



Press release
Paris, 24 April 2012

OMEA TELECOM-Virgin Mobile and Orange sign a Full MVNO contract on the Orange network in France

OMEA Telecom-Virgin Mobile and Orange are pleased today to announce the signing of a Full MVNO contract (mobile virtual network operator), on the Orange mobile network in France. The contract is scheduled to become operational in a few months.

With this contract, Virgin Mobile is able to offer their own core network components and interconnection equipment, while using the Orange radio network. Till today Virgin Mobile offered its mobile services to its customers under its own brand as a light MVNO with the Orange equipment and core network.

Geoffroy Roux de Bezieux, CEO of OMEA TELECOM-Virgin Mobile, said: "With this new full MVNO contract we strengthen our commercial and technical autonomy. Thus we are going to keep moving the market for the benefit of our customers."

Pierre Louette, Senior Executive Vice President, Group General Secretary, in charge of France Carriers Division said: " We are delighted about this contract signing, which is going to give a new impetus to the partnership started with OMEA TELECOM in 2004 and which enabled Orange to host 2 million customers on its network."

About Orange

France Telecom-Orange is one of the world's leading telecommunications operators with 172,000 employees worldwide, including 105,000 employees in France, and sales of 45.3 billion euros in 2011. Present in 35 countries, the Group had a customer base of 226 million customers at 31 December 2011, including 147 million customers under the Orange brand, the Group's single brand for internet, television and mobile services in the majority of countries where the company operates. At 31 December 2011, the Group had 167 million mobile customers and 14 million broadband internet (ADSL, fibre) customers worldwide. Orange is one of the main European operators for mobile and broadband internet services and, under the brand Orange Business Services, is one of the world leaders in providing telecommunication services to multinational companies.

With its industrial project, "conquests 2015", Orange is simultaneously addressing its employees, customers and shareholders, as well as the society in which the company operates, through a concrete set of action plans. These commitments are expressed through a new vision of human resources for employees; through the deployment of a network infrastructure upon which the Group will build its future growth; through the Group's ambition to offer a superior customer experience thanks in particular to improved quality of service; and through the acceleration of international development.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

For more information (on the internet and on your mobile): www.orange.com, www.orange-business.com, www.orange-innovation.tv

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A propos de Virgin Mobile France

Virgin Mobile s'attache depuis son lancement en avril 2006 à rendre accessible au plus grand nombre les nouveaux usages de la téléphonie mobile. Grâce à ses offres en rupture, attractives et sans contrainte, il a été le premier à proposer en France des forfaits illimités, faisant ainsi baisser les prix au bénéfice des consommateurs. Premier opérateur mobile dégroupé (full-MVNO) français, l'opérateur télécoms poursuit sa démarche de diversification, avec le lancement en 2012 d'une offre quadruple-play.

Au-delà d'une stratégie commerciale offensive, le succès de Virgin Mobile s'appuie sur la qualité de ses fondamentaux : expertise des terminaux, connaissance du client, qualité du Service Clients avec plus de 900 conseillers, et puissance du

réseau de distribution à travers ses 2 500 points de vente, 53 000 points de recharge et sa boutique en ligne www.virginmobile.fr.
Présidé par Geoffroy Roux de Bézieux, Virgin Mobile est commercialisé en France par OMEA TELECOM, joint venture entre les groupes Virgin et Carphone Warehouse.

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