operating segment) and other changes

In 1Q 2022, an additional fleet of international M2M mobile SIM cards was integrated into the mobile access base of the Enterprise operating segment, and consequently of the Orange Group. This base represents 4.33 million M2M mobile accesses in 4Q 2021. Quarterly operating data for fiscal year 2021 has been restated to take account of this change.

In 1Q 2022, an internal transfer (between technologies) was carried out in Egypt (Africa & Middle East operating segment) from the mobile access base to the fixed broadband access base. This transfer represents 194k accesses in 4Q 2021. Quarterly operating data for fiscal year 2021 has been restated to take account of this change.

Publication of Orange Belgium's results on a half-yearly basis since January 1st, 2022

As of January 1st, 2022, Orange Belgium publishes its results on a half-yearly basis.

As a consequence, from 1Q 2022 onwards:

- quarterly financial and operational data are not published by the Orange Group for the geographical areas Belgium & Luxembourg and Central Europe, in the 1Q and 3Q interim publications;
- quarterly financial and operational data for the geographical areas Belgium & Luxembourg and Europe Central are only published by the Orange Group in the half-yearly publications (1H and FY).

This change does not affect previously published data.



GROUP Consolidated accounts

(in millions of euros)	Glossary	2021												FY20cb	FY21
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21		
Profit & loss statement															
Revenues		10 265	10 315	10 288	10 551	20 553	20 867	10 551	10 508	11 097	11 148	21 648	21 656	42 201	42 522
Telecoms activities		10 267	10 317	10 288	10 553	20 555	20 870	10 552	10 509	11 101	11 150	21 653	21 659	42 208	42 530
Mobile Financial Services		0	0	0	0	0	0	0	0	0	0	0	0	0	0
External purchases	1.10	(4 317)	(4 342)	(4 129)	(4 391)	(8 446)	(8 733)	(4 251)	(4 298)	(4 984)	(4 919)	(9 235)	(9 217)	(17 681)	(17 950)
Commercial and equipment expenses & content rights	1.11	(1 615)	(1 735)	(1 439)	(1 748)	(3 054)	(3 483)	(1 667)	(1 739)	(2 118)	(2 156)	(3 785)	(3 895)	(6 839)	(7 378)
Network expenses & interconnection costs	1.12	(1 159)	(1 073)	(1 154)	(1 125)	(2 312)	(2 198)	(1 111)	(1 068)	(1 150)	(1 083)	(2 261)	(2 151)	(4 573)	(4 349)
Other network expenses & IT expenses (Other IT&N expenses)	1.13	(842)	(896)	(825)	(870)	(1 667)	(1 766)	(836)	(837)	(946)	(927)	(1 782)	(1 764)	(3 449)	(3 530)
Property, general expenses, capitalized costs and others		(701)	(638)	(711)	(648)	(1 412)	(1 286)	(637)	(653)	(771)	(753)	(1 408)	(1 407)	(2 820)	(2 693)
Other operating income & expenses		57	47	(51)	49	6	96	26	74	8	26	34	100	40	196
Labour expenses	1.14	(2 172)	(2 169)	(2 135)	(2 205)	(4 308)	(4 373)	(1 984)	(1 982)	(2 162)	(2 270)	(4 146)	(4 252)	(8 454)	(8 626)
Operating taxes and levies		(910)	(881)	(313)	(307)	(1 222)	(1 188)	(351)	(339)	(344)	(363)	(695)	(702)	(1 918)	(1 890)
Amortization and impairment of financed assets		(9)	(21)	(12)	(21)	(22)	(41)	(15)	(21)	(18)	(21)	(34)	(42)	(55)	(84)
Amortization and impairment of rights of use assets		(313)	(358)	(333)	(372)	(647)	(731)	(366)	(363)	(366)	(388)	(732)	(750)	(1 378)	(1 481)
Interest expenses on lease liabilities and on liabilities related to financed assets		(28)	(27)	(28)	(31)	(57)	(58)	(33)	(29)	(30)	(34)	(63)	(63)	(120)	(121)
EBITDAaL	1.15	2 573	2 565	3 286	3 272	5 859	5 837	3 576	3 550	3 201	3 179	6 777	6 729	12 635	12 566
Telecoms activities		2 607	2 592	3 326	3 300	5 933	5 893	3 607	3 579	3 259	3 225	6 866	6 803	12 799	12 696
% of revenues		25,4%	25,1%	32,3%	31,3%	28,9%	28,2%	34,2%	34,1%	29,4%	28,9%	31,7%	31,4%	30,3%	29,9%
Mobile Financial Services		(35)	(29)	(40)	(28)	(75)	(56)	(31)	(29)	(59)	(46)	(90)	(74)	(165)	(131)
Presentation adjustments (1)	1.16	29	(190)	(197)	(253)	(168)	(443)	76	330	(23)	737	53	1 067	(115)	623
Amortization of fixed assets						(3 523)	(3 499)					(3 583)	(3 575)	(7 106)	(7 074)
Effects resulting from business combinations, Reclassification of translation adjustment from liquidated entities						0	0					0	0	0	0
Impairment of goodwill and fixed assets						1	(3 706)					4	(12)	5	(3 719)
Share of profits (losses) of associates and joint ventures						(5)	1					3	2	(2)	3
Neutralization of financial interest included in EBITDAaL						57	58					63	63	120	121
EBIT						2 220	(1 752)					3 317	4 273	5 537	2 521
Telecoms activities						2 309	(1 676)					3 426	4 378	5 736	2 702
Mobile Financial Services						(90)	(77)					(110)	(105)	(200)	(182)
Financial result							(436)						(346)		(782)
Income tax							(417)						(545)		(962)
Consolidated net income							(2 605)						3 383		778
Non controlling interests							165						380		545
Consolidated net income - Group share							(2 769)						3 002		233

Operating cash flow

EBITDAaL	1.15	2 573	2 565	3 286	3 272	5 859	5 837	3 576	3 550	3 201	3 179	6 777	6 729	12 635	12 566
eCAPEX	1.20	1 566	1 760	1 565	2 085	3 131	3 845	1 727	1 709	2 245	2 106	3 972	3 815	7 103	7 660
Telecoms activities		1 559	1 754	1 556	2 079	3 115	3 832	1 718	1 707	2 237	2 096	3 955	3 804	7 070	7 636
% of revenues		15,2%	17,0%	15,1%	19,7%	15,2%	18,4%	16,3%	16,2%	20,1%	18,8%	18,3%	17,6%	16,8%	18,0%
Mobile Financial Services		7	6	9	6	16	13	8	1	9	10	17	11	33	24
Operating cash flow (EBITDAaL - eCAPEX)	1.21	1 007	805	1 721	1 187	2 727	1 992	1 849	1 841	956	1 073	2 805	2 915	5 532	4 906

Capital evolution

Number of ordinary shares at the end of the period						2 660 056 599									2 660 056 599
Weighted average number of ordinary shares outstanding - basic						2 659 134 113									2 656 981 542
Weighted average number of ordinary shares outstanding - diluted						2 659 134 113									2 657 758 285



GROUP Consolidated accounts

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Profit & loss statement															
Revenues		10 511	10 582	10 761	10 715	21 272	21 297								
Telecoms activities		10 512	10 584	10 763	10 717	21 276	21 301								
Mobile Financial Services		0	0	0	0	0	0								
External purchases	1.10	(4 474)	(4 496)	(4 531)	(4 543)	(9 005)	(9 039)								
Commercial and equipment expenses & content rights	1.11	(1 778)	(1 862)	(1 791)	(1 810)	(3 568)	(3 672)								
Network expenses & interconnection costs	1.12	(1 126)	(1 038)	(1 181)	(1 066)	(2 307)	(2 104)								
Other network expenses & IT expenses (Other IT&N expenses)	1.13	(892)	(906)	(865)	(879)	(1 756)	(1 784)								
Property, general expenses, capitalized costs and others		(679)	(691)	(695)	(788)	(1 374)	(1 479)								
Other operating income & expenses		40	59	29	86	69	145								
Labour expenses	1.14	(2 188)	(2 196)	(2 223)	(2 166)	(4 411)	(4 361)								
Operating taxes and levies		(886)	(895)	(313)	(340)	(1 199)	(1 235)								
Amortization and impairment of financed assets		(21)	(23)	(21)	(25)	(41)	(47)								
Amortization and impairment of rights of use assets		(359)	(382)	(374)	(382)	(734)	(764)								
Interest expenses on lease liabilities and on liabilities related to financed assets		(27)	(29)	(32)	(33)	(59)	(62)								
EBITDAaL	1.15	2 595	2 620	3 296	3 314	5 891	5 934								
Telecoms activities		2 623	2 646	3 324	3 343	5 947	5 989								
% of revenues		25,0%	25,0%	30,9%	31,2%	28,0%	28,1%								
Mobile Financial Services		(28)	(26)	(28)	(30)	(56)	(56)								
Presentation adjustments (1)	1.16	(181)	(68)	(249)	75	(430)	7								
Amortization of fixed assets						(3 531)	(3 585)								
Effects resulting from business combinations, Reclassification of translation adjustment from liquidated entities						0	3								
Impairment of goodwill and fixed assets						(3 706)	(2)								
Share of profits (losses) of associates and joint ventures						(6)	1								
Neutralization of financial interest included in EBITDAaL						59	62								
EBIT						(1 722)	2 420								
Telecoms activities						(1 646)	2 499								
Mobile Financial Services						(77)	(80)								
Financial result							(373)								
Income tax							(580)								
Consolidated net income							1 467								
Non controlling interests							249								
Consolidated net income - Group share							1 218								

Operating cash flow

EBITDAaL	1.15	2 595	2 620	3 296	3 314	5 891	5 934								
eCAPEX	1.20	1 708	1 610	2 029	1 803	3 737	3 413								
Telecoms activities		1 702	1 604	2 022	1 795	3 724	3 399								
% of revenues		16,2%	15,2%	18,8%	16,8%	17,5%	16,0%								
Mobile Financial Services		6	6	6	8	13	14								
Operating cash flow (EBITDAaL - eCAPEX)	1.21	887	1 011	1 267	1 511	2 154	2 521								

Capital evolution

Number of ordinary shares at the end of the period						2 660 056 599									
Weighted average number of ordinary shares outstanding - basic						2 658 357 166									
Weighted average number of ordinary shares outstanding - diluted						2 686 992 235									



GROUP Consolidated accounts

(in millions of euros)	Glossary	2021			2022		
		1H21	2H22	FY21	1H22	2H22	FY22
Cash flow statement & Net financial debt of telecoms activities							
Operating cash flow (EBITDAaL - eCAPEX) (telecom activities)	1.21	2 060	3 000	5 060	2 590		
EBITDAaL (telecoms activities)	1.15	5 893	6 803	12 696	5 989		
eCAPEX (telecoms activities)	1.20	(3 832)	(3 804)	(7 636)	(3 399)		
Change in eCAPEX payables		(284)	79	(205)	(179)		
Change in working capital requirement	1.22	382	(262)	120	37		
Net interest paid (1)		(582)	(415)	(997)	(441)		
Income paid tax		(500)	(455)	(955)	(580)		
Other operational items	1.23	(236)	(386)	(622)	18		
Organic cash flow (telecom activities)	1.24	840	1 561	2 401	1 445		
Telecommunication licenses paid		(129)	(588)	(717)	(302)		
Significant litigations paid (and cashed)		(354)	48	(306)	(13)		
Net impact of changes in the scope of consolidation (2)		(291)	1 277	986	(33)		
Subordinated notes issuances & coupons		(475)	(75)	(550)	(121)		
Dividends to Orange shareholders		(1 330)	(797)	(2 127)	(1 063)		
Minority shareholders remuneration in group subsidiaries		(190)	(28)	(218)	(177)		
Other financial items (2)		74	(324)	(250)	157		
Net financial debt variation: (+) decrease / (-) increase	1.25	(1 855)	1 075	(780)	(108)		
Net financial debt	1.26	(25 344)	(24 269)	(24 269)	(24 377)		

(1) Excluding interests paid on lease liabilities and on liabilities related to financed assets for 60 million euros in 1H 2021, 121 million euros in FY 2021 and 61 million euros in 1H 2022.

(2) Since FY 2021, non-cash effects on net debt related to changes in the scope of consolidation previously presented under "Other financial items" are presented under "Net impacts of changes in the scope of consolidation". Data for 1H 2021 were adjusted on this basis.

GROUP
Comparable basis

(in millions of euros)	Currency	Revenues (1)					EBITDAaL (1)					eCAPEX (1)					B/S (2)	
		Total	Euros	Zloty	Egyptian pound	Other	Total	Euros	Zloty	Egyptian pound	Other	Total	Euros	Zloty	Egyptian pound	Other	Zloty	Egyptian pound
1Q21																		
Actual per currency	EUR	10 315	7 770	634	216	1 696	2 565	1 864	157	76	468	1 760	1 432	98	42	188		
Euro exchange rate applied in 1Q21			1,00	4,54	18,92			1,00	4,54	18,92			1,00	4,54	18,92		4,65	18,46
Euro exchange rate applied in 1Q22			1,00	4,62	18,03			1,00	4,62	18,03			1,00	4,62	18,03		4,65	20,25
Forex impact	EUR	59		(10)	11	58	21		(2)	4	20	6		(2)	2	5		
Perimeter impact (3)	EUR	136	7	0		129	9	6	0	3	(58)	(65)	0		7			
1Q21 comparable basis	EUR	10 511	7 777	623	227	1 883	2 595	1 870	154	80	491	1 708	1 368	96	44	200		
2Q21																		
Actual per currency	EUR	10 551	7 898	644	225	1 784	3 272	2 515	168	81	509	2 085	1 639	98	53	295		
Euro exchange rate applied in 2Q21			1,00	4,53	18,90			1,00	4,53	18,90			1,00	4,53	18,90		4,52	18,58
Euro exchange rate applied in 2Q22			1,00	4,65	19,74			1,00	4,65	19,74			1,00	4,65	19,74		4,69	19,68
Forex impact	EUR	64		(16)	(10)	90	24		(4)	(3)	32	9		(3)	(2)	13		
Perimeter impact (3)	EUR	147	13	0		133	(1)	2	0	(3)	(65)	(71)	(0)		6			
2Q21 comparable basis	EUR	10 761	7 911	628	215	2 008	3 296	2 517	164	77	538	2 029	1 568	95	51	315		
1H21																		
Actual per currency	EUR	20 867	15 668	1 277	441	3 480	5 837	4 379	324	157	976	3 845	3 072	195	95	483		
Euro exchange rate applied in 1H21			1,00	4,54	18,91			1,00	4,54	18,91			1,00	4,54	18,91		4,52	18,58
Euro exchange rate applied in 1H22			1,00	4,63	18,88			1,00	4,63	18,88			1,00	4,63	18,88		4,69	19,68
Forex impact	EUR	122		(26)	1	148	46		(6)	0	52	14		(4)	0	18		
Perimeter impact (3)	EUR	283	20	0		263	9	8	0	0	(123)	(136)	(0)		13			
1H21 comparable basis	EUR	21 272	15 688	1 251	442	3 891	5 891	4 387	318	158	1 029	3 737	2 936	191	95	515		
3Q21																		
Actual per currency	EUR	10 508	7 803	621	246	1 837	3 550	2 712	176	99	564	1 709	1 381	43	31	253		
Euro exchange rate applied in 3Q21			1,00	4,57	18,51			1,00	4,57	18,51			1,00	4,57	18,51		4,62	18,20
Euro exchange rate applied in 3Q22			1,00	4,53	15,94			1,00	4,53	15,94			1,00	4,53	15,94		4,60	17,90
Forex impact	EUR	(23)		4	33	(60)	(1)		1	12	(14)	(1)		1	6	(8)		
Perimeter impact (3)	EUR	133	17	1		114	6	13	0	0	(8)	(67)	(66)	(9)		8		
3Q21 comparable basis	EUR	10 618	7 821	626	279	1 891	3 555	2 725	177	111	542	1 641	1 315	36	37	253		

orange **GROUP**
Comparable basis

(in millions of euros)	Currency	Revenues (1)					EBITDAaL (1)					eCAPEX (1)					B/S (2)	
		Total	Euros	Zloty	Egyptian pound	Other	Total	Euros	Zloty	Egyptian pound	Other	Total	Euros	Zloty	Egyptian pound	Other	Zloty	Egyptian pound
9M21																		
Actual per currency	EUR	31 374	23 472	1 898	688	5 317	9 387	7 091	500	256	1 540	5 554	4 453	239	125	737		
Euro exchange rate applied in 9m21			1,00	4,55	18,78			1,00	4,55	18,78			1,00	4,55	18,78		4,62	18,20
Euro exchange rate applied in 9m22			1,00	4,60	17,90			1,00	4,60	17,90			1,00	4,60	17,90		4,60	17,90
Forex impact	EUR	100		(22)	34	88	45		(5)	13	37	14		(3)	6	10		
Perimeter impact (3)	EUR	416	38	1		377	14	21	0	0	(7)	(190)	(202)	(9)		21		
9M21 comparable basis	EUR	31 890	23 509	1 878	721	5 782	9 446	7 112	495	269	1 570	5 378	4 251	227	132	768		
4Q21																		
Actual per currency	EUR	11 148	8 150	675	252	2 071	3 179	2 372	149	90	569	2 106	1 612	142	47	305		
Euro exchange rate applied in 4Q21			1,00	4,62	17,97			1,00	4,62	17,97			1,00	4,62	17,97		4,60	17,88
Euro exchange rate applied in 4Q22			1,00	4,60	17,90			1,00	4,60	17,90			1,00	4,60	17,90		4,60	17,90
Forex impact	EUR	0		2	2	(3)	0		0	0	(0)	(1)		(0)	0	(2)		
Perimeter impact (3)	EUR	27	36	(0)		(9)	3	3		(0)	0	(44)	(44)	(0)		(0)		
4Q21 comparable basis	EUR	11 176	8 186	677	254	2 059	3 182	2 374	149	91	568	2 060	1 568	141	48	303		
2H21																		
Actual per currency	EUR	21 656	15 953	1 296	499	3 908	6 729	5 083	324	189	1 132	3 815	2 993	185	78	558		
Euro exchange rate applied in 2H21			1,00	4,59	18,24			1,00	4,59	18,24			1,00	4,59	18,24		4,60	17,88
Euro exchange rate applied in 2H22			1,00	4,57	16,92			1,00	4,57	16,92			1,00	4,57	16,92		4,60	17,90
Forex impact	EUR	(22)		6	35	(64)	(1)		1	13	(15)	(2)		1	6	(10)		
Perimeter impact (3)	EUR	160	54	1		106	9	16	0		(8)	(111)	(110)	(9)		8		
2H21 comparable basis	EUR	21 794	16 007	1 304	534	3 950	6 737	5 099	326	202	1 110	3 702	2 884	177	84	556		
FY21																		
Actual per currency	EUR	42 522	31 621	2 573	940	7 388	12 566	9 462	649	346	2 109	7 660	6 065	381	173	1 041		
Euro exchange rate applied in FY21			1,00	4,56	18,58			1,00	4,56	18,58			1,00	4,56	18,58		4,60	17,88
Euro exchange rate applied in FY22			1,00	4,60	17,90			1,00	4,60	17,90			1,00	4,60	17,90		4,60	17,90
Forex impact	EUR	100		(20)	35	84	45		(5)	13	37	12		(3)	7	9		
Perimeter impact (3)	EUR	443	74	1		368	17	24	0		(7)	(234)	(246)	(9)		21		
FY21 comparable basis	EUR	43 066	31 695	2 555	976	7 841	12 628	9 486	644	359	2 138	7 438	5 819	368	179	1 071		

(1) Average exchange rates over the period used to convert the P&L accounts of the group foreign subsidiaries from local currency to euros.

(2) End of period exchange rates used to convert the balance sheet accounts of the group foreign subsidiaries from local currency to euros.

(3) Comparable basis: unaudited figures, subject to adjustments.

(in millions of euros)	Glossary	1H21															
		France		Europe		Africa & Middle East		Enterprise		Totem		IC&SS		Eliminations		Telecoms activities Total	
		1H20cb	1H21	1H20cb	1H21	1H20cb	1H21	1H20cb	1H21	1H20cb	1H21	1H20cb	1H21	1H20cb	1H21	1H20cb	1H21
Revenues		8 992	8 950	5 181	5 164	2 748	3 043	3 789	3 840	0	0	729	743	(883)	(869)	20 555	20 870
External purchases	1.10	(3 318)	(3 440)	(2 892)	(2 940)	(1 176)	(1 212)	(1 907)	(1 943)	0	0	(974)	(992)	1 875	1 846	(8 392)	(8 681)
Other operating income & expenses		344	387	(45)	(28)	(81)	(104)	(251)	(229)	0	0	1 009	1 003	(992)	(977)	(17)	52
Labour expenses	1.14	(1 902)	(1 867)	(450)	(465)	(245)	(265)	(1 024)	(1 068)	0	0	(648)	(668)	0	0	(4 269)	(4 333)
Operating taxes and levies		(735)	(661)	(116)	(134)	(256)	(295)	(58)	(46)	0	0	(58)	(52)	0	0	(1 222)	(1 187)
Amortization and impairment of financed assets		(22)	(41)	0	0	0	0	0	0	0	0	0	0	0	0	(22)	(41)
Amortization and impairment of rights of use assets		(102)	(142)	(219)	(224)	(61)	(83)	(61)	(68)	0	0	(202)	(212)	0	0	(645)	(729)
Interest expenses (lease liabilities & related to financed assets)		(5)	(5)	(15)	(15)	(31)	(33)	(2)	(3)	0	0	(4)	(4)	0	0	(56)	(58)
EBITDAaL	1.15	3 252	3 181	1 444	1 359	898	1 051	486	484	0	0	(148)	(182)	0	0	5 933	5 893
% of revenues		36,2%	35,5%	27,9%	26,3%	32,7%	34,5%	12,8%	12,6%	0,0%	0,0%	-20,2%	-24,5%			28,9%	28,2%
Presentation adjustments	1.16	(174)	(68)	20	(156)	(2)	(32)	(2)	(9)	0	0	(7)	(176)	0	0	(165)	(440)
Amortization of fixed assets		(1 575)	(1 569)	(1 082)	(1 098)	(491)	(479)	(206)	(183)	0	0	(157)	(153)	0	0	(3 510)	(3 482)
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Impairment of goodwill and fixed assets		0	(1)	1	(3 704)	0	0	0	0	0	0	(2)	0	0	1	(3 706)	
Share of profits (losses) of associates & joint ventures		0	0	0	0	(1)	5	1	0	0	0	(5)	(4)	0	0	(5)	1
Neutralization of financial interests included in EBITDAaL		5	5	15	15	31	33	2	3	0	0	4	4	0	0	56	58
EBIT		1 508	1 548	397	(3 584)	435	579	281	295	0	0	(312)	(514)	0	1	2 309	(1 676)

(in millions of euros)	Glossary	1H21							
		Telecoms activities Total		Mobile Financial Services		Eliminations		Group Total	
		1H20cb	1H21	1H20cb	1H21	1H20cb	1H21	1H20cb	1H21
Revenues		20 555	20 870	0	0	(2)	(4)	20 553	20 867
External purchases	1.10	(8 392)	(8 681)	(56)	(56)	2	5	(8 446)	(8 733)
Other operating income & expenses		(17)	52	22	44	0	0	6	96
Labour expenses	1.14	(4 269)	(4 333)	(39)	(41)	0	0	(4 308)	(4 373)
Operating taxes and levies		(1 222)	(1 187)	(1)	(1)	0	0	(1 222)	(1 188)
Amortization and impairment of financed assets		(22)	(41)	0	0	0	0	(22)	(41)
Amortization and impairment of rights of use assets		(645)	(729)	(1)	(2)	0	0	(647)	(731)
Interest expenses (lease liabilities & related to financed assets)		(56)	(58)	0	0	0	0	(57)	(58)
EBITDAaL	1.15	5 933	5 893	(75)	(56)	1	1	5 859	5 837
% of revenues		28,9%	28,2%						
Presentation adjustments	1.16	(165)	(440)	(2)	(4)	0	0	(168)	(443)
Amortization of fixed assets		(3 510)	(3 482)	(13)	(17)	0	0	(3 523)	(3 499)
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities		0	0	0	0	0	0	0	0
Impairment of goodwill and fixed assets		1	(3 706)	0	0	0	0	1	(3 706)
Share of profits (losses) of associates & joint ventures		(5)	1	0	0	0	0	(5)	1
Neutralization of financial interests included in EBITDAaL		56	58	0	0	0	0	57	58
EBIT		2 309	(1 676)	(90)	(77)	1	1	2 220	(1 752)

(in millions of euros)	Glossary	FY21															
		France		Europe		Africa & Middle East		Enterprise		Totem		IC&SS		Eliminations		Telecoms activities Total	
		FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21
Revenues		18 394	18 092	10 665	10 579	5 770	6 381	7 718	7 757	0	0	1 454	1 515	(1 794)	(1 795)	42 208	42 530
External purchases	1.10	(7 110)	(7 081)	(6 049)	(6 087)	(2 415)	(2 502)	(3 904)	(3 967)	0	0	(1 946)	(2 000)	3 848	3 786	(17 576)	(17 849)
Other operating income & expenses		698	748	(71)	3	(139)	(191)	(486)	(467)	0	0	2 063	2 025	(2 054)	(1 991)	11	127
Labour expenses	1.14	(3 665)	(3 657)	(922)	(932)	(510)	(535)	(2 019)	(2 119)	0	0	(1 263)	(1 298)	0	0	(8 378)	(8 542)
Operating taxes and levies		(955)	(838)	(239)	(259)	(546)	(644)	(102)	(80)	0	0	(75)	(66)	0	0	(1 917)	(1 887)
Amortization and impairment of financed assets		(55)	(84)	0	0	0	0	0	0	0	0	0	0	0	0	(55)	(84)
Amortization and impairment of rights of use assets		(225)	(304)	(440)	(446)	(156)	(176)	(144)	(147)	0	0	(410)	(407)	0	0	(1 375)	(1 478)
Interest expenses (lease liabilities & related to financed assets)		(10)	(9)	(30)	(29)	(66)	(67)	(5)	(7)	0	0	(9)	(8)	0	0	(120)	(121)
EBITDAaL	1.15	7 073	6 867	2 914	2 830	1 939	2 265	1 058	970	0	0	(185)	(237)	0	0	12 799	12 696
% of revenues		38,4%	38,0%	27,3%	26,7%	33,6%	35,5%	13,7%	12,5%	0,0%	0,0%	-12,7%	-15,6%			30,3%	29,9%
Presentation adjustments	1.16	(190)	(1 106)	35	121	(2)	(39)	1	(126)	0	0	49	1 789	0	0	(107)	639
Amortization of fixed assets		(3 147)	(3 108)	(2 179)	(2 204)	(999)	(1 012)	(411)	(378)	0	0	(342)	(335)	0	0	(7 078)	(7 038)
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Impairment of goodwill and fixed assets		(15)	(1)	27	(3 715)	0	(1)	0	0	0	0	(7)	(2)	0	0	5	(3 719)
Share of profits (losses) of associates & joint ventures		(1)	(8)	0	5	8	10	1	1	0	0	(9)	(5)	0	0	(2)	3
Neutralization of financial interests included in EBITDAaL		10	9	30	29	66	67	5	7	0	0	9	8	0	0	120	121
EBIT		3 729	2 653	828	(2 933)	1 011	1 291	653	474	0	0	(486)	1 217	0	0	5 736	2 702

(in millions of euros)	Glossary	FY21									
		Telecoms activities Total		Mobile Financial Services		Eliminations		Group Total			
		FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21	FY20cb	FY21
Revenues		42 208	42 530	0	0	(7)	(7)	42 201	42 522		
External purchases	1.10	(17 576)	(17 849)	(111)	(112)	6	10	(17 681)	(17 950)		
Other operating income & expenses		11	127	28	70	2	(2)	40	196		
Labour expenses	1.14	(8 378)	(8 542)	(77)	(84)	0	0	(8 454)	(8 626)		
Operating taxes and levies		(1 917)	(1 887)	(1)	(3)	0	0	(1 918)	(1 890)		
Amortization and impairment of financed assets		(55)	(84)	0	0	0	0	(55)	(84)		
Amortization and impairment of rights of use assets		(1 375)	(1 478)	(3)	(3)	0	0	(1 378)	(1 481)		
Interest expenses (lease liabilities & related to financed assets)		(120)	(121)	0	0	0	0	(120)	(121)		
EBITDAaL	1.15	12 799	12 696	(165)	(131)	1	1	12 635	12 566		
% of revenues		30,3%	29,9%								
Presentation adjustments	1.16	(107)	639	(8)	(15)	0	0	(115)	623		
Amortization of fixed assets		(7 078)	(7 038)	(28)	(36)	0	0	(7 106)	(7 074)		
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities		0	0	0	0	0	0	0	0		
Impairment of goodwill and fixed assets		5	(3 719)	0	0	0	0	5	(3 719)		
Share of profits (losses) of associates & joint ventures		(2)	3	0	0	0	0	(2)	3		
Neutralization of financial interests included in EBITDAaL		120	121	0	0	0	0	120	121		
EBIT		5 736	2 702	(200)	(182)	1	1	5 537	2 521		

(in millions of euros)	Glossary	1H22															
		France		Europe		Africa & Middle East		Enterprise		Totem		IC&SS		Eliminations		Telecoms activities Total	
		1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22
Revenues		8 979	8 827	5 406	5 325	3 133	3 381	3 895	3 888	298	328	742	772	(1 177)	(1 220)	21 276	21 301
External purchases	1.10	(3 641)	(3 537)	(3 204)	(3 164)	(1 246)	(1 335)	(1 985)	(2 041)	(36)	(59)	(994)	(1 019)	2 152	2 172	(8 954)	(8 984)
Other operating income & expenses		376	368	(44)	6	(107)	(91)	(228)	(246)	0	0	1 003	1 015	(975)	(952)	25	98
Labour expenses	1.14	(1 860)	(1 775)	(494)	(497)	(271)	(290)	(1 077)	(1 109)	(2)	(6)	(667)	(644)	0	0	(4 370)	(4 321)
Operating taxes and levies		(657)	(664)	(138)	(141)	(302)	(324)	(46)	(48)	(4)	(4)	(52)	(53)	0	0	(1 198)	(1 234)
Amortization and impairment of financed assets		(41)	(47)	0	0	0	0	0	0	0	0	0	0	0	0	(41)	(47)
Amortization and impairment of rights of use assets		(90)	(130)	(197)	(187)	(86)	(95)	(69)	(76)	(78)	(78)	(212)	(195)	0	0	(732)	(762)
Interest expenses (lease liabilities & related to financed assets)		(4)	(6)	(14)	(18)	(34)	(31)	(3)	(2)	(2)	(2)	(4)	(3)	0	0	(59)	(62)
EBITDAaL	1.15	3 063	3 035	1 315	1 323	1 088	1 214	488	364	177	180	(184)	(128)	0	0	5 947	5 989
% of revenues		34,1%	34,4%	24,3%	24,8%	34,7%	35,9%	12,5%	9,4%	59,3%	54,8%	-24,7%	-16,5%			28,0%	28,1%
Presentation adjustments	1.16	(67)	(52)	(145)	(5)	(33)	(2)	(6)	(13)	0	0	(176)	80	0	0	(426)	8
Amortization of fixed assets		(1 511)	(1 551)	(1 117)	(1 076)	(490)	(509)	(185)	(205)	(57)	(61)	(153)	(161)	0	0	(3 514)	(3 563)
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities		0	0	0	0	0	0	0	3	0	0	0	0	0	0	0	3
Impairment of goodwill and fixed assets		(1)	0	(3 704)	0	0	(2)	0	0	0	0	(2)	0	0	0	(3 706)	(2)
Share of profits (losses) of associates & joint ventures		(7)	(3)	(1)	(1)	5	7	0	0	0	0	(3)	(2)	0	0	(6)	1
Neutralization of financial interests included in EBITDAaL		4	6	14	18	34	31	3	2	2	2	4	3	0	0	59	62
EBIT		1 480	1 436	(3 636)	260	604	739	300	152	121	120	(514)	(207)	0	0	(1 646)	2 499

(in millions of euros)	Glossary	1H22																		
		Telecoms activities Total		Mobile Financial Services		Eliminations		Group Total												
		1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22									
Revenues																				
External purchases	1.10									21 276	21 301	0	0	(4)	(4)	21 272	21 297			
Other operating income & expenses										(8 954)	(8 984)	(56)	(64)	5	9	(9 005)	(9 039)			
Labour expenses	1.14									25	98	44	51	0	(4)	69	145			
Operating taxes and levies										(4 370)	(4 321)	(41)	(40)	0	0	(4 411)	(4 361)			
Amortization and impairment of financed assets										(1 198)	(1 234)	(1)	(1)	0	0	(1 199)	(1 235)			
Amortization and impairment of rights of use assets										(41)	(47)	0	0	0	0	(41)	(47)			
Interest expenses (lease liabilities & related to financed assets)										(732)	(762)	(2)	(2)	0	0	(734)	(764)			
EBITDAaL	1.15									(59)	(62)	0	0	0	0	(59)	(62)			
% of revenues										5 947	5 989	(56)	(56)	1	0	5 891	5 934			
Presentation adjustments	1.16									28,0%	28,1%									
Amortization of fixed assets										(426)	8	(4)	(1)	0	0	(430)	7			
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities										(3 514)	(3 563)	(17)	(23)	0	0	(3 531)	(3 585)			
Impairment of goodwill and fixed assets										0	3	0	0	0	0	0	3			
Share of profits (losses) of associates & joint ventures										(3 706)	(2)	0	0	0	0	(3 706)	(2)			
Neutralization of financial interests included in EBITDAaL										(6)	1	0	0	0	0	(6)	1			
EBIT										59	62	0	0	0	0	59	62			
										(1 646)	2 499	(77)	(80)	1	0	(1 722)	2 420			

(in millions of euros)	Glossary	FY22															
		France		Europe		Africa & Middle East		Enterprise		Totem		IC&SS		Eliminations		Telecoms activities Total	
		FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22
Revenues																	
External purchases	1.10																
Other operating income & expenses																	
Labour expenses	1.14																
Operating taxes and levies																	
Amortization and impairment of financed assets																	
Amortization and impairment of rights of use assets																	
Interest expenses (lease liabilities & related to financed assets)																	
EBITDAaL	1.15																
<i>% of revenues</i>																	
Presentation adjustments	1.16																
Amortization of fixed assets																	
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities																	
Impairment of goodwill and fixed assets																	
Share of profits (losses) of associates & joint ventures																	
Neutralization of financial interests included in EBITDAaL																	
EBIT																	

(in millions of euros)	Glossary	FY22											
		Telecoms activities Total		Mobile Financial Services		Eliminations		Group Total					
		FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22	FY21cb	FY22		
Revenues													
External purchases	1.10												
Other operating income & expenses													
Labour expenses	1.14												
Operating taxes and levies													
Amortization and impairment of financed assets													
Amortization and impairment of rights of use assets													
Interest expenses (lease liabilities & related to financed assets)													
EBITDAaL	1.15												
<i>% of revenues</i>													
Presentation adjustments	1.16												
Amortization of fixed assets													
Effects resulting from business combinations, Reclass. of translation adjustment from liquidated entities													
Impairment of goodwill and fixed assets													
Share of profits (losses) of associates & joint ventures													
Neutralization of financial interests included in EBITDAaL													
EBIT													



TELECOMS ACTIVITIES

financial KPIs

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Revenues by country															
Telecoms activities		10 267	10 317	10 288	10 553	20 555	20 870	10 552	10 509	11 101	11 150	21 653	21 659	42 208	42 530
<i>yoy variance (cb)</i>			0,5%		2,6%		1,5%		-0,4%		0,4%		0,0%		0,8%
France		4 415	4 404	4 577	4 546	8 992	8 950	4 676	4 483	4 727	4 658	9 403	9 142	18 394	18 092
<i>yoy variance (cb)</i>			-0,2%		-0,7%		-0,5%		-4,1%		-1,5%		-2,8%		-1,6%
Europe		2 646	2 583	2 535	2 581	5 181	5 164	2 610	2 583	2 875	2 833	5 485	5 415	10 665	10 579
<i>yoy variance (cb)</i>			-2,4%		1,8%		-0,3%		-1,1%		-1,5%		-1,3%		-0,8%
Spain		1 282	1 188	1 213	1 180	2 495	2 368	1 231	1 176	1 225	1 176	2 456	2 352	4 951	4 720
<i>yoy variance (cb)</i>			-7,4%		-2,7%		-5,1%		-4,4%		-4,0%		-4,2%		-4,7%
Other european countries		1 366	1 397	1 323	1 403	2 689	2 800	1 382	1 411	1 652	1 660	3 034	3 070	5 724	5 870
<i>yoy variance (cb)</i>			2,2%		6,1%		4,1%		2,0%		0,5%		1,2%		2,6%
Eliminations		(2)	(2)	(1)	(2)	(4)	(4)	(3)	(4)	(2)	(3)	(5)	(7)	(9)	(11)
Africa & Middle East		1 389	1 488	1 359	1 555	2 748	3 043	1 474	1 652	1 548	1 687	3 022	3 338	5 770	6 381
<i>yoy variance (cb)</i>			7,1%		14,4%		10,7%		12,0%		9,0%		10,5%		10,6%
Enterprise		1 900	1 907	1 889	1 932	3 789	3 840	1 891	1 864	2 038	2 053	3 929	3 918	7 718	7 757
<i>yoy variance (cb)</i>			0,4%		2,3%		1,3%		-1,4%		0,7%		-0,3%		0,5%
Totem		0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
International Carrier & Shared Services (IC&SS)		374	364	355	379	729	743	353	392	372	381	726	772	1 454	1 515
<i>yoy variance (cb)</i>			-2,5%		6,7%		2,0%		10,8%		2,3%		6,4%		4,2%
Eliminations		(457)	(430)	(426)	(440)	(883)	(869)	(452)	(464)	(459)	(462)	(911)	(926)	(1 794)	(1 795)
Revenues by activity															
Telecoms activities	1.01	10 267	10 317	10 288	10 553	20 555	20 870	10 552	10 509	11 101	11 150	21 653	21 659	42 208	42 530
<i>yoy variance (cb)</i>			0,5%		2,6%		1,5%		-0,4%		0,4%		0,0%		0,8%
Retail services (B2C+B2B)	1.09	7 435	7 463	7 376	7 560	14 811	15 023	7 451	7 626	7 778	7 920	15 230	15 546	30 041	30 569
<i>yoy variance (cb)</i>			0,4%		2,5%		1,4%		2,3%		1,8%		2,1%		1,8%
Convergent services	1.02	1 827	1 819	1 812	1 835	3 639	3 654	1 808	1 859	1 830	1 904	3 638	3 763	7 277	7 417
<i>yoy variance (cb)</i>			-0,4%		1,3%		0,4%		2,9%		4,0%		3,4%		1,9%
Mobile only services	1.03	2 537	2 565	2 484	2 624	5 021	5 189	2 582	2 726	2 616	2 738	5 198	5 463	10 219	10 652
<i>yoy variance (cb)</i>			1,1%		5,7%		3,3%		5,6%		4,6%		5,1%		4,2%
Fixed only services	1.04	2 308	2 277	2 321	2 257	4 630	4 533	2 306	2 244	2 409	2 311	4 716	4 555	9 345	9 089
<i>yoy variance (cb)</i>			-1,4%		-2,8%		-2,1%		-2,7%		-4,1%		-3,4%		-2,7%
IT & Integration services	1.05	763	802	759	844	1 522	1 646	756	797	922	967	1 678	1 765	3 200	3 411
<i>yoy variance (cb)</i>			5,1%		11,3%		8,2%		5,5%		4,9%		5,2%		6,6%
Wholesale	1.06	1 920	1 867	2 121	2 038	4 042	3 906	2 125	1 855	2 099	1 942	4 224	3 796	8 266	7 702
<i>yoy variance (cb)</i>			-2,8%		-3,9%		-3,4%		-12,7%		-7,5%		-10,1%		-6,8%
Equipment sales	1.07	643	712	533	679	1 176	1 392	712	727	943	952	1 655	1 679	2 831	3 070
<i>yoy variance (cb)</i>			10,8%		27,5%		18,4%		2,1%		0,9%		1,4%		8,5%
Other revenues	1.08	268	275	258	276	526	551	263	301	280	336	544	638	1 070	1 188
<i>yoy variance (cb)</i>			2,4%		6,9%		4,6%		14,5%		51,5%		33,6%		19,3%



TELECOMS ACTIVITIES financial KPIs

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
EBITDAaL															
Telecoms activities	1.15	2 607	2 592	3 326	3 300	5 933	5 893	3 607	3 579	3 259	3 225	6 866	6 803	12 799	12 696
<i>yoy variance (cb)</i>			-0,6%		-0,8%		-0,7%		-0,8%		-1,1%		-0,9%		-0,8%
France						3 252	3 181					3 820	3 686	7 073	6 867
<i>yoy variance (cb)</i>							-2,2%						-3,5%		-2,9%
Europe						1 444	1 359					1 471	1 471	2 914	2 830
<i>yoy variance (cb)</i>							-5,9%						0,0%		-2,9%
Spain						728	610					705	641	1 433	1 251
<i>yoy variance (cb)</i>							-16,2%						-9,0%		-12,7%
Other european countries						715	749					766	830	1 482	1 579
<i>yoy variance (cb)</i>							4,7%						8,3%		6,6%
Eliminations						0	0					0	0	0	0
Africa & Middle East						898	1 051					1 041	1 214	1 939	2 265
<i>yoy variance (cb)</i>							17,0%						16,7%		16,8%
Enterprise						486	484					572	486	1 058	970
<i>yoy variance (cb)</i>							-0,5%						-14,9%		-8,3%
Totem						0	0					0	0	0	0
<i>yoy variance (cb)</i>							0,0%						0,0%		0,0%
International Carrier & Shared Services (IC&SS)						(148)	(182)					(38)	(55)	(185)	(237)
<i>yoy variance (cb)</i>							-23,6%						-45,0%		-27,9%
Eliminations						0	0					0	0	0	0
eCAPEX															
Telecoms activities	1.20	1 559	1 754	1 556	2 079	3 115	3 832	1 718	1 707	2 237	2 096	3 955	3 804	7 070	7 636
<i>yoy variance (cb)</i>			12,5%		33,6%		23,0%		-0,6%		-6,3%		-3,8%		8,0%
France						1 647	2 171					2 112	1 946	3 759	4 117
<i>yoy variance (cb)</i>							31,8%						-7,9%		9,5%
Europe						755	870					1 105	1 023	1 860	1 893
<i>yoy variance (cb)</i>							15,2%						-7,4%		1,8%
Spain						392	457					577	523	969	980
<i>yoy variance (cb)</i>							16,6%						-9,4%		1,1%
Other european countries						363	413					528	500	891	913
<i>yoy variance (cb)</i>							13,8%						-5,3%		2,5%
Africa & Middle East						434	525					592	540	1 025	1 064
<i>yoy variance (cb)</i>							21,0%						-8,8%		3,8%
Enterprise						170	157					165	162	336	318
<i>yoy variance (cb)</i>							-8,0%						-2,1%		-5,1%
Totem						0	0					0	0	0	0
<i>yoy variance (cb)</i>							0,0%						0,0%		0,0%
International Carrier & Shared Services (IC&SS)						110	110					(19)	133	91	243
<i>yoy variance (cb)</i>							0,5%						na		168,1%



TELECOMS ACTIVITIES financial KPIs

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Telecoms activities		10 512	10 584	10 763	10 717	21 276	21 301								
<i>yoy variance (cb)</i>			0,7%		-0,4%		0,1%								
France		4 415	4 386	4 564	4 440	8 979	8 827								
<i>yoy variance (cb)</i>			-0,7%		-2,7%		-1,7%								
Europe		2 703	2 648	2 702	2 677	5 406	5 325								
<i>yoy variance (cb)</i>			-2,0%		-0,9%		-1,5%								
Spain		1 188	1 132	1 180	1 133	2 368	2 265								
<i>yoy variance (cb)</i>			-4,6%		-4,0%		-4,3%								
Other european countries		1 518	1 518	1 524	1 547	3 042	3 065								
<i>yoy variance (cb)</i>			0,1%		1,5%		0,8%								
Eliminations		(2)	(2)	(2)	(3)	(4)	(5)								
Africa & Middle East		1 535	1 668	1 598	1 713	3 133	3 381								
<i>yoy variance (cb)</i>			8,7%		7,2%		7,9%								
Enterprise		1 929	1 945	1 965	1 943	3 895	3 888								
<i>yoy variance (cb)</i>			0,8%		-1,1%		-0,2%								
Totem		143	161	154	167	298	328								
<i>yoy variance (cb)</i>			12,2%		8,4%		10,2%								
International Carrier & Shared Services (IC&SS)		364	382	379	390	742	772								
<i>yoy variance (cb)</i>			4,9%		3,2%		4,0%								
Eliminations		(577)	(606)	(600)	(614)	(1 177)	(1 220)								

Revenues by activity

Telecoms activities	1.01	10 512	10 584	10 763	10 717	21 276	21 301								
<i>yoy variance (cb)</i>			0,7%		-0,4%		0,1%								
Retail services (B2C+B2B)	1.09	7 609	7 759	7 719	7 870	15 328	15 629								
<i>yoy variance (cb)</i>			2,0%		2,0%		2,0%								
Convergent services	1.02	1 828	1 903	1 843	1 903	3 671	3 806								
<i>yoy variance (cb)</i>			4,1%		3,2%		3,7%								
Mobile only services	1.03	2 598	2 687	2 657	2 767	5 255	5 454								
<i>yoy variance (cb)</i>			3,4%		4,2%		3,8%								
Fixed only services	1.04	2 360	2 295	2 346	2 273	4 706	4 568								
<i>yoy variance (cb)</i>			-2,8%		-3,1%		-2,9%								
IT & Integration services	1.05	824	875	873	927	1 696	1 802								
<i>yoy variance (cb)</i>			6,2%		6,2%		6,2%								
Wholesale	1.06	1 910	1 780	2 089	1 858	3 999	3 638								
<i>yoy variance (cb)</i>			-6,8%		-11,1%		-9,0%								
Equipment sales	1.07	727	762	690	703	1 416	1 465								
<i>yoy variance (cb)</i>			4,8%		2,0%		3,4%								
Other revenues	1.08	267	283	266	285	532	568								
<i>yoy variance (cb)</i>			6,1%		7,5%		6,8%								



TELECOMS ACTIVITIES financial KPIs

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
EBITDAaL															
Telecoms activities	1.15	2 623	2 646	3 324	3 343	5 947	5 989								
<i>yoy variance (cb)</i>			0,9%		0,6%		0,7%								
France						3 063	3 035								
<i>yoy variance (cb)</i>							-0,9%								
Europe						1 315	1 323								
<i>yoy variance (cb)</i>							0,6%								
Spain						562	524								
<i>yoy variance (cb)</i>							-6,7%								
Other european countries						753	799								
<i>yoy variance (cb)</i>							6,1%								
Eliminations						0	0								
Africa & Middle East						1 088	1 214								
<i>yoy variance (cb)</i>							11,6%								
Enterprise						488	364								
<i>yoy variance (cb)</i>							-25,3%								
Totem						177	180								
<i>yoy variance (cb)</i>							1,8%								
International Carrier & Shared Services (IC&SS)						(184)	(128)								
<i>yoy variance (cb)</i>							-30,4%								
Eliminations						0	0								
eCAPEX															
Telecoms activities	1.20	1 702	1 604	2 022	1 795	3 724	3 399								
<i>yoy variance (cb)</i>			-5,8%		-11,2%		-8,7%								
France						2 004	1 673								
<i>yoy variance (cb)</i>							-16,5%								
Europe						869	835								
<i>yoy variance (cb)</i>							-4,0%								
Spain						447	465								
<i>yoy variance (cb)</i>							4,1%								
Other european countries						422	369								
<i>yoy variance (cb)</i>							-12,5%								
Africa & Middle East						540	609								
<i>yoy variance (cb)</i>							12,7%								
Enterprise						159	144								
<i>yoy variance (cb)</i>							-9,6%								
Totem						41	44								
<i>yoy variance (cb)</i>							7,0%								
International Carrier & Shared Services (IC&SS)						110	94								
<i>yoy variance (cb)</i>							-14,5%								



TELECOMS ACTIVITIES operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Group KPIs (1)									
Customer base									
Group accesses (excl. MVNOs) (2)	2.01	264 389	266 501	270 482	275 006	277 960	281 662		
Convergent KPIs									
Customer base									
Convergent customers (excl. MVNOs)	2.10	11 129	11 185	11 256	11 533	11 551	11 552		
Mobile group KPIs									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	219 263	221 569	225 630	228 448	231 760	235 746		
Contract	2.21	80 849	82 130	84 135	86 356	88 319	90 138		
M2M (2)	2.23	20 757	21 566	23 092	24 056	25 297	26 658		
Excluding M2M		60 092	60 564	61 042	62 300	63 022	63 481		
Prepaid (3)	2.22	138 415	139 439	141 495	142 092	143 441	145 607		
Mobile accesses (excl. MVNOs) - by offer	2.20	219 263	221 569	225 630	228 448	231 760	235 746		
Convergent	2.24	19 991	20 160	20 371	20 937	20 986	21 056		
Mobile only (2) (3)	2.25	199 273	201 409	205 259	207 511	210 774	214 690		
Fixed group KPIs									
Customer base									
Fixed accesses	2.30	45 126	44 932	44 852	46 559	46 201	45 916		
Retail accesses	2.31	29 541	29 478	29 479	31 313	31 175	31 072		
Fixed broadband accesses - by technology	2.32	22 054	22 257	22 502	23 685	23 841	24 002		
FTTH and cable		10 230	10 742	11 270	12 302	12 792	13 224		
xDSL		9 820	9 451	9 104	9 063	8 672	8 347		
LTE for fixed and others (3)		2 004	2 064	2 128	2 319	2 377	2 430		
Fixed broadband accesses - by offer	2.32	22 054	22 257	22 502	23 685	23 841	24 002		
Convergent	2.34	11 129	11 185	11 256	11 533	11 551	11 552		
Broadband only (3)	2.35	10 925	11 072	11 245	12 152	12 290	12 450		
Fixed narrowband accesses	2.36	7 487	7 222	6 978	7 628	7 334	7 070		
Retail PSTN accesses		7 364	7 100	6 856	7 507	7 214	6 950		
Other fixed accesses		123	122	121	121	120	120		
Wholesale accesses	2.37	15 585	15 453	15 373	15 246	15 025	14 845		
Internet features									
IPTV and satellite accesses (4)		10 437	10 491	10 568	11 767	11 701	11 564		
FTTH and cable									
FTTH and cable homes connectable	2.41	50 412	52 819	54 870	57 463	60 476	62 494		
o/w FTTH homes connectable		49 332	51 787	53 838	56 511	58 534	60 604		

(1) Including Orange Romania Communications (formerly Telekom Romania Communications, TKR) accesses since 4Q 2021.

(2) Including the retroactive addition of a complementary international M2M mobile base in 2021 (see Additional information).

(3) Including a reallocation of accesses from Mobile accesses to Fixed broadband accesses (LTE for fixed and others accesses) in 2021 (see Additional information).

(4) Including a retroactive correction of -169k IPTV and satellite accesses in 2Q 2021.



TELECOMS ACTIVITIES operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Headcount									
Headcount (end of periode - historical basis) (1)									
Group	2.60	139 777	138 626	137 190	139 698	137 463	136 566		
Mobile Financial Services		918	979	958	937	947	917		
Telecoms activities		138 859	137 647	136 232	138 761	136 516	135 649		
France		55 528	54 900	54 154	53 364	51 516	50 984		
Europe		26 619	26 157	25 552	28 766	28 474	28 082		
Spain		7 344	7 116	6 916	6 849	6 629	6 539		
Other European countries		19 275	19 041	18 636	21 917	21 845	21 543		
Poland		11 176	10 932	10 658	10 472	10 443	10 190		
Belgium & Luxembourg		1 904	1 930	1 874	1 873	1 862	1 864		
Central European countries		6 196	6 180	6 104	9 573	9 540	9 489		
Africa & Middle East		14 641	14 530	14 394	14 380	14 366	14 437		
Enterprise		28 546	28 532	28 716	29 145	29 194	29 194		
Totem		0	0	0	0	149	170		
International carrier & shared services		13 525	13 528	13 416	13 106	12 817	12 782		
Headcount (average cumulated full time equivalent - historical basis) (1)									
Group	2.61	132 704	132 153	131 572	132 002	131 770	130 461		
Mobile Financial Services		944	942	946	943	926	906		
Telecoms activities		131 761	131 211	130 626	131 059	130 843	129 555		
France		50 149	49 927	49 695	49 447	47 434	46 583		
Europe		26 294	26 000	25 712	26 345	28 021	27 624		
Spain		6 887	6 749	6 655	6 589	6 238	6 100		
Other European countries		19 408	19 251	19 057	19 755	21 782	21 524		
Poland		11 341	11 210	11 049	10 924	10 463	10 263		
Belgium & Luxembourg		1 881	1 873	1 863	1 854	1 816	1 817		
Central European countries		6 185	6 168	6 146	6 978	9 503	9 444		
Africa & Middle East		14 606	14 575	14 512	14 474	14 356	14 404		
Enterprise		28 001	27 990	28 012	28 143	28 697	28 665		
Totem		0	0	0	0	141	164		
International carrier & shared services		12 710	12 719	12 696	12 650	12 195	12 115		

(1) The headcount numbers reflect the Group's current consolidated scope (all associates are excluded).



ORANGE Market France KPIs (1)

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Mobile KPIs									
Customer base									
Mobile accesses (excl. MVNOs)	2.20	34 837	34 810	35 099	35 430	35 606	35 796		
Contract	2.21	33 054	33 056	33 345	33 699	33 929	34 203		
M2M (2)	2.23	10 318	10 182	10 325	10 518	10 649	10 670		
Excluding M2M		22 737	22 874	23 020	23 182	23 280	23 533		
Prepaid	2.22	1 782	1 754	1 755	1 730	1 677	1 593		
Market share									
Mobile volume market share (in %) (3)	2.27	34,4%	34,2%	34,1%	34,1%	34,1%	na		
Fixed KPIs									
Customer base									
Fixed accesses - by market	2.30	31 445	31 160	30 958	30 709	30 404	30 070		
Retail accesses (France operating segment)	2.31	15 784	15 692	15 630	15 543	15 437	15 333		
Business accesses (Enterprise operating segment)		1 361	1 325	1 294	1 277	1 240	1 199		
Wholesale accesses (France operating segment)		14 300	14 143	14 034	13 889	13 726	13 538		
Fixed accesses - by technology	2.30	31 445	31 160	30 958	30 709	30 404	30 070		
Fixed broadband accesses	2.32	12 288	12 354	12 433	12 511	12 555	12 580		
FTTH		4 930	5 287	5 632	6 005	6 336	6 603		
xDSL		7 289	6 996	6 725	6 430	6 142	5 899		
LTE for fixed and others		69	72	75	77	77	78		
Fixed narrowband accesses	2.36	4 857	4 662	4 492	4 309	4 122	3 952		
PSTN accesses		4 821	4 627	4 457	4 275	4 088	3 918		
Other fixed accesses		36	35	35	34	34	33		
Wholesale accesses	2.37	14 300	14 143	14 034	13 889	13 726	13 538		
Market share									
Broadband volume market share (in %) (4)	2.39	39,9%	39,8%	39,8%	39,7%	39,7%	na		
Net adds broadband market share (in %) (4)	2.40	41,2%	36,6%	35,3%	25,3%	29,4%	na		

(1) Accesses in France of "France" and "Enterprise" operating segments.

(2) M2M mobile base in France only since Q2 2022.

(3) Adjustment of 2021 quarterly market shares to retroactively updated data by ARCEP (French regulator) in 1Q 2022.

(4) Adjustment of 2021 quarterly market shares to retroactively updated data by ARCEP (French regulator) in 1Q 2022.



FRANCE financial KPIs

(in millions of euros)	Glossary	2021												FY20cb	FY21
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21		
Revenues		4 415	4 404	4 577	4 546	8 992	8 950	4 676	4 483	4 727	4 658	9 403	9 142	18 394	18 092
<i>yoy variance (cb)</i>			-0,2%		-0,7%		-0,5%		-4,1%		-1,5%		-2,8%		-1,6%
Retail services (B2C+B2B)	1.09	2 692	2 688	2 684	2 695	5 377	5 383	2 691	2 723	2 696	2 740	5 387	5 463	10 764	10 846
<i>yoy variance (cb)</i>			-0,2%		0,4%		0,1%		1,2%		1,6%		1,4%		0,8%
Convergent services	1.02	1 137	1 154	1 131	1 163	2 268	2 317	1 137	1 180	1 155	1 200	2 292	2 381	4 559	4 697
<i>yoy variance (cb)</i>			1,5%		2,9%		2,2%		3,8%		3,9%		3,9%		3,0%
Mobile only services	1.03	563	559	557	563	1 120	1 122	561	577	555	577	1 116	1 154	2 236	2 276
<i>yoy variance (cb)</i>			-0,7%		1,2%		0,2%		2,8%		4,0%		3,4%		1,8%
Fixed only services	1.04	993	975	997	968	1 990	1 944	993	966	986	963	1 979	1 929	3 968	3 872
<i>yoy variance (cb)</i>			-1,8%		-2,8%		-2,3%		-2,7%		-2,4%		-2,5%		-2,4%
o/w fixed only broadband services		678	703	689	712	1 367	1 415	691	721	699	727	1 390	1 447	2 757	2 862
<i>yoy variance (cb)</i>			3,6%		3,4%		3,5%		4,2%		4,0%		4,1%		3,8%
o/w fixed only narrowband services		315	272	308	257	623	529	301	245	287	236	589	481	1 212	1 010
<i>yoy variance (cb)</i>			-13,5%		-16,7%		-15,1%		-18,6%		-18,0%		-18,3%		-16,6%
IT & integration services	1.05	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
Wholesale	1.06	1 319	1 286	1 519	1 434	2 838	2 720	1 526	1 291	1 434	1 302	2 960	2 593	5 798	5 313
<i>yoy variance (cb)</i>			-2,5%		-5,6%		-4,2%		-15,4%		-9,3%		-12,4%		-8,4%
Equipment sales	1.07	252	269	206	254	458	523	302	300	427	403	729	703	1 187	1 226
<i>yoy variance (cb)</i>			6,6%		23,4%		14,2%		-0,4%		-5,7%		-3,5%		3,3%
Other revenues	1.08	151	162	168	163	319	325	157	169	169	214	327	383	646	708
<i>yoy variance (cb)</i>			6,9%		-2,7%		1,9%		7,3%		26,2%		17,1%		9,6%
EBITDAaL	1.15					3 252	3 181					3 820	3 686	7 073	6 867
<i>% of revenues</i>						36,2%	35,5%					40,6%	40,3%	38,4%	38,0%
eCAPEX	1.20					1 647	2 171					2 112	1 946	3 759	4 117
<i>% of revenues</i>						18,3%	24,3%					22,5%	21,3%	20,4%	22,8%



FRANCE financial KPIs

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Revenues		4 415	4 386	4 564	4 440	8 979	8 827								
<i>yoy variance (cb)</i>			-0,7%		-2,7%		-1,7%								
Retail services (B2C+B2B)	1.09	2 688	2 733	2 695	2 733	5 383	5 466								
<i>yoy variance (cb)</i>			1,7%		1,4%		1,6%								
Convergent services	1.02	1 154	1 204	1 163	1 202	2 317	2 406								
<i>yoy variance (cb)</i>			4,4%		3,3%		3,8%								
Mobile only services	1.03	559	571	563	583	1 122	1 154								
<i>yoy variance (cb)</i>			2,1%		3,5%		2,8%								
Fixed only services	1.04	975	958	968	948	1 944	1 907								
<i>yoy variance (cb)</i>			-1,7%		-2,1%		-1,9%								
o/w fixed only broadband services		705	735	713	737	1 418	1 473								
<i>yoy variance (cb)</i>			4,3%		3,3%		3,8%								
o/w fixed only narrowband services		270	223	255	211	525	434								
<i>yoy variance (cb)</i>			-17,4%		-17,3%		-17,4%								
IT & integration services	1.05	0	0	0	0	0	0								
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%								
Wholesale	1.06	1 279	1 195	1 430	1 260	2 710	2 455								
<i>yoy variance (cb)</i>			-6,6%		-11,9%		-9,4%								
Equipment sales	1.07	276	285	262	267	538	552								
<i>yoy variance (cb)</i>			3,2%		2,1%		2,7%								
Other revenues	1.08	172	173	177	180	349	353								
<i>yoy variance (cb)</i>			0,8%		1,5%		1,1%								
EBITDAaL	1.15					3 063	3 035								
<i>% of revenues</i>						34,1%	34,4%								
eCAPEX	1.20					2 004	1 673								
<i>% of revenues</i>						22,3%	19,0%								



FRANCE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Convergent KPIs									
Customer base									
Convergent customers (excl. MVNOs)	2.10	5 851	5 858	5 878	5 905	5 914	5 909		
Number of mobile accesses per convergent offer		1,7	1,7	1,7	1,7	1,7	1,7		
Quarterly ARPO (per month, in euros)									
Convergent ARPO	2.11	68,8	69,2	69,8	70,5	70,5	70,6		
yoy variance (cb)		-0,1%	0,7%	1,6%	2,1%	2,5%	2,0%		
Mobile KPIs									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	21 442	21 556	21 679	21 785	21 783	21 873		
Contract	2.21	19 660	19 802	19 924	20 055	20 106	20 279		
M2M	2.23	15	15	16	14	14	14		
Excluding M2M		19 645	19 787	19 908	20 040	20 092	20 265		
Prepaid	2.22	1 782	1 754	1 755	1 730	1 677	1 593		
Mobile accesses (excl. MVNOs) - by offer	2.20	21 442	21 556	21 679	21 785	21 783	21 873		
Convergent	2.24	9 811	9 842	9 913	9 968	9 976	9 990		
Mobile only	2.25	11 632	11 714	11 766	11 817	11 808	11 883		
M2M	2.23	15	15	16	14	14	14		
Contract excluding M2M		9 835	9 945	9 995	10 072	10 116	10 276		
Prepaid	2.22	1 782	1 754	1 755	1 730	1 677	1 593		
Commercial offers									
Open		9 811	9 842	9 913	9 968	9 976	9 990		
o/w Open multi-lignes		3 935	3 951	4 003	4 034	4 033	4 057		
Sosh		4 298	4 406	4 469	4 517	4 561	4 602		
Quarterly churn									
Contract churn excluding M2M	2.29	11,6%	10,8%	11,0%	12,1%	11,2%	10,5%		
Quarterly ARPO (per month, in euros)									
Mobile only blended ARPO	2.28	16,9	17,0	17,2	17,1	16,9	17,1		
yoy variance (cb)		1,5%	2,6%	2,0%	1,4%	0,4%	0,9%		
Mobile only contract ARPO		19,3	19,3	19,4	19,3	19,1	19,2		
Mobile only prepaid ARPO		4,1	4,2	4,6	4,3	4,1	4,7		
Network coverage									
% 4G coverage of population		99%	99%	99%	99%	99%	99%		



FRANCE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Fixed KPIs									
Customer base									
Fixed accesses	2.30	30 084	29 835	29 664	29 431	29 163	28 871		
Retail accesses	2.31	15 784	15 692	15 630	15 543	15 437	15 333		
Fixed broadband accesses - by technology	2.32	12 050	12 118	12 198	12 260	12 306	12 332		
FTTH		4 900	5 253	5 597	5 947	6 274	6 537		
xDSL		7 081	6 792	6 526	6 236	5 955	5 717		
LTE for fixed and others		69	72	75	77	77	78		
Fixed broadband accesses - by offer	2.32	12 050	12 118	12 198	12 260	12 306	12 332		
Convergent	2.34	5 851	5 858	5 878	5 905	5 914	5 909		
Broadband only	2.35	6 199	6 261	6 320	6 355	6 392	6 424		
Fixed narrowband accesses	2.36	3 735	3 574	3 432	3 283	3 131	3 001		
Retail PSTN accesses		3 699	3 539	3 397	3 249	3 097	2 967		
Other fixed accesses (1)		36	35	35	34	34	33		
Wholesale accesses	2.37	14 300	14 143	14 034	13 889	13 726	13 538		
FTTx		4 192	4 523	4 859	5 217	5 530	5 788		
Copper (xDSL+PSTN)		10 108	9 621	9 175	8 671	8 196	7 750		
Quarterly ARPO (per month, in euros)									
Fixed only broadband ARPO	2.38	35,8	35,7	35,9	35,9	36,1	36,1		
yoy variance (cb)		-1,6%	-2,7%	-1,0%	0,0%	1,0%	0,9%		
Internet features									
IPTV and satellite accesses (2)		7 712	7 785	7 856	7 910	7 934	7 846		
FTTH									
FTTH homes connectable	2.41	24 414	26 113	27 444	28 794	30 023	31 195		

(1) Including payphone.

(2) Including a retroactive correction of -169k IPTV and satellite accesses in 2Q 2021.



EUROPE financial KPIs

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Europe															
Revenues by activity															
Revenues		2 646	2 583	2 535	2 581	5 181	5 164	2 610	2 583	2 875	2 833	5 485	5 415	10 665	10 579
<i>yoy variance (cb)</i>			-2,4%		1,8%		-0,3%		-1,1%		-1,5%		-1,3%		-0,8%
Retail services (B2C+B2B)	1.09	1 808	1 727	1 761	1 724	3 569	3 451	1 758	1 741	1 888	1 854	3 646	3 595	7 215	7 046
<i>yoy variance (cb)</i>			-4,5%		-2,1%		-3,3%		-1,0%		-1,8%		-1,4%		-2,3%
Convergent services	1.02	690	666	681	672	1 371	1 337	671	679	676	704	1 346	1 382	2 718	2 720
<i>yoy variance (cb)</i>			-3,6%		-1,4%		-2,5%		1,2%		4,1%		2,7%		0,1%
Mobile only services	1.03	772	719	741	715	1 514	1 434	761	732	748	721	1 508	1 453	3 022	2 887
<i>yoy variance (cb)</i>			-6,9%		-3,6%		-5,3%		-3,8%		-3,5%		-3,7%		-4,5%
Fixed only services	1.04	274	265	265	256	540	522	267	251	365	314	632	566	1 171	1 087
<i>yoy variance (cb)</i>			-3,3%		-3,4%		-3,3%		-5,7%		-13,9%		-10,5%		-7,2%
IT & integration services	1.05	71	77	73	81	144	158	60	79	99	115	159	194	304	352
<i>yoy variance (cb)</i>			7,7%		11,0%		9,4%		31,5%		16,0%		21,8%		15,9%
Wholesale	1.06	471	454	473	472	944	926	476	452	523	509	999	961	1 943	1 886
<i>yoy variance (cb)</i>			-3,7%		-0,2%		-2,0%		-5,0%		-2,8%		-3,8%		-2,9%
Equipment sales	1.07	323	368	276	349	598	718	346	347	430	425	776	772	1 374	1 490
<i>yoy variance (cb)</i>			14,2%		26,8%		20,0%		0,2%		-1,0%		-0,5%		8,4%
Other revenues	1.08	44	34	25	36	69	70	30	42	34	45	64	87	133	157
<i>yoy variance (cb)</i>			-22,9%		42,1%		0,9%		42,3%		31,3%		36,4%		17,9%
EBITDAaL	1.15					1 444	1 359					1 471	1 471	2 914	2 830
<i>% of revenues</i>						27,9%	26,3%					26,8%	27,2%	27,3%	26,7%
eCAPEX	1.20					755	870					1 105	1 023	1 860	1 893
<i>% of revenues</i>						14,6%	16,8%					20,1%	18,9%	17,4%	17,9%



EUROPE financial KPIs

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Europe															
Revenues by activity															
Revenues		2 703	2 648	2 702	2 677	5 406	5 325								
<i>yoy variance (cb)</i>			-2,0%		-0,9%		-1,5%								
Retail services (B2C+B2B)	1.09	1 812	1 811	1 808	1 832	3 620	3 642								
<i>yoy variance (cb)</i>			-0,1%		1,3%		0,6%								
Convergent services	1.02	674	699	680	701	1 354	1 400								
<i>yoy variance (cb)</i>			3,6%		3,1%		3,4%								
Mobile only services	1.03	721	700	718	714	1 439	1 414								
<i>yoy variance (cb)</i>			-2,9%		-0,6%		-1,7%								
Fixed only services	1.04	326	309	315	305	641	614								
<i>yoy variance (cb)</i>			-5,1%		-3,4%		-4,3%								
IT & integration services	1.05	90	102	95	112	186	214								
<i>yoy variance (cb)</i>			13,0%		17,7%		15,4%								
Wholesale	1.06	484	432	505	445	989	877								
<i>yoy variance (cb)</i>			-10,8%		-11,9%		-11,4%								
Equipment sales	1.07	373	364	353	355	726	719								
<i>yoy variance (cb)</i>			-2,5%		0,7%		-1,0%								
Other revenues	1.08	34	42	36	45	70	87								
<i>yoy variance (cb)</i>			23,8%		23,6%		23,7%								
EBITDAaL	1.15					1 315	1 323								
<i>% of revenues</i>						24,3%	24,8%								
eCAPEX	1.20					869	835								
<i>% of revenues</i>						16,1%	15,7%								



EUROPE financial KPIs

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Spain															
Revenues by activity															
Revenues		1 282	1 188	1 213	1 180	2 495	2 368	1 231	1 176	1 225	1 176	2 456	2 352	4 951	4 720
<i>yoy variance (cb)</i>			-7,4%		-2,7%		-5,1%		-4,4%		-4,0%		-4,2%		-4,7%
Retail services (B2C+B2B)	1.09	910	818	869	797	1 779	1 614	860	792	837	792	1 697	1 584	3 476	3 198
<i>yoy variance (cb)</i>			-10,2%		-8,3%		-9,2%		-7,9%		-5,4%		-6,7%		-8,0%
Convergent services	1.02	517	469	502	465	1 020	933	488	465	477	472	965	937	1 984	1 870
<i>yoy variance (cb)</i>			-9,4%		-7,5%		-8,5%		-4,8%		-0,9%		-2,9%		-5,8%
Mobile only services	1.03	267	231	250	220	517	450	252	217	242	212	495	429	1 012	880
<i>yoy variance (cb)</i>			-13,6%		-12,3%		-12,9%		-13,9%		-12,4%		-13,2%		-13,1%
Fixed only services	1.04	124	116	114	110	238	225	118	107	115	103	233	210	471	435
<i>yoy variance (cb)</i>			-6,7%		-4,0%		-5,4%		-9,3%		-10,9%		-10,1%		-7,7%
IT & integration services	1.05	2	3	2	3	4	6	2	4	2	4	4	8	8	14
<i>yoy variance (cb)</i>			41,1%		43,9%		42,6%		68,4%		99,8%		83,7%		64,1%
Wholesale	1.06	220	215	229	228	449	443	231	228	236	229	467	457	916	900
<i>yoy variance (cb)</i>			-2,3%		-0,5%		-1,4%		-1,4%		-2,9%		-2,2%		-1,8%
Equipment sales	1.07	141	155	115	155	255	310	139	156	152	155	292	311	547	621
<i>yoy variance (cb)</i>			10,0%		35,6%		21,5%		11,9%		1,8%		6,6%		13,6%
Other revenues	1.08	11	1	0	0	12	0	0	0	0	1	0	1	12	1
<i>yoy variance (cb)</i>			-95,4%		0,0%		-96,0%		140,8%		110,7%		124,2%		-88,2%
EBITDAaL	1.15					728	610					705	641	1 433	1 251
<i>% of revenues</i>						29,2%	25,8%					28,7%	27,2%	28,9%	26,5%
eCAPEX	1.20					392	457					577	523	969	980
<i>% of revenues</i>						15,7%	19,3%					23,5%	22,2%	19,6%	20,8%



EUROPE financial KPIs

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Spain															
Revenues by activity															
Revenues		1 188	1 132	1 180	1 133	2 368	2 265								
<i>yoy variance (cb)</i>			-4,6%		-4,0%		-4,3%								
Retail services (B2C+B2B)	1.09	818	785	797	780	1 614	1 565								
<i>yoy variance (cb)</i>			-4,0%		-2,1%		-3,1%								
Convergent services	1.02	469	466	465	465	933	931								
<i>yoy variance (cb)</i>			-0,5%		0,0%		-0,2%								
Mobile only services	1.03	227	201	216	198	443	399								
<i>yoy variance (cb)</i>			-11,6%		-8,3%		-10,0%								
Fixed only services	1.04	115	109	109	108	224	217								
<i>yoy variance (cb)</i>			-5,5%		-0,9%		-3,2%								
IT & integration services	1.05	7	9	7	9	13	18								
<i>yoy variance (cb)</i>			37,1%		31,3%		34,1%								
Wholesale	1.06	215	197	228	209	443	406								
<i>yoy variance (cb)</i>			-8,2%		-8,3%		-8,2%								
Equipment sales	1.07	155	150	155	143	310	293								
<i>yoy variance (cb)</i>			-3,0%		-7,8%		-5,4%								
Other revenues	1.08	1	0	0	0	0	0								
<i>yoy variance (cb)</i>			-61,8%		0,0%		-5,6%								
EBITDAaL	1.15					562	524								
<i>% of revenues</i>						23,7%	23,1%								
eCAPEX	1.20					447	465								
<i>% of revenues</i>						18,9%	20,5%								

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Poland															
Revenues by activity															
Revenues		617	642	624	652	1 241	1 294	611	632	668	687	1 280	1 319	2 521	2 613
<i>yoy variance (cb)</i>			4,1%		4,5%		4,3%		3,3%		2,8%		3,1%		3,7%
Retail services (B2C+B2B)	1.09	399	410	402	421	802	830	391	423	424	453	815	876	1 616	1 706
<i>yoy variance (cb)</i>			2,7%		4,5%		3,6%		8,2%		6,9%		7,5%		5,6%
Convergent services	1.02	92	105	94	108	187	213	96	112	99	113	195	225	381	438
<i>yoy variance (cb)</i>			13,7%		14,8%		14,3%		16,8%		14,5%		15,6%		15,0%
Mobile only services	1.03	140	139	139	144	279	283	141	149	139	145	281	294	560	577
<i>yoy variance (cb)</i>			-1,1%		3,3%		1,1%		5,7%		4,0%		4,9%		3,0%
Fixed only services	1.04	115	111	116	109	231	220	113	106	111	105	224	211	456	431
<i>yoy variance (cb)</i>			-3,8%		-6,2%		-5,0%		-6,5%		-5,1%		-5,8%		-5,4%
IT & integration services	1.05	51	55	53	59	104	115	41	56	74	90	115	145	219	260
<i>yoy variance (cb)</i>			7,7%		12,9%		10,3%		37,5%		20,4%		26,5%		18,8%
Wholesale	1.06	132	132	135	132	267	264	129	108	134	108	263	216	531	480
<i>yoy variance (cb)</i>			-0,5%		-2,3%		-1,4%		-16,8%		-19,0%		-17,9%		-9,6%
Equipment sales	1.07	67	76	68	73	135	149	71	75	88	97	159	172	295	321
<i>yoy variance (cb)</i>			12,2%		7,4%		9,8%		5,4%		10,2%		8,1%		8,9%
Other revenues	1.08	19	25	19	26	37	52	20	26	23	29	43	55	80	107
<i>yoy variance (cb)</i>			36,6%		41,4%		39,0%		30,7%		26,9%		28,7%		33,5%
EBITDAaL	1.15					310	323					304	327	614	650
<i>% of revenues</i>						25,0%	25,0%					23,7%	24,8%	24,3%	24,9%
eCAPEX	1.20					181	195					214	185	395	381
<i>% of revenues</i>						14,5%	15,1%					16,7%	14,0%	15,7%	14,6%

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Poland															
Revenues by activity															
Revenues		632	635	636	657	1 268	1 292								
<i>yoy variance (cb)</i>			0,4%		3,4%		1,9%								
Retail services (B2C+B2B)	1.09	403	429	410	441	813	870								
<i>yoy variance (cb)</i>			6,3%		7,6%		6,9%								
Convergent services	1.02	103	114	106	114	209	228								
<i>yoy variance (cb)</i>			10,4%		7,8%		9,1%								
Mobile only services	1.03	137	145	140	150	277	295								
<i>yoy variance (cb)</i>			6,2%		7,2%		6,7%								
Fixed only services	1.04	109	103	106	102	215	206								
<i>yoy variance (cb)</i>			-5,2%		-3,9%		-4,6%								
IT & integration services	1.05	54	66	58	75	112	141								
<i>yoy variance (cb)</i>			21,7%		29,3%		25,6%								
Wholesale	1.06	129	99	129	101	258	199								
<i>yoy variance (cb)</i>			-23,8%		-21,8%		-22,8%								
Equipment sales	1.07	74	72	71	78	146	150								
<i>yoy variance (cb)</i>			-3,2%		9,9%		3,2%								
Other revenues	1.08	25	36	26	37	50	73								
<i>yoy variance (cb)</i>			43,0%		45,8%		44,4%								
EBITDAaL	1.15					317	328								
<i>% of revenues</i>						25,0%	25,4%								
eCAPEX	1.20					191	124								
<i>% of revenues</i>						15,1%	9,6%								

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Belgium & Luxembourg (1)															
Revenues by activity															
Revenues		334	330	303	325	637	656	335	346	343	361	678	708	1 315	1 363
<i>yoy variance (cb)</i>			-1,0%		7,5%		3,0%		3,3%		5,3%		4,3%		3,7%
Retail services (B2C+B2B)	1.09	225	229	221	232	446	461	231	242	230	243	460	484	906	945
<i>yoy variance (cb)</i>			1,9%		4,9%		3,4%		4,8%		5,7%		5,2%		4,3%
Convergent services	1.02	52	60	55	63	106	124	57	65	58	67	114	131	221	255
<i>yoy variance (cb)</i>			16,9%		15,5%		16,2%		14,6%		15,1%		14,9%		15,5%
Mobile only services	1.03	148	141	142	141	291	282	150	149	145	147	295	297	585	579
<i>yoy variance (cb)</i>			-4,8%		-0,8%		-2,9%		-0,4%		1,8%		0,7%		-1,1%
Fixed only services	1.04	14	17	15	17	29	34	14	18	16	19	31	37	60	71
<i>yoy variance (cb)</i>			20,3%		18,9%		19,6%		23,5%		14,7%		18,9%		19,2%
IT & integration services	1.05	10	10	10	10	20	21	10	10	10	10	20	20	40	40
<i>yoy variance (cb)</i>			-2,5%		8,7%		2,9%		-0,7%		-6,0%		-3,4%		-0,3%
Wholesale	1.06	65	55	53	58	119	113	64	66	63	63	127	129	246	242
<i>yoy variance (cb)</i>			-16,0%		8,5%		-4,9%		3,0%		-0,5%		1,3%		-1,7%
Equipment sales	1.07	33	41	23	29	56	70	33	26	43	45	76	71	132	141
<i>yoy variance (cb)</i>			25,3%		24,4%		24,9%		-22,6%		5,7%		-6,7%		6,7%
Other revenues	1.08	11	6	5	6	16	12	7	13	7	10	15	23	31	35
<i>yoy variance (cb)</i>			-49,5%		30,7%		-24,6%		75,5%		42,6%		59,2%		15,6%
EBITDAaL	1.15					148	161					175	192	324	353
<i>% of revenues</i>						23,3%	24,6%					25,9%	27,1%	24,6%	25,9%
eCAPEX	1.20					65	81					113	123	178	204
<i>% of revenues</i>						10,2%	12,4%					16,6%	17,4%	13,5%	15,0%

(1) Data not disclosed in 1Q and 3Q : data not released by the legal entity.

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Belgium & Luxembourg (1)															
Revenues by activity															
Revenues		330	339	325	338	656	677								
<i>yoy variance (cb)</i>			2,6%		4,0%		3,3%								
Retail services (B2C+B2B)	1.09	229	242	232	248	461	491								
<i>yoy variance (cb)</i>			5,7%		7,1%		6,4%								
Convergent services	1.02	60	69	63	71	124	140								
<i>yoy variance (cb)</i>			13,4%		12,6%		13,0%								
Mobile only services	1.03	141	143	141	146	282	289								
<i>yoy variance (cb)</i>			1,4%		3,7%		2,5%								
Fixed only services	1.04	17	19	17	20	34	39								
<i>yoy variance (cb)</i>			13,2%		14,7%		14,0%								
IT & integration services	1.05	10	11	10	11	21	22								
<i>yoy variance (cb)</i>			7,3%		8,8%		8,1%								
Wholesale	1.06	55	53	58	53	113	107								
<i>yoy variance (cb)</i>			-2,6%		-8,5%		-5,7%								
Equipment sales	1.07	41	39	29	32	70	71								
<i>yoy variance (cb)</i>			-4,1%		10,7%		2,0%								
Other revenues	1.08	6	4	6	5	12	9								
<i>yoy variance (cb)</i>			-27,5%		-26,4%		-26,9%								
EBITDAaL	1.15					161	167								
<i>% of revenues</i>						24,6%	24,6%								
eCAPEX	1.20					81	86								
<i>% of revenues</i>						12,4%	12,7%								

(1) Data not disclosed in 1Q and 3Q : data not released by the legal entity.

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Central Europe															
Revenues by activity															
Revenues		419	428	399	428	817	856	440	436	643	612	1 083	1 048	1 901	1 904
<i>yoy variance (cb)</i>			2,1%		7,5%		4,7%		-0,9%		-4,8%		-3,2%		0,2%
Retail services (B2C+B2B)	1.09	274	270	269	275	543	545	276	284	398	367	674	651	1 217	1 196
<i>yoy variance (cb)</i>			-1,5%		2,3%		0,4%		3,0%		-7,8%		-3,4%		-1,7%
Convergent services	1.02	29	32	30	36	59	67	30	38	42	52	73	89	131	157
<i>yoy variance (cb)</i>			9,4%		19,9%		14,7%		23,9%		21,7%		22,6%		19,1%
Mobile only services	1.03	217	208	210	211	427	419	218	216	221	216	438	433	865	852
<i>yoy variance (cb)</i>			-4,0%		0,4%		-1,8%		-0,5%		-2,0%		-1,3%		-1,5%
Fixed only services	1.04	21	22	20	20	41	42	21	21	123	88	143	108	185	150
<i>yoy variance (cb)</i>			3,5%		0,2%		1,8%		-1,1%		-28,5%		-24,5%		-18,6%
IT & integration services	1.05	8	9	9	8	17	17	7	10	12	11	19	21	36	38
<i>yoy variance (cb)</i>			13,5%		-6,3%		3,1%		30,9%		-7,8%		6,9%		5,2%
Wholesale	1.06	59	57	59	58	118	116	59	59	95	113	154	171	272	287
<i>yoy variance (cb)</i>			-3,2%		-0,7%		-2,0%		-0,5%		18,2%		11,1%		5,4%
Equipment sales	1.07	82	97	70	92	151	189	103	90	146	128	249	218	401	407
<i>yoy variance (cb)</i>			18,7%		32,0%		24,8%		-12,1%		-12,6%		-12,4%		1,7%
Other revenues	1.08	3	2	2	3	5	6	2	3	4	5	6	8	11	14
<i>yoy variance (cb)</i>			-17,3%		101,2%		25,4%		27,9%		31,4%		30,0%		27,9%
Revenues by country															
Revenues		419	428	399	428	817	856	440	436	643	612	1 083	1 048	1 901	1 904
Romania		257	264	242	268	499	532	273	273	465	430	738	703	1 238	1 235
Slovakia		132	133	129	130	261	263	136	131	144	148	280	278	541	542
Moldova		31	32	29	31	60	64	34	34	35	36	69	70	129	133
Eliminations and others		(2)	(2)	(2)	(1)	(3)	(3)	(2)	(1)	(2)	(1)	(4)	(3)	(7)	(6)
EBITDAaL	1.15					257	264					287	312	544	576
<i>% of revenues</i>						31,4%	30,9%					26,5%	29,7%	28,6%	30,2%
eCAPEX	1.20					117	136					201	192	319	328
<i>% of revenues</i>						14,4%	15,9%					18,6%	18,4%	16,8%	17,2%
Eliminations Europe															
Eliminations of revenues		(5)	(5)	(4)	(5)	(10)	(10)	(7)	(8)	(5)	(4)	(12)	(12)	(22)	(22)

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Central Europe															
Revenues by activity															
Revenues		558	546	566	553	1 124	1 099								
<i>yoy variance (cb)</i>			-2,1%		-2,3%		-2,2%								
Retail services (B2C+B2B)	1.09	362	355	370	362	732	717								
<i>yoy variance (cb)</i>			-2,0%		-2,0%		-2,0%								
Convergent services	1.02	42	50	47	52	88	101								
<i>yoy variance (cb)</i>			18,9%		10,7%		14,6%								
Mobile only services	1.03	216	211	220	219	437	430								
<i>yoy variance (cb)</i>			-2,2%		-0,5%		-1,4%								
Fixed only services	1.04	85	78	83	74	167	152								
<i>yoy variance (cb)</i>			-8,3%		-9,8%		-9,0%								
IT & integration services	1.05	19	16	20	17	39	33								
<i>yoy variance (cb)</i>			-16,4%		-15,8%		-16,1%								
Wholesale	1.06	90	86	95	87	185	173								
<i>yoy variance (cb)</i>			-3,6%		-8,6%		-6,2%								
Equipment sales	1.07	103	103	97	102	200	204								
<i>yoy variance (cb)</i>			-0,8%		4,7%		1,8%								
Other revenues	1.08	3	2	4	3	7	5								
<i>yoy variance (cb)</i>			-24,4%		-39,1%		-33,1%								
Revenues by country															
Revenues		558	546	566	553	1 124	1 099								
Romania		394	384	404	381	797	766								
Slovakia		133	131	130	139	263	270								
Moldova		33	32	34	34	67	66								
Eliminations and others		(2)	(1)	(2)	(2)	(3)	(3)								
EBITDAaL	1.15					275	304								
<i>% of revenues</i>						24,5%	27,6%								
eCAPEX	1.20					150	160								
<i>% of revenues</i>						13,3%	14,5%								
Eliminations Europe															
Eliminations of revenues		(5)	(4)	(5)	(5)	(10)	(9)								

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22

Europe - Convergent KPIs (1)

Customer base

B2C convergent customers (excl. MVNOs)	2.10	5 278	5 327	5 378	5 628	5 637	5 643
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(1) Including Orange Romania Communications (formerly Telekom Romania Communications, TKR) accesses since 4Q 2021.

Spain - Convergent KPIs

Customer base

Convergent customers (excl. MVNOs)	2.10	3 011	3 020	3 027	3 018	3 009	2 988
Number of mobile accesses per convergent offer		2,0	2,0	2,1	2,1	2,1	2,1

Quarterly ARPO (per month, in euros)

Convergent ARPO	2.11	53,3	52,8	52,7	53,6	53,2	53,3
yoy variance (cb)		-8,4%	-8,1%	-6,8%	-1,8%	-0,3%	0,9%

Poland - Convergent KPIs

Customer base

Convergent customers (excl. MVNOs)	2.10	1 503	1 517	1 531	1 552	1 563	1 578
Number of mobile lines per convergent offer		1,9	1,9	1,9	1,9	1,9	1,9

Quarterly ARPO (per month, in PLN)

Convergent ARPO	2.11	109,6	111,4	113,3	113,2	113,7	113,7
yoy variance (cb)		4,6%	5,6%	7,4%	5,6%	3,7%	2,1%

Belgium & Luxembourg - Convergent KPIs (1)

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Customer base

B2C convergent customers (excl. MVNOs)	2.10	304	314	325	333	343	353
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Belgium quarterly ARPO (per month, in euros)

B2C convergent ARPO	2.11	73,8	73,6	73,1	72,7	72,7	73,6
yoy variance (cb)		-2,8%	-2,7%	-3,1%	-1,3%	-1,4%	0,0%

(1) Data not disclosed in 1Q and 3Q : data not released by the legal entity.

Central Europe - Convergent KPIs (1)

Customer base

Convergent customers (excl. MVNOs)	2.10	461	476	495	725	722	724
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(1) Including Orange Romania Communications (formerly Telekom Romania Communications, TKR) accesses since 4Q 2021.

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Europe - Mobile KPIs (1)									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	50 895	51 398	52 420	53 494	54 158	54 820		
Contract	2.21	38 313	38 765	39 616	40 995	41 392	41 861		
M2M	2.23	7 386	7 748	8 410	8 841	9 272	9 665		
Excluding M2M		30 927	31 017	31 206	32 154	32 120	32 195		
Prepaid	2.22	12 581	12 633	12 804	12 499	12 766	12 959		
Mobile accesses (excl. MVNOs) - by offer	2.20	50 895	51 398	52 420	53 494	54 158	54 820		
Convergent	2.24	10 180	10 317	10 458	10 968	11 010	11 066		
Mobile only	2.25	40 715	41 081	41 961	42 525	43 148	43 753		
M2M	2.23	7 386	7 748	8 410	8 841	9 272	9 665		
Contract excluding M2M		20 747	20 700	20 747	21 186	21 110	21 129		
Prepaid	2.22	12 581	12 633	12 804	12 499	12 766	12 959		

(1) Including Orange Romania Communications (formerly Telekom Romania Communications, TKR) accesses since 4Q 2021.

Spain - Mobile KPIs

Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	15 912	16 072	16 238	16 325	16 483	16 702		
Contract	2.21	14 086	14 234	14 469	14 607	14 736	14 947		
M2M	2.23	2 730	2 841	3 001	3 129	3 314	3 515		
Excluding M2M		11 357	11 393	11 469	11 477	11 422	11 432		
Prepaid	2.22	1 825	1 839	1 769	1 719	1 747	1 755		
Mobile accesses (excl. MVNOs) - by offer	2.20	15 912	16 072	16 238	16 325	16 483	16 702		
Convergent	2.24	6 072	6 147	6 224	6 278	6 317	6 347		
Mobile only	2.25	9 840	9 925	10 015	10 048	10 166	10 355		
M2M	2.23	2 730	2 841	3 001	3 129	3 314	3 515		
Contract excluding M2M		5 285	5 246	5 245	5 200	5 105	5 085		
Prepaid	2.22	1 825	1 839	1 769	1 719	1 747	1 755		
Market share									
Mobile volume market share (in %)	2.27	23,1%	23,0%	22,8%	22,6%	na	na		
Quarterly churn									
Contract churn excluding M2M	2.29	20,5%	17,2%	16,5%	16,9%	18,4%	14,5%		
Quarterly ARPO (per month, in euros)									
Mobile only blended ARPO	2.28	11,0	10,7	10,6	10,6	10,1	10,1		
yoy variance (cb)		-3,8%	-3,8%	-5,6%	-5,4%	-6,8%	-3,9%		
Contract ARPO		13,4	12,8	12,6	12,4	12,0	11,9		
Prepaid ARPO		4,4	4,5	4,9	5,1	4,7	4,8		
Network coverage									
% 4G coverage of population		98%	98%	98%	98%	99%	99%		



EUROPE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Poland - Mobile KPIs									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	15 800	16 047	16 590	16 800	17 306	17 829		
Contract	2.21	11 017	11 193	11 679	11 847	12 046	12 238		
M2M	2.23	2 111	2 221	2 632	2 749	2 880	2 983		
Excluding M2M		8 906	8 972	9 047	9 098	9 166	9 255		
Prepaid	2.22	4 783	4 855	4 910	4 953	5 260	5 591		
Mobile accesses (excl. MVNOs) - by offer	2.20	15 800	16 047	16 590	16 800	17 306	17 829		
Convergent	2.24	2 823	2 848	2 871	2 900	2 914	2 937		
Mobile only	2.25	12 977	13 199	13 718	13 900	14 392	14 892		
M2M	2.23	2 111	2 221	2 632	2 749	2 880	2 983		
Contract excluding M2M		6 083	6 124	6 176	6 198	6 252	6 318		
Prepaid	2.22	4 783	4 855	4 910	4 953	5 260	5 591		
Market share									
Mobile volume market share (in %) (1)	2.27	28,3%	28,5%	28,9%	29,0%	29,1%	na		
Quarterly churn									
Contract churn excluding M2M	2.29	9,3%	7,5%	7,1%	9,3%	7,6%	7,6%		
Quarterly ARPO (per month, in PLN)									
Mobile only blended ARPO	2.28	19,6	20,1	20,7	20,3	20,1	20,2		
yoy variance (cb)		0,1%	4,1%	4,0%	2,4%	2,8%	0,3%		
Mobile only contract ARPO		25,6	26,0	26,7	26,3	26,4	26,8		
Mobile only prepaid ARPO		11,9	12,6	13,1	12,9	12,3	12,5		
Network coverage									
% 4G coverage of population		100%	100%	100%	100%	100%	100%		

(1) Adjustment of 1Q 2021 and 2Q 2021 quarterly market shares to data updated retroactively by the local regulator in 4Q 2021.

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Belgium & Luxembourg - Mobile KPIs (1)									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	4 961	5 061	5 144	5 232	5 307	5 372		
Contract	2.21	4 503	4 615	4 704	4 809	4 893	4 963		
M2M	2.23	1 723	1 814	1 864	1 946	2 014	2 066		
Excluding M2M		2 781	2 800	2 840	2 863	2 878	2 897		
Prepaid	2.22	458	446	440	423	414	409		
Mobile accesses (excl. MVNOs) - by offer	2.20	4 961	5 061	5 144	5 232	5 307	5 372		
B2C convergent	2.24	488	505	526	540	554	571		
Mobile only	2.25	4 473	4 556	4 618	4 692	4 753	4 801		
M2M	2.23	1 723	1 814	1 864	1 946	2 014	2 066		
Contract excluding M2M		2 293	2 296	2 314	2 323	2 324	2 326		
Prepaid	2.22	458	446	440	423	414	409		
Belgium quarterly ARPO (per month, in euros)									
Mobile only blended ARPO	2.28	17,4	17,4	18,3	17,8	17,5	18,0		
yoy variance (cb)		-1,9%	0,8%	0,6%	1,6%	0,8%	3,3%		
Mobile only contract ARPO		19,6	19,6	20,5	19,9	19,7	20,1		
Mobile only prepaid ARPO		6,4	6,5	7,1	6,8	5,9	5,8		
Belgium network coverage									
% 4G coverage of population		100%	100%	100%	100%	100%	100%		

(1) Data not disclosed in 1Q and 3Q : data not released by the legal entity.

Central Europe - Mobile KPIs (1)

Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	14 222	14 217	14 447	15 136	15 062	14 916		
Contract	2.21	8 707	8 724	8 763	9 732	9 718	9 712		
M2M	2.23	823	872	913	1 016	1 063	1 102		
Excluding M2M		7 884	7 852	7 850	8 716	8 654	8 611		
Prepaid	2.22	5 516	5 493	5 684	5 405	5 344	5 204		
Mobile accesses (excl. MVNOs) - by offer	2.20	14 222	14 217	14 447	15 136	15 062	14 916		
Convergent	2.24	797	818	837	1 251	1 226	1 210		
Mobile only	2.25	13 425	13 400	13 610	13 885	13 836	13 706		
M2M	2.23	823	872	913	1 016	1 063	1 102		
Contract excluding M2M		7 087	7 035	7 013	7 465	7 429	7 401		
Prepaid	2.22	5 516	5 493	5 684	5 405	5 344	5 204		
Mobile accesses (excl. MVNOs) - by country	2.20	14 222	14 217	14 447	15 136	15 062	14 916		
Romania		9 716	9 702	9 860	10 641	10 532	10 417		
Slovakia		2 519	2 501	2 490	2 478	2 496	2 485		
Moldova		1 987	2 015	2 097	2 017	2 034	2 015		
Network coverage (% 4G coverage of population)									
Romania		99%	99%	99%	99%	99%	99%		
Slovakia		99%	99%	99%	99%	99%	99%		
Moldova		99%	99%	99%	99%	99%	99%		

(1) Including Orange Romania Communications (formely Telekom Romania Communications, TKR) accesses since 4Q 2021.



EUROPE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Europe - Fixed KPIs (1)									
Customer base									
Fixed accesses	2.30	10 895	10 898	10 935	12 779	12 591	12 527		
Retail accesses	2.31	9 610	9 588	9 596	11 421	11 292	11 220		
Fixed broadband accesses - by technology	2.32	7 834	7 873	7 939	8 925	8 899	8 913		
FTTH and cable		4 896	5 006	5 139	5 727	5 822	5 924		
xDSL		1 868	1 791	1 716	1 972	1 867	1 782		
LTE for fixed and others		1 069	1 076	1 084	1 227	1 209	1 207		
Fixed broadband accesses - by offer	2.32	7 834	7 873	7 939	8 925	8 899	8 913		
Convergent	2.34	5 278	5 327	5 378	5 628	5 637	5 643		
Broadband only	2.35	2 556	2 546	2 561	3 297	3 262	3 270		
Fixed narrowband accesses	2.36	1 776	1 715	1 657	2 496	2 394	2 308		
Wholesale accesses	2.37	1 285	1 310	1 339	1 358	1 299	1 307		
Internet features									
IPTV and satellite accesses		2 725	2 707	2 712	3 857	3 767	3 717		
FTTH and cable									
FTTH and cable homes connectable	2.41	24 300	24 805	25 319	26 316	27 908	28 526		
o/w FTTH homes connectable		23 220	23 773	24 287	25 364	25 967	26 637		

(1) Including Orange Romania Communications (formerly Telekom Romania Communications, TKR) accesses since 4Q 2021.

Spain - Fixed KPIs

Customer base									
Fixed accesses	2.30	4 874	4 898	4 945	4 970	4 911	4 904		
Retail accesses	2.31	4 033	4 024	4 034	4 032	4 022	4 001		
Fixed broadband accesses - by technology	2.32	4 033	4 024	4 034	4 032	4 022	4 001		
FTTH and cable		3 405	3 433	3 476	3 507	3 528	3 532		
xDSL		487	448	414	384	356	331		
LTE for fixed and others		142	143	144	141	138	137		
Fixed broadband accesses - by offer	2.32	4 033	4 024	4 034	4 032	4 022	4 001		
Convergent	2.34	3 011	3 020	3 027	3 018	3 009	2 988		
Broadband only	2.35	1 023	1 004	1 006	1 014	1 013	1 013		
Wholesale accesses	2.37	840	874	911	938	890	903		
Quarterly ARPO (per month, in euros)									
Fixed only broadband ARPO	2.38	27,3	26,3	26,2	25,7	25,6	25,7		
yoy variance (cb)		-11,6%	-10,3%	-10,7%	-8,7%	-5,7%	-1,9%		
Internet features									
IPTV and satellite accesses		703	681	693	690	695	693		
FTTH and cable									
FTTH and cable homes connectable	2.41	15 461	15 689	15 896	16 054	16 306	16 485		
o/w FTTH homes connectable		15 045	15 284	15 501	15 663	15 923	16 108		



EUROPE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Poland - Fixed KPIs									
Customer base									
Fixed accesses	2.30	4 841	4 779	4 728	4 680	4 627	4 606		
Retail accesses	2.31	4 397	4 344	4 300	4 260	4 217	4 202		
Fixed Broadband accesses - by technology	2.32	2 711	2 719	2 729	2 746	2 755	2 786		
FTTH		779	827	880	945	999	1 065		
xDSL		1 305	1 267	1 226	1 177	1 133	1 093		
LTE for fixed and others		627	625	624	624	622	627		
Fixed broadband accesses - by offer	2.32	2 711	2 719	2 729	2 746	2 755	2 786		
Convergent	2.34	1 503	1 517	1 531	1 552	1 563	1 578		
Broadband only	2.35	1 208	1 202	1 199	1 194	1 192	1 207		
Fixed narrowband accesses (1)	2.36	1 686	1 624	1 570	1 514	1 463	1 417		
Wholesale accesses	2.37	445	436	428	419	409	404		
Market share									
Broadband volume market share (in %)	2.39	28,3%	28,2%	28,1%	28,0%	27,9%	na		
Quarterly ARPO (per month, in PLN)									
Fixed only broadband ARPO	2.38	58,8	59,2	59,5	60,5	61,0	61,3		
<i>yoy variance (cb)</i>		3,6%	2,2%	1,3%	3,1%	3,8%	3,4%		
Internet features									
IPTV and satellite accesses		1 017	1 018	1 008	995	978	970		
FTTH									
FTTH homes connectable	2.41	5 174	5 379	5 611	5 934	6 153	6 475		

(1) Including payphone.

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Belgium & Luxembourg - Fixed KPIs (1)									
Customer base									
Fixed accesses	2.30	461	478	491	503	513	524		
Fixed broadband accesses - by technology	2.32	371	387	404	416	428	439		
FTTH and cable		360	377	394	406	418	429		
xDSL		10	11	10	11	10	10		
LTE for fixed and others		0	0	0	0	0	0		
Fixed broadband accesses - by offer	2.32	371	387	404	416	428	439		
B2C convergent	2.34	304	314	325	333	343	353		
Broadband only	2.35	67	73	79	84	85	86		
Fixed narrowband accesses	2.36	90	91	87	86	85	85		
Internet features									
IPTV and satellite accesses		267	274	280	295	291	289		

(1) Data not disclosed in 1Q and 3Q : data not released by the legal entity.

Central Europe - Fixed KPIs (1)

Customer base									
Fixed accesses	2.30	719	743	772	2 626	2 540	2 493		
Fixed broadband accesses - by technology	2.32	719	743	772	1 731	1 694	1 687		
FTTH and cable		352	370	390	869	877	898		
xDSL		66	66	66	400	367	347		
LTE for fixed and others		301	307	316	462	449	442		
Fixed broadband accesses - by offer	2.32	719	743	772	1 731	1 694	1 687		
Convergent	2.34	461	476	495	725	722	724		
Broadband only	2.35	258	267	277	1 005	972	963		
Fixed narrowband accesses	2.36				896	846	806		
Fixed broadband accesses - by country	2.32	719	743	772	1 731	1 694	1 687		
Romania		391	404	422	1 366	1 320	1 296		
Slovakia		263	272	280	292	300	316		
Moldova		65	67	69	72	74	75		
Internet features									
IPTV and satellite accesses		738	733	731	1 876	1 802	1 766		
FTTH and cable									
FTTH and cable homes connectable	2.41	3 666	3 737	3 812	4 328	5 449	5 566		
o/w FTTH homes connectable		3 001	3 111	3 175	3 767	3 891	4 054		

(1) Including Orange Romania Communications (formerly Telekom Romania Communications, TKR) accesses since 4Q 2021.



AFRICA & MIDDLE EAST financial KPIs

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Revenues by activity															
Revenues		1 389	1 488	1 359	1 555	2 748	3 043	1 474	1 652	1 548	1 687	3 022	3 338	5 770	6 381
<i>yoy variance (cb)</i>			7,1%		14,4%		10,7%		12,0%		9,0%		10,5%		10,6%
Retail services (B2C+B2B)	1.09	1 185	1 301	1 174	1 359	2 359	2 660	1 261	1 450	1 326	1 469	2 587	2 919	4 945	5 579
<i>yoy variance (cb)</i>			9,8%		15,8%		12,8%		15,0%		10,8%		12,9%		12,8%
Convergent services	1.02	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
Mobile only services	1.03	1 047	1 137	1 033	1 192	2 080	2 329	1 110	1 271	1 160	1 284	2 270	2 555	4 351	4 884
<i>yoy variance (cb)</i>			8,5%		15,4%		11,9%		14,5%		10,6%		12,5%		12,2%
Fixed only services	1.04	131	160	134	158	265	318	145	168	156	178	301	347	566	664
<i>yoy variance (cb)</i>			21,8%		18,0%		19,9%		16,1%		14,2%		15,1%		17,3%
IT & integration services	1.05	6	4	7	9	13	13	6	11	9	7	15	17	28	31
<i>yoy variance (cb)</i>			-31,2%		32,4%		1,6%		82,2%		-27,8%		15,4%		9,0%
Wholesale	1.06	173	153	156	157	329	310	177	166	181	178	358	344	686	654
<i>yoy variance (cb)</i>			-11,3%		0,6%		-5,6%		-6,3%		-1,5%		-3,9%		-4,7%
Equipment sales	1.07	21	24	21	30	42	54	23	26	30	31	54	58	96	112
<i>yoy variance (cb)</i>			15,4%		42,2%		28,8%		13,2%		2,1%		6,9%		16,5%
Other revenues	1.08	10	9	8	9	18	18	13	9	11	9	24	18	42	36
<i>yoy variance (cb)</i>			-6,1%		8,8%		0,7%		-32,5%		-17,8%		-26,0%		-14,5%
Revenues by country															
Revenues		1 389	1 488	1 359	1 555	2 748	3 043	1 474	1 652	1 548	1 687	3 022	3 338	5 770	6 381
Sonatel Subgroup (1) (2)		436	479	433	500	868	978	465	523	485	533	950	1 056	1 819	2 034
o/w Senegal		186	187	179	193	365	381	192	194	198	199	391	393	756	774
o/w Mali		155	167	154	173	309	340	160	181	160	173	320	354	629	695
o/w Guinea		86	104	88	112	174	216	98	126	110	135	209	261	382	477
Ivory Coast Subgroup (3)		319	347	314	363	633	710	335	380	357	381	692	761	1 325	1 471
o/w Ivory Coast		222	233	215	241	437	474	229	248	243	246	472	494	909	968
o/w Burkina Faso		85	98	86	105	171	203	91	114	98	114	189	227	360	431
Egypt		207	220	200	229	406	449	227	252	233	259	460	511	866	960
Morocco		151	154	145	160	296	314	160	173	167	173	327	346	622	660
Jordan (1)		90	94	92	97	182	190	97	102	99	105	196	207	378	397
Cameroon		80	89	79	97	159	185	83	98	87	100	170	198	329	383
Democratic Republic of Congo (DRC)		69	63	61	67	130	131	68	77	72	83	140	160	271	290
Others (4)		50	57	50	56	100	113	54	62	62	69	117	132	217	245
Eliminations		(12)	(14)	(15)	(14)	(27)	(28)	(14)	(15)	(14)	(17)	(29)	(32)	(56)	(60)
EBITDAaL	1.15					898	1 051					1 041	1 214	1 939	2 265
<i>% of revenues</i>						32,7%	34,5%					34,4%	36,4%	33,6%	35,5%
eCAPEX	1.20					434	525					592	540	1 025	1 064
<i>% of revenues</i>						15,8%	17,2%					19,6%	16,2%	17,8%	16,7%

(1) Data not disclosed : data not yet released by the legal entity.

(2) Sonatel Subgroup: Senegal, Mali, Guinea, Guinea-Bissau and Sierra Leone.

(3) Ivory Coast Subgroup: Ivory Coast, Burkina Faso and Liberia.

(4) Mainly Botswana, Madagascar, Central African Republic (CAR).



AFRICA & MIDDLE EAST financial KPIs

(in millions of euros)	Glossary	2022										FY21cb	FY22
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22		
Revenues by activity													
Revenues		1 535	1 668	1 598	1 713	3 133	3 381						
<i>yoy variance (cb)</i>			8,7%		7,2%		7,9%						
Retail services (B2C+B2B)	1.09	1 340	1 463	1 401	1 521	2 741	2 984						
<i>yoy variance (cb)</i>			9,2%		8,6%		8,9%						
Convergent services	1.02	0	0	0	0	0	0						
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%						
Mobile only services	1.03	1 168	1 265	1 222	1 313	2 389	2 578						
<i>yoy variance (cb)</i>			8,4%		7,4%		7,9%						
Fixed only services	1.04	169	188	172	196	341	384						
<i>yoy variance (cb)</i>			11,6%		14,1%		12,9%						
IT & integration services	1.05	4	9	7	12	11	21						
<i>yoy variance (cb)</i>			146,0%		70,5%		96,5%						
Wholesale	1.06	159	166	159	158	318	324						
<i>yoy variance (cb)</i>			4,5%		-0,8%		1,9%						
Equipment sales	1.07	26	31	29	24	55	55						
<i>yoy variance (cb)</i>			17,1%		-17,0%		-0,8%						
Other revenues	1.08	10	9	9	10	19	18						
<i>yoy variance (cb)</i>			-10,8%		8,3%		-1,4%						
Revenues by country													
Revenues		1 535	1 668	1 598	1 713	3 133	3 381						
Sonatel Subgroup (1) (2)		498	534	526	553	1 024	1 087						
o/w Senegal		187	194	193	196	381	389						
o/w Mali		167	176	173	175	340	351						
o/w Guinea		125	142	141	158	266	301						
Ivory Coast Subgroup (3)		348	361	366	371	714	732						
o/w Ivory Coast		233	233	241	235	474	467						
o/w Burkina Faso		98	110	105	115	203	225						
Egypt		231	259	219	244	450	503						
Morocco		156	166	162	172	318	338						
Jordan (1)		100	107	109	114	210	221						
Cameroon		89	103	97	102	185	205						
Democratic Republic of Congo (DRC)		68	88	76	103	144	191						
Others (4)		58	66	58	72	116	138						
Eliminations		(14)	(16)	(14)	(19)	(29)	(35)						
EBITDAaL	1.15					1 088	1 214						
<i>% of revenues</i>						34,7%	35,9%						
eCAPEX	1.20					540	609						
<i>% of revenues</i>						17,2%	18,0%						

(1) Data not disclosed : data not yet released by the legal entity.

(2) Sonatel Subgroup: Senegal, Mali, Guinea, Guinea-Bissau and Sierra Leone.

(3) Ivory Coast Subgroup: Ivory Coast, Burkina Faso and Liberia.

(4) Mainly Botswana, Madagascar, Central African Republic (CAR).



AFRICA & MIDDLE EAST operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Mobile KPIs									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	130 752	132 030	134 091	135 194	136 997	139 212		
Contract	2.21	6 701	6 979	7 154	7 332	8 000	8 156		
M2M	2.23	273	306	337	368	378	403		
Excluding M2M		6 428	6 672	6 817	6 964	7 622	7 753		
Prepaid (2)	2.22	124 051	125 052	126 937	127 862	128 998	131 055		
Mobile accesses (excl. MVNOs) - by country	2.20	130 752	132 030	134 091	135 194	136 997	139 212		
Sonatel Subgroup (1)		36 875	37 298	37 578	37 631	38 296	38 608		
Senegal		10 712	10 961	11 064	11 212	11 600	11 772		
Mali		13 185	12 986	12 636	12 561	12 620	12 516		
Guinea		8 960	8 984	8 954	8 909	8 742	8 802		
Guinea Bissau		874	975	1 037	1 114	1 209	1 341		
Sierra Leone		3 144	3 392	3 887	3 836	4 126	4 177		
Ivory Coast Subgroup		26 727	27 376	27 497	28 115	28 541	28 076		
Ivory Coast		14 817	15 052	15 130	15 426	15 291	14 637		
Burkina Faso		10 231	10 628	10 634	10 899	11 389	11 447		
Liberia		1 678	1 695	1 733	1 790	1 862	1 992		
Egypt (2)		27 405	26 673	26 698	26 858	26 944	27 899		
Morocco		13 349	13 616	14 837	13 897	14 158	14 320		
Jordan (1)		2 107	2 140	2 247	2 303	2 318	2 383		
Cameroon		9 462	9 493	9 384	9 937	10 373	10 470		
Democratic Republic of Congo (DRC)		10 339	10 910	11 131	11 452	11 349	12 162		
Botswana		1 431	1 467	1 532	1 601	1 630	1 661		
Madagascar		2 285	2 271	2 341	2 463	2 490	2 655		
Central African Republic (CAR)		772	786	845	936	898	978		
Fixed KPIs									
Customer base									
Fixed accesses	2.30	2 786	2 874	2 959	3 071	3 206	3 319		
Fixed broadband accesses	2.32	1 932	2 029	2 130	2 248	2 387	2 509		
Egypt (2)		562	582	603	624	646	670		
Morocco		473	490	507	523	543	563		
Sonatel Subgroup (1)		330	363	404	429	464	509		
Ivory Coast Subgroup		179	189	199	223	248	266		
Jordan (1)		348	361	370	388	408	416		
Others		40	44	47	60	79	84		
Fixed narrowband accesses	2.32	854	845	829	823	819	810		
Sonatel Subgroup (1)		236	243	250	255	260	266		
Ivory Coast Subgroup		273	264	252	255	255	254		
Jordan (1)		345	338	327	314	304	291		
FTTH									
FTTH homes connectable	2.41	1 698	1 901	2 107	2 353	2 544	2 772		

(1) Data not disclosed : data not yet released by the legal entity.

(2) Including a reallocation of accesses from Mobile accesses to Fixed broadband accesses (LTE for fixed and others accesses) in 2021 (see Additional information).



ENTERPRISE financial KPIs

(in millions of euros)	Glossary	2021												FY20cb	FY21
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21		
Revenues		1 900	1 907	1 889	1 932	3 789	3 840	1 891	1 864	2 038	2 053	3 929	3 918	7 718	7 757
<i>yoy variance (cb)</i>			0,4%		2,3%		1,3%		-1,4%		0,7%		-0,3%		0,5%
Fixed only services	1.04	953	918	968	916	1 921	1 834	948	899	947	900	1 895	1 799	3 816	3 633
<i>yoy variance (cb)</i>			-3,7%		-5,3%		-4,5%		-5,2%		-5,0%		-5,1%		-4,8%
o/w voice		303	288	323	281	626	569	302	268	303	269	605	537	1 230	1 106
<i>yoy variance (cb)</i>			-4,9%		-12,9%		-9,0%		-11,3%		-11,2%		-11,2%		-10,1%
o/w data		650	630	645	636	1 296	1 265	646	631	644	630	1 290	1 262	2 586	2 527
<i>yoy variance (cb)</i>			-3,2%		-1,5%		-2,4%		-2,3%		-2,1%		-2,2%		-2,3%
IT & integration services	1.05	723	769	718	796	1 442	1 565	730	745	859	885	1 590	1 630	3 032	3 195
<i>yoy variance (cb)</i>			6,4%		10,8%		8,6%		2,1%		2,9%		2,5%		5,4%
Mobile	1.03	223	220	203	220	426	440	213	220	231	269	444	489	870	929
<i>yoy variance (cb)</i>			-1,3%		8,7%		3,4%		3,5%		16,1%		10,1%		6,8%
Mobile only services	1.03	163	157	160	161	324	318	159	154	161	164	320	318	644	636
<i>yoy variance (cb)</i>			-3,9%		0,7%		-1,6%		-3,1%		1,6%		-0,7%		-1,2%
Wholesale	1.06	10	12	11	10	21	21	11	10	13	11	24	21	45	42
<i>yoy variance (cb)</i>			19,1%		-15,6%		0,3%		-8,1%		-18,7%		-13,8%		-7,3%
Equipment sales	1.07	50	52	31	49	81	101	42	56	57	94	99	150	180	250
<i>yoy variance (cb)</i>			3,2%		59,3%		24,6%		31,1%		65,2%		50,6%		39,0%
Other revenues	1.08	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
EBITDAaL	1.15					486	484					572	486	1 058	970
<i>% of revenues</i>						12,8%	12,6%					14,6%	12,4%	13,7%	12,5%
eCAPEX	1.20					170	157					165	162	336	318
<i>% of revenues</i>						4,5%	4,1%					4,2%	4,1%	4,3%	4,1%



ENTERPRISE financial KPIs

(in millions of euros)	Glossary	2022										FY21cb	FY22
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22		
Revenues		1 929	1 945	1 965	1 943	3 895	3 888						
<i>yoy variance (cb)</i>			0,8%		-1,1%		-0,2%						
Fixed only services	1.04	931	876	933	862	1 864	1 738						
<i>yoy variance (cb)</i>			-5,9%		-7,6%		-6,8%						
o/w voice		290	262	283	252	573	514						
<i>yoy variance (cb)</i>			-9,6%		-11,0%		-10,3%						
o/w data		641	614	650	611	1 291	1 224						
<i>yoy variance (cb)</i>			-4,3%		-6,1%		-5,2%						
IT & integration services	1.05	778	818	812	845	1 590	1 663						
<i>yoy variance (cb)</i>			5,1%		4,1%		4,6%						
Mobile	1.03	220	251	220	236	440	487						
<i>yoy variance (cb)</i>			14,2%		7,0%		10,6%						
Mobile only services	1.03	157	159	161	167	318	325						
<i>yoy variance (cb)</i>			1,1%		3,3%		2,2%						
Wholesale	1.06	12	10	10	10	21	20						
<i>yoy variance (cb)</i>			-11,3%		4,0%		-4,3%						
Equipment sales	1.07	52	82	49	59	101	141						
<i>yoy variance (cb)</i>			60,0%		19,8%		40,4%						
Other revenues	1.08	0	0	0	0	0	0						
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%						
EBITDAaL	1.15					488	364						
<i>% of revenues</i>						12,5%	9,4%						
eCAPEX	1.20					159	144						
<i>% of revenues</i>						4,1%	3,7%						



ENTERPRISE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22

Mobile KPIs

Customer base

		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Mobile accesses (excl. MVNOs)	2.20	16 174	16 584	17 441	17 975	18 821	19 842		
Contract	2.21	16 174	16 584	17 441	17 975	18 821	19 842		
M2M (1)	2.23	13 083	13 497	14 329	14 833	15 633	16 575		
Excluding M2M		3 091	3 087	3 112	3 141	3 188	3 268		
Prepaid	2.22	0	0	0	0	0	0		

(1) M2M mobile base in France and abroad. Including the retroactive addition of a complementary international M2M mobile base in 2021 (see Additional information).

Fixed KPIs

Customer base - France

		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Fixed accesses	2.30	1 361	1 325	1 294	1 277	1 240	1 199		
Fixed broadband accesses	2.32	238	236	235	251	249	248		
Fixed narrowband accesses	2.36	1 123	1 088	1 060	1 026	991	951		
IP VPN accesses		306	304	302	299	302	300		
XoIP offers	2.50	99	101	102	104	106	105		

Customer base - Worldwide

IP VPN accesses		355	352	351	345	346	348		
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TOTEM
financial KPIs

(in millions of euros)	Glossary	2021												FY20cb	FY21
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21		
Revenues		0	0	0	0	0	0	0	0	0	0	0	0	0	0
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
Wholesale	1.06	0	0	0	0	0	0	0	0	0	0	0	0	0	
<i>yoy variance (cb)</i>			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
EBITDAaL	1.15					0	0					0	0	0	0
<i>% of revenues</i>						0,0%	0,0%					0,0%	0,0%	0,0%	0,0%
eCAPEX	1.20					0	0					0	0	0	0
<i>% of revenues</i>						0,0%	0,0%					0,0%	0,0%	0,0%	0,0%



TOTEM
financial KPIs

(in millions of euros)	Glossary	2022												FY21cb	FY22
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22		
Revenues		143	161	154	167	298	328								
<i>yoy variance (cb)</i>			12,2%		8,4%		10,2%								
Wholesale	1.06	143	161	154	167	298	328								
<i>yoy variance (cb)</i>			12,2%		8,4%		10,2%								
EBITDAaL	1.15					177	180								
<i>% of revenues</i>						59,3%	54,8%								
eCAPEX	1.20					41	44								
<i>% of revenues</i>						13,8%	13,4%								



INTERNATIONAL CARRIER & SHARED SERVICES

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
Revenues		374	364	355	379	729	743	353	392	372	381	726	772	1 454	1 515
<i>yoy variance (cb)</i>			-2,5%		6,7%		2,0%		10,8%		2,3%		6,4%		4,2%
Wholesale	1.06	272	255	260	267	532	522	252	270	261	264	513	534	1 045	1 056
<i>yoy variance (cb)</i>			-6,3%		2,8%		-1,9%		7,3%		1,0%		4,1%		1,0%
Other revenues	1.08	101	109	95	112	196	221	102	122	111	117	213	239	409	460
<i>yoy variance (cb)</i>			7,8%		17,4%		12,4%		19,6%		5,2%		12,1%		12,3%
EBITDAaL	1.15					(148)	(182)					(38)	(55)	(185)	(237)
<i>% of revenues</i>						-20,2%	-24,5%					-5,2%	-7,1%	-12,7%	-15,6%
eCAPEX	1.20					110	110					(19)	133	91	243
<i>% of revenues</i>						15,0%	14,8%					-2,6%	17,2%	6,2%	16,0%



INTERNATIONAL CARRIER & SHARED SERVICES

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Revenues		364	382	379	390	742	772								
<i>yoy variance (cb)</i>			4,9%		3,2%		4,0%								
Wholesale	1.06	256	262	268	277	524	539								
<i>yoy variance (cb)</i>			2,3%		3,2%		2,8%								
Other revenues	1.08	108	120	110	114	218	234								
<i>yoy variance (cb)</i>			11,1%		3,1%		7,1%								
EBITDAaL	1.15					(184)	(128)								
<i>% of revenues</i>						-24,7%	-16,5%								
eCAPEX	1.20					110	94								
<i>% of revenues</i>						14,8%	12,2%								