



press release
Paris and Singapore, Nov. 22, 2011

Orange Business Services positioned as a leader in Asia Pacific's next-generation telecom service market

Orange Business Services is positioned as a leader of next-generation telecom services in Asia Pacific in IDC's annual assessment of 11 global and regional telecom service providers.

Using a rigorous scoring methodology, IDC, a leading provider of global IT research and advice, compared providers based on product and service offerings, capabilities and strategies, and current and future success factors for the enterprise market.

According to the IDC MarketScape: Asia/Pacific Next Generation Telecom Services 2011 Vendor Analysis: "Orange has evolved to become a strong ICT provider in the region with strong capabilities in service management, delivery excellence and customer experience, among others." Strengths of Orange include "strong delivery capabilities," "success in penetrating markets with vertical solutions with professional services-led engagements," and "strong capabilities in providing end-to-end solutions for cloud service."

Yee-May Leong, senior vice president, Orange Business Services Asia Pacific, said: "IDC's competitive analysis validates our business strategies to provide an extensive portfolio of ICT services in Asia Pacific. Our customers benefit from a portfolio that includes international IP VPN and Ethernet services, unified communications, cloud computing and vertical solutions for industries such as logistics and healthcare. Orange has invested extensively in our people, our network and our partnerships to support our enterprise customers in Asia Pacific."

About IDC MarketScape

The IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT (information and communications technology) suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration of each vendor's position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT and telecommunications vendors can be meaningfully compared. The framework also provides technology buyers with a 360-degree assessment of the strengths and weaknesses of current and prospective vendors.

Source: According to the IDC MarketScape: Asia/Pacific Next Generation Telecom Services 2011 Vendor Analysis (Doc# AP3053306T)

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 US 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.

Orange and any other Orange product or service names included in this material are trade marks of Orange Brand Services Limited, Orange France or France Telecom.

Press Contacts:

Elizabeth Mayeri, Orange Business Services, elizabeth.mayeri@orange-ftgroup.com, +1 212 251 2086
Héloïse Rothenbühler, Orange, service.presse@orange-ftgroup.com, +33 1 44 44 93 93