

exploring the Middle East & Africa



We're continually **expanding and improving** our footprint in the Middle East and Africa. Thirty percent of the investment funds of the FT Group are dedicated to the region, with an estimated **\$1 billion** allocation through 2015.

remote locations are the new “easy”

- 34 countries with DSL, Ethernet and secure ISP access to Business VPN
- 16 Orange operating companies with fixed mobile/Internet services
- 138 points of presence
- 14,000 employees in Africa (Orange and Orange Business Services)
- five major sales offices: Dubai, Beirut, Johannesburg, Casablanca and Riyadh



- population of one billion in 2012, two billion by 2050
- 600 million mobile subscribers in Africa in 2011
- MEA: 42.9% of world crude oil production (2009)

Middle East and Africa on the rise

The Middle East and Africa make up almost **one-third of the planet**, making the region extremely diverse and complex. The dynamics of the Middle East and North Africa are radically different than those of Sub-Saharan Africa, for example, where each sub-region has its own specificities that dictate the way international and local companies must approach business.

The wealth of resources in the region makes it a **thriving region for business**, particularly for the **oil & gas and mining industries**. North Africa, the Gulf of Guinea, recent energy discoveries and developments in East Africa are attracting companies from around the world, bringing with them know-how, technical expertise, development opportunities for the local populations and mutual benefit.

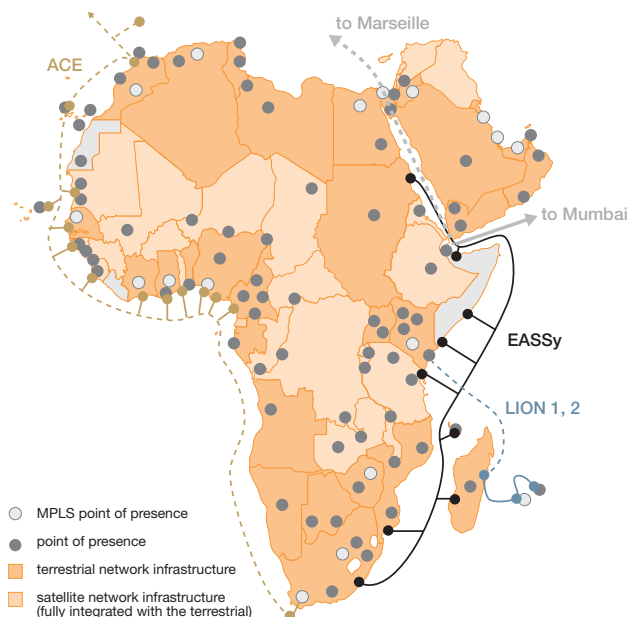
Orange: your partner in the Middle East & Africa

we take the time to understand

The lack of infrastructure and the significant regulatory restrictions in Africa and the Middle East make expansion here difficult. Multinational corporations need a strong and experienced partner to help provide the expertise to do business in this region, and they need hybrid solutions that utilize satellite where terrestrial connectivity is not available to support large bandwidth requirements.

Orange is uniquely able to support multinationals with their expansion into and out of Africa and the Middle East, with FT investment power, our MPLS presence, our local operations and our seamless integration of satellite and terrestrial technologies.

Over the past several years, we've **invested heavily in our network** and connected landlocked countries to new submarine cables in East and West Africa. We've also developed **strategic partnerships with local telcos** throughout North Africa and the Middle East to provide our customers with cost-effective solutions.



- MPLS point of presence
- point of presence
- terrestrial network infrastructure
- satellite network infrastructure (fully integrated with the terrestrial)

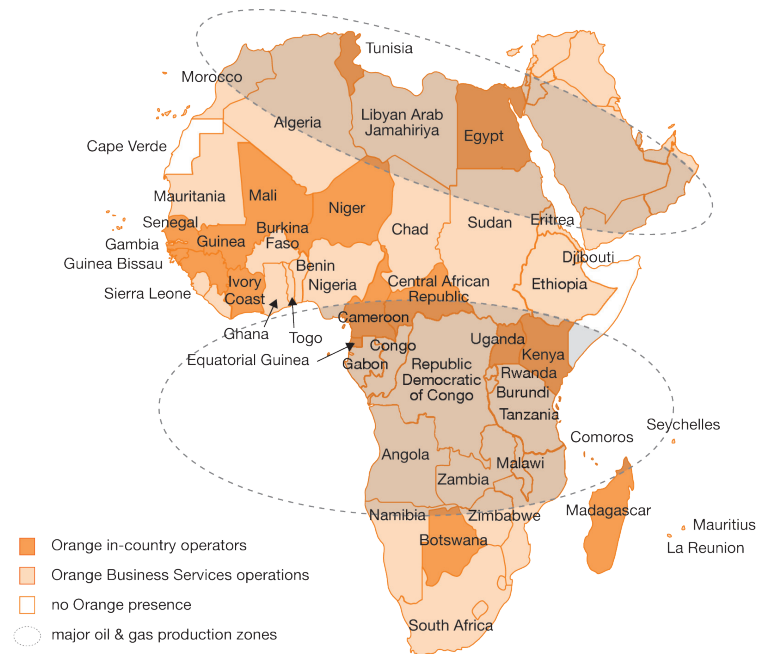
remote solutions for the oil & gas and mining industries

high-speed, secure IP connectivity

- emphasis on your strategic zones:
 - Gulf of Guinea
 - East Africa
 - Middle East
- voice and HD video via our integrated satellite offer
- Current At Sea: satellite for platforms and ships
- 1,055 VSATs in the region as of July 2012

the “anywhere office”

- all the functionalities of a normal office, but in remote and hard-to-reach locations
- unified communications that complement your connectivity: audio conferencing, telepresence, etc.



we can help you every step of the way, from exploration and production to transport and distribution.

for more information about our presence and services in the Middle East and Africa, contact your local account team or visit our website at www.orange-business.com

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