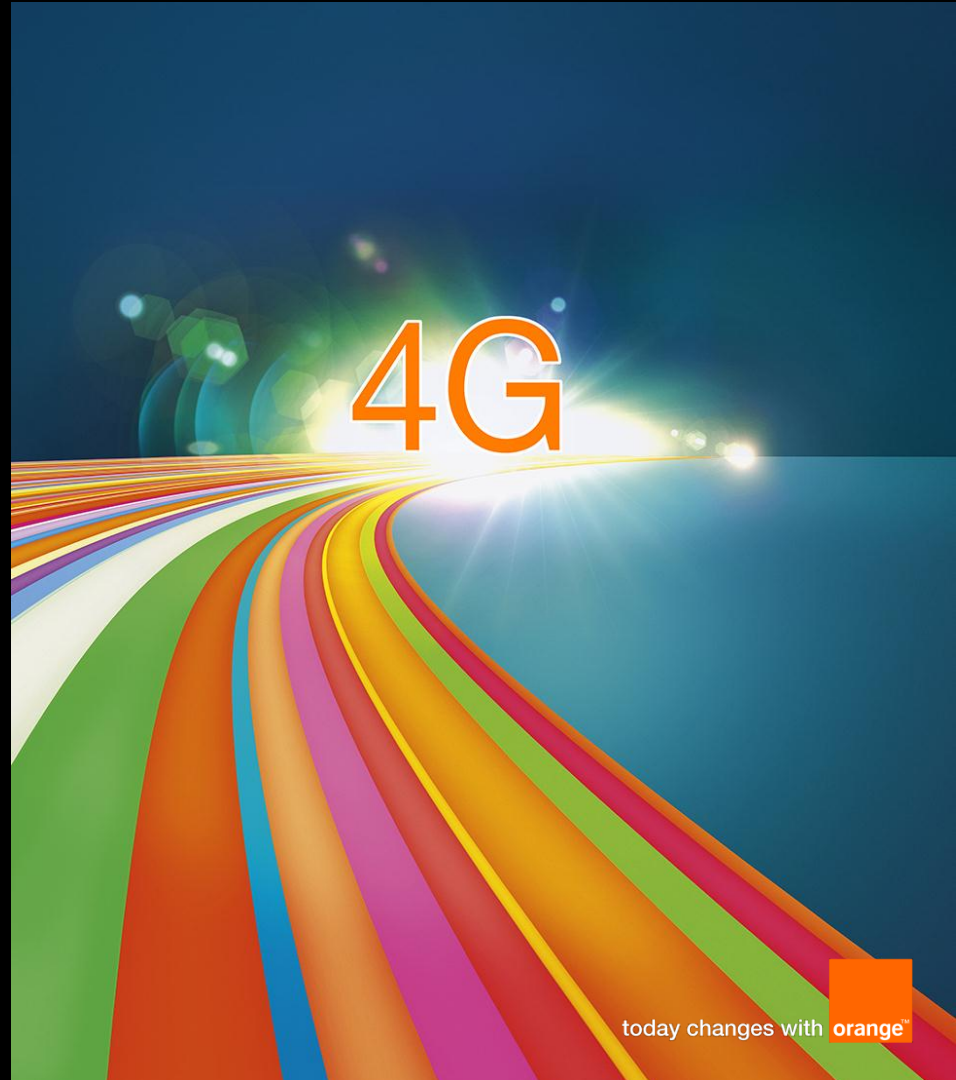


France Telecom Orange roadshow & conference presentation



today changes with **orange**

1

key financials

key financials

in €m	Q1 12 cb	Q1 13 actual	var. comp basis	key points
revenues	10,721	10,280	-4.1%	<ul style="list-style-type: none"> -€250 m regulation impact Q1 excl. regulation: -1.8% yoy vs -1.1% in Q4 12
restated EBITDA*	3,346	3,124	-6.6%	<ul style="list-style-type: none"> -€88m regulation impact
<i>in % of rev.</i>	31.2%	30.4%	-0.8pt	<ul style="list-style-type: none"> limited margin erosion
CAPEX	1,079	1,150	+6.5%	<ul style="list-style-type: none"> CAPEX in line with expectations
<i>in % of rev.</i>	10.1%	11.2%	+1.1pt	
operating cash flow (restated EBITDA* – CAPEX)	2,267	1,975	-12.9%	<ul style="list-style-type: none"> consistent with FY guidance

delivering on cost efficiency and commercial agility

○ continued pressure on revenues in France & Poland, growth in Spain and RoW ...

- revenues -4.1%* yoy, -1.8%* yoy ex reg
- reprice spreading in mobile customer base in France & Poland, ARPU evolution kept under control
- contract renegotiations in France impacting Enterprise activities
- growth in Spain (+3.3%* ex reg) and RoW (+2.9%* ex reg)

○ ... addressed by the positive results of our efficiency plan ...

- total Opex down -€219m: confirmation of >€600m cost decrease for 2013
- commercial and content costs down -3.3%*
- indirect and labor costs stabilized

○ ... and commercial agility

- best Q1 mobile contract net adds in France for 3 years with a clear rebound from March onwards
- solid fixed net adds in Spain (+40k) and successful launch of Open in Poland (72k customers)
- 4G take-off in UK: 318k customers in line with more than 1m FY target

▶ **EBITDA margin at 30.4% with margin erosion limited to -0.8pt vs. -1.6pt H2 2012**

2

commercial agility and delivering on cost efficiency

recent developments in French regulation

mobile

- clear competition authority's statement
 - on network sharing potential
 - national roaming agreement framework validated
- refarming of 1800MHz starting October 1st, 2013
- MTR to bottom in July 2013 with Iliad asymmetry ending

fixed

- €0.90 PSTN rental price increase from June 4th
- VHBB
 - government plan: subsidies from state and local authorities to roll out fibre in non dense areas
 - our 2010-2015 fibre investment plan unchanged
- ULL price increase from May 1st, 2013: from €8.80 to €8.90

sustained investments preserving our network edge

sustained investments...

... to leverage network differentiation

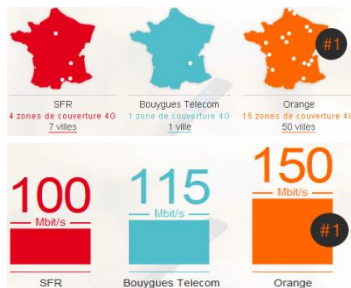


acceleration of 4G network rollout

50 cities covered in April

acceleration of fibre rollout in France

>200k customers



- largest 4G spectrum
 - up to 150Mbits* download
- best H+ network coverage
 - 65% of the population
- already 1m mobile customers with a 4G/H+ offer o/w 150k 4G activated customers

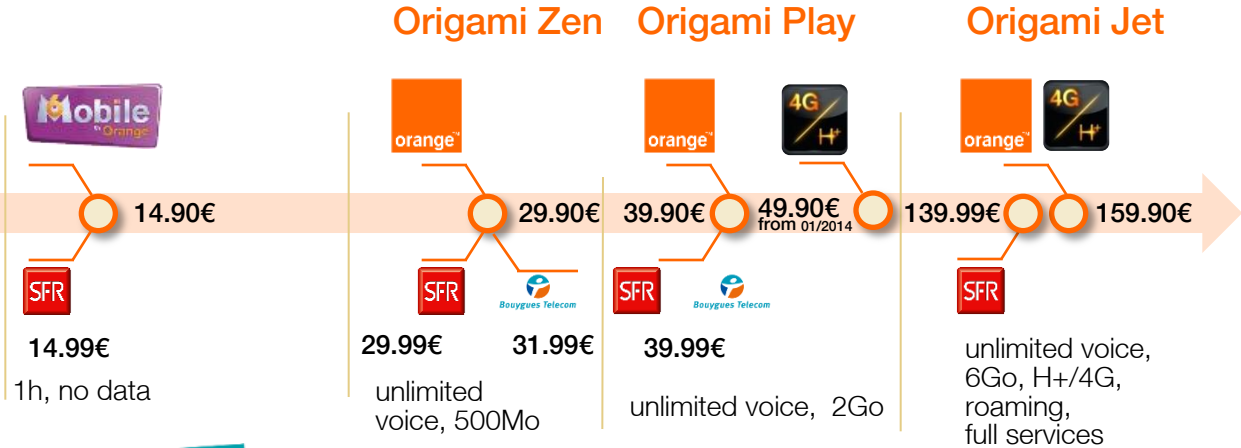
- 56% FTTH market share at year-end 2012
- positive commercial dynamic acceleration

€1,150m Group CAPEX (+6.5% yoy; o/w +9% yoy in France)

Orange France offering optimised

high-end

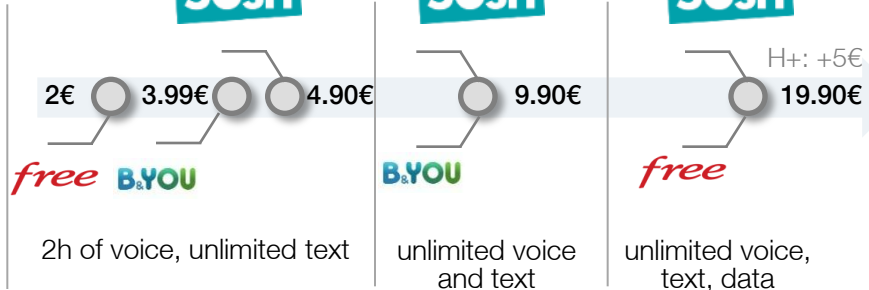
plans with subsidized handset, value added services, content, unlimited text (1)



Sosh

Sosh

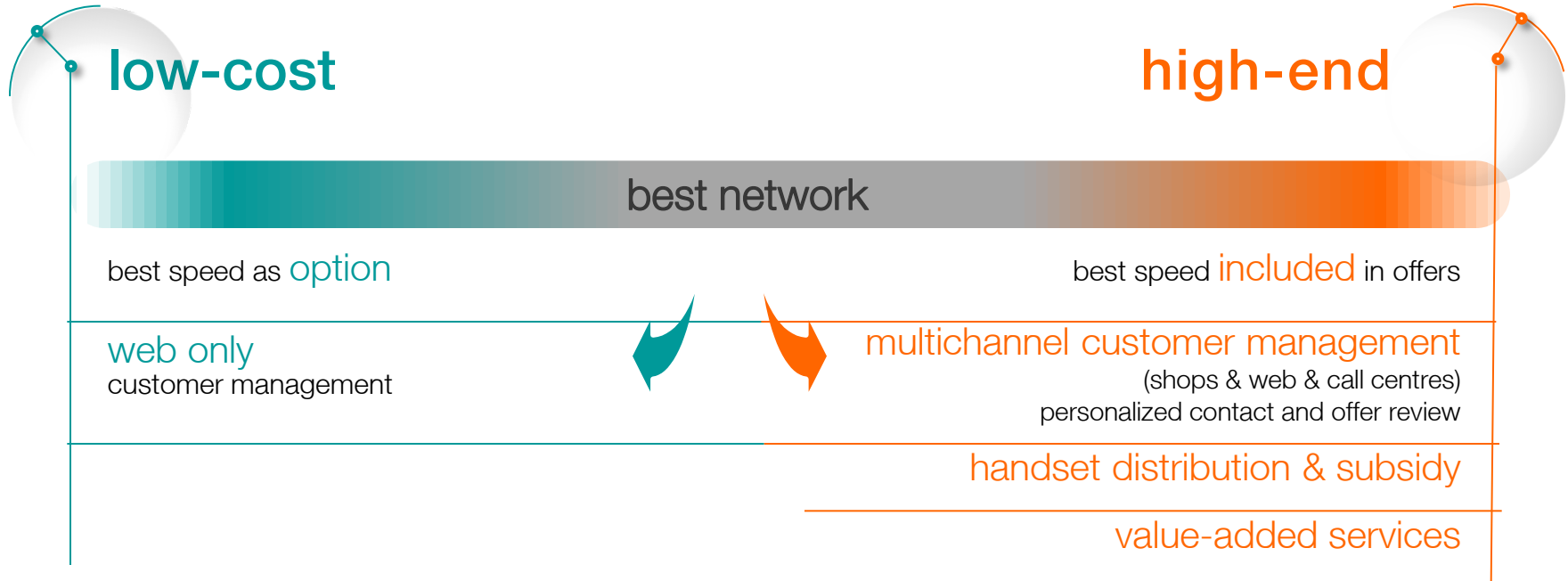
Sosh



low-cost

Sim-only, web-only plans

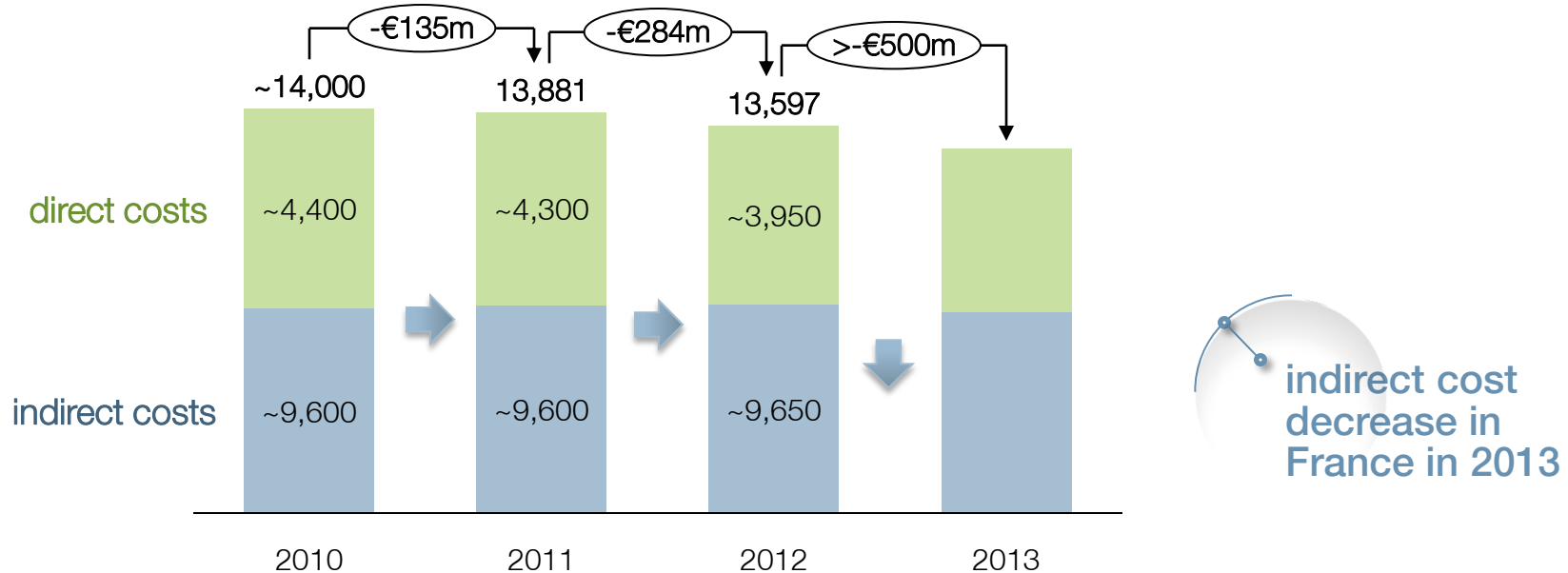
adapting our business models to market evolution



adapting distribution, logistics, customer service and cost structure

in 2013, 2x accelerating OPEX decrease in France, with a decrease of indirect costs

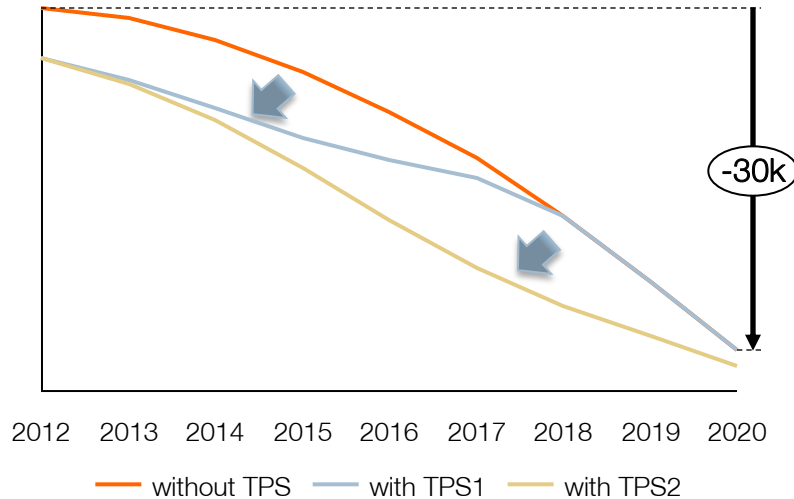
Orange France OPEX base* in m€



natural attrition: a lever to reduce indirect costs in France

acceleration of retirement attrition in France*

FTEs evolution in France



expectations for 2013-2015

- ~-11k employees expected to leave the company (without the effect of the new Senior Part Time plan)

+ ~+4k recruitments

- accelerated attrition with TPS2 over the period

actions for indirect costs reduction in France



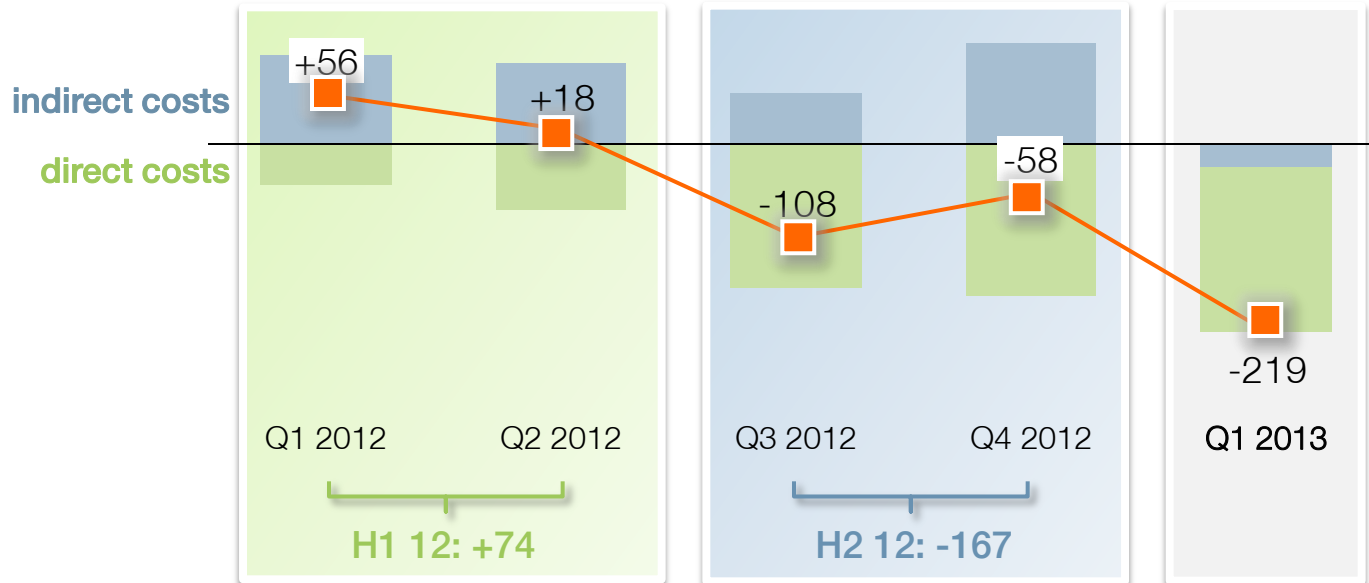
key initiatives of Chrysalid program

- indirect distribution costs reduced
- chasing non-quality costs through customer experience optimization
- call centre outsourcing decreased
- improved customer intervention:
 - back-office & management support optimization, multi-competencies for employees, digitalization of diagnostic tools
 - maintenance activities: prevent maintenance, implement diagnostic line management
- more segmented customer care approach

delivering on cost efficiency

accelerating Opex decrease with indirect costs stabilization

○ yoy change in Group Opex base, in €m ■



3

conclusion

2013 guidance confirmed



2013 OpCF

- maintain a **strong balance sheet** and secure access to debt markets

- sustainable** and yield-oriented dividend policy **adapted** to cash generation profile

- careful and **selective** M&A policy

above €7bn

close to 2x net debt / EBITDA by year-end 2014

€0.20 balance of 2012 dividend to be paid in June*
at least €0.80 dividend for 2013 (unchanged)*
€0.30 interim dividend to be paid in December

focus on in-market consolidation
while strictly respecting leverage ratio guidance

* subject to the Annual General Meeting of Shareholders approval
ex div date : June 6th 2013, record date : June 10th 2013, payment date : June 11th 2013

appendix

key financial achievements

<i>in €m</i>	FY12 actual	Variation cb	Key points
revenues	43,515	-2.7%	<ul style="list-style-type: none"> regulation impact: €-916m FY excl. regulation: -0.6% yoy
restated EBITDA*	13,785	-7.4%	<ul style="list-style-type: none"> regulation impact €-316m negative impact from EC decision €-122m and forfait social €-40m
<i>in % of rev</i>	31.7%	-1.6pt	<ul style="list-style-type: none"> OPEX base decrease of €-93m in 2012
CAPEX	5,818	+1.7%	<ul style="list-style-type: none"> CAPEX ratio ramp-up in FY12
<i>in % of rev</i>	13.4%	+0.6pt	
Operating cash flow	7,967	-13.0%	
net debt	30,545	€-345m	
adjusted net debt/EBITDA**	2.17x	+0.08pt	<ul style="list-style-type: none"> mid-term target leverage ratio of ~2x

FY 2012 revenues

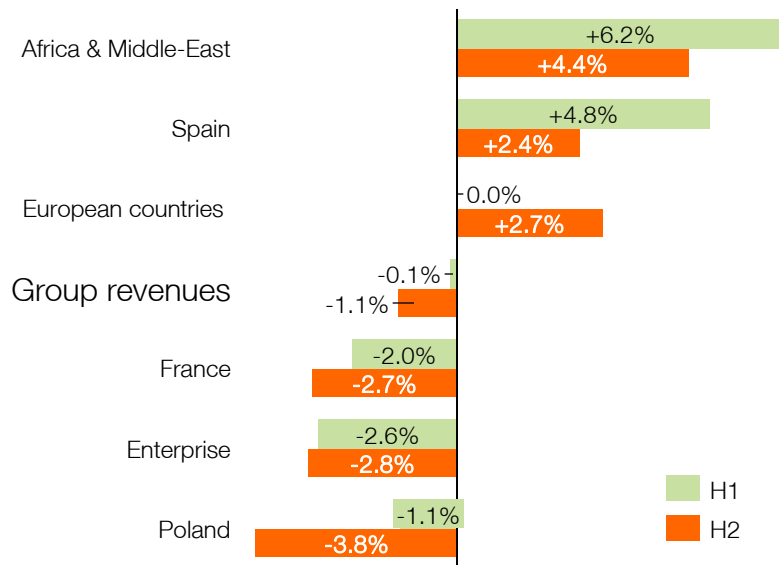
pressure in H2 partly offset by sound revenue trends in Europe, Spain and Africa & Middle-East

FY12

in €m	actual	% yoy cb	% yoy cb ex.reg
Group revenues	43,515	-2.7%	-0.6%
France	21,431	-5.0%	-2.3%
Spain	4,027	+0.9%	+3.6%
Poland	3,381	-4.1%	-2.5%
RoW	8,281	+1.4%	+3.2%
European countries	3,582	-2.2%	+1.3%
Africa & Middle-East	4,126	+5.0%	+5.3%
other	593	+1.6%	+2.0%
Enterprise	7,001	-2.7%	-2.7%



YoY growth, ex. reg



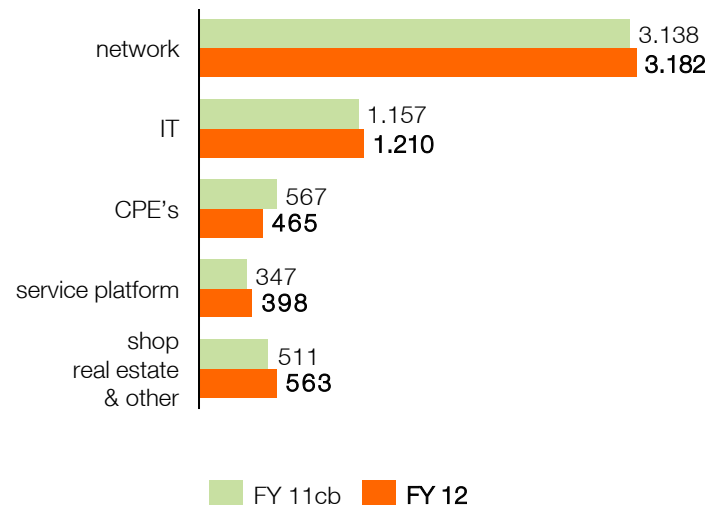
CAPEX

higher CAPEX in 2012 to support growth in Spain and consolidate our network leadership in France

in €m	actual	FY12	Δ vs FY11cb
		CAPEX to sales	
Group CAPEX	5,818	13.4%	+0.6pt
France	2,712	12.7%	1.0pt
Spain	473	11.8%	1.6pt
Poland	558	16.5%	-0.8pt
RoW	1,308	15.8%	-0.9pt
Enterprise	352	5.0%	+0.0pt
ICSS	415	25.6%	+2.9pts

of which >300m€ fibre and 4G in France

▶▶ 55% of Group Capex allocated to networks



details on revenues

in €m	1Q13		
	actual	% yoy cb	% yoy cb excl.reg
Group revenues	10,280	-4.1%	-1.8%
France	5,068	-6.1%	-3.4%
mobile services	2,157	-8.1%	-2.9%
mobile equipment sales	119	-3.5%	-3.5%
fixed services	2,662	-4.3%	-3.4%
other	131	-11.6%	-11.6%
Spain	989	0.8%	3.3%
mobile services	741	-2.3%	0.8%
mobile equipment sales	36	-6.1%	-6.1%
fixed services	209	16.0%	16.0%
other	4	-20.7%	-20.7%
Poland	786	-7.2%	-3.2%
mobile services	369	-9.7%	-2.2%
mobile equipment sales	8	-5.2%	-5.2%
fixed services	374	-7.3%	-6.5%
other	35	31.9%	31.9%
RoW	1,934	0.7%	2.9%
European countries	809	-2.0%	2.6%
Africa & Middle-East	990	3.0%	3.3%
other	138	2.1%	2.5%
Enterprise	1,635	-5.3%	-5.3%
IC&SS	407	-0.4%	-0.4%
eliminations	-539	-4.0%	-4.0%