FTTH’s roll out in France

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June 2013

demand for VHBB is present, and fibre is the ultimate technology to cope with

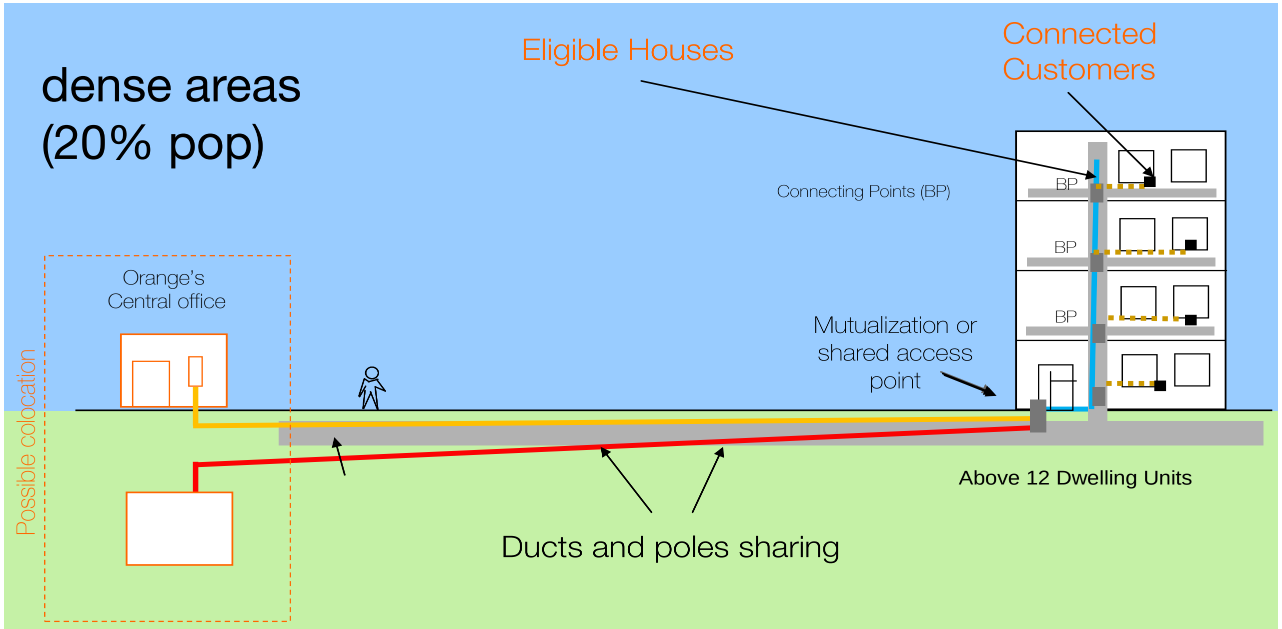
- an « always-on » culture widely spread thanks to ADSL
- increasing number of connected devices
- boom of cloud services requiring rapid upload
- low latency services

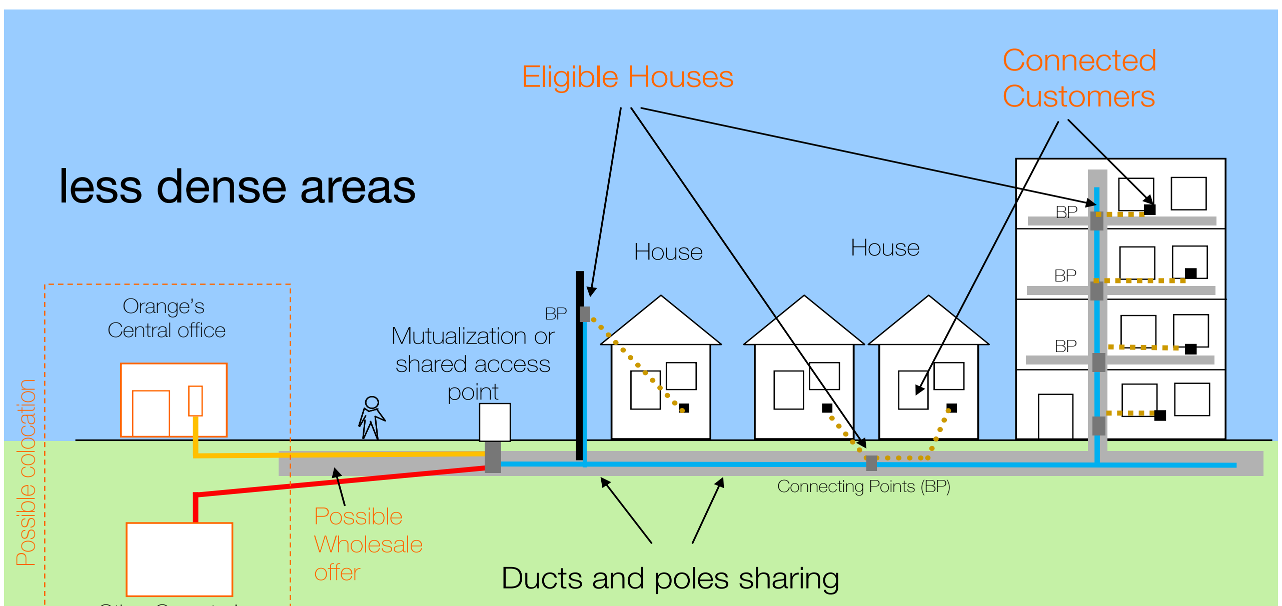
a lot of players are investing in Very High Broadband

- the cable operator is modernizing its network

- strong investments in FTTH with 4 nationwide ISPs and a real take off :
  - +46% in home passed and +60% in customers y on y to reach :
  - 2.4m home passed and 365k customers end of March 2013
    - of which 56% for Orange
  - BB net adds are now FTTH

a symmetric regulation, pushing for investment sharing



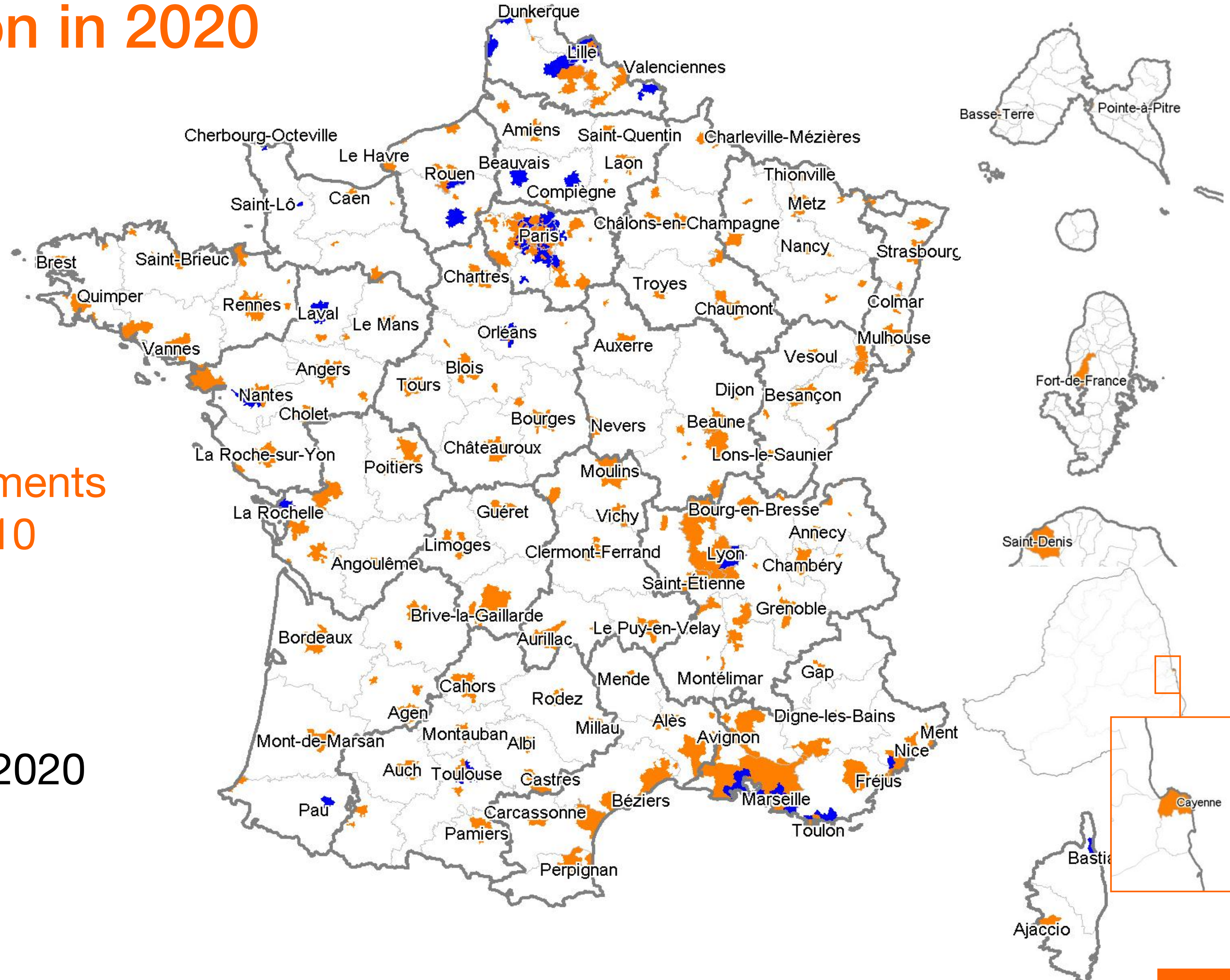


wholesale access in both cases

- cost oriented FT's ducts and pole sharing offer
- commercial cofinancing offer of the passive optical end user line (ex-ante or ex-post IRU or lease) by any operator deploying fibre

Orange's FTTH program will cover 60% of population in 2020

- €2bn investments between 2010 and 2015
- 15 millions households covered by 2020



réseaux déployés par Orange

réseaux déployés par un tiers, cofinancement Orange

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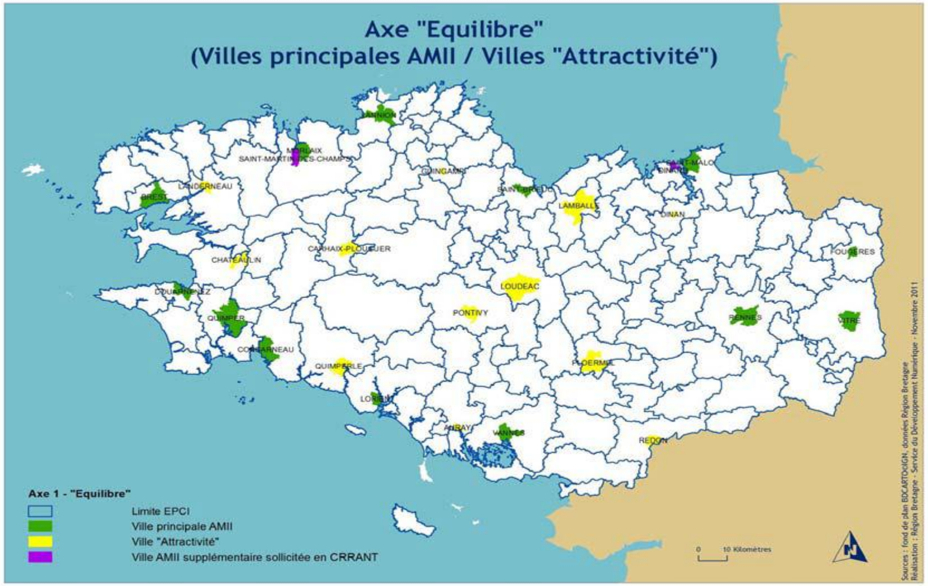
and the remaining 40 %...?

- a mix of technologies can be used: FTTC-VDSL, satellite, LTE and to some extent FTTH
- funding from E.U., French state and local authorities are legitimate when no private investment is announced within a 3-year period of time, to compensate for the cost differential in these areas
- €6bn announced
- same business model as in the 60% area (role of ISPs, ownership,..)



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