



Paris and Zurich / Geneva, Nov. 26, 2009

Lonza extends VPN contract with Orange Business Services for three years

network enables secure access to SAP applications, document management and e-mail systems and supports voice traffic

Lonza, one of the world's leading suppliers to the pharmaceutical, healthcare and life science industries, with headquarters in Basel, Switzerland, has extended its VPN contract with Orange Business Services for 36 months.

Lonza has been an Orange Business Services customer for eight years. During this time, the company's network was constantly growing due to the acquisition of new companies and now covers 18 company sites in 10 countries.

One of the goals that Lonza wanted to achieve was more flexibility in its network in order to be prepared for further growth and innovation. Currently, the network allows secure access to the company's SAP applications, document management and e-mail systems and supports voice traffic. The network increases collaboration between geographically dispersed researchers to bring the brightest minds together virtually which improves time to market.

Ernst Hutter, Head of Global Infrastructure Services of Lonza, said: "We are very satisfied with Orange Business Services, especially regarding network services stability and performance. Nevertheless, we have to continually look for cost efficiencies. The Orange offering met our business needs as well as our requirement for competitive pricing."

Peter Moebius, vice president and country manager, explained: "A long-term partnership over eight years, such as the one we have with Lonza, just can't be taken for granted. We're very pleased that our strengths convinced Lonza to extend its network contract with us. We look forward to working with Lonza on future projects that will ensure the company continues to achieve optimal benefits from its network."





About Lonza

Lonza is one of the world's leading suppliers to the pharmaceutical, healthcare and life science industries. Its products and services span its customers' needs from research to final product manufacture. Lonza is the global leader in the production and support of active pharmaceutical ingredients both chemically as well as biotechnologically. Biopharmaceuticals are one of the key growth drivers of the pharmaceutical and biotechnology industries. Lonza has strong capabilities in large and small molecules, peptides, amino acids and niche bioproducts which play an important role in the development of novel medicines and healthcare products. Lonza is a leader in cell-based research, endotoxin detection and cell therapy manufacturing. Lonza is also a leading provider of value chemical and biotech ingredients to the nutrition, hygiene, preservation, agro and personal care markets.

Lonza is headquartered in Basel, Switzerland and is listed on the SIX Swiss Exchange. In 2008, Lonza had sales of CHF 2.937 billion.

About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With 124.5 million customers, the Orange brand now covers Internet, television and mobile services in the majority of countries where the Group operates. At the end of 2008, France Telecom had consolidated sales of 53.5 billion euros (25.5 billion euros for the first half of 2009) and at June 30, 2009, the Group had a customer base of 186 million customers in 32 countries. These include 125.5 million mobile customers and 13.4 million broadband Internet (ADSL) customers worldwide. Orange is the number three mobile operator and the number two provider of broadband Internet services in Europe and, under the brand Orange Business Services, is one of the world leaders in providing telecommunication services to multinational companies.

The Group's strategy, which is characterized by a strong focus on innovation, convergence and effective cost management, aims to establish Orange as an integrated operator and benchmark for new telecommunications services in Europe. Today the Group remains focused on its core activities as a network operator, while working to develop its position in new growth activities. To meet customer expectations, the Group strives to provide products and services that are simple and user-friendly, while maintaining a sustainable and responsible business model that can be adapted to the requirements of a fast-paced and changing eco-system.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment 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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