

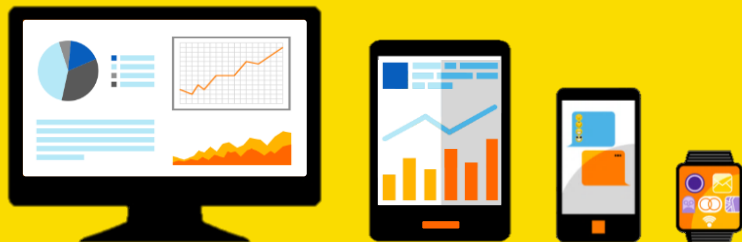
#H1_2017

Orange financial results

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27 July 2017



Disclaimer

This presentation contains forward-looking statements about Orange. Although we believe these statements are based on reasonable assumptions, they are subject to numerous risks and uncertainties, including matters not yet known to us or not currently considered material by us, and there can be no assurance that anticipated events will occur or that the objectives set out will actually be achieved. Important factors that could cause actual results to differ from the results anticipated in the forward-looking statements include, among others: the success of Orange's strategy, particularly its ability to maintain control over customer relations when facing competition with OTT players, risks related to banking activities, loss or disclosure to third parties of customers data, Orange's ability to withstand intense competition in mature markets, networks or software failures due to cyberattacks, damage to networks caused by natural disasters, terrorist acts or other reasons, various frauds affecting Orange or its clients, Orange's ability to retain the necessary skills given the high level of employee retirements and the development of new needs, difficulties in integrating newly acquired businesses as part of the telecommunication sector's consolidation in Europe, its ability to capture growth opportunities in emerging markets and the risks specific to those markets, possible adverse health effects associated with the use of telecommunications equipment, risks related to the single brand strategy, the eruption of a global financial or economic crisis, fiscal and regulatory constraints and changes, the results of litigation regarding regulations, competition and other matters, disagreements with its co-shareholders in companies that Orange does not control, the terms of access to capital markets, interest rate or exchange rate fluctuations, Orange's credit ratings, changes in assumptions underlying the accounting value of certain assets resulting in their impairment, and credit risks or counterparty risks on financial transactions. More detailed information on the potential risks that could affect our financial results is included in the Registration Document filed on April 6, 2017 with the French Autorité des Marchés Financiers (AMF) and in the annual report on Form 20-F filed on April 7, 2017 with the U.S. Securities and Exchange Commission. Forward-looking statements speak only as of the date they are made. Other than as required by law, Orange does not undertake any obligation to update them in light of new information or future developments.

Section one

H1 2017 highlights



H1 2017 Group achievements

yoy : comparison with the same period of the previous year,
on a comparable basis unless otherwise specified

All Group level mentions include both telecom and banking
activities. Conversely, all mentions excluding Orange bank
are explicitly called "Telecom"

** see slide 29 for EBITDA adjustments

Revenue

€ **20.3** bn

Q2 2017*	H1 2017*
+1.4%	+1.1%
+€138m	+€222m

Adjusted
EBITDA**

€ **6.0** bn

Q2 2017*	H1 2017*
+2.4%	+2.2%
+79€m	+130€m

Capex

€ **3.3** bn

Q2 2017*	H1 2017*
+3.8%	+3.0%
+65€m	+95€m

Net debt /
Adjusted
EBITDA

1.92x

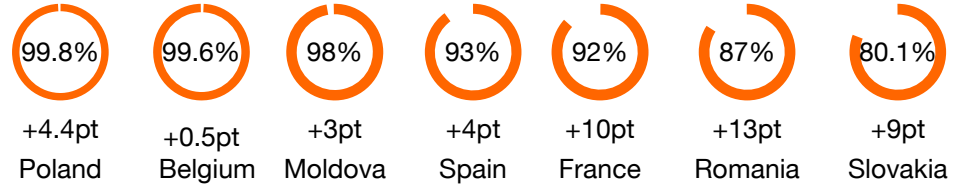
H1 2017
-0.01x ytd

* yoy cb

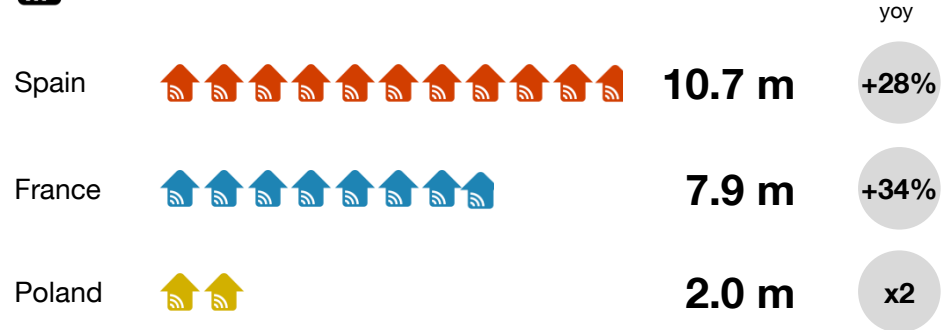
Sustained investment efforts to keep our competitive advantage in connectivity



% of population covered by 4G and yoy growth



FTTH connectable homes



H1 2017 CAPEX

€ 3.3bn

+3.0% yoy
+95m€ yoy

Telecom

yoy
+2.2%
+€70m

As % of rev.

16.0%
+0.2pt yoy



Enriching
connectivity through
mobile finance...

...and content



Section two

Financial results overview

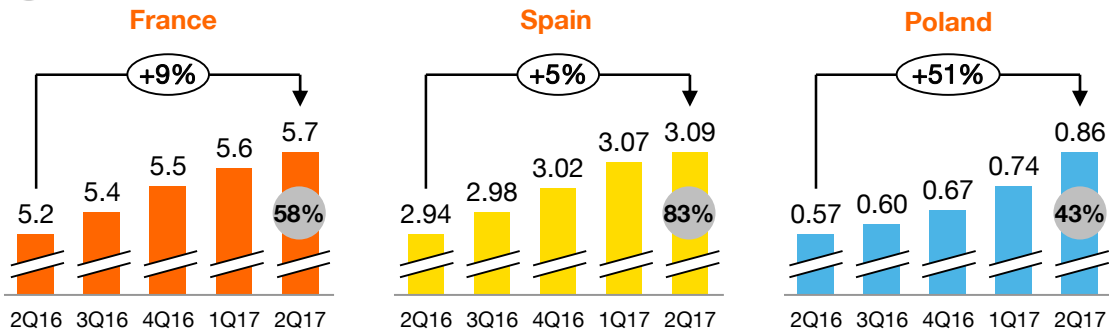
Convergence, the bedrock of our commercial performance

Convergence: client with an offer combining at least one broadband access (xDSL, FTTx or LTE4Fixed with cell-lock) and a mobile voice contract.



Convergent B2C customer base in m

● % of broadband B2C customer base



Churn improvement with convergence*

-2.5pts

-7pts

-3pts

B2C billed services quarterly ARPCO (Average Revenue Per Convergent Offer), in €/month

€61.8
+0.0% yoy

€57.7
+7% yoy

€25.1
-14% yoy

Convergent billed service revenue B2C yoy growth

+9%

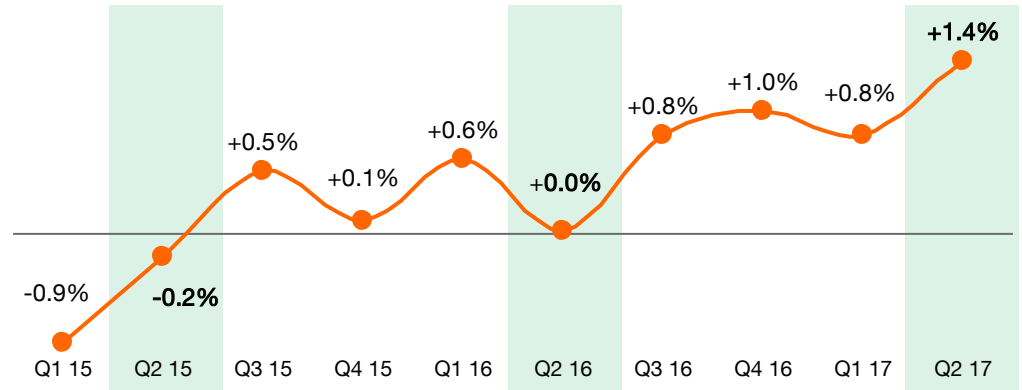
+13%

+26%

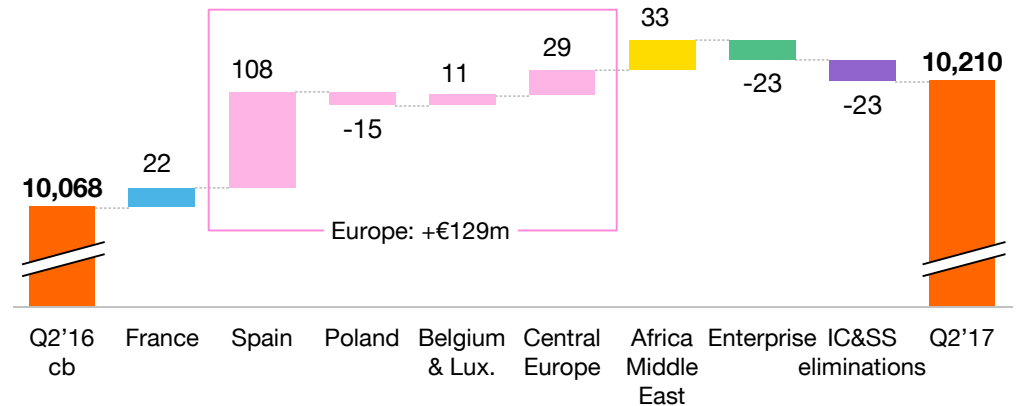
* Churn differential between convergent B2C customers and total fixed BB B2C customers

Acceleration of revenue growth, in almost all our footprint

Group revenue growth yoy



Q2 revenue evolution, telecom (in €m)

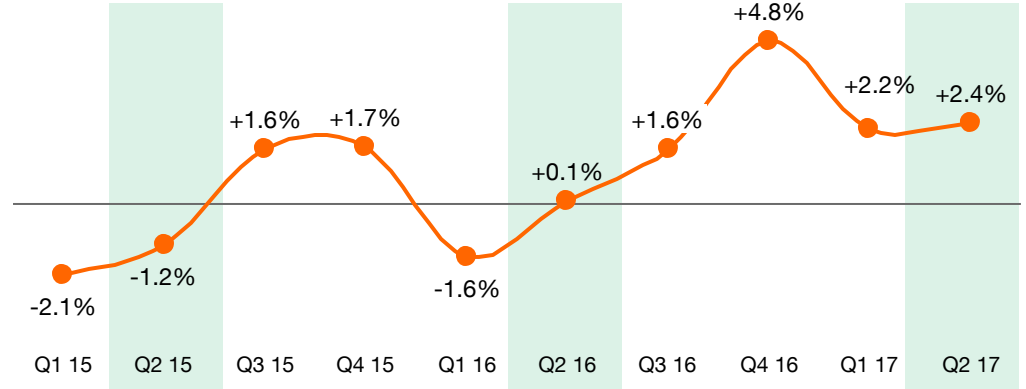


	Q2 2017	H1 2017
H1 2017 revenue*	+1.4%	+1.1%
	+€138m	+€222m
€20.3bn		

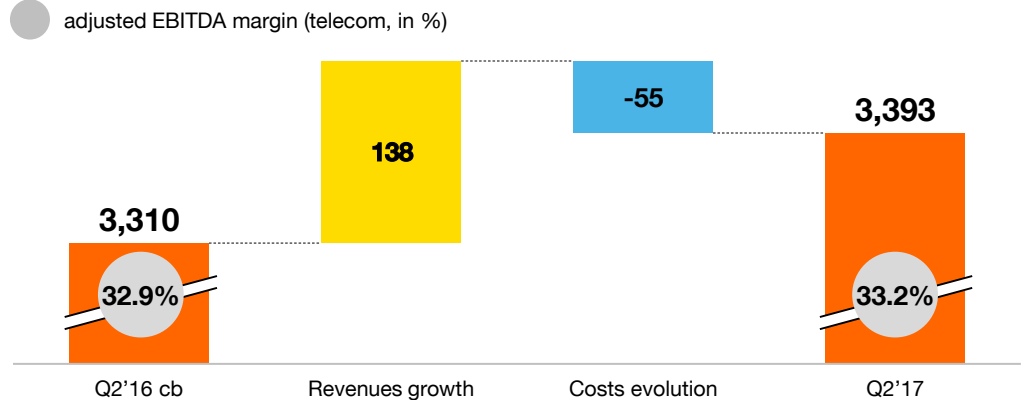
* Orange Bank Net Banking Income is not included in Group revenues but in Group other operating income

Growth in adjusted EBITDA driven by revenue growth and cost efficiency

Adjusted Ebitda growth (telecom, yoy in %)



Adjusted EBITDA evolution (telecom, in €m)



	Q2 2017	H1 2017
H1 2017 Adjusted EBITDA (telecom)	yoy +2.5% +€83m	yoy +2.4% +€140m
€6.0bn	As % of rev. 33.2% +0.4pt yoy	As % of rev. 29.6% +0.4pt yoy

Operational efficiency plan in France supports increase in adjusted EBITDA margin

 **+1.0 pt**









H1'17 adjusted EBITDA margin yoy evolution in France



Non exhaustive list of KPIs

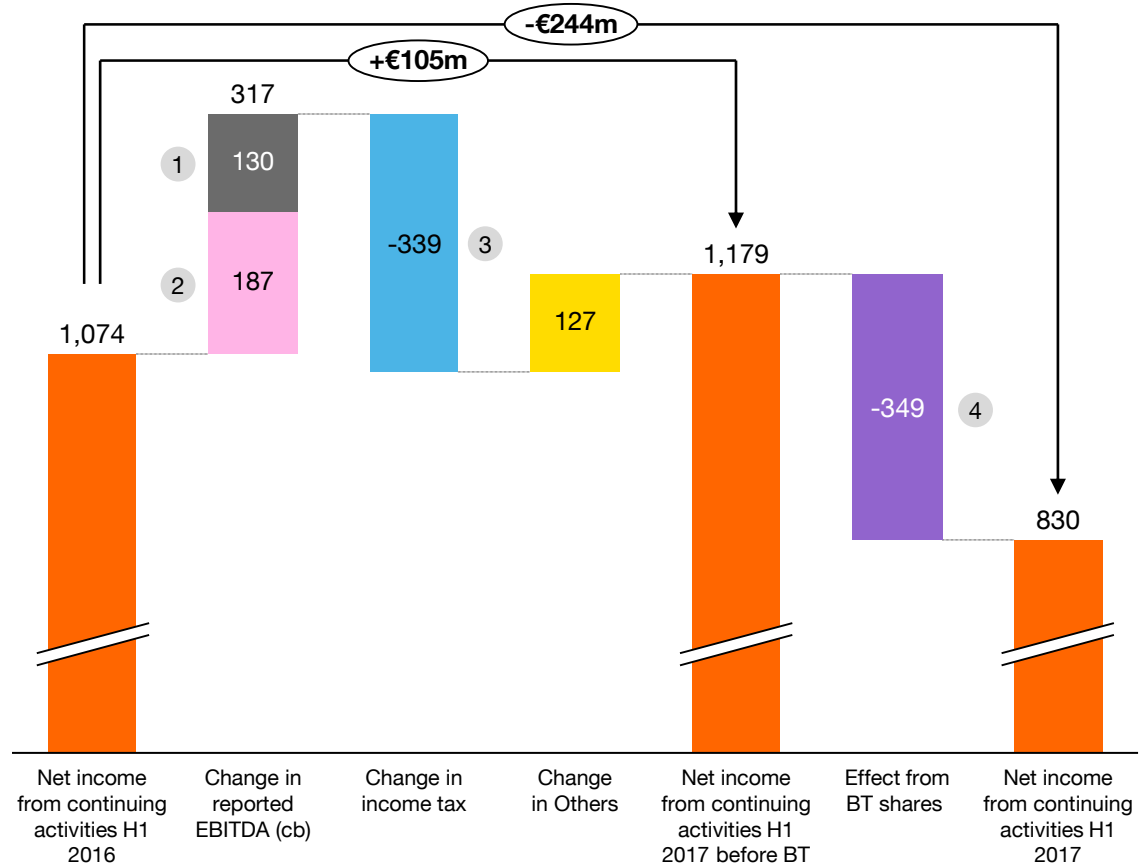
Cost efficiency program

program total gross savings yoy in H1

Customer management efficiency program			-€64m
	% digital interactions out of total care in June	49.8% (+7p yoy)	
	% digital in total commercial transactions in June	27.5% (+5p yoy)	
	« Orange et moi » app : unique visitors in June	4.7m (+31% yoy)	
	Change in # of customer service calls in H1	-20% yoy	
Distribution and sales efficiency program			-€18m
	sales commission costs in H1	-34% yoy	
	% commercial transactions / total transactions in stores in H1 2017	49% (+4pt yoy)	
Customer related network production & maintenance efficiency program			-€44m
	number of reported failures on fixed lines (retail market) in H1	-3.6% yoy	
IT management efficiency program			-€29m
	change in IT operations management costs	-6% yoy	

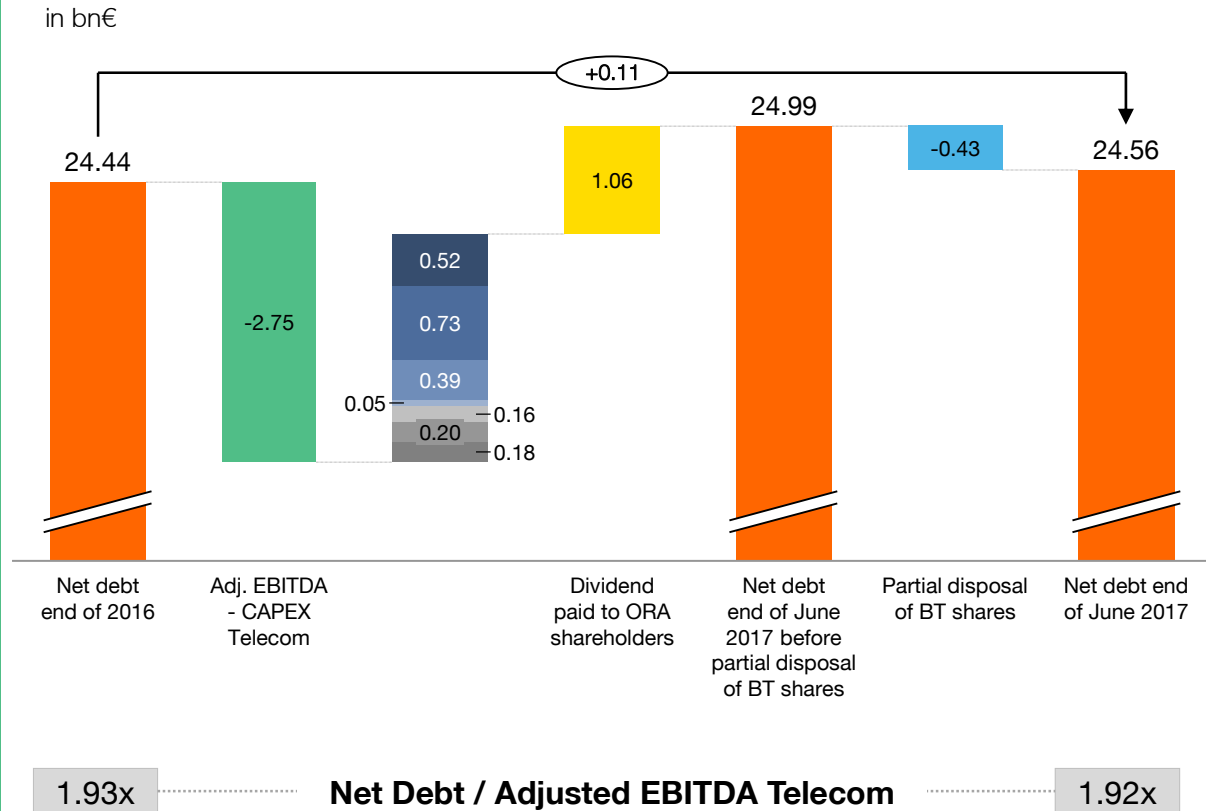
Excluding the effect resulting from BT shares, net income from continuing activities grew by €105m, up +10% yoy

- 1 Adjusted EBITDA improvement yoy
- 2 Less EBITDA adjustments* than in H1 2016
- 3 In 2016, positive effect of the tax litigation on the share of fees and expenses
- 4 Effect resulting from BT shares (loss on partial disposal of BT and depreciation of retained BT shares)



Net debt to Adjusted EBITDA ratio fully in line with the guidance of 2x in the medium term

- change in working capital and fixed asset payables
- net financial interests paid
- income tax paid
- other operational and financial elements
- spectrum and licences paid
- dividends paid to minority interests
- coupons on subordinated notes



Section three

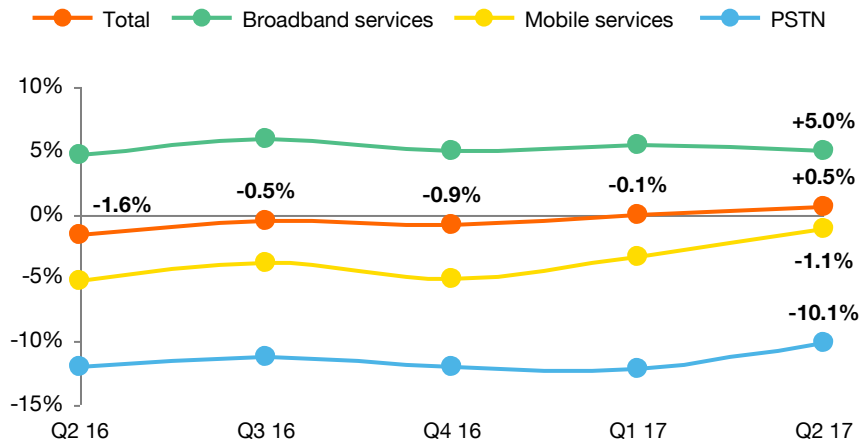
Business review

Q2 2017 France

Total revenues stabilized, with growth in fixed compensating pressure in mobile

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	4,452	+0.5%	8,879	+0.2%
mobile services	1,590	-1.1%	3,165	-2.2%
mobile equipment	156	+13.1%	303	+7.7%
fixed services	2,572	+1.1%	5,137	+1.3%
other revenues	135	-3.6%	274	-0.1%
Adjusted EBITDA			3,168	+3.2%
Adjusted EBITDA margin			35.7%	+1.0pt
CAPEX			1,611	+1.3%
CAPEX/revenues			18.1%	+0.2pt

Revenue evolution (yoy in %)

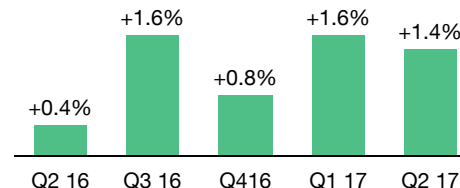


Broadband ARPU

Quarterly ARPU YoY evolution



33.8€

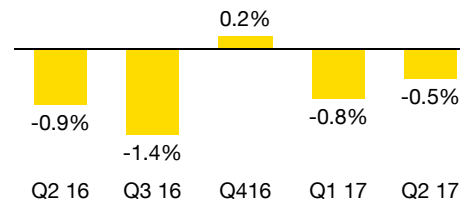


Mobile ARPU

Quarterly ARPU YoY evolution



21.7€



Convergence (B2C)



Quarterly billed services ARPCO, €/month

€61.8 +0.03% yoy
o/w Open : **€64.2** ; +0.5%yoy



Revenues
+9%



Number of mobile lines per convergent offer

1.5 +0.03 yoy




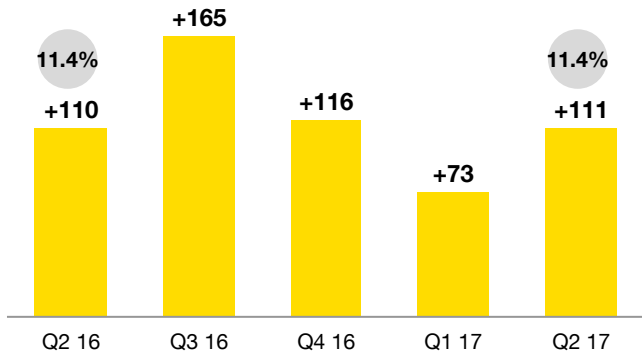
Churn differential*
-2.5 pts

* Churn differential between convergent B2C customers and total fixed BB B2C customers


Q2 2017 France commercial performance

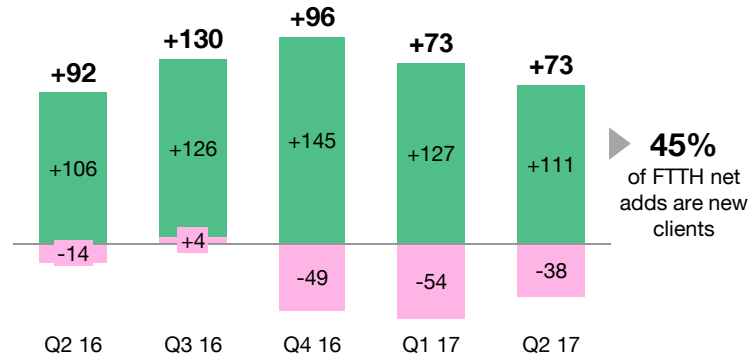
Strong net adds in mobile and broadband despite a very competitive environment

 Mobile contract net adds (in '000s) and churn rate
■ net adds excl M2M ● quarterly churn rate in %



58%
of broadband B2C customers are on **convergent** offers (+3pt yoy)

 Fixed BB net adds (in '000s)
■ FTTH ■ ADSL and others



4G 92% of 4G population coverage (+10pts yoy) **#1 position**

67% of B2C **voice contract** customers have a **4G plan** (+15pts yoy)

72% of B2C mobile-voice contracts are on **SIM-only** offers (+14pt yoy)

7.9m of **FTTH** connectable homes (+34% yoy)

1.7m of **FTTH** customers (+43% yoy)

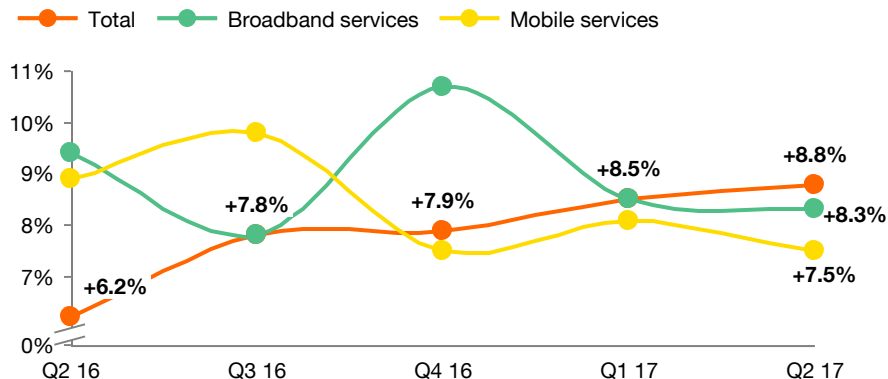
41.5% of retail BB customers are on **high-end offers*** (+1.8pt yoy)

Q2 2017 Spain

Revenue and EBITDA growth driven by growth in customer base, ARPU and Wholesale

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	1,337	+8.8%	2,628	+8.7%
mobile services	683	+7.5%	1,336	+7.8%
mobile equipment	135	+12.0%	271	+13.0%
fixed services	518	+9.5%	1,019	+8.5%
other revenues	1	+0.0%	2	+0.0%
Adjusted EBITDA			722	+15.3%
Adjusted EBITDA margin			27.5%	+1.6pt
CAPEX			538	-1.5%
CAPEX/revenues			20.5%	-2.1pt

Revenue evolution** (yoy in %)

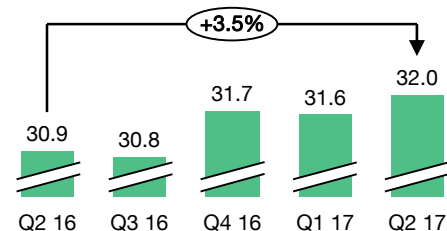


Broadband ARPU

Quarterly ARPU, €/month



32€

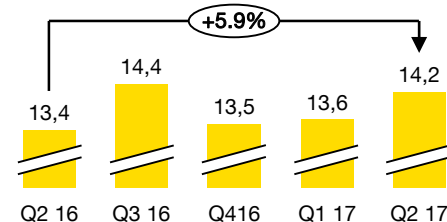


Mobile ARPU

Quarterly ARPU, €/month



14.2€



Convergence (B2C)

Quarterly billed services ARPCO, €/month



€57.7 +7% yoy



Revenues
+13%

Number of mobile lines per convergent offer




1.8 +0.07 yoy

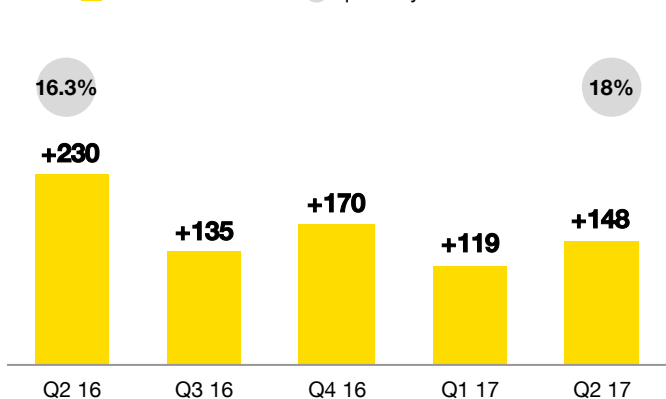


Churn differential*
-7 pts



Q2 2017 Spain commercial performance


Strong performance on mobile post-paid thanks to 'more for more' strategy

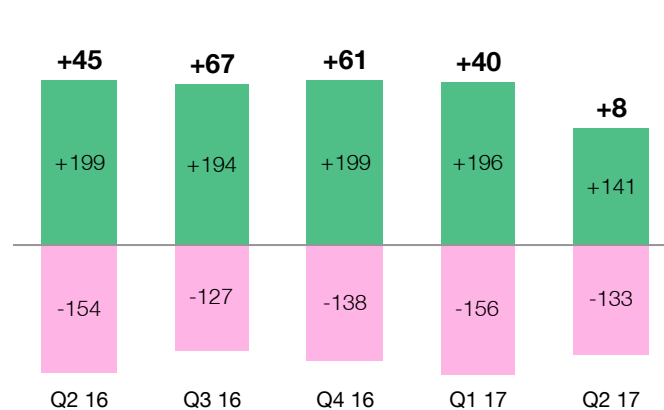
 Mobile contract net adds and churn rate






83%
of broadband B2C customers are on **convergent** offers (+1.3pt yoy)

- 4G** 8.7m **4G** customers (+35% yoy)
-  **99%** of B2C mobile voice contract are on **SIM-only** offers
-  **3.1m** B2C **broadband convergent** customers (+154k yoy)

 Fixed BB net adds (in '000s)



-  **10.7m** **FTTH** connectable homes (+2.4m yoy)
-  **1.95m** **FTTH** customers (x1.6 yoy) 47% penetration of the FBB base
-  **541k** **TV** customers 13% penetration of the FBB base

Q2 2017 Poland

Strong success of convergent offers sustaining fixed and mobile net adds

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	673	-2.2%	1,325	-0.9%
mobile services	298	-6.0%	585	-6.3%
mobile equipment	73	+17.1%	146	+36.9%
fixed services	269	-4.3%	531	-4.9%
other revenues	32	+19.8%	62	+33.2%
Adjusted EBITDA			367	-7.4%
Adjusted EBITDA margin			27.7%	-1.9pt
CAPEX			192	-3.3%
CAPEX/revenues			14.5%	-0.4pt



2.0m

FTTH connectable homes

yoy

x2



2.3m

Fixed Broadband customers

+9%



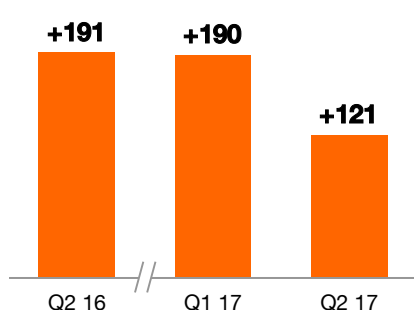
43%

Broadband B2C convergent customers

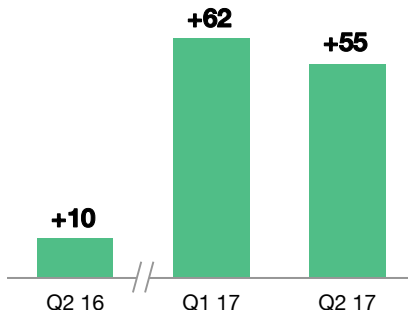
+12pt



Mobile contract net adds*
in '000s



Fixed broadband net adds*
in '000s



Convergence (B2C)



Quarterly billed services ARPCO,
€/month

€25.1 -14.0% yoy



Revenues
+26%



Number of mobile lines
per convergent offer

1.9 +0.2 yoy



Churn differential**
-3 pts

Q2 2017 Belgium & Luxembourg

Strong mobile contract net adds with ARPU growth thanks to 'more for more' strategy

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	310	+3.5%	617	+1.4%
mobile services	259	+3.5%	512	+1.6%
mobile equipment	26	+5.2%	53	-5.0%
fixed services	21	+15.7%	41	+15.0%
other revenues	5	-31.8%	11	-14.5%
Adjusted EBITDA			157	+8.4%
Adjusted EBITDA margin			25.5%	+1.7pt
CAPEX			77	+24.3%
CAPEX/revenues			12.5%	+2.3pt



50%

% of active 4G customers

yoy
+30pts



88k

Fixed Broadband customers

x2.4



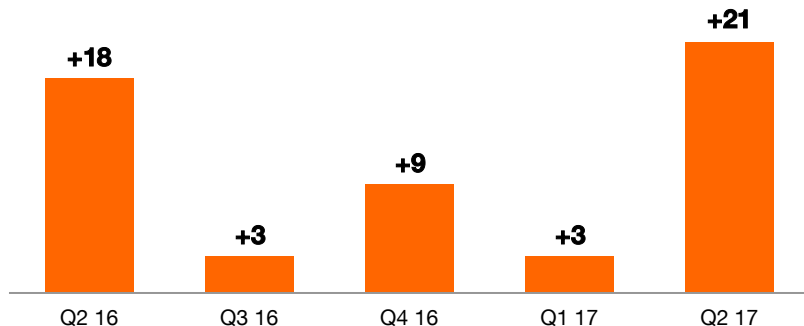
64k

Orange Love customers

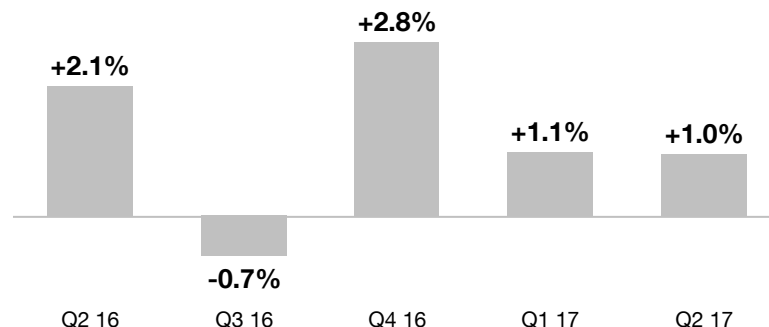
x6



Belgium mobile contract net adds excl. M2M
in '000s



Belgium contract ARPU growing despite EU roaming
Quarterly ARPU, yoy growth



Q2 2017 Central European countries

Solid service revenue growth boosted by data monetization and smartphone penetration

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	434	+7.1%	843	+5.2%
mobile services	342	+2.3%	673	+1.8%
mobile equipment	41	+55.9%	71	+38.5%
fixed services	38	+13.2%	74	+10.1%
other revenues	12	+18.0%	24	+15.0%
Adjusted EBITDA			302	+7.0%
Adjusted EBITDA margin			35.9%	+0.6pt
CAPEX			99	-10.4%
CAPEX/revenues			11.7%	-2.0pt



3.9m

4G customers

yoy

+60%

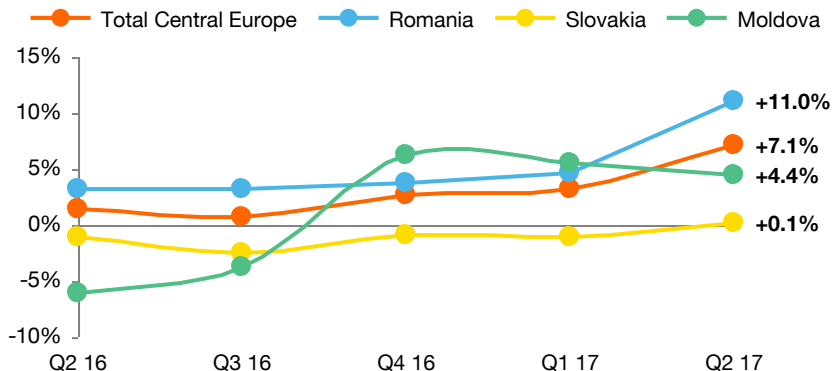


337k

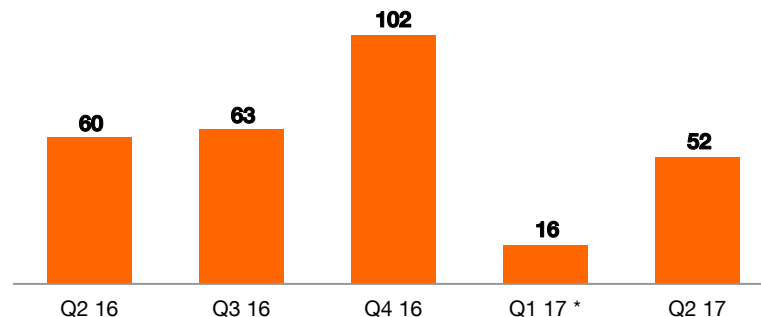
Fixed Broadband customers

+22%*

Revenue growth boosted by Romania (yoy in %)



Central Europe mobile contract net adds (excl. M2M) in '000s

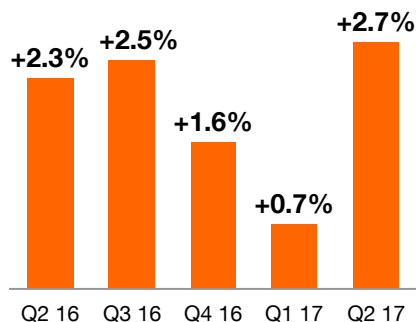


Q2 2017 Africa & Middle East

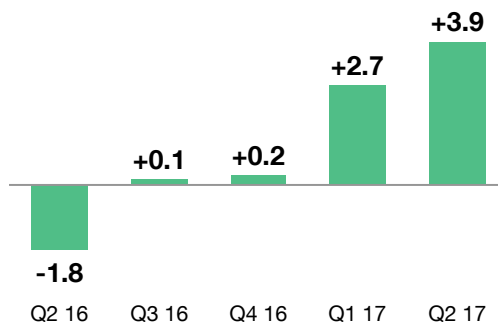
Upswing in both commercial dynamic and revenue growth

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	1,252	+2.7%	2,491	+1.7%
mobile services	1,051	+4.6%	2,089	+3.6%
mobile equipment	19	+16.9%	36	+8.9%
fixed services	166	-9.5%	331	-10.4%
other revenues	16	+11.6%	35	+17.7%
Adjusted EBITDA			764	+0.9%
Adjusted EBITDA margin			30.7%	-0.2pt
CAPEX			428	+16.5%
Capex/revenues			17.2%	+2.2pt

Revenues growth in %



Mobile net adds in m



New business drivers continue to sustain growth

+65%

Orange Money revenue growth yoy in Q2



32m customers

10m active customers in last 30 days

+33%

Data revenue growth yoy in Q2



4G available in 11 countries

+6%

B2B revenue growth yoy in Q2

Q2 2017 Enterprise

Better Q2 than Q1 with IT and integration services partially offsetting legacy trends

in m€	Q2 17	yoy cb	H1 17	yoy cb
Revenues	1,819	-1.3%	3,615	-1.6%
voice	370	-3.8%	728	-5.1%
data	687	-3.5%	1,374	-3.0%
IT&IS	517	+3.3%	1,028	+3.0%
mobile	245	-0.2%	485	-1.5%
Adjusted EBITDA			629	-4.9%
Adjusted EBITDA margin			17.4%	-0.6pt
CAPEX			179	+5.7%
CAPEX/revenues			4.9%	+0.3pt



Security

Q2 revenue growth

+27% yoy

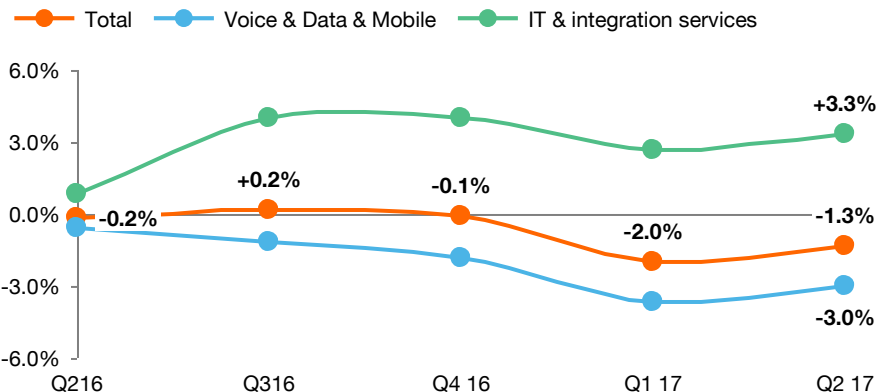


Cloud

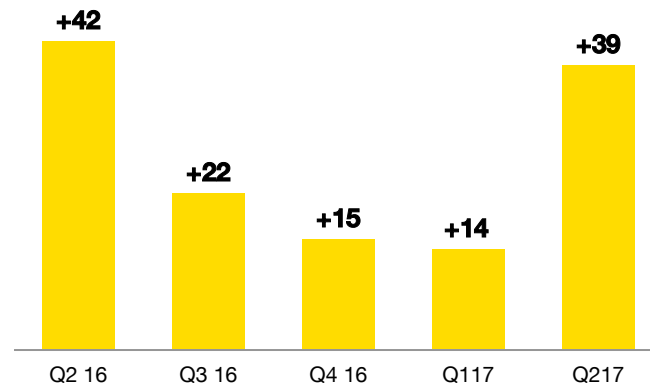
Q2 revenue growth

+15% yoy

Revenues per segment (yoy in %)



Mobile contract net adds excl.M2M (mostly in France)



Section four

2017 guidance



2017 guidance confirmed

*subject to shareholders' approval

**ex-date December 5th, record date December 6th,
payment date December 7th



Group
adjusted
EBITDA

Net debt /
Adjusted
EBITDA
Telecom

Dividend

M&A
policy

2017 > 2016 comparable
basis

Around 2x
in the medium term

2017 dividend*

€0.65

 December 7th, 2017**
2017 interim of €0.25 

**Selective with focus on existing
footprint**

Appendices

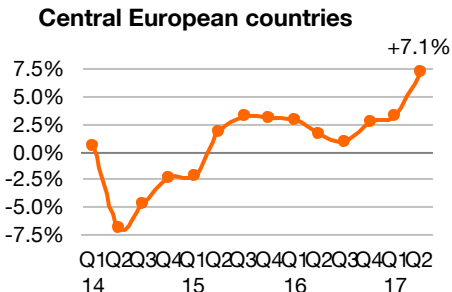
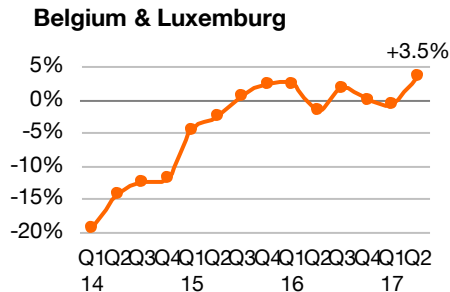
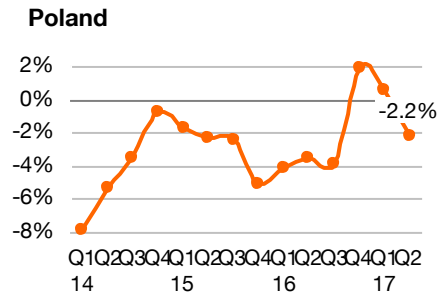
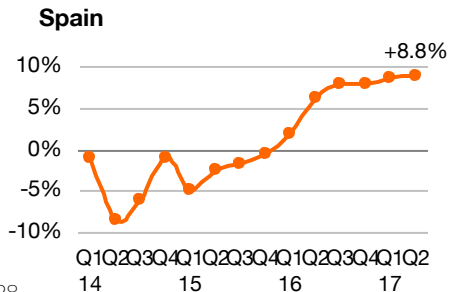
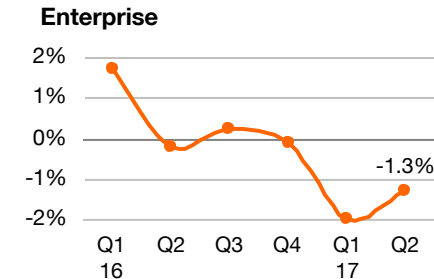
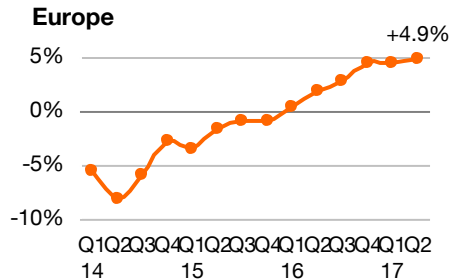
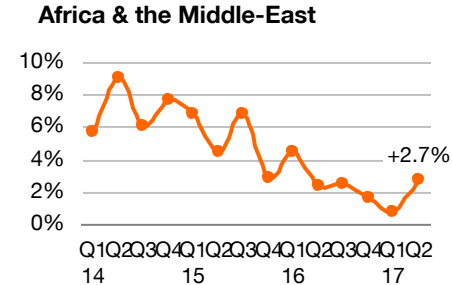
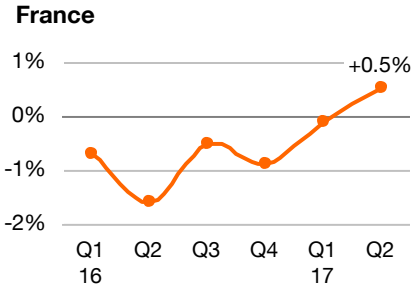
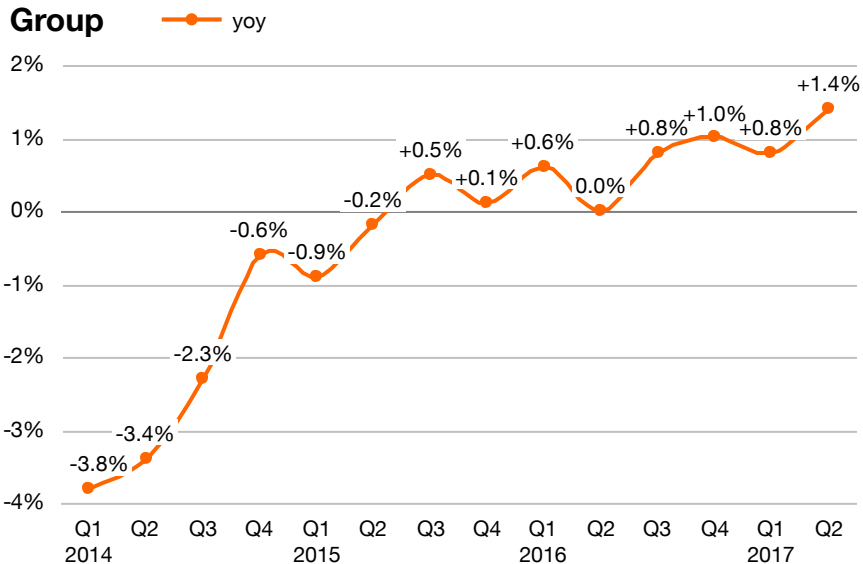
Appendix: B2C + B2B Orange customers in France

Mobile KPIs (in thousands)	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17
Mobile customers (excl. MVNOs)	28,612	28,966	29,508	30,033	30,489	31,150
Contract	24,581	25,069	25,759	26,486	27,090	27,842
M2M	4,277	4,611	5,115	5,711	6,228	6,829
Excluding M2M	20,305	20,457	20,644	20,775	20,862	21,012
Prepaid	4,030	3,897	3,748	3,547	3,398	3,308
Mobile volume market share (in %)*	35.1%	35.3%	35.4%	35.5%	35.7%	35.9%

Fixed KPIs (in thousands)	Q1'16	Q2'16	Q3'16	Q4'16	Q1'17	Q2'17
Broadband customers	10,830	10,923	11,056	11,151	11,220	11,290
o/w xDSL	9,698	9,686	9,693	9,643	9,587	9,548
o/w FTTH customers	1,075	1,181	1,308	1,452	1,579	1,690
Broadband market share (in %)*	40.0%	40.1%	40.3%	40.2%	40.2%	40.2%
Net adds broadband market share (in %)*	45.3%	64.2%	58.1%	36.8%	37.0%	>40%

* Numbers for the latest quarter are company estimates.

Revenues yoy evolution



EBITDA adjustments

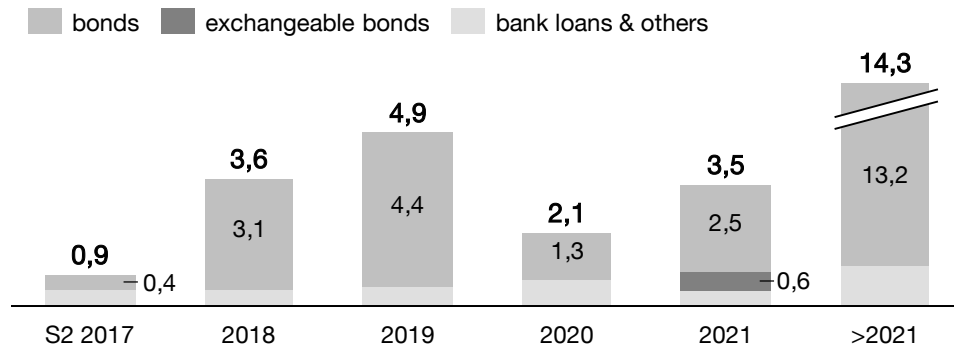
in €m	Q2'16 cb	Q2'17 actual	H1'16 cb	H1'17 actual
Adjusted EBITDA	3,300	3,380	5,848	5,978
restructuring and integration	-226	-71	-339	-76
litigations	1	-75	40	-60
labour related	-50	-33	-80	-58
o\w Senior Part Time	-50	-53	-80	-78
portfolio review and others	-2	-	-8	-6
Reported EBITDA	3,023	3,201	5,461	5,778

Excluding the effect resulting from BT shares, net income from continuing activities grew by 105€m

in €m	H1 2016 historical	H1 2016 cb	H1 2017 actual
adjusted EBITDA	5,913	5,848	5,978
adjustments*	-321	-387	-200
reported EBITDA	5,592	5,461	5,778
depreciation & amortization	-3,279		-3,351
impairment of goodwill & assets	-172		4
share of profit (losses) of associates	0		3
operating income	2,141		2,434
effects resulting from BT shares			-349
financial result (excluding BT)	-830		-679
tax	-237		-576
net income from continuing activities	1,074		830
net income from discontinued activities	2,249		
net income from consolidated Group	3,323		830
minority interests	155		148
net income Group share	3,168		682

High liquidity as of 30 June 2017 combined with a balanced repayment profile

Bonds*/bank loans/leases repayment as of 30 June 2017 (Telecom, in €bn)

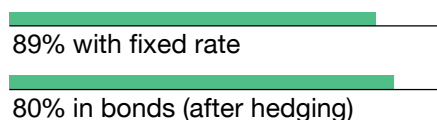


* after hedging

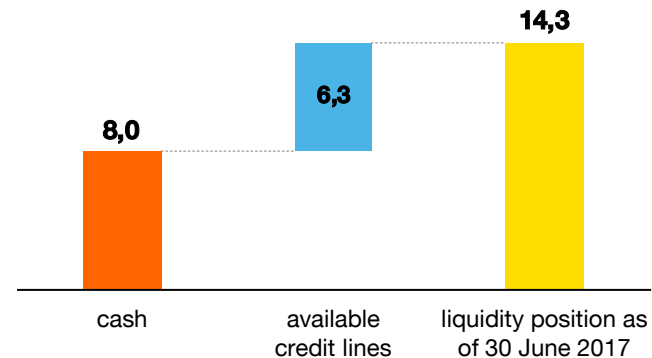
Current rating of long term debt

Moody's	Baa1 stable
S&P	BBB+ stable
Fitch ratings	BBB+ stable

Gross debt structure



Liquidity position as of 30 June 2017 (Telecom, in €bn)



- Strong liquidity position of €14.3bn as of 30 June 2017, 8bn€ in cash.
- Pro-active and opportunistic liability management:
 - in March, bond issuance of €750m @6.5 years, with a coupon of 0.75% and 500m€ @10.5 years with a coupon of 1.5%, and
 - in June, issuance of bonds exchangeable in BT shares for 517m GBP, with a 2021 maturity and negative interest rate after return in euro.