



press release
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Orange Business Services positioned as a Leader among Asia Pacific Network Service Providers

Orange Business Services is positioned in the Leaders quadrant in Gartner Inc.'s Magic Quadrant for Asia/Pacific Network Service Providers.¹

Yee-May Leong, senior vice president, Orange Business Services Asia Pacific, said: "Gartner's report recognizes Orange Business Services as a Leader, which we believe reflects our vision in managed and cloud-based IT services. Orange invests extensively in its people, network and innovative solutions. This underpins our leadership in the region. We deliver a comprehensive portfolio of managed and network-related services that is acknowledged as complete and holistic to meet our customers' evolving needs, particularly in cloud-computing, unified communications and collaboration."

According to the report, "The MNC market in Asia/Pacific is characterized by several major trends of the past year:

- MNCs continue to expand their presence aggressively into emerging markets in search of growth.
- The dedicated connections segment is making a comeback, driven largely by the banking and finance, and Internet and content sectors.
- Interest in cloud computing is growing, which in turn is spurring interest in other cloud-based IT services."

Gartner's Magic Quadrant report evaluates service providers offering international network services to MNCs with APAC networks based on their ability to execute and completeness of vision. The report describes 'Leaders' as vendors who "demonstrate strong vision, especially in terms of defining future market needs. They back their vision by investing ahead of competitors in new or unproven areas, and are generally better positioned for the future. However, significant differences exist between the Leaders in terms of strategy and execution, and none excels in all areas. There is no strong leader and, in view of the differences between them, the long-term outcome is not clear."

¹ Gartner Inc., "Magic Quadrant for Asia/Pacific Network Service Providers," To Chee Eng, Bjarne Munch, Vincent Fu, Kenshi Tazaki, Dec. 13, 2011.



About the Magic Quadrant

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About Orange Business Services in Asia Pacific

Orange Business Services has the largest in-country capillarity comprising 157 PoPs in 101 cities in 40 countries and territories with dual backbone centers in key cities. The company's international IP VPN reaches 24 countries in Asia Pacific with 133 PoPs in 53 cities. Orange customers benefit from the company's fully resilient network infrastructure within Asia and to/from Europe, Russia, the U.S. and Latin America, Middle East and Africa. Orange operates 16 sales offices in Asia Pacific and has its headquarters in Singapore. It employs close to 3,000 business and technology professionals. Orange has three of its 15 global R&D Labs located in Beijing, Seoul and Tokyo.

About Orange Business Services

Orange Business Services, the France Telecom-Orange branch dedicated to B2B services, is a leading global integrator of communications solutions for multinational corporations. With the world's largest, seamless network for voice and data, Orange Business Services reaches 220 countries and territories with local support in 166. Offering a comprehensive package of communication services covering cloud computing, enterprise mobility, M2M, security, unified communications, videoconferencing, and broadband, Orange Business Services delivers a best-in-class customer experience across a global landscape. Thousands of enterprise customers and 1.4 million mobile data users rely on an Orange Business Services international platform for communicating and conducting business. Orange Business Services is a four-time winner of Best Global Operator at the World Communication Awards. Learn more at www.orange-business.com

France Telecom-Orange is one of the world's leading telecommunications operators with 170,000 employees worldwide and sales of 33.8 billion euros in the first nine months of 2011. Orange is the Group's single brand for Internet, television and mobile services in the majority of countries where the company operates. France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

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