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Central and Eastern Europe

Moldova

mobile

country profile

population	**3.4 m**
GDP per capita ppp[(1)]	**US$ 2,708**
mobile penetration	45% mid 2007
fixed line penetration[(2)]	29.7%
internet users[(3)]	22.8 %
broadband subscribers[(32)]	4.8 %

all figures at 12/2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population (3) as a percentage of households
source: Orange Moldova & IMF

Orange Moldova

personal

market share (subs)	65% mid 2007		#1
subscribers[(1)]		1.125m	+41%
revenues[(2)]		€ 74m	+36.5%

group consolidated data (% integration: 100%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - launch of the 3rd mobile operator (Unite) on 03/07 with < 15K customers 6 months after launch
  - expected launch of the 4th operator (Eventis) in December 2007 with an aggressive price policy
  - low ARPU market with no handset subsidies
- regulation
  - Orange Moldova declared as "dominant" operator on mobile call termination; no direct new obligations in the retail market
  - 3G licenses expected to be allocated beginning 2008

Orange achievements and strategy

- achievements
  - Orange Moldova rebranded on April 25, 2007 with significant success
  - launch of segmented offers (youth, …), mobile data solutions with Business Everywhere, Internet Everywhere (11/07)
- strategy
  - going for mobile broadband with the expected acquisition of a 3G license
  - diversifying mobile revenues with a strong focus on non voice mobile services

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Romania

mobile

country profile

- **population** — **21.57 m**
- **GDP per capita ppp(1)** — **US$ 9,446**
- mobile penetration — 91% mid 2007
- fixed line penetration(2) — 19.5%
- internet users — 3.3 m
- broadband subscribers — 1.3 m

all figures at 12/2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population
sources: Orange Romania & IMF, ANRCTI

Orange Romania

personal

market share (subs)	44%	#1
subscribers(1)	9.310m	+24%
revenues(2)	€ 904m	+24%

group consolidated data (% integration: 100%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - the Romanian telecommunications market currently worth €4.2 bn is expected to grow by 6.6% CAGR until 2010
  - 5 mobile players : Orange, Vodafone, Cosmote, Zapp, with the anticipated launch of RCS/RDS in 4Q/07
  - Orange maintained 1H/07 market share (43.9%), value share (44.8%) and business market leaderships
- regulation
  - mobile number portability introduction in mid or late 2008
  - national termination rate established by regulator under legal challenge by RomTelecom

Orange achievements and strategy

- achievements
  - HSDPA launch end of June 2007, with 42 cities covered at the end 2007
  - convergent offers proposition launched on November with HSDPA Box solution, providing customers with Fixed Broadband and voice offers via HSDPA mobile network
  - corporate customers strategy launched in June 07
- strategy
  - consolidating position as Romania's leading mobile operator
  - becoming leading triple play operator in business market (mobile, fixed , internet)

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Slovakia

mobile

country profile

- **population** — **5.4 m**
- **GDP per capita ppp(1)** — **US$ 17,239**
- mobile penetration — 106% mid 2007
- fixed line penetration(2) — 22.4%
- broadband subscribers — 0.4 m

all figures at 12/2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population
sources: Orange Slovakia and IMF, Idate

Orange Slovakia

personal

market share (subs)	53% H107	#1
subscribers(1)	2.769m	+6.5%
revenues(2)	€ 547m	+6%

group consolidated data (% integration: 100%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - Orange Slovakia has outperformed the mobile market growth in the last 2 years with 57.7% market share in 2006
  - Telefonica O2 entered the market in February 2007; competition from T-Mobile & O2 mainly based on aggressive pricing
- regulation
  - during the next 3 years, mobile call termination rates will decrease by an average 8% a year in Slovakia
  - in 2008, roaming revenues will be impacted by European regulation

Orange achievements and strategy

- achievements
  - Orange Slovakia has successfully launched its FTTH commercial offer in Sept. 07
  - deployment of HSDPA and HSUPA network
- strategy
  - remaining the leader in the mobile market
  - building and operating the FTTH network as the centrepiece of Orange Slovakia convergence strategy

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Africa, Middle East and Dominican Republic

Botswana

mobile

country profile

population	**1.8 m**
GDP per capita ppp(1)	**US$ 12,131**
mobile penetration	58%
fixed line penetration(2)	8%
internet users	0.01 m
broadband subscribers	0.01 m

all figures at 2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange Botswana

personal

market share (subs)	48%	#2
subscribers(1)	0.510m	+26%
revenues(2)	€ 49m	+41%

group consolidated data (% integration: 100%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - high mobile penetration rate, internet growth relay expected
  - 2 mobile players : Orange and MASCOM (to be rebranded in MTN)
  - BTC (fixed incumbent) will launch mobile operations in 2008
- regulation
  - public telecommunications operators licences granted to BTC and Orange in April 2007, probably soon to Mascom, allowing players to go to fixed, mobile and internet offers

Orange achievements and strategy

- achievements
  - Orange Bostwana gained 8 points mobile market share in 2006, and aims to increase its value share, thanks to segmented business offers, direct distribution network development and very dynamic commercial operations
- strategy
  - increasing data revenue stream thanks to Orange World portal and GPRS/EDGE access roll-out
  - launching internet offers through Wimax network in 2008

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Cameroon

mobile

country profile

- **population** — **17.4 m**
- **GDP per capita ppp[1]** — **US$ 2,507**
- mobile penetration — 22%
- fixed line penetration[2] — 1%
- internet subscribers — nd.
- broadband subscribers — nd.

all figures at 2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange Cameroon

personal

market share (subs)	47%	#2
subscribers[1]	1.786m	+50%
revenues[2]	€ 156m	+19%

group consolidated data (% integration: 100 %)
[1] 3Q 2007
[2] 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - growing market with a strong volume increase absorbing the decreasing ARPU
  - strong internet relay through Wimax and ADSL
  - strong competition between the 2 mobile players Orange and MTN
- regulation
  - potential 3rd mobile competitor linked to CAMTEL (fixed incumbent) privatization which is still delayed

Orange achievements and strategy

- achievements
  - Orange Cameroon remains challenger, but gained significant market share over the last months (+ 2 points since end 2006) thanks to successful products refresh
- strategy
  - continuing network coverage extension to capture untapped areas
  - launching internet offers in 2008 on ADSL (ongoing partnership with Camtel) and Wimax

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Dominican Republic

mobile

country profile

- **population** — **9.4 m**
- **GDP per capita ppp[1]** — **US$ 8,018**
- mobile penetration — 52.2% mid 2007
- fixed line penetration[2] — 10%
- internet users[3] — 2%
- broadband subscribers[3] — 0.1%

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population [3] as a percentage of households
sources: Orange Dominicana and International Monetary Fund

Orange Dominicana

personal

market share (subs)	40.8% at 08/07	#2
subscribers[1]	1.874m	+43%
revenues[2]	€ 307m	+46%

group consolidated data (% integration: 100%)
[1] 3Q 2007
[2] 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - 4 mobile players: Orange, Claro (Telmex), Centennial and Tricom
  - Orange (strongest brand in the market) and Claro together had 87% market share on 08/07
  - Claro launched its GSM network in 05/07
- regulation
  - ongoing investigation on number portability issues for 2009
  - mobile call termination rates are being reviewed with an objective of cost orientation in 2009

Orange achievements and strategy

- achievements
  - in a highly competitive environment, Orange has increased its market share from 36.5% at the beginning of the year to 40.8% in August 2007
  - optimized network capabilities and coverage
  - developed segmented offers to capture fastest growing segments
- strategy
  - innovating in the non voice market with Internet and convergent offers

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Egypt

mobile

country profile

population	**73 m**
GDP per capita ppp[1]	**US$ 4,535**
mobile penetration	31.5% mid 07
fixed line penetration[2]	15% mid 07
internet users	7 m mid 07
broadband subscribers	0.36 m mid 07

all figures at 12/2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population
sources: Mobinil & IMF, NTRA

mobinil

personal

market share (subs)	51% mid 07	#1
subscribers[1]	9.776m	+69%
revenues[2]	€ 567m	+31%

group consolidated data (% integration: 71.25%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - large room for mobile growth in Egypt, with expected penetration rate 65% in 2010
  - mobinil remains the market leader in a 3-player market (alongside Vodafone and Etisalat (launched on 2Q/07) with a strong Egyptian brand and is perceived as the operator with better offers
- regulation
  - mobinil signed a 3G license agreement on October 2007 following Vodafone 3G licence acquisition in January 07
  - the 3G license agreement entitles Mobinil to use technologies such as EDGE, UMTS, HSxPA

Orange achievements and strategy

- achievements
  - high revenues and subscriber base growth thanks to commercial initiatives such as unlimited validity offers, prepaid offer with per second off peak rate billing, First Class residential retention program and innovative data offers
- strategy
  - maintaining market share leadership while protecting value share
  - continuing to address both high and low end markets
  - continuing to improve network coverage, quality & perception

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Ivory Coast

fixed+mobile

country profile

population	**19.7 m**
GDP per capita ppp[1]	**US$ 1,548**
mobile penetration	26%
fixed line penetration[2]	1%
internet users	0.03 m
broadband subscribers	0.02 m

all figures at 12/2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange

personal

market share (subs)	43%	#1
subscribers[1]	2.203m	+35%
revenues[2]	€ 207m	-4%

home

market share	92%	#1
revenues[2]	€ 133m	+8.5%

group consolidated data (% integration: 100%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - still growing mobile market characterized by an intensive competition leading to a war price
  - 4 mobile players, Orange & MTN owning >75% market share
  - launch of 5th competitor expected
- regulation
  - mobile atomized market with 7 licences granted
  - fixed/internet : strong pressure on interconnect tariffs

Orange achievements and strategy

- achievements
  - innovation policy to lock high end users, loyalty program launched in 3Q 2007
  - cost optimization programs in progress
- strategy
  - enhancing the integrated operator strategy and launching convergent offers to keep the leadership on mobile market

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Jordan

fixed+mobile

country profile

▪ **population**	**7.0 m**
▪ **GDP per capita ppp[1]**	**US$ 5,197**
▪ mobile penetration	73%
▪ fixed line penetration[2]	10%
▪ internet users	0.1 m
▪ broadband subscribers	0.1 m

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange

personal

▪ market share (subs)	34%	#2
▪ subscribers[1]	1.705m	+33%
▪ revenues[2]	€ 141m	+41%

home

▪ market share	92%	#1
▪ revenues[2]	€ 201m	+1%

group consolidated data (% integration: 100%)
[1] 3Q 2007
[2] 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - mobile market is approaching maturity, high multi SIM equipment rate
  - fixed mobile substitution & high VoIP traffic growth
  - 3 mobile players: Orange, Fastlink (#1 with 51% MS.) rebranded as Zain (new MTC brand), Umniah (#3) entered the market in 2005 with aggressive pricing
- regulation
  - regulator has launched a consultation to favour MVNOs, which has been rejected by all operators

Orange achievements and strategy

- achievements
  - successful rebranding mid-2007
- strategy
  - maintain a strong wholesale activity through hubbing for the Middle-East region
  - launching mobile abundance offers to increase usage and optimize network load
  - pushing broadband penetration further to benefit from expected explosive internet growth

Kenya

fixed+mobile

country profile

▪ **population**	**37 m**
▪ **GDP per capita ppp[1]**	**US$ 1,587**
▪ mobile penetration (sept.2007)	27%
▪ fixed line penetration[2]	0.8%
▪ broadband subscribers	~0.02 m

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Telkom Kenya

- Telkom Kenya, the fixed incumbent serves overs 280,000 fixed line customers and has begun to deploy a CDMA offer
- Telkom Kenya revenues on 30/06/2007: US$ 170 m on an annual basis
- FT will acquire a 51% stake in Telkom Kenya for US$ 390 million (~ €270 m). The transaction is planned to close by 2007 year end. FT has teamed up with Alcazar Capital Limited who subscribed to a 15% share in the consortium

key market facts

- competitive environment
  - with a penetration rate lower than 30%, the Kenyan mobile market still offers a high growth potential
  - 2 mobile operators today on the market: Safaricom (Vodafone) with ~70% market share and Celtel
  - internet market very atomized among small providers and offering poor Quality of Service
- regulation
  - Telkom Kenya has been granted a new mobile licence

Orange objectives and strategy

- develop and launch a 2.5G network in the short term supported by Telkom Kenya existing infrastructure
- develop convergent telecommunications services
- become leader on high speed internet market thanks to planned implementation of submarine cables in 2009
- FT aims to market Telkom Kenya Services under the Orange brand, enabling its clients to benefit from the services developed by the France Telecom group

Madagascar

mobile

country profile

population	**18 m**
GDP per capita ppp [1]	**US$ 965**
mobile penetration	10%
fixed line penetration[2]	1%
internet subscribers	0.003 m
broadband subscribers	0.003 m

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange

personal

market share (subs)	66%	#1
subscribers[1]	1.087m	+111%
revenues[2]	€ 63m	+40%

group consolidated data (% integration: 100%)
[1] 3Q 2007
[2] 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - still high market growth potential
  - incumbent launched mobile operations (#3) end 2006
- regulation
  - application of the new Telecom law expected mid-2008 enabling existing mobile operators to deploy broadband solutions

Orange achievements and strategy

- achievements
  - distribution optimization through innovative franchise concept (more than 75 “Botikas” across the country)
- strategy
  - developing internet offers:
    - first step = internet through mobile (GPRS/Edge) access
    - 2nd step = launch of Wimax offers (need to acquire frequencies)
  - developing Indian Ocean synergies across Orange companies (submarine cable, roaming)

Mali

mobile

country profile

population	**14 m**
GDP per capita ppp[1]	**US$ 1,229**
mobile penetration	15%
fixed line penetration[2]	<1%
internet users	0.01 m
broadband subscribers	0.01 m

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange

personal

market share (subs)	80%	#1
subscribers[1]	1.7m	+73%
revenues[2]	€ 154m	+35%

group consolidated data (% integration: 40%)
[1] 3Q2007 estimate
[2] 9 months year to date 200, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - huge growth for the last 2 years → growth will continue but expected slow down as we're reaching very low ARPU segments
  - 2 mobile players, Orange having a 80% market share

Orange achievements and strategy

- achievements
  - positive impact of the Orange rebranding, which happened end 2006
- strategy
  - increasing coverage to push penetration further

Mauritius

fixed+mobile

country profile

▪ **population**	**1.3 m**
▪ **GDP per capita ppp** [1]	**US$ 13,508**
▪ mobile penetration	67%
▪ fixed line penetration[2]	30%
▪ internet users	0.1 m
▪ broadband subscribers	0.02 m

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Mauritius Telecom

personal

▪ market share (subs)	59%	#1
▪ subscribers[1]	0.198m	+9%
▪ revenues[2]	€ 17m	+11%

home

▪ market share	93%	#1
▪ revenues[2]	€ 31m	+5.5%

group consolidated data (% integration: 40%)
[1] 3Q2007
[2] 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - 3 mobile players in a mature market : Cell + (Orange), Emtel #2, MTVL #3

Orange achievements and strategy

- achievements
  - strong innovation (IP TV) policy to increase market value
- strategy
  - developing Indian ocean synergies across Orange companies (submarine cable, roaming)

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Niger

fixed+mobile

country profile

▪ **population**	**13 m**
▪ **GDP per capita ppp** [1]	**US$ 928**
▪ mobile penetration (sept.2007)	5%
▪ fixed line penetration[2]	0.2%

all figures at 12/2006 unless otherwise stated
[1] at purchasing power parity
[2] as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

licence acquisition

- France Telecom has been awarded a new global fixed-mobile-internet licence for € 48m by Niger's government
- with penetration rates below 5%, Niger market offers a huge growth potential to catch up the same equipement level as neighbouring countries, where France Telecom is already present (e.g. Mali)

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Senegal

fixed+mobile

country profile

▪ **population**	**11.9 m**
▪ **GDP per capita ppp**[(1)]	**US$ 1,841**
▪ mobile penetration	29%
▪ fixed line penetration[(2)]	2%
▪ internet users	0.04 m
▪ broadband subscribers	0.04 m

all figures at 12/2006 unless otherwise stated
(1) at purchasing power parity
(2) as a percentage of population
sources: IMF, Informa & Telecom & FT estimates

Orange

personal

		#1
▪ market share (subs)	72%	
▪ subscribers[(1)]	2.4m	+41%
▪ revenues[(2)]	€ 252m	+39%

home

		#1
▪ market share	99%	
▪ revenues[(2)]	€ 297m	+4%

group consolidated data (% integration: 100%)
(1) 3Q 2007
(2) 9 months year to date 2007, yoy growth on a comparable basis, statutory figures

key market facts

- competitive environment
  - strong growth of mobile penetration during the last 2 years without significant changes in market shares
  - 2 mobile players : Orange, Tigo (Millicom Group)
  - growth of VoIP leading to significant decrease of traffic for Telecenters (fixed market)
- regulation
  - 3rd licence granted to Sudatel beginning 2007

Orange achievements and strategy

- achievements
  - rural telephony roll-out
- strategy
  - developing transversal offers within West Africa (roaming)
  - continuing to strengthen QoS
  - developing loyalty program to keep high value end users

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