

France Telecom Orange

investor day
conquests 2015

regulation update

Pierre Louette

Senior Executive Vice President Group
General Secretary, France Operators

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cautionary statement

- This presentation contains forward-looking statements about France Telecom's business and its "Conquests 2015" industrial plan. Although France Telecom believes these statements are based on reasonable assumptions, the actual occurrence of the forecasted developments is subject to numerous risks and uncertainties, including matters not yet known to us or not currently considered material by us, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among other factors, overall trends in the economy in general and in France Telecom's markets, the efficiency of the strategy incorporated in the "Conquests 2015" industrial plan and of other strategic, operational and financial plans, France Telecom's ability to adapt to the ongoing transformation of the telecommunications industry, regulatory developments and related constraints, as well as the outcome of legal proceedings and the risks and uncertainties related to international operations and exchange rate fluctuations.
- More detailed information on the potential risks that could affect France Telecom's financial results can be found in the Registration Document filed with the French *Autorité des marchés financiers* and in the annual report on Form 20-F filed with the U.S. Securities and Exchange Commission. Except to the extent required by law, in particular Articles 223-1 et seq. of the General regulation of the *Autorité des marchés financiers*, France Telecom does not undertake any obligation to update forward-looking statements.

agenda

1 | historical regulatory issues behind us

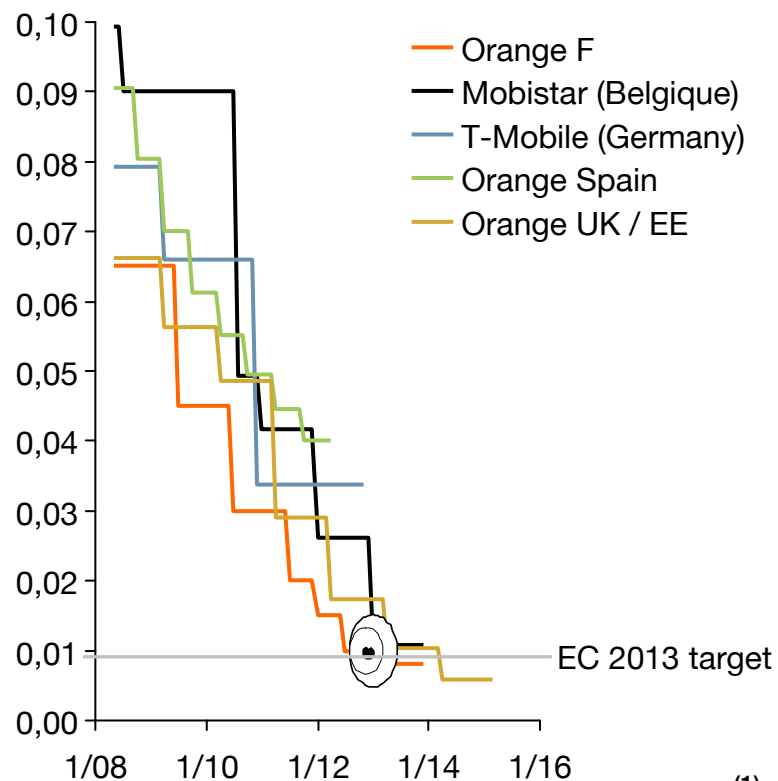
2 | build next generation networks infrastructure

1 | historical regulatory issues behind us (1/2)

MTR decrease cycle and asymmetric regulation coming to an end

voice MTRs glide paths across European countries

in € cents/mn



(1)

industry trends

- mobile termination rates : asymmetric rates and sharp decrease coming to an end
 - MTR symmetry achieved in France as of July 2011
 - MTR symmetry effective in Poland in 2013
- roaming price continued decrease
 - EC looking for structural remedies instead of infinite pricing regulation
- fixed broadband sector specific regulation limited to wholesales market for access to infrastructure

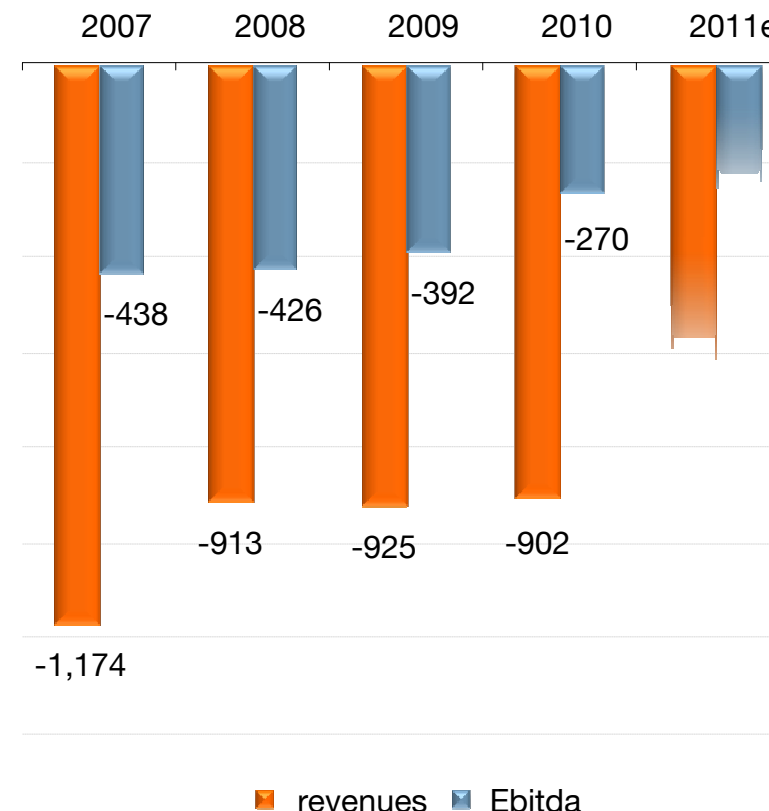
1 | historical regulatory issues behind us (2/2)

impact of regulatory measures imposed on us every year lessens

recent advances

- France
 - wholesale bitstream price in unbundled areas no longer regulated (as of July 2011)
 - symmetric regulatory framework for fibre, due to high level of Broadband competition
- Poland
 - 2009 agreement between TP and UKE satisfactorily implemented – functional separation risk drawn away

regulatory impact on France Telecom-Orange's accounts *



2 | build next generation networks infrastructure looking for a sustainable economic model

