



ORANGE SUPPORTS GLOBAL ENTERPRISE DEMAND FOR IoT SOLUTIONS IN BRAZIL WITH PORTO SEGURO CONECTA

Paris and São Paulo, November 9, 2016 - Orange and Porto Seguro Conecta are collaborating to support IoT (internet of things) projects in Brazil to meet the demand from multinational corporations.

The agreement between the two companies enables Orange to provide its global customers with IoT coverage in Brazil through the Porto Seguro Conecta connectivity and mobility platform. Porto Seguro Conecta's extensive experience in IoT connections in Brazil, used for tracking car and residential alarms and IoT applications, is instrumental for local support, and complements the Orange global footprint.

"Brazil is a strong market for IoT solutions in various sectors, such as utility, consumer appliance and electronic, automotive, medical and financial services. With an eye on this demand, Orange can offer its customers, via Porto Seguro Conecta, a dedicated connectivity service. We are prepared to implement new applications and broadband requirements that are essential to IoT communications," says Tiago Galli, Head of Porto Seguro Conecta.

"With the key support by our preferred partner Porto Seguro Conecta in Brazil, we at Orange can continue to provide our global IoT solutions, including fleet and asset management, payment and Point-of-Sale, smart metering and industrial applications, locally in the country. With a local partner in Brazil, we round out our global footprint, helping us to continue delivering global IoT solutions to our enterprise customers across a range of sectors. Today we manage 10 million connected objects for our customers worldwide," said Emmanuel Routier, vice president, Orange Business Services.

The Orange Business Services IoT connectivity service is part of Datavenue, a modular IoT and Analytics solution. To enable advanced analysis and decision-making, the Datavenue solution encompasses the selection of relevant data and objects, their reliable and secure connection, and their management in the customer information system environment. A global team of more than 700 Orange data-scientists and engineers design and develop these innovative services. Orange already supports over 10 million active objects across a variety of sectors, including Smart Cities, Healthcare, Automotive and Manufacturing. The launch of Datavenue reaffirms the Orange commitment to supporting businesses with their digital transformation.

Porto Seguro Conecta is the first and only Mobile Virtual Network Operator (MVNO) to operate in Brazil and has over 330,000 active lines for M2M communications, tracking cars insured by Porto Seguro Auto and residential alarm systems, monitored by Porto Seguro Proteção e Monitoramento.



About Orange Business Services

Orange Business Services, the Orange branch dedicated to B2B services, is not only a telecom operator, but also an IT solutions integrator and applications developer in France and around the world. Its 20,000 employees support companies in all areas of their digital transformation: mobile and collaborative workspaces; IT/cloud infrastructure; fixed and mobile connectivity; private and hybrid networks; applications for Internet of Things, 360° customer experience and Big Data analytics; and cybersecurity thanks to dedicated experts and infrastructure to protect information systems. More than 3,000 multinational organizations and 2 million SOHOs, enterprises and local authorities in France rely on Orange Business Services as their trusted partner.

Learn more at www.orange-business.com or follow us on LinkedIn, Twitter and our blogs. Orange is one of the world's leading telecommunications operators with annual sales of 40 billion euros in 2015 and has 154,000 employees worldwide at 30 September 2016. Orange is listed on the NYSE Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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About Porto Seguro Conecta

Launched in August 2013, Porto Seguro Conecta (www.portoseguroconecta.com.br) is the first operator of virtual mobile telephony (MVNO) to operate in Brazil. The MVNO model allows Porto Seguro to operate in the mobile telecommunications segment using the infrastructure of a traditional operator and to provide the service through its own customer service channels, sales and marketing team. The carrier operates in the regions of Santos (area code 13), Campinas (area code 19), Rio de Janeiro (area code 21), São Paulo (area code 11) and the Paraíba Valley (area code 12). In total, it has 390.000 active lines, including the company's corporate mobiles and M2M connections used in tracking and residential alarms.

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