

## Mobinil celebrates its 20 millionth customer and consolidates its leadership position on the Egyptian telecommunications market

Ten years after the launch of commercial activities, Mobinil celebrated yesterday in Cairo its 20 millionth customer in the presence of Olaf Swantee, Senior Executive Vice President, Personal Communication Services, UK, Europe and the Middle East for France Telecom-Orange, and Naguib Sawiris, Chairman and Chief Executive Officer of Orascom Telecom. Mobinil, which had 15 million customers at the end of 2007, increased its customer base by almost 5 million people in less than one year, a progression of around 35%. This commercial success allows Mobinil, in which France Telecom has a majority stake, to consolidate its leadership position on the Egyptian mobile telecommunications market with approximately 52% of market share.

This performance is essentially due to the high quality of service provided by Mobinil and its capacity to deliver innovative offers. The launch of a new 3G network last September, for example, has provided Egyptians with access to high-speed mobile Internet.

Beyond Mobinil, France Telecom-Orange is also present in Egypt through two structures:

- **Orange Business Services**, which provides services to large multinational companies, employs 1,500 engineers in Cairo. The activity started up in July 2004 and is one of Orange's four global centres supporting Orange Business Services' multinational customers. In Egypt alone, Orange Business Services works with around 150 local and foreign multinational companies, as well as around 50 airlines.
- The **Orange Labs in Cairo**, which opened in January 2008, reinforces the Group's global network of 18 Orange Labs and strengthens its capacity to propose innovative services to its customers, notably in the Middle East and Africa. The Orange Labs in Cairo also offers a unique opportunity to create partnerships with actors in the local ecosystem. Employing 50 people, of whom 90% are Egyptian, it enhances the Group's capacity to deliver innovative services to its customers, and works in particular on specific usages and services for the region, such as voice services and content access in Arabic.

Finally, within the framework of its educational sponsorship programme, the **Orange Foundation** is participating in several projects including a programme, in partnership with Samusocial International, to help street children in Cairo. Other projects include an initiative in partnership with PlaNet Finance to develop micro-credit systems that will help women living in rural areas to create their own economic activity. The Orange Foundation also participates in a scholarships programme for girls living in poor districts of Cairo.

### About France Telecom

France Telecom, one of the world's leading telecommunications operators, serves more than 177 million customers in five continents as of September 30, 2008, of which two thirds are Orange customers. The Group had consolidated sales of 52.9 billion euros in 2007 and 39.9 billion euros for the nine first months of 2008. As of September 30, 2008, the Group had 117.6 million mobile customers and 12.4 million broadband Internet (ADSL) customers. Launched in June 2005, the NExT program (New Experience in Telecommunications) will enable the Group to pursue its transformation as an integrated operator and make France Telecom the benchmark for new telecommunications services in Europe. In 2006, Orange became the Group's single brand for Internet, television and mobile services in the majority of countries where the company operates, and Orange Business Services the brand name for services offered to businesses worldwide. France Telecom is the number three mobile operator and the number one provider of broadband Internet services in Europe and one of the world leaders in providing telecommunication services to multinational companies. France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

For more information: [www.orange.com](http://www.orange.com), [www.francetelecom.com](http://www.francetelecom.com), [www.orange-business.com](http://www.orange-business.com)

Press contacts: +33 1 44 44 93 93

Sébastien Audra – [sebastien.audra@orange-ftgroup.com](mailto:sebastien.audra@orange-ftgroup.com) – Tom Wright – [tom.wright@orange-ftgroup.com](mailto:tom.wright@orange-ftgroup.com)