

Further enhanced and shared our networks

In 2020, we changed our operator model to develop our networks while moderating investments. We strengthened our position as a leader in more open and higher-value fiber and mobile infrastructure while maintaining full control of our strategic assets by setting up dedicated companies, as announced in early 2021. Our goal, however, remains the same: to grow our core business, connectivity.

#1

France's leading FTTH operator working with local authorities

Fiber Companies to share future fiber roll-outs

→ We continue to invest in fiber broadband technology and remain committed to deploying it in moderately populated areas, particularly in France. Furthermore, we are joining forces with partners to connect sparsely populated areas while controlling our capital expenditure. In line with the ambitions of our Engage 2025 strategic plan, we launched a number of projects in 2020 to set up Fiber Companies (FiberCos) with long-term investors in rural France and Poland. These FiberCos will not only support future fiber roll-outs in Europe and thereby contribute to digital development across regions, but also help us share the investment cost with a view to owning a long-term infrastructure asset unlike any other by 2025.

In January 2021, we launched Orange Concessions to continue deploying fiber in rural France. To do so, we signed an exclusive agreement with a consortium of long-term investors comprising Banque des Territoires (Caisse des Dépôts), CNP Assurances and EDF Invest for the sale of a 50% equity interest and joint control of Orange Concessions. This FiberCo will be France's leading Fiber to the Home (FTTH) operator of networks deployed and operated on behalf of local authorities. It comprises 23 Public Initiative Networks (PINs) representing over 4.5 million FTTH connections. This transaction values Orange Concessions at €2.675 billion and will enable Orange to capitalize on growth and consolidation opportunities in this market.

In Poland, where high-speed broadband penetration remains low despite high market potential, we plan to set up a FiberCo by end-2021. This FiberCo will integrate 2.4 million lines, including 1.7 million new sockets, particularly in low-competition areas. It will also sell network capacity and solutions to other operators.

40,000 mobile towers owned in Europe

France	17,100 sites
Spain	7,900 sites
Poland	5,200 sites
Romania	3,600 sites
Belgium	3,100 sites
Slovakia	1,800 sites
Moldova	1,500 sites
Luxembourg	200 sites



Tower Companies to derive higher value from our mobile towers

→ To optimize our mobile network development, particularly in 5G, in terms of roll-out speed, coverage and financial capacity, we rely on network sharing agreements, such as those in place in Poland, Romania, Spain and Belgium. In 2020, we also developed projects to derive higher value from our network of 40,000 towers in Europe. In February 2021, we launched Totem—our European Tower Company (TowerCo)—to enhance our mobile network infrastructure, marking a milestone in our Engage 2025 strategic plan. Owned directly by Orange SA, the independent tower company will initially host around 25,500 passive mobile infrastructure assets—masts and rooftop structures—in France and Spain. This arrangement includes the transfer of all key passive mobile infrastructure assets (sites, land, leases and third-party tenancy contracts) from Orange

to Totem to ensure full operational autonomy. Totem aims to develop its hosting activity across its entire portfolio, deploy new sites for Orange and other operators, capitalize on the rising value of sites and prepare for the expected consolidation of the European tower market by completing its own acquisitions.

Our TowerCo will take advantage of significant opportunities to market new services, particularly to meet new demands as a result of industrial sectors ramping up their digital transformation, with the rise of 5G, the Internet of Things and smart cities. Totem will bring together assets with proven operational excellence and will be equipped with all the skills and functions necessary to enable the TowerCo to lead the growing European telecommunications tower market.

4.5 m

FTTH connections (1.2 million existing and 3.3 million future connections)

€2.7 billion

in value