

Orange Financial Results

#FY_2022



16th February 2023

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Disclaimer

This presentation contains forward-looking statements about Orange's financial situation, results of operations and strategy. Although we believe these statements are based on reasonable assumptions, they are subject to numerous risks and uncertainties, including matters not yet known to us or not currently considered material by us, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. More detailed information on the potential risks that could affect our financial results is included in the Universal Registration Document filed on 31 March 2022 with the French Financial Markets Authority (AMF) and in the annual report on Form 20-F filed on 1 April 2022 with the U.S. Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made. Other than as required by law, Orange does not undertake any obligation to update them in light of new information or future developments.

A photograph of a business meeting in a modern office. In the foreground, a man with a beard and glasses, wearing a white shirt, is pointing with a pen at a large computer monitor. The monitor displays a line graph with a blue line. In the background, another man with a beard, wearing a dark shirt, is looking at the monitor with a thoughtful expression, his hand near his chin. Other people are visible in the background, slightly out of focus. The overall atmosphere is professional and collaborative.

Section One
FY 2022 highlights

Q4 Key highlights



Strong Q4 fueled solid FY financial results: guidance reached

Q4 EBITDAaL up +8.5% yoy



Increase in customer satisfaction

NPS* improvement in France, churn reduction in France, Spain, Poland



Orange Money back to growth



Commercial momentum of TOTEM: new agreement with Iliad in France

3rd parties (external) reaching >16% of hosting revenues +1pt yoy



Acquisitions to reinforce Orange Cyberdefense

with Swiss companies SCRT and Telsys

*mass market metropolitan

Our commitments for environment, digital inclusion and diversity



Digital inclusion

develop connectivity and inclusive services

Ambitions

FTH connectable homes **64.9 m** → **69m / 2023**

Orange Digital Centers **18** → **25 / 2025**

Beneficiaries of digital skills training **1m** → **2.5m / 2025**

Environment

reduce our CO₂ eq. emissions and implement circular economy to achieve Net Zero Carbon by 2040

CO₂ emissions reduction vs 2015 bc (scope 1&2) **- 20.8%** → **-30% / 2025**

Collected mobile - Europe **23.1%** → **30% / 2025**

Diversity

align gender representation in management with employee representation

Women in management network (%) **33.1%** → **35% / 2025**

2022 financial achievements

Revenue

FY 2022

€43.5bn

▲ **+0.6%**
yoy

Q4 2022

€11.4bn

▲ **+1.3%**
yoy

EBITDAaL

FY 2022

€13.0bn

▲ **+2.5%**
yoy

Q4 2022

€3.4bn

▲ **+8.5%**
yoy

eCapex

FY 2022

€7.4bn

▼ **-0.7%**
yoy

Q4 2022

€2.2bn

▲ **+8.9%**
yoy

Organic Cash Flow

FY 2022

€3.1bn

▲ **+27.4%** yoy
(Telecom)

Net debt / EBITDAaL

FY 2022

1.93x

(Telecom)

Yoy: comparison with the same period of the previous year, on a comparable basis unless otherwise specified

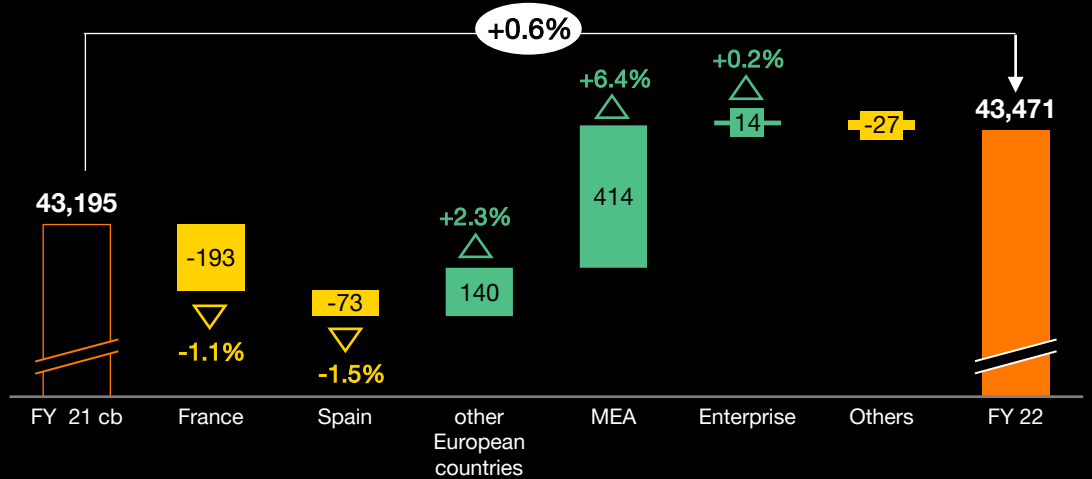
All Group level mentions include both telecom and banking activities. Conversely, all mentions excluding Orange bank are explicitly called "Telecom"

A professional office setting where several business people are gathered around a large monitor. One man in a white shirt is pointing at a line graph on the screen, while others, including a man with a beard in a dark shirt, look on attentively. The scene is brightly lit, suggesting a modern office environment.

Section Two **Financial results** **overview**

Revenue sustained growth

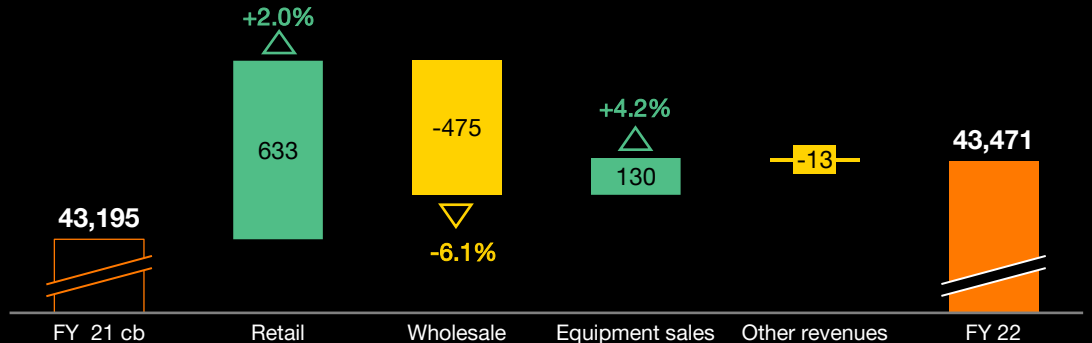
FY 2022 revenue growth contribution per segment (yoy in €m)



FY 2022 revenue*
€43.5bn

	Q4 2022	FY 2022
yoy	+1.3%	+0.6%
	+€147m	+€276m

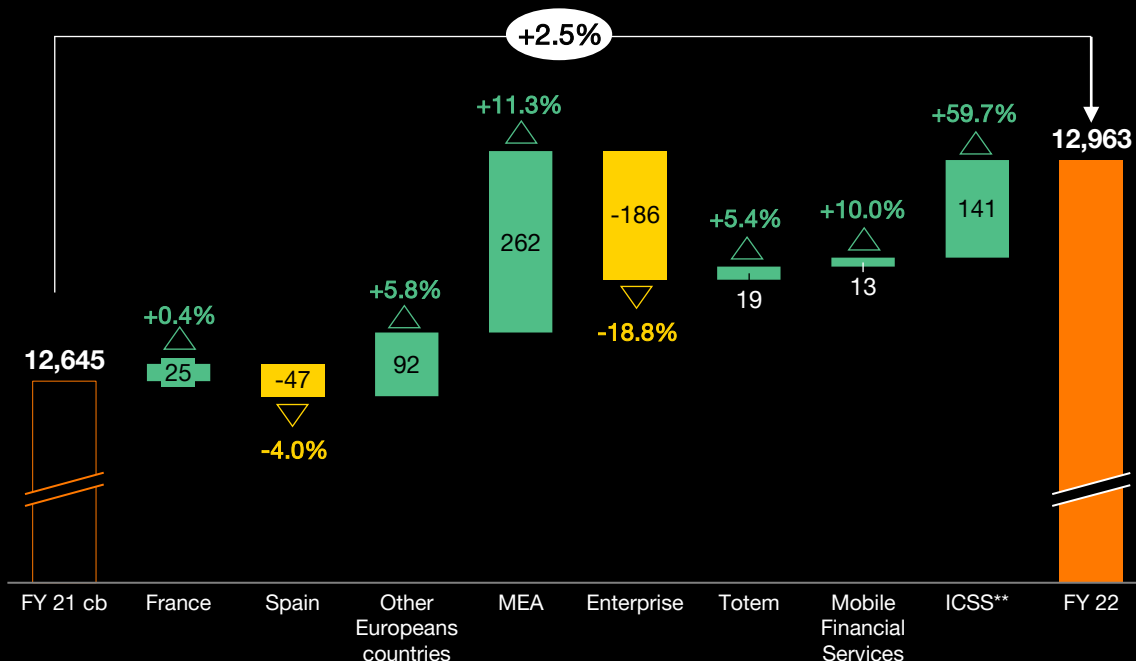
FY 2022 revenue evolution per activity (yoy in €m)



EBITDAaL reaching €13bn in line with guidance

FY 2022 Group EBITDAaL evolution per segment (yoy, in€m)

	Q4 2022	FY 2022
Group EBITDAaL	yoy +8.5% +€269m	yoy +2.5% +€318m
Telecom* EBITDAaL	yoy +7.9% +€256m	yoy +2.4% +€306m

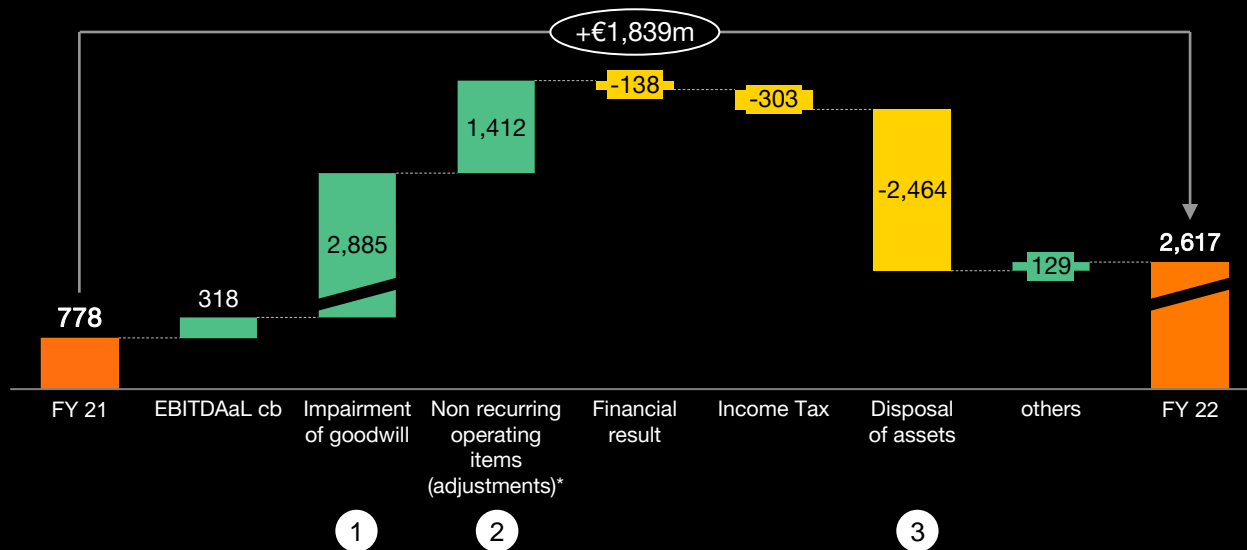


* The Mobile Financial Services business segment includes the activities of Orange Bank and Orange Bank Africa (with Orange Money business reported under MEA segment).

** International Carriers and Shared Services

Net income up

FY 2022 Group net income evolution (yoy, in €m)



FY 2022
Net income

€2.6bn

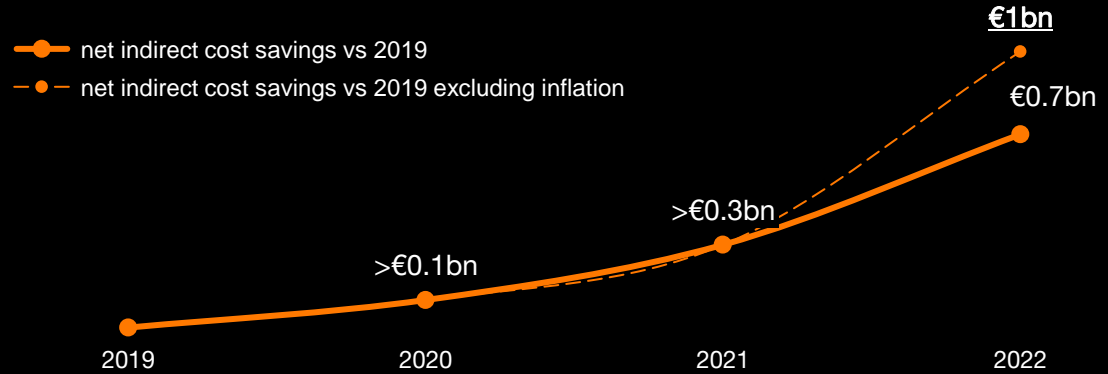
+€1.8bn yoy

- 1 Includes
 - the base effect of Spain impairment
 - impairment on Orange Romania due to worsening competitive market environment and increasing pressure on national economy
- 2 Includes the base effect of the new voluntary French senior part-time program as well as an additional provision to reflect its more than expected take-up
- 3 Includes the base effect of Orange Concessions deconsolidation

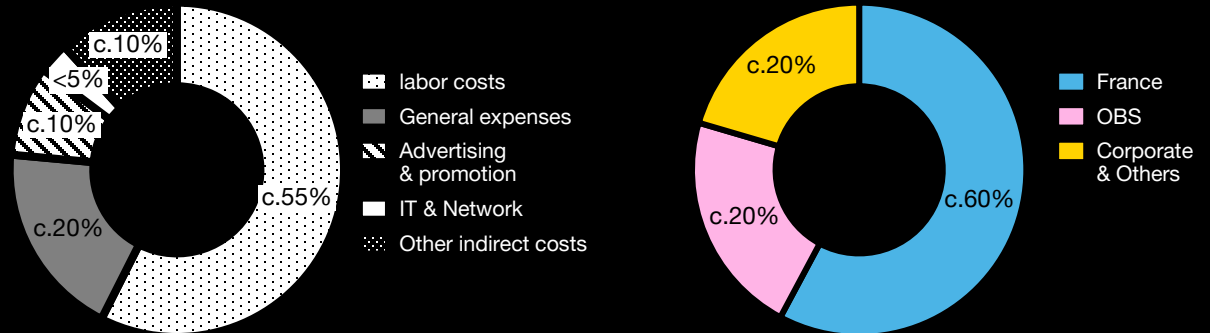
Scale Up cost efficiency program

€700m
cumulated
indirect cost
net savings
since 2019

€1bn net indirect cost savings reached (excluding inflation) in 2022, one year in advance



Breakdown of €700m cumulated net indirect cost savings by nature and segment

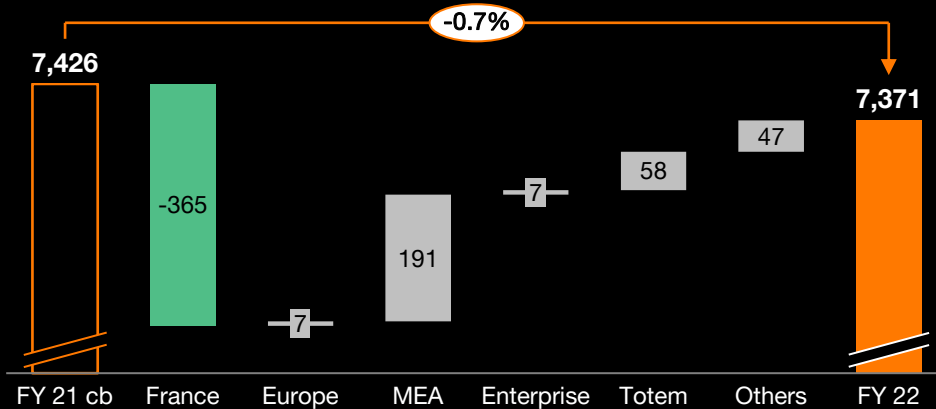


eCapex decrease

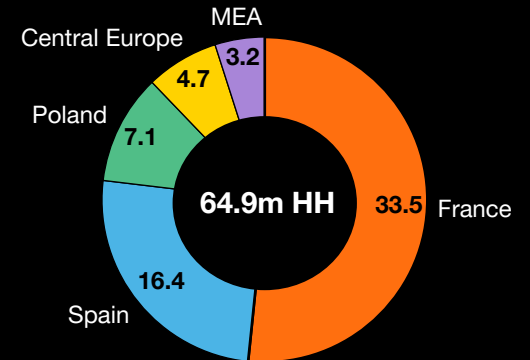
FTTH deployment peak passed

	FY 2022	Q4 2022
FY 2022 eCapex	yoy -0.7% -€56m	yoy +8.9% €183m
€7.37bn		

FY 2022 eCapex evolution per segment (yoy in €m)



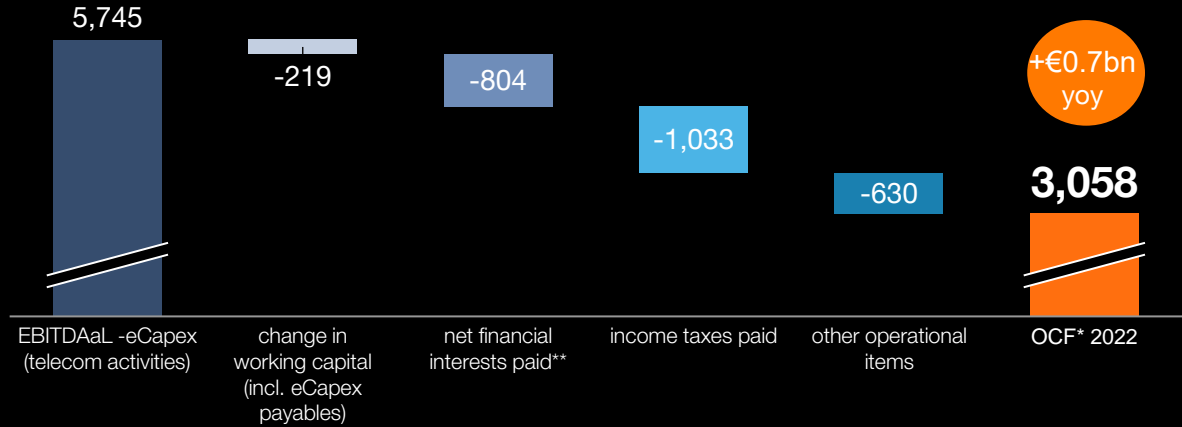
FY 2022 FTTH connectable homes per segment (in m HH)



Organic Cash Flow*
strong growth
up +27.4%

Very solid balance sheet

Organic Cash Flow (OCF)* reaching €3.1bn in 2022 (in €m)



Net debt* (telecom activities)

Average maturity of OSA bonds (years)

Average cost of gross debt

Net debt /EBITDAaL (telecom activities)

2021

24,269

8.9

2.66%

1.91x

2022

25,298

8.1

2.59%

1.93x

Strong liquidity position
 (telecom activities)

€16.7^{*}bn**

*Telecom activities. See details on slide 28

**excluding €0.1bn in interest disbursed on lease liabilities

***o/w €10.3bn in cash and €6.4bn available undrawn amount of credit facilities

A person wearing a white shirt is holding a dark blue smartphone in their left hand and using their right index finger to touch the screen. The background is a blurred train station platform with a white train and other people in the distance.

Section Three Business Review

Q4 2022 France

EBITDAaL increase

<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	4,691	+0.1%	17,983	-1.1%
Retail services	2,762	+0.8%	10,976	+1.2%
Wholesale	1,260	-2.1%	4,938	-6.6%
Equipment sales	431	+2.0%	1,323	+4.2%
EBITDAaL			6,645	+0.4%
eCAPEX			3,429	-9.6%

+2.4%
Q4 Retail services
growth excl. PSTN



Net Promoter Score**
improvement by **+6 pts** YoY

CONVERGENCE

FIXED

+46k FBB net adds Q4 o/w :



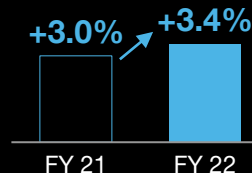
+339k
FTTH net adds

>50% FTTH adds*
are new Orange customers

>50% broadband B2C customer base
are convergent

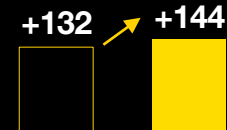
ARPO **€71.9** **+€1.4** yoy

Convergent services revenues acceleration



MOBILE

Mobile contracts net
adds excl. M2M ('000)



Q4 21 Q4 22

Churn improvement



Q4 2022 Europe

Retail fueling EBITDAaL growth

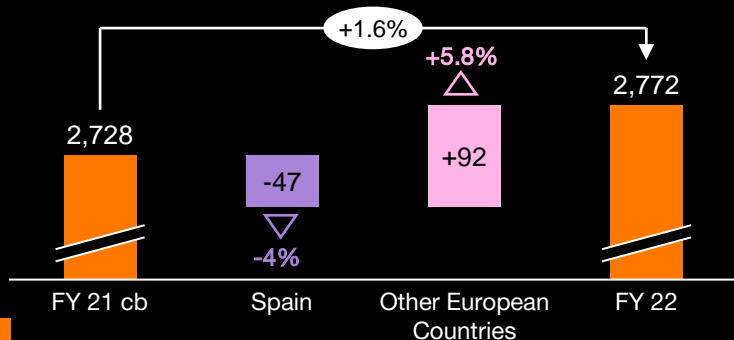
in €m	Q4 22	yoy cb	FY 22	yoy cb
Revenues	2,873	+2.1%	10,962	+0.6%
Retail services	1,902	+2.9%	7,388	+1.5%
Wholesale	466	-6.9%	1,828	-7.0%
Equipment sales	455	+7.1%	1,559	+4.0%
EBITDAaL			2,772	+1.6%
eCAPEX			1,883	+0.4%

Mobile contract net adds* -20k

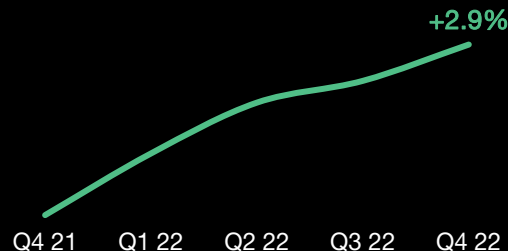
FBB net adds -34k o/w FTTH net adds +93k

*excl. M2M

FY 2022 EBITDAaL growth (in €m)



Retail services confirming growth thanks to **price increases** yoy



Convergent services



+2.8% yoy

B2B



+6.7% yoy

Customer roaming recovery



+25.5% yoy

Q4 2022 Spain

Confirming back to EBITDAaL growth in 2023

in €m	Q4 22	yoy cb	FY 22	yoy cb
Revenues	1,204	+2.3%	4,647	-1.5%
Retail services	790	-0.2%	3,136	-1.9%
Wholesale	234	+2.4%	878	-2.4%
Equipment sales	179	+15.5%	632	+1.7%
EBITDAaL			1,111	-4.0%
eCAPEX			863	-9.1%

Mobile contract net adds*  +33k FBB net adds  -17k

Convergence net adds  -20k FTTH net adds  +8k

Retail services stabilisation in Q4 yoy

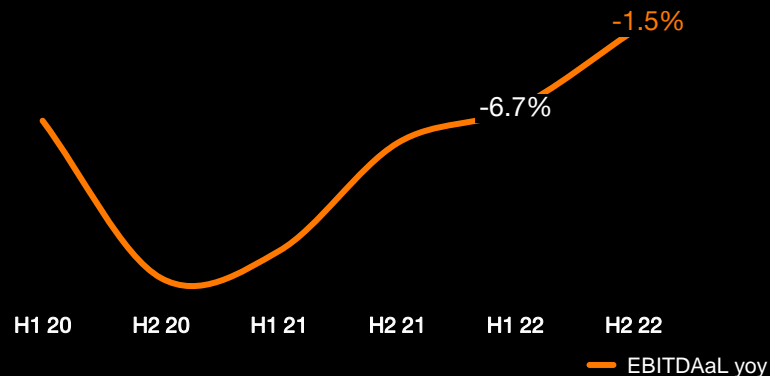


Convergent ARPO +2% Q4 yoy
customer base management
convergent portfolio reshuffling on Orange brand



All churns down yoy
-2.0pp convergent churn
-1.6pp FBB churn
-2.2pp Mobile contract* churn

Recovery plan fueling EBITDAaL improvement



Continuous cost optimisation

B2B transformation bearing fruits

Focus on customer experience and price moves to offset inflation

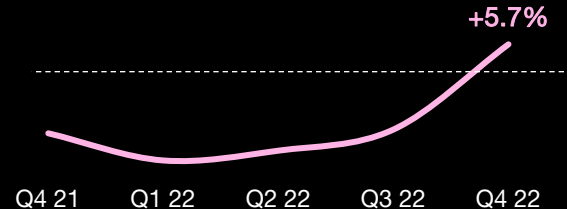


Q4 2022 Africa & Middle East

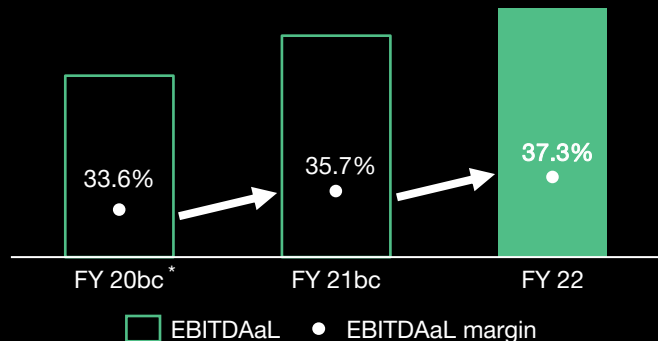
Double digit EBITDAaL growth

in €m	Q4 22	yoy cb	FY 22	yoy cb
Revenues	1,756	+5.7%	6,918	+6.4%
Retail services	1,550	+6.5%	6,112	+7.2%
Wholesale	167	-1.0%	663	+1.1%
Equipment sales	25	-13.8%	104	-6.6%
EBITDAaL			2,584	+11.3%
eCAPEX			1,271	+17.7%

Orange Money back to growth (yoy revenue growth)



EBITDAaL margin continued growth



Data

+18% yoy revenues in Q4

52.6m 4G customers

+19% yoy

+19% yoy revenues in Q4

2.8m FBB customers

+24% yoy

B2B **+16%** yoy revenues in Q4

FBB

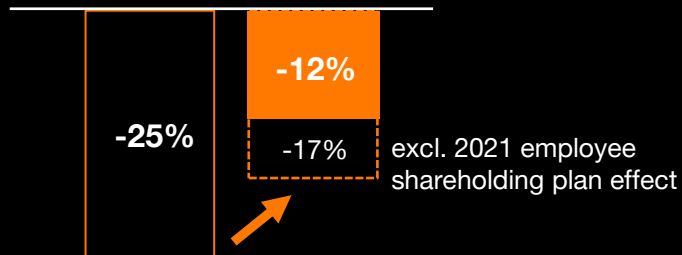
*comparable basis 2020, as published in 2021

Q4 2022 Enterprise

OBS EBITDAaL decrease reduced in H2, recovery plan to be accelerated

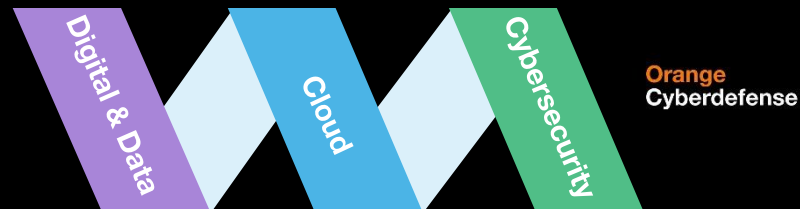
<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	2,136	+0.9%	7,930	+0.2%
Fixed only services	866	-6.7%	3,466	-6.7%
IT & integration services	1,010	+9.8%	3,489	+6.6%
Mobile	260	-3.2%	975	+5.0%
EBITDAaL			804	-18.8%
eCAPEX			332	+2.0%

EBITDAaL decrease slowdown



□ H1 22 EBITDAaL yoy ■ H2 22 EBITDAaL yoy

Solid annual growth in IT&IS



+10% yoy

Acquisition of Exelus in Healthcare



+10% yoy

Acquisition of SCRT and Telsys in Switzerland



+14% yoy

€977m OCD revenues FY22

FY 2022 TOTEM

Robust growth of external hosting revenues

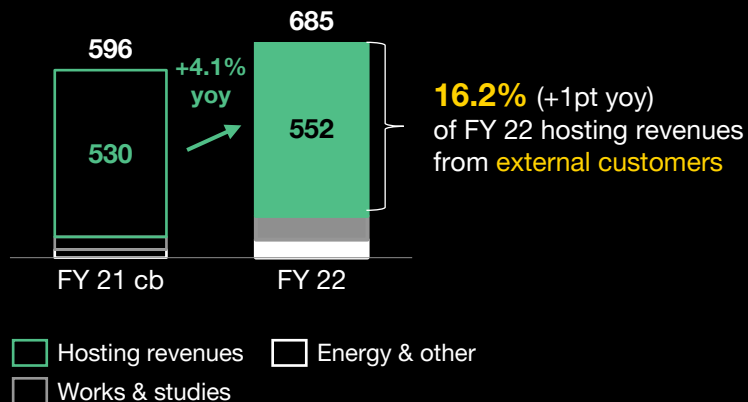
<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	188	+25.0%	685	+14.9%
Wholesale	188	+25.0%	685	+14.9%
EBITDAaL			371	+5.4%
eCAPEX			142	+68.6%



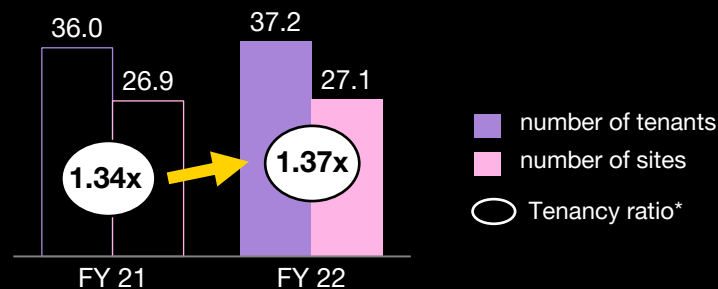
Commercial success in Q4

Hosting commercial contract with Iliad in France

External hosting revenues growth : +10% yoy in FY 22



First class asset with tenancy ratio up



* Tenancy ratio defined as total number of active tenants divided by total number of sites. Ran sharing accounts for multiple tenants.

Section Four Guidance



Guidance

2022 objectives achieved confirming the Organic Cash Flow ramp-up towards 2023

	2022 objectives	fully achieved	2023
EBITDAaL yoy, cb	Growth between +2.5 to +3%	Growth +2.5% ✓	Slight growth
eCAPEX	≤ €7.4bn	€7.37bn ✓	Strong decrease
Organic Cash Flow (telecom)	≥ €2.9bn	€3.1bn ✓	≥ €3.5bn
Net debt / EBITDAaL (telecom)	Around 2x in the medium term	1.93x ✓	Around 2x in the medium term
Dividend*	€0.70	€0.70 ✓	€0.72 payable in 2024

The guidance does not include any M&A transaction that has not yet been finalized.

*Subject to shareholders' approval. Independent from any scope evolution.

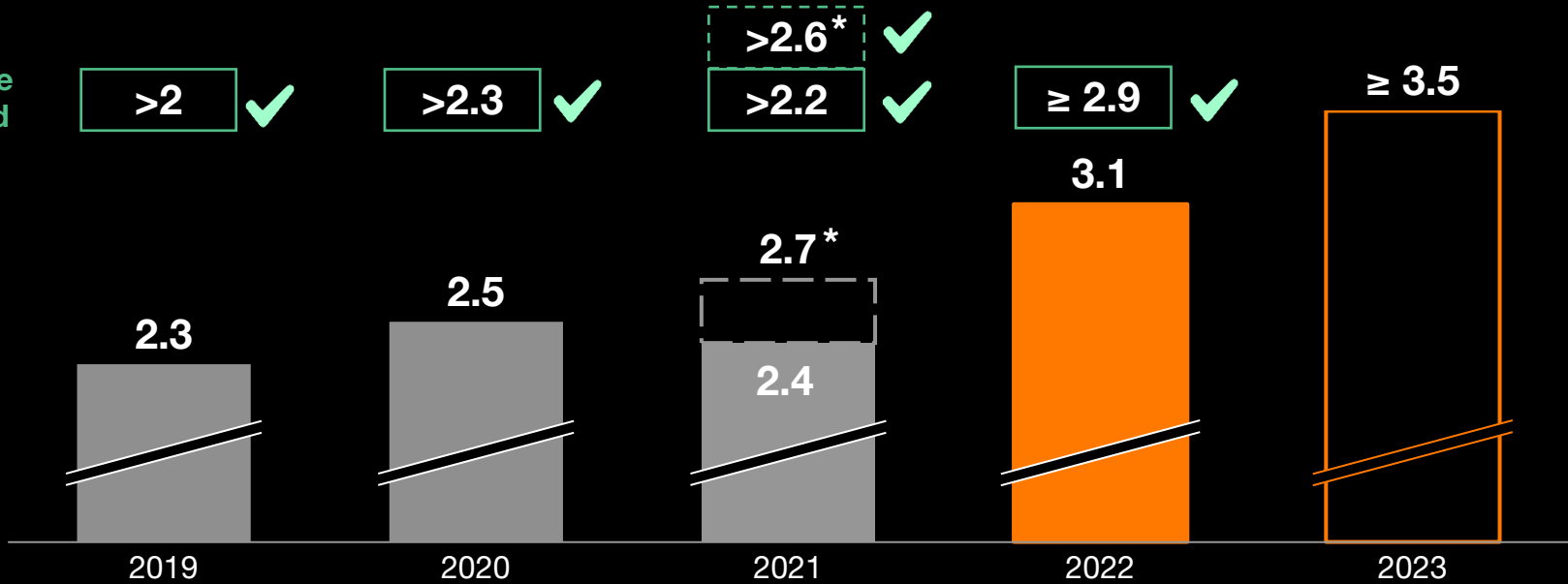
Solid trend of Organic Cash Flow growth

towards at least €3.5bn in 2023

(in €bn)

Organic Cash Flow weight on Executive Team remuneration scheme : 50%

Guidance achieved



*Before allocation of the tax refund received in 2020

Q&A

A woman with long dark hair, wearing glasses and a red and white striped sweater, is sitting on a light-colored sofa. She is looking upwards and to the right, holding a smartphone in her hands. The background is a bright, out-of-focus living room with a window and a wooden table. An orange rectangular box is overlaid on the left side of the image, containing the text "Annexes".

Annexes

Convergence, the bedrock of our strategy

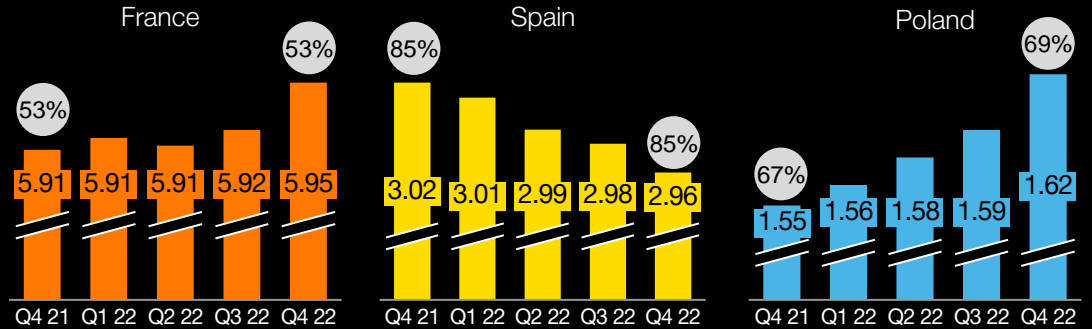
€**2.0bn** Convergent services
revenues in Q4 2022
+2.8% yoy



Convergent B2C customer base in million



% of broadband B2C customer base



Churn improvement with convergence in Q4*



-5pts



-4pts



0pt

Quarterly convergent ARPO, in €/month in Q4



€71.9
+2% yoy



€54.7
+2% yoy



€24.5
+2.4% yoy**

Number of mobile lines per convergent offer (Q4 yoy growth)



1.70
+1% yoy



2.17
+4.2% yoy



1.84
-1.5% yoy

* Churn differential between convergent B2C customers and total fixed BB B2C customers

** YoY change calculated in local currency

Change in net income

(in millions euros)	FY 2021 historical	FY 2021 cb	FY 2022 actual
EBITDAaL	12,566	12,645	12,963
Adjustments*	623		(399)
Depreciation & amortization of fixed assets	(7,074)		(7,035)
Impairment of goodwill & fixed assets	(3,719)		(874)
Share of profit (losses) of associates and JV	3		(2)
Other income / (charge)	121		148
Operating income	2,521		4,801
Financial result	(782)		(920)
Tax	(962)		(1,265)
Net income from continuing activities	778		2,617
Net income from consolidated Group	778		2,617
Minority interests	545		471
Net income Group share	233		2,146

* See details on following slide

Adjustments

(in millions euros)	FY 2021 historical	FY 2021 cb	FY 2022 actual
Restructuring programs costs	(422)		(177)
Acquisitions and integration costs	(51)		(74)
Significant litigations	(134)		(9)
Specific labour expenses	(1,276)		(372)
<i>olw Senior Part Time</i>	<i>(1,262)</i>		<i>(367)</i>
Fixed assets, investments and businesses portfolio review	2,507		233

Change in net debt

(in millions of euros)

	FY 2021 Historic	FY 2022 actual
EBITDAaL - eCAPEX (telecom activities)	5,060	5,745
Change in eCAPEX payables	(205)	65
Change in working capital requirements	120	(284)
Net interest paid (including dividends received) ¹	(997)	(804)
Income taxes paid	(955)	(1,033)
Other operational items ²	(622)	(630)
Organic Cash Flow (telecom activities)	2,401	3,058
Licences and spectrum paid	(717)	(981)
Main litigations paid/received	(306)	(20)
Net impact of changes in the scope	986	(104)
Subordinated notes issuances (purchases), other related fees and coupons ⁴	(550)	(710)
Dividends paid to owners of parent company	(2,127)	(1,861)
Dividends paid to non-controlling interests	(218)	(304)
Other financial items ³	(250)	(107)
Change in net debt	(780)	(1,028)
Net financial debt	(24,269)	(25,298)
Ratio of net financial debt / EBITDAaL of telecom activities	1.91x	1.93x

¹ Excluding €145m of interest expenses on IFRS 16 leases and financed assets in FY 2022 and €121m in FY 2021.

² Of which (i) disbursements related to “Part- Time for Seniors” plan in France (TPS, procedures in relation to agreements on the employment of seniors in France) and related to restructuring and integration costs, (ii) repayments of lease liabilities, and (iii) elimination of non-monetary effects included in EBITDAaL.

³ Non-cash effects on net debt related to changes in the scope of consolidation previously presented under “other financial items” are now presented under “Net impacts of changes in the scope of consolidation” for €(10)m in FY 2022 and €29m in FY 2021.

⁴ In FY 2022 coupons for €(213)m, issuances (purchases), other related fees for €(451)m and €(46)m of subordinated notes reclassified as short term liability and in FY 2021 coupons for €(238)m and issuances (purchases) and other related fees for €(311)m.

⁵ In FY 2021, mainly related to (i) disposal of 50% of Orange Concessions (€758m for shares sold net of cash and €663m of repayment of loans granted to Orange Concessions and its subsidiaries) and disposal of 50% of Światłowód Inwestycje (FiberCo in Poland, including €132m for shares sold net of cash), (ii) partly offset by the acquisition of 54% of Telekom Romania Communications (TKR) for €206m, the conditional voluntary takeover bid for Orange Belgium for €316m and the purchase of Groupama's minority interests in Orange Bank

Finance table details by segment

France

<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	4,691	+0.1%	17,983	-1.1%
Retail services	2,762	+0.8%	10,976	+1.2%
Convergent services	1,234	+2.8%	4,857	+3.4%
Mobile only services	586	+1.4%	2,332	+2.4%
Fixed only services	942	-2.1%	3,787	-2.2%
<i>Fixed only broadband</i>	747	+2.6%	2,955	+3.0%
<i>Fixed only narrowband</i>	195	-16.9%	831	-17.1%
Wholesale	1,260	-2.1%	4,938	-6.6%
Equipment sales	431	+2.0%	1323	+4.2%
Other revenues	238	+0.4%	746	-3.4%
EBITDAaL			6,645	+0.4%
EBITDAaL margin			37.0%	+0.5pt
eCAPEX			3,429	-9.6%
eCAPEX/revenues			19.1%	-1.8pt

Europe

<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	2,873	+2.1%	10,962	+0.6%
Retail services	1,902	+2.9%	7,388	+1.5%
Convergent services	719	+2.8%	2,830	+3.3%
Mobile only services	726	+1.0%	2,869	-0.7%
Fixed only services	306	+1.0%	1,219	-2.7%
IT & integration services	150	+18.7%	471	+19.1%
Wholesale	466	-6.9%	1,828	-7.0%
Equipment sales	455	+7.1%	1,559	+4.0%
Other revenues	51	+21.4%	187	+20.5%
EBITDAaL			2,772	+1.6%
EBITDAaL margin			25.3%	+0.3pt
eCAPEX			1,883	+0.4%
eCAPEX/revenues			17.2%	0.0pt

Spain

<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	1,204	+2.3%	4,647	-1.5%
Retail services	790	-0.2%	3,136	-1.9%
Convergent services	472	-0.1%	1,870	+0.0%
Mobile only services	193	-7.1%	790	-8.7%
Fixed only services	113	+11.0%	436	+0.6%
IT & integration services	11	+25.4%	41	+34.5%
Wholesale	234	+2.4%	878	-2.4%
Equipment sales	179	+15.5%	632	+1.7%
Other revenues	0	-22.9%	1	-25.7%
EBITDAaL			1,111	-4.0%
EBITDAaL margin			23.9%	-0.6pt
eCAPEX			863	-9.1%
eCAPEX/revenues			18.6%	-1.6pt

Africa & Middle East

<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	1,756	+5.7%	6,918	+6.4%
Retail services	1,550	+6.5%	6,112	+7.2%
Mobile only services	1,336	+5.5%	5,272	+6.1%
Fixed only services	205	+10.8%	800	+12.8%
IT & integration services	9	+98.2%	40	+63.5%
Wholesale	167	-1.0%	663	+1.1%
Equipment sales	25	-13.8%	104	-6.6%
Other revenues	13	+77.7%	39	+10.5%
EBITDAaL			2,584	+11.3%
EBITDAaL margin			37.3%	+1.6pt
eCAPEX			1,271	+17.7%
eCAPEX/revenues			18.4%	+1.8pt

Enterprise

<i>in €m</i>	Q4 22	yoy cb	FY 22	yoy cb
Revenues	2,136	+0.9%	7,930	+0.2%
Fixed only services	866	-6.7%	3,466	-6.7%
Voice	253	-7.7%	1,018	-8.9%
Data	613	-6.3%	2,448	-5.7%
IT & integration services	1,010	+9.8%	3,489	+6.6%
Mobile	260	-3.2%	975	+5.0%
EBITDAaL			804	-18.8%
EBITDAaL margin			10.1%	-2.4pt
eCAPEX			332	+2.0%
eCAPEX/revenues			4.2%	+0.1pt