



Orange Investors data book

1Q
2022

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GROUP Glossary & additional notes

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 (LTE) 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 received).
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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GROUP Glossary & additional notes

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 (LTE) 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 revenues.
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 (LTE) 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 (LTE) 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 M2M mobile cards (Enterprise operating segment) and other changes

In 1Q 2022, an additional fleet of M2M mobile sim cards was integrated into the mobile access base of the Enterprise operating segment, and consequently of the France Market (corresponding to the aggregation of the France and Enterprise operating segments) and 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.

Orange Belgium to publish its results on a half-yearly basis as of January 1, 2022

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

As a consequence, from 1Q 2022 onwards, quarterly financial and operational data for 1Q and 3Q will not be published by the Orange Group for the geographical areas Belgium & Luxembourg and Central Europe. Only 1H and FY data will be disclosed for the Belgium & Luxembourg and Central Europe geographical areas.

This change does not affect previously published data.

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
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



GROUP
Consolidated accounts

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
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												
Telecoms activities		10 512	10 584												
Mobile Financial Services		0	0												
External purchases	1.10	(4 474)	(4 496)												
Commercial and equipment expenses & content rights	1.11	(1 778)	(1 862)												
Network expenses & interconnection costs	1.12	(1 126)	(1 038)												
Other network expenses & IT expenses (Other IT&N expenses)	1.13	(892)	(906)												
Property, general expenses, capitalized costs and others		(679)	(691)												
Other operating income & expenses		40	59												
Labour expenses	1.14	(2 188)	(2 196)												
Operating taxes and levies		(886)	(895)												
Amortization and impairment of financed assets		(21)	(23)												
Amortization and impairment of rights of use assets		(359)	(382)												
Interest expenses on lease liabilities and on liabilities related to financed assets		(27)	(29)												
EBITDAaL	1.15	2 595	2 620												
Telecoms activities		2 623	2 646												
% of revenues		25,0%	25,0%												
Mobile Financial Services		(28)	(26)												
Presentation adjustments (1)	1.16	(181)	(68)												
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															
Neutralization of financial interest included in EBITDAaL															
EBIT															
Telecoms activities															
Mobile Financial Services															
Financial result															
Income tax															
Consolidated net income															
Non controlling interests															
Consolidated net income - Group share															
Operating cash flow															
EBITDAaL	1.15	2 595	2 620												
eCAPEX	1.20	1 708	1 610												
Telecoms activities		1 702	1 604												
% of revenues		16,2%	15,2%												
Mobile Financial Services		6	6												
Operating cash flow (EBITDAaL - eCAPEX)	1.21	887	1 011												



GROUP
Consolidated accounts

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Capital evolution															
Number of ordinary shares at the end of the period															
Weighted average number of ordinary shares outstanding - basic															
Weighted average number of ordinary shares outstanding - diluted															



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			
EBITDAaL (telecoms activities)	1.15	5 893	6 803	12 696			
eCAPEX (telecoms activities)	1.20	(3 832)	(3 804)	(7 636)			
Change in eCAPEX payables		(284)	79	(205)			
Change in working capital requirement	1.22	382	(262)	120			
Net interest paid (1)		(582)	(415)	(997)			
Income paid tax		(500)	(455)	(955)			
Other operational items	1.23	(236)	(386)	(622)			
Organic cash flow (telecom activities)	1.24	840	1 561	2 401			
Telecommunication licenses paid		(129)	(588)	(717)			
Significant litigations paid (and cashed)		(354)	48	(306)			
Net impacts of changes in the scope of consolidation (2)		(291)	1 277	986			
Subordinated notes issuances & coupons		(475)	(75)	(550)			
Dividends to Orange shareholders		(1 330)	(797)	(2 127)			
Minority shareholders remuneration in group subsidiaries		(190)	(28)	(218)			
Other financial items (2)		74	(324)	(250)			
Net financial debt variation: (+) decrease / (-) increase	1.25	(1 855)	1 075	(780)			
Net financial debt	1.26	(25 344)	(24 269)	(24 269)			

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

(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.

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
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	4,58	17,77			1,00	4,58	17,77			1,00	4,58	17,77		4,60	17,90
Forex impact	EUR	17		(7)	14	10	10		(2)	7	6		(1)	3	3			
Perimeter impact (3)	EUR	147	13	0		133	17	9	0	8	(58)	(65)	(0)		6			
2Q21 comparable basis	EUR	10 715	7 911	637	239	1 928	3 299	2 524	166	86	523	2 032	1 575	96	56	305		
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	4,60	17,90			1,00	4,60	17,90			1,00	4,60	17,90		4,60	17,90
Forex impact	EUR	76		(17)	25	68	31		(4)	9	26	11		(3)	5	8		
Perimeter impact (3)	EUR	283	20	0		263	26	15	0	11	(116)	(129)	(0)		13			
1H21 comparable basis	EUR	21 226	15 688	1 260	466	3 811	5 895	4 394	320	1 014	3 740	2 942	193	100	505			
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	4,60	17,90			1,00	4,60	17,90			1,00	4,60	17,90		4,60	17,90
Forex impact	EUR	24		(5)	9	19	13		(1)	4	10	3		(0)	1	2		
Perimeter impact (3)	EUR	133	17	1		114	2	7	0	(4)	(74)	(73)	(9)		8			
3Q21 comparable basis	EUR	10 664	7 821	617	255	1 971	3 566	2 718	175	103	570	1 638	1 309	34	31	263		

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	44		(5)	13	37	14		(3)	6	10		
Perimeter impact (3)	EUR	416	38	1		377	29	21	0		7	(190)	(202)	(9)				21
9M21 comparable basis	EUR	31 890	23 509	1 878	721	5 782	9 460	7 112	495	269	1 584	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)	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	4,60	17,90			1,00	4,60	17,90			1,00	4,60	17,90		4,60	17,90
Forex impact	EUR	24		(3)	11	16	13		(1)	4	10	1		(0)	1	0		
Perimeter impact (3)	EUR	160	54	1	0	106	5	9	0	0	(4)	(118)	(117)	(9)	0	8		
2H21 comparable basis	EUR	21 840	16 007	1 295	509	4 030	6 748	5 093	323	193	1 138	3 698	2 877	176	79	566		
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	44		(5)	13	37	12		(3)	7	9		
Perimeter impact (3)	EUR	443	74	1		368	31	24	0		7	(234)	(246)	(9)				21
FY21 comparable basis	EUR	43 066	31 695	2 555	976	7 841	12 642	9 486	644	359	2 152	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	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
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

Telecoms - Profit & loss statement

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															
% of revenues																
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	1H22									
		Telecoms activities Total		Mobile Financial Services		Eliminations		Group Total			
		1H21cb	1H22	1H21cb	1H22	1H21cb	1H22	1H21cb	1H22		

Group - Profit & loss statement

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															
% of revenues																
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															
		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

Telecoms - Profit & loss statement

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															
% of revenues																
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		

Group - Profit & loss statement

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															
% of revenues																
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																

orange TELECOMS ACTIVITIES
financial KPIs

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
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%

orange 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%

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Revenues by country															
Telecoms activities		10 512	10 584												
<i>yoy variance (cb)</i>			0,7%												
France		4 415	4 386												
<i>yoy variance (cb)</i>			-0,7%												
Europe		2 703	2 648												
<i>yoy variance (cb)</i>			-2,0%												
Spain		1 188	1 132												
<i>yoy variance (cb)</i>			-4,6%												
Other european countries		1 518	1 518												
<i>yoy variance (cb)</i>			0,1%												
Eliminations		(2)	(2)												
Africa & Middle East		1 535	1 668												
<i>yoy variance (cb)</i>			8,7%												
Enterprise		1 929	1 945												
<i>yoy variance (cb)</i>			0,8%												
Totem		143	161												
<i>yoy variance (cb)</i>			12,2%												
International Carrier & Shared Services (IC&SS)		364	382												
<i>yoy variance (cb)</i>			4,9%												
Eliminations		(577)	(606)												

Revenues by activity

Telecoms activities	1.01	10 512	10 584												
<i>yoy variance (cb)</i>			0,7%												
Retail services (B2C+B2B)	1.09	7 609	7 759												
<i>yoy variance (cb)</i>			2,0%												
Convergent services	1.02	1 828	1 903												
<i>yoy variance (cb)</i>			4,1%												
Mobile only services	1.03	2 598	2 687												
<i>yoy variance (cb)</i>			3,4%												
Fixed only services	1.04	2 360	2 295												
<i>yoy variance (cb)</i>			-2,8%												
IT & Integration services	1.05	824	875												
<i>yoy variance (cb)</i>			6,2%												
Wholesale	1.06	1 910	1 780												
<i>yoy variance (cb)</i>			-6,8%												
Equipment sales	1.07	727	762												
<i>yoy variance (cb)</i>			4,8%												
Other revenues	1.08	267	283												
<i>yoy variance (cb)</i>			6,1%												



TELECOMS ACTIVITIES financial KPIs

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
EBITDAaL															
Telecoms activities	1.15	2 623	2 646												
<i>yoy variance (cb)</i>			0,9%												
France															
<i>yoy variance (cb)</i>															
Europe															
<i>yoy variance (cb)</i>															
Spain															
<i>yoy variance (cb)</i>															
Other european countries															
<i>yoy variance (cb)</i>															
Eliminations															
Africa & Middle East															
<i>yoy variance (cb)</i>															
Enterprise															
<i>yoy variance (cb)</i>															
Totem															
<i>yoy variance (cb)</i>															
International Carrier & Shared Services (IC&SS)															
<i>yoy variance (cb)</i>															
Eliminations															
eCAPEX															
Telecoms activities	1.20	1 702	1 604												
<i>yoy variance (cb)</i>			-5,8%												
France															
<i>yoy variance (cb)</i>															
Europe															
<i>yoy variance (cb)</i>															
Spain															
<i>yoy variance (cb)</i>															
Other european countries															
<i>yoy variance (cb)</i>															
Africa & Middle East															
<i>yoy variance (cb)</i>															
Enterprise															
<i>yoy variance (cb)</i>															
Totem															
<i>yoy variance (cb)</i>															
International Carrier & Shared Services (IC&SS)															
<i>yoy variance (cb)</i>															

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

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

(2) Including the retroactive addition of a complementary 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			
Mobile Financial Services		918	979	958	937	947			
Telecoms activities		138 859	137 647	136 232	138 761	136 516			
France		55 528	54 900	54 154	53 364	51 516			
Europe		26 619	26 157	25 552	28 766	28 474			
Spain		7 344	7 116	6 916	6 849	6 629			
Other European countries		19 275	19 041	18 636	21 917	21 845			
Poland		11 176	10 932	10 658	10 472	10 443			
Belgium & Luxembourg		1 904	1 930	1 874	1 873	1 862			
Central European countries		6 196	6 180	6 104	9 573	9 540			
Africa & Middle East		14 641	14 530	14 394	14 380	14 366			
Enterprise		28 546	28 532	28 716	29 145	29 194			
Totem		0	0	0	0	149			
International carrier & shared services		13 525	13 528	13 416	13 106	12 817			
Headcount (average cumulated full time equivalent - historical basis) (1)									
Group	2.61	132 704	132 153	131 572	132 002	131 770			
Mobile Financial Services		944	942	946	943	926			
Telecoms activities		131 761	131 211	130 626	131 059	130 843			
France		50 149	49 927	49 695	49 447	47 434			
Europe		26 294	26 000	25 712	26 345	28 021			
Spain		6 887	6 749	6 655	6 589	6 238			
Other European countries		19 408	19 251	19 057	19 755	21 782			
Poland		11 341	11 210	11 049	10 924	10 463			
Belgium & Luxembourg		1 881	1 873	1 863	1 854	1 816			
Central European countries		6 185	6 168	6 146	6 978	9 503			
Africa & Middle East		14 606	14 575	14 512	14 474	14 356			
Enterprise		28 001	27 990	28 012	28 143	28 697			
Totem		0	0	0	0	141			
International carrier & shared services		12 710	12 719	12 696	12 650	12 195			

(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	37 617	38 140	39 119	39 760	40 605			
Contract	2.21	35 834	36 386	37 365	38 029	38 927			
M2M (2)	2.23	13 098	13 512	14 345	14 848	15 647			
Excluding M2M		22 737	22 874	23 020	23 182	23 280			
Prepaid	2.22	1 782	1 754	1 755	1 730	1 677			
Market share									
Mobile volume market share (in %) (3)	2.27	34,4%	34,2%	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			
Retail accesses (France operating segment)	2.31	15 784	15 692	15 630	15 543	15 437			
Business accesses (Enterprise operating segment)		1 361	1 325	1 294	1 277	1 240			
Wholesale accesses (France operating segment)		14 300	14 143	14 034	13 889	13 726			
Fixed accesses - by technology	2.30	31 445	31 160	30 958	30 709	30 404			
Fixed broadband accesses	2.32	12 288	12 354	12 433	12 511	12 555			
FTTH		4 930	5 287	5 632	6 005	6 336			
xDSL		7 289	6 996	6 725	6 430	6 142			
LTE for fixed and others		69	72	75	77	77			
Fixed narrowband accesses	2.36	4 857	4 662	4 492	4 309	4 122			
PSTN accesses		4 821	4 627	4 457	4 275	4 088			
Other fixed accesses		36	35	35	34	34			
Wholesale accesses	2.37	14 300	14 143	14 034	13 889	13 726			
Market share									
Broadband volume market share (in %) (4)	2.39	39,9%	39,8%	39,8%	na	na			
Net adds broadband market share (in %) (4)	2.40	42,5%	36,2%	35,4%	na	na			

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

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

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

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

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			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
% of revenues						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
% of revenues						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												
<i>yoy variance (cb)</i>			-0,7%												
Retail services (B2C+B2B)	1.09	2 688	2 733												
<i>yoy variance (cb)</i>			1,7%												
Convergent services	1.02	1 154	1 204												
<i>yoy variance (cb)</i>			4,4%												
Mobile only services	1.03	559	571												
<i>yoy variance (cb)</i>			2,1%												
Fixed only services	1.04	975	958												
<i>yoy variance (cb)</i>			-1,7%												
o/w fixed only broadband services		705	735												
<i>yoy variance (cb)</i>			4,3%												
o/w fixed only narrowband services		270	223												
<i>yoy variance (cb)</i>			-17,4%												
IT & integration services	1.05	0	0												
<i>yoy variance (cb)</i>			0,0%												
Wholesale	1.06	1 279	1 195												
<i>yoy variance (cb)</i>			-6,6%												
Equipment sales	1.07	276	285												
<i>yoy variance (cb)</i>			3,2%												
Other revenues	1.08	172	173												
<i>yoy variance (cb)</i>			0,8%												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															



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			
Number of mobile accesses per convergent offer		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			
yoy variance (cb)		-0,1%	0,7%	1,6%	2,1%	2,5%			
Mobile KPIs									
Customer base									
Mobile accesses (excl. MVNOs) - by type of billing	2.20	21 442	21 556	21 679	21 785	21 783			
Contract	2.21	19 660	19 802	19 924	20 055	20 106			
M2M	2.23	15	15	16	14	14			
Excluding M2M		19 645	19 787	19 908	20 040	20 092			
Prepaid	2.22	1 782	1 754	1 755	1 730	1 677			
Mobile accesses (excl. MVNOs) - by offer	2.20	21 442	21 556	21 679	21 785	21 783			
Convergent	2.24	9 811	9 842	9 913	9 968	9 976			
Mobile only	2.25	11 632	11 714	11 766	11 817	11 808			
M2M	2.23	15	15	16	14	14			
Contract excluding M2M		9 835	9 945	9 995	10 072	10 116			
Prepaid	2.22	1 782	1 754	1 755	1 730	1 677			
Commercial offers									
Open		9 811	9 842	9 913	9 968	9 976			
o/w Open multi-lignes		3 935	3 951	4 003	4 034	4 033			
Sosh		4 298	4 406	4 469	4 517	4 561			
Quarterly churn									
Contract churn excluding M2M	2.29	11,6%	10,8%	11,0%	12,1%	11,2%			
Quarterly ARPO (per month, in euros)									
Mobile only blended ARPO	2.28	16,9	17,0	17,2	17,1	16,9			
yoy variance (cb)		1,5%	2,6%	2,0%	1,4%	0,4%			
Mobile only contract ARPO		19,3	19,3	19,4	19,3	19,1			
Mobile only prepaid ARPO		4,1	4,2	4,6	4,3	4,1			
Network coverage									
% 4G coverage of population		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			
Retail accesses	2.31	15 784	15 692	15 630	15 543	15 437			
Fixed broadband accesses - by technology	2.32	12 050	12 118	12 198	12 260	12 306			
FTTH		4 900	5 253	5 597	5 947	6 274			
xDSL		7 081	6 792	6 526	6 236	5 955			
LTE for fixed and others		69	72	75	77	77			
Fixed broadband accesses - by offer	2.32	12 050	12 118	12 198	12 260	12 306			
Convergent	2.34	5 851	5 858	5 878	5 905	5 914			
Broadband only	2.35	6 199	6 261	6 320	6 355	6 392			
Fixed narrowband accesses	2.36	3 735	3 574	3 432	3 283	3 131			
Retail PSTN accesses		3 699	3 539	3 397	3 249	3 097			
Other fixed accesses (1)		36	35	35	34	34			
Wholesale accesses	2.37	14 300	14 143	14 034	13 889	13 726			
FTTx		4 192	4 523	4 859	5 217	5 530			
Copper (xDSL+PSTN)		10 108	9 621	9 175	8 671	8 196			
Quarterly ARPO (per month, in euros)									
Fixed only broadband ARPO	2.38	35,8	35,7	35,9	35,9	36,1			
yoy variance (cb)		-1,6%	-2,7%	-1,0%	0,0%	1,0%			
Internet features									
IPTV and satellite accesses (2)		7 712	7 785	7 856	7 910	7 934			
FTTH									
FTTH homes connectable	2.41	24 414	26 113	27 444	28 794	30 023			

(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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
% of revenues						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
% of revenues						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												
<i>yoy variance (cb)</i>			-2,0%												
Retail services (B2C+B2B)	1.09	1 812	1 811												
<i>yoy variance (cb)</i>			-0,1%												
Convergent services	1.02	674	699												
<i>yoy variance (cb)</i>			3,6%												
Mobile only services	1.03	721	700												
<i>yoy variance (cb)</i>			-2,9%												
Fixed only services	1.04	326	309												
<i>yoy variance (cb)</i>			-5,1%												
IT & integration services	1.05	90	102												
<i>yoy variance (cb)</i>			13,0%												
Wholesale	1.06	484	432												
<i>yoy variance (cb)</i>			-10,8%												
Equipment sales	1.07	373	364												
<i>yoy variance (cb)</i>			-2,5%												
Other revenues	1.08	34	42												
<i>yoy variance (cb)</i>			23,8%												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															

(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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
% of revenues						29,2%	25,8%					28,7%	27,2%	28,9%	26,5%
eCAPEX	1.20					392	457					577	523	969	980
% of revenues						15,7%	19,3%					23,5%	22,2%	19,6%	20,8%



EUROPE
financial KPIs

	(in millions of euros)	Glossary	2022										FY21cb	FY22
			1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22		
Spain														
Revenues by activity														
Revenues			1 188	1 132										
<i>yoy variance (cb)</i>				-4,6%										
Retail services (B2C+B2B)	1.09		818	785										
<i>yoy variance (cb)</i>				-4,0%										
Convergent services	1.02		469	466										
<i>yoy variance (cb)</i>				-0,5%										
Mobile only services	1.03		227	201										
<i>yoy variance (cb)</i>				-11,6%										
Fixed only services	1.04		115	109										
<i>yoy variance (cb)</i>				-5,5%										
IT & integration services	1.05		7	9										
<i>yoy variance (cb)</i>				37,1%										
Wholesale	1.06		215	197										
<i>yoy variance (cb)</i>				-8,2%										
Equipment sales	1.07		155	150										
<i>yoy variance (cb)</i>				-3,0%										
Other revenues	1.08		1	0										
<i>yoy variance (cb)</i>				-61,8%										
EBITDAaL	1.15													
<i>% of revenues</i>														
eCAPEX	1.20													
<i>% of revenues</i>														



EUROPE financial KPIs

(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%



EUROPE financial KPIs

(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												
<i>yoy variance (cb)</i>			0,4%												
Retail services (B2C+B2B)	1.09	403	429												
<i>yoy variance (cb)</i>			6,3%												
Convergent services	1.02	103	114												
<i>yoy variance (cb)</i>			10,4%												
Mobile only services	1.03	137	145												
<i>yoy variance (cb)</i>			6,2%												
Fixed only services	1.04	109	103												
<i>yoy variance (cb)</i>			-5,2%												
IT & integration services	1.05	54	66												
<i>yoy variance (cb)</i>			21,7%												
Wholesale	1.06	129	99												
<i>yoy variance (cb)</i>			-23,8%												
Equipment sales	1.07	74	72												
<i>yoy variance (cb)</i>			-3,2%												
Other revenues	1.08	25	36												
<i>yoy variance (cb)</i>			43,0%												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															

(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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-49,5%		30,7%		-24,6%		75,5%		42,6%		59,2%		15,6%
EBITDAaL	1.15					148	161					175	192	324	353
% of revenues						23,3%	24,6%					25,9%	27,1%	24,6%	25,9%
eCAPEX	1.20					65	81					113	123	178	204
% of revenues						10,2%	12,4%					16,6%	17,4%	13,5%	15,0%

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



EUROPE
financial KPIs

(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															
<i>yoy variance (cb)</i>															
Retail services (B2C+B2B)	1.09														
<i>yoy variance (cb)</i>															
Convergent services	1.02														
<i>yoy variance (cb)</i>															
Mobile only services	1.03														
<i>yoy variance (cb)</i>															
Fixed only services	1.04														
<i>yoy variance (cb)</i>															
IT & integration services	1.05														
<i>yoy variance (cb)</i>															
Wholesale	1.06														
<i>yoy variance (cb)</i>															
Equipment sales	1.07														
<i>yoy variance (cb)</i>															
Other revenues	1.08														
<i>yoy variance (cb)</i>															
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															

(1) Quarterly data not disclosed : data not yet 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)



EUROPE financial KPIs

(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															
<i>yoy variance (cb)</i>															
Retail services (B2C+B2B)	1.09														
<i>yoy variance (cb)</i>															
Convergent services	1.02														
<i>yoy variance (cb)</i>															
Mobile only services	1.03														
<i>yoy variance (cb)</i>															
Fixed only services	1.04														
<i>yoy variance (cb)</i>															
IT & integration services	1.05														
<i>yoy variance (cb)</i>															
Wholesale	1.06														
<i>yoy variance (cb)</i>															
Equipment sales	1.07														
<i>yoy variance (cb)</i>															
Other revenues	1.08														
<i>yoy variance (cb)</i>															
Revenues by country															
Revenues															
Romania															
Slovakia															
Moldova															
Eliminations and others															
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															
Eliminations Europe															
Eliminations of revenues		(5)	(4)												



EUROPE operational KPIs

(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
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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
Number of mobile accesses per convergent offer		2,0	2,0	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
yoy variance (cb)		-8,4%	-8,1%	-6,8%	-1,8%	-0,3%

Poland - Convergent KPIs

Customer base

Convergent customers (excl. MVNOs)	2.10	1 503	1 517	1 531	1 552	1 563
Number of mobile lines per convergent offer		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
yoy variance (cb)		4,6%	5,6%	7,4%	5,6%	3,7%

Belgium & Luxembourg - Convergent KPIs (2)

Customer base

B2C convergent customers (excl. MVNOs)	2.10	304	314	325	333	
Belgium quarterly ARPO (per month, in euros)						
B2C convergent ARPO	2.11	73,8	73,6	73,1	72,7	
yoy variance (cb)		-2,8%	-2,7%	-3,1%	-1,3%	

Central Europe - Convergent KPIs (1)

Customer base

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

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

(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			
Contract	2.21	38 313	38 765	39 616	40 995	41 392			
M2M	2.23	7 386	7 748	8 410	8 841	9 272			
Excluding M2M		30 927	31 017	31 206	32 154	32 120			
Prepaid	2.22	12 581	12 633	12 804	12 499	12 766			
Mobile accesses (excl. MVNOs) - by offer	2.20	50 895	51 398	52 420	53 494	54 158			
Convergent	2.24	10 180	10 317	10 458	10 968	11 010			
Mobile only	2.25	40 715	41 081	41 961	42 525	43 148			
M2M	2.23	7 386	7 748	8 410	8 841	9 272			
Contract excluding M2M		20 747	20 700	20 747	21 186	21 110			
Prepaid	2.22	12 581	12 633	12 804	12 499	12 766			

(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			
Contract	2.21	14 086	14 234	14 469	14 607	14 736			
M2M	2.23	2 730	2 841	3 001	3 129	3 314			
Excluding M2M		11 357	11 393	11 469	11 477	11 422			
Prepaid	2.22	1 825	1 839	1 769	1 719	1 747			
Mobile accesses (excl. MVNOs) - by offer	2.20	15 912	16 072	16 238	16 325	16 483			
Convergent	2.24	6 072	6 147	6 224	6 278	6 317			
Mobile only	2.25	9 840	9 925	10 015	10 048	10 166			
M2M	2.23	2 730	2 841	3 001	3 129	3 314			
Contract excluding M2M		5 285	5 246	5 245	5 200	5 105			
Prepaid	2.22	1 825	1 839	1 769	1 719	1 747			
Market share									
Mobile volume market share (in %)	2.27	23,1%	23,0%	22,8%	na	na			
Quarterly churn									
Contract churn excluding M2M	2.29	20,5%	17,2%	16,5%	16,9%	18,4%			
Quarterly ARPO (per month, in euros)									
Mobile only blended ARPO	2.28	11,0	10,7	10,6	10,6	10,1			
yoy variance (cb)		-3,8%	-3,8%	-5,6%	-5,4%	-6,8%			
Contract ARPO		13,4	12,8	12,6	12,4	12,0			
Prepaid ARPO		4,4	4,5	4,9	5,1	4,7			
Network coverage									
% 4G coverage of population		98%	98%	98%	98%	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			
Contract	2.21	11 017	11 193	11 679	11 847	12 046			
M2M	2.23	2 111	2 221	2 632	2 749	2 880			
Excluding M2M		8 906	8 972	9 047	9 098	9 166			
Prepaid	2.22	4 783	4 855	4 910	4 953	5 260			
Mobile accesses (excl. MVNOs) - by offer	2.20	15 800	16 047	16 590	16 800	17 306			
Convergent	2.24	2 823	2 848	2 871	2 900	2 914			
Mobile only	2.25	12 977	13 199	13 718	13 900	14 392			
M2M	2.23	2 111	2 221	2 632	2 749	2 880			
Contract excluding M2M		6 083	6 124	6 176	6 198	6 252			
Prepaid	2.22	4 783	4 855	4 910	4 953	5 260			
Market share									
Mobile volume market share (in %) (1)	2.27	28,3%	28,5%	28,9%	29,0%	na			
Quarterly churn									
Contract churn excluding M2M	2.29	9,3%	7,5%	7,1%	9,3%	7,6%			
Quarterly ARPO (per month, in PLN)									
Mobile only blended ARPO	2.28	19,6	20,1	20,7	20,3	20,1			
yoy variance (cb)		0,1%	4,1%	4,0%	2,4%	2,8%			
Mobile only contract ARPO		25,6	26,0	26,7	26,3	26,4			
Mobile only prepaid ARPO		11,9	12,6	13,1	12,9	12,3			
Network coverage									
% 4G coverage of population		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.



EUROPE operational KPIs

(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				
Contract	2.21	4 503	4 615	4 704	4 809				
M2M	2.23	1 723	1 814	1 864	1 946				
Excluding M2M		2 781	2 800	2 840	2 863				
Prepaid	2.22	458	446	440	423				
Mobile accesses (excl. MVNOs) - by offer	2.20	4 961	5 061	5 144	5 232				
B2C convergent	2.24	488	505	526	540				
Mobile only	2.25	4 473	4 556	4 618	4 692				
M2M	2.23	1 723	1 814	1 864	1 946				
Contract excluding M2M		2 293	2 296	2 314	2 323				
Prepaid	2.22	458	446	440	423				
Belgium quarterly ARPO (per month, in euros)									
Mobile only blended ARPO	2.28	17,4	17,4	18,3	17,8				
<i>yoy variance (cb)</i>		-1,9%	0,8%	0,6%	1,6%				
Mobile only contract ARPO		19,6	19,6	20,5	19,9				
Mobile only prepaid ARPO		6,4	6,5	7,1	6,8				
Belgium network coverage									
% 4G coverage of population		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				
Contract	2.21	8 707	8 724	8 763	9 732				
M2M	2.23	823	872	913	1 016				
Excluding M2M		7 884	7 852	7 850	8 716				
Prepaid	2.22	5 516	5 493	5 684	5 405				
Mobile accesses (excl. MVNOs) - by offer	2.20	14 222	14 217	14 447	15 136				
Convergent	2.24	797	818	837	1 251				
Mobile only	2.25	13 425	13 400	13 610	13 885				
M2M	2.23	823	872	913	1 016				
Contract excluding M2M		7 087	7 035	7 013	7 465				
Prepaid	2.22	5 516	5 493	5 684	5 405				
Mobile accesses (excl. MVNOs) - by country	2.20	14 222	14 217	14 447	15 136				
Romania		9 716	9 702	9 860	10 641				
Slovakia		2 519	2 501	2 490	2 478				
Moldova		1 987	2 015	2 097	2 017				
Network coverage (% 4G coverage of population)									
Romania		99%	99%	99%	99%	99%			
Slovakia		99%	99%	99%	99%	99%			
Moldova		99%	99%	99%	99%	99%			

(1) Including Orange Romania Communications (formerly 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			
Retail accesses	2.31	9 610	9 588	9 596	11 421	11 292			
Fixed broadband accesses - by technology	2.32	7 834	7 873	7 939	8 925	8 899			
FTTH and cable		4 896	5 006	5 139	5 727	5 822			
xDSL		1 868	1 791	1 716	1 972	1 867			
LTE for fixed and others		1 069	1 076	1 084	1 227	1 209			
Fixed broadband accesses - by offer	2.32	7 834	7 873	7 939	8 925	8 899			
Convergent	2.34	5 278	5 327	5 378	5 628	5 637			
Broadband only	2.35	2 556	2 546	2 561	3 297	3 262			
Fixed narrowband accesses	2.36	1 776	1 715	1 657	2 496	2 394			
Wholesale accesses	2.37	1 285	1 310	1 339	1 358	1 299			
Internet features									
IPTV and satellite accesses		2 725	2 707	2 712	3 857	3 767			
FTTH and cable									
FTTH and cable homes connectable	2.41	24 300	24 805	25 319	26 316	27 908			
o/w FTTH homes connectable		23 220	23 773	24 287	25 364	25 967			

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



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			
Retail accesses	2.31	4 397	4 344	4 300	4 260	4 217			
Fixed Broadband accesses - by technology	2.32	2 711	2 719	2 729	2 746	2 755			
FTTH		779	827	880	945	999			
xDSL		1 305	1 267	1 226	1 177	1 133			
LTE for fixed and others		627	625	624	624	622			
Fixed broadband accesses - by offer	2.32	2 711	2 719	2 729	2 746	2 755			
Convergent	2.34	1 503	1 517	1 531	1 552	1 563			
Broadband only	2.35	1 208	1 202	1 199	1 194	1 192			
Fixed narrowband accesses (1)	2.36	1 686	1 624	1 570	1 514	1 463			
Wholesale accesses	2.37	445	436	428	419	409			
Market share									
Broadband volume market share (in %)	2.39	28,3%	28,2%	28,1%	28,0%	na			
Quarterly ARPO (per month, in PLN)									
Fixed only broadband ARPO	2.38	58,8	59,2	59,5	60,5	61,0			
yoy variance (cb)		3,6%	2,2%	1,3%	3,1%	3,8%			
Internet features									
IPTV and satellite accesses		1 017	1 018	1 008	995	978			
FTTH									
FTTH homes connectable	2.41	5 174	5 379	5 611	5 934	6 153			

(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				
Fixed broadband accesses - by technology	2.32	371	387	404	416				
FTTH and cable		360	377	394	406				
xDSL		10	11	10	11				
LTE for fixed and others		0	0	0	0				
Fixed broadband accesses - by offer	2.32	371	387	404	416				
B2C convergent	2.34	304	314	325	333				
Broadband only	2.35	67	73	79	84				
Fixed narrowband accesses	2.36	90	91	87	86				
Internet features									
IPTV and satellite accesses		267	274	280	295				

(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				
Fixed broadband accesses - by technology	2.32	719	743	772	1 731				
FTTH and cable		352	370	390	869				
xDSL		66	66	66	400				
LTE for fixed and others		301	307	316	462				
Fixed broadband accesses - by offer	2.32	719	743	772	1 731				
Convergent	2.34	461	476	495	725				
Broadband only	2.35	258	267	277	1 005				
Fixed narrowband accesses	2.36				896				
Fixed broadband accesses - by country	2.32	719	743	772	1 731				
Romania		391	404	422	1 366				
Slovakia		263	272	280	292				
Moldova		65	67	69	72				
Internet features									
IPTV and satellite accesses		738	733	731	1 876				
FTTH and cable									
FTTH and cable homes connectable	2.41	3 666	3 737	3 812	4 328				
o/w FTTH homes connectable		3 001	3 111	3 175	3 767				

(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													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Revenues by activity															
Revenues		1 535	1 668												
<i>yoy variance (cb)</i>			8,7%												
Retail services (B2C+B2B)	1.09	1 340	1 463												
<i>yoy variance (cb)</i>			9,2%												
Convergent services	1.02	0	0												
<i>yoy variance (cb)</i>			0,0%												
Mobile only services	1.03	1 168	1 265												
<i>yoy variance (cb)</i>			8,4%												
Fixed only services	1.04	169	188												
<i>yoy variance (cb)</i>			11,6%												
IT & integration services	1.05	4	9												
<i>yoy variance (cb)</i>			146,0%												
Wholesale	1.06	159	166												
<i>yoy variance (cb)</i>			4,5%												
Equipment sales	1.07	26	31												
<i>yoy variance (cb)</i>			17,1%												
Other revenues	1.08	10	9												
<i>yoy variance (cb)</i>			-10,8%												
Revenues by country															
Revenues		1 535	1 668												
Sonatel Subgroup (1) (2)		498													
o/w Senegal		187													
o/w Mali		167													
o/w Guinea		125													
Ivory Coast Subgroup (3)		348	361												
o/w Ivory Coast		233	233												
o/w Burkina Faso		98	110												
Egypt		231	259												
Morocco		156	166												
Jordan (1)		100													
Cameroon		89	103												
Democratic Republic of Congo (DRC)		68	88												
Others (4)		58	66												
Eliminations		(14)	(16)												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															

- (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			
Contract	2.21	6 701	6 979	7 154	7 332	8 000			
M2M	2.23	273	306	337	368	378			
Excluding M2M		6 428	6 672	6 817	6 964	7 622			
Prepaid (2)	2.22	124 051	125 052	126 937	127 862	128 998			
Mobile accesses (excl. MVNOs) - by country	2.20	130 752	132 030	134 091	135 194	136 997			
Sonatel Subgroup (1)		36 875	37 298	37 578	37 631				
Senegal		10 712	10 961	11 064	11 212				
Mali		13 185	12 986	12 636	12 561				
Guinea		8 960	8 984	8 954	8 909				
Guinea Bissau		874	975	1 037	1 114				
Sierra Leone		3 144	3 392	3 887	3 836				
Ivory Coast Subgroup		26 727	27 376	27 497	28 115	28 541			
Ivory Coast		14 817	15 052	15 130	15 426	15 291			
Burkina Faso		10 231	10 628	10 634	10 899	11 389			
Liberia		1 678	1 695	1 733	1 790	1 862			
Egypt (2)		27 405	26 673	26 698	26 858	26 944			
Morocco		13 349	13 616	14 837	13 897	14 158			
Jordan (1)		2 107	2 140	2 247	2 303				
Cameroon		9 462	9 493	9 384	9 937	10 373			
Democratic Republic of Congo (DRC)		10 339	10 910	11 131	11 452	11 349			
Botswana		1 431	1 467	1 532	1 601	1 630			
Madagascar		2 285	2 271	2 341	2 463	2 490			
Central African Republic (CAR)		772	786	845	936	898			

Fixed KPIs

Customer base									
Fixed accesses	2.30	2 786	2 874	2 959	3 071	3 206			
Fixed broadband accesses	2.32	1 932	2 029	2 130	2 248	2 387			
Egypt (2)		562	582	603	624	646			
Morocco		473	490	507	523	543			
Sonatel Subgroup (1)		330	363	404	429				
Ivory Coast Subgroup		179	189	199	223	248			
Jordan (1)		348	361	370	388				
Others		40	44	47	60	79			
Fixed narrowband accesses	2.32	854	845	829	823	819			
Sonatel Subgroup (1)		236	243	250	255				
Ivory Coast Subgroup		273	264	252	255	255			
Jordan (1)		345	338	327	314				
FTTH									
FTTH homes connectable	2.41	1 698	1 901	2 107	2 353	2 544			

(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).

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			-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
yoy variance (cb)			-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
yoy variance (cb)			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
yoy variance (cb)			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
yoy variance (cb)			0,0%		0,0%		0,0%		0,0%		0,0%		0,0%		0,0%
EBITDAaL	1.15					486	484					572	486	1 058	970
% of revenues						12,8%	12,6%					14,6%	12,4%	13,7%	12,5%
eCAPEX	1.20					170	157					165	162	336	318
% of revenues						4,5%	4,1%					4,2%	4,1%	4,3%	4,1%

(in millions of euros)	Glossary	2022													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Revenues		1 929	1 945												
<i>yoy variance (cb)</i>			0,8%												
Fixed only services	1.04	931	876												
<i>yoy variance (cb)</i>			-5,9%												
<i>o/w voice</i>		290	262												
<i>yoy variance (cb)</i>			-9,6%												
<i>o/w data</i>		641	614												
<i>yoy variance (cb)</i>			-4,3%												
IT & integration services	1.05	778	818												
<i>yoy variance (cb)</i>			5,1%												
Mobile	1.03	220	251												
<i>yoy variance (cb)</i>			14,2%												
Mobile only services	1.03	157	159												
<i>yoy variance (cb)</i>			1,1%												
Wholesale	1.06	12	10												
<i>yoy variance (cb)</i>			-11,3%												
Equipment sales	1.07	52	82												
<i>yoy variance (cb)</i>			60,0%												
Other revenues	1.08	0	0												
<i>yoy variance (cb)</i>			0,0%												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															



ENTERPRISE operational KPIs

(accesses in thousands)	Glossary	2021				2022			
		1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22
Mobile KPIs									
Customer base									
Mobile accesses (excl. MVNOs)	2.20	16 174	16 584	17 441	17 975	18 821			
Contract	2.21	16 174	16 584	17 441	17 975	18 821			
M2M (1)	2.23	13 083	13 497	14 329	14 833	15 633			
Excluding M2M		3 091	3 087	3 112	3 141	3 188			
Prepaid	2.22	0	0	0	0	0			

Fixed KPIs

Customer base - France

Fixed accesses	2.30	1 361	1 325	1 294	1 277	1 240			
Fixed broadband accesses	2.32	238	236	235	251	249			
Fixed narrowband accesses	2.36	1 123	1 088	1 060	1 026	991			
IP VPN accesses		306	304	302	299	302			
XoIP offers	2.50	99	101	102	104	106			

Customer base - Worldwide

IP VPN accesses		355	352	351	345	346			
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(1) Including the retroactive addition of a complementary M2M mobile base in 2021 (see Additional information).

(in millions of euros)	Glossary	2021													
		1Q20cb	1Q21	2Q20cb	2Q21	1H20cb	1H21	3Q20cb	3Q21	4Q20cb	4Q21	2H20cb	2H21	FY20cb	FY21
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	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													
		1Q21cb	1Q22	2Q21cb	2Q22	1H21cb	1H22	3Q21cb	3Q22	4Q21cb	4Q22	2H21cb	2H22	FY21cb	FY22
Revenues		143	161												
<i>yoy variance (cb)</i>			12,2%												
Wholesale	1.06	143	161												
<i>yoy variance (cb)</i>			12,2%												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															



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												
<i>yoy variance (cb)</i>			4,9%												
Wholesale	1.06	256	262												
<i>yoy variance (cb)</i>			2,3%												
Other revenues	1.08	108	120												
<i>yoy variance (cb)</i>			11,1%												
EBITDAaL	1.15														
<i>% of revenues</i>															
eCAPEX	1.20														
<i>% of revenues</i>															