



Press release

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ORANGE JOINS FORCES WITH HP TO BRING THE INTERNET TO EVERYONE VIA MOBILE BROADBAND

Strategic partnership signed between Orange and HP to drive consumer adoption of mobile broadband across Europe

London/Paris/Renens: Orange today continued its drive to give more mobile broadband customers Internet on the move, with a new partnership signed with Hewlett Packard. The deal means Orange and HP will co-distribute and market a range of **consumer notebooks¹** and **HP Minis** with mobile and/or fixed broadband access. The three-year pan-European agreement will underpin the delivery of connected offers in the UK, Belgium, Switzerland, Austria and Portugal, to be followed by a rollout across the Orange footprint.

The HP line of products will join **Orange's successful mobile broadband portfolio of notebooks and netbooks**, giving customers everywhere seamless, simple and affordable access to services such as mobile internet, TV and other multimedia services. Demand for mobile broadband globally has seen Orange's mobile broadband customer base, including smartphone customers, increase to 23.2 million at 30 Sep 08 - an 81% increase from the previous year².

Olaf Swantee, SEVP of Orange's communications services, says: "The demand for mobile broadband is a global phenomena. Adding a select range of **HP Notebooks and Minis** to our successful portfolio of connected offers is just the kick off phase." Olaf adds, "Our partnership with HP is based on more than just sales. Together, we will define new ways to bring services to customers, from co-marketing activities through to distribution, supply chain and care, reinforcing our commitment to make it easy for everyone to access the internet and their content, whenever and wherever they want."

Eric Cador, senior vice president, HP PSG EMEA, added: "The partnership with Orange has created a new and important channel for HP as customers increasingly turn to the power of the mobile internet. Our vision is to make mobile internet simple and always available for people wherever they are, giving customers an even better mobile experience by leveraging Orange's and HP's unique experience and knowledge."

¹ Notebooks and HP Mini's can be bought separately from mobile and fixed broadband access.

² As of end September 2008 (Q3 08 earnings)





One of these offers is the brand new Compaq Mini 700 which, in the UK, allows customers to buy a ready to use internet connected notebook for £30 a month³. As well as a HP Compaq Mini 700, each package consists of Orange's 'Internet Everywhere' mobile broadband service and dongle as well as a 3GB data allowance and 24 month manufacturer warranty.

Current pre-offer in Switzerland

As a special pre-offer of the partnership between Orange and HP, Orange Switzerland offers a promotional Internet Everywhere bundle. The bundle consists of the Netbook HP Mini-Note 2133 for only CHF 1.- in conjunction with the Internet Everywhere Max Netbook price plan for an unlimited mobile broadband experience. The USB dongle Option iCON 225 with the SIM card is included for free. The monthly fee of Internet Everywhere Max Netbook is CHF 59.-, the minimum contract period is 24 months.

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About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. France Telecom 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 banner 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 (compartiment A) and on the New York Stock Exchange.

For more information: www.orange.com, www.francetelecom.com, www.orange-business.com
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³ Available on 24 month contracts

