

# Discussion on Technology and legal system

- FTTH and IPTV in Japan and France -

September 30, 2009

Yukou Mochida

Orange Labs. Tokyo

France Telecom



# financial key figures (at 12/31/2008)

53.5

billion euros in consolidated revenues

19.4

billion euros gross operating margin (GOM)

36.3%

GOM/revenues

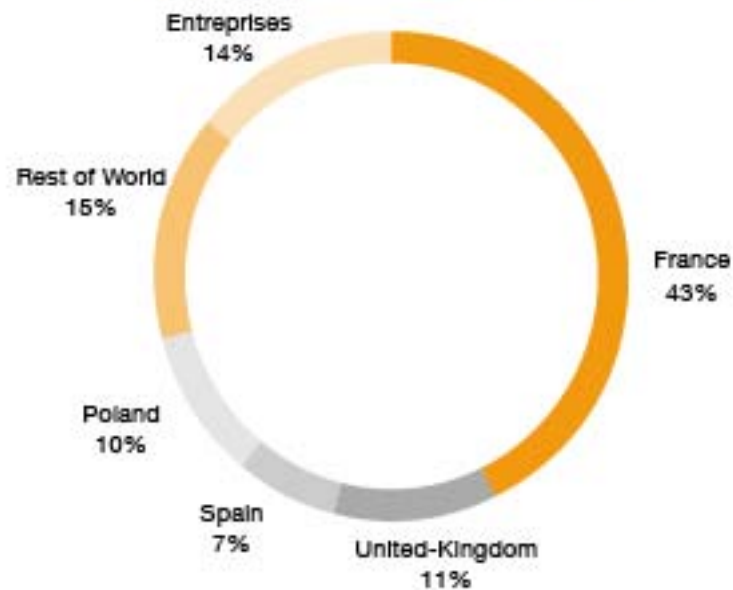
4.1

billion euros net income attributable to shareholders

1.40

euro per share\* dividend

geographic breakdown of revenues



186,000

employees worldwide

8

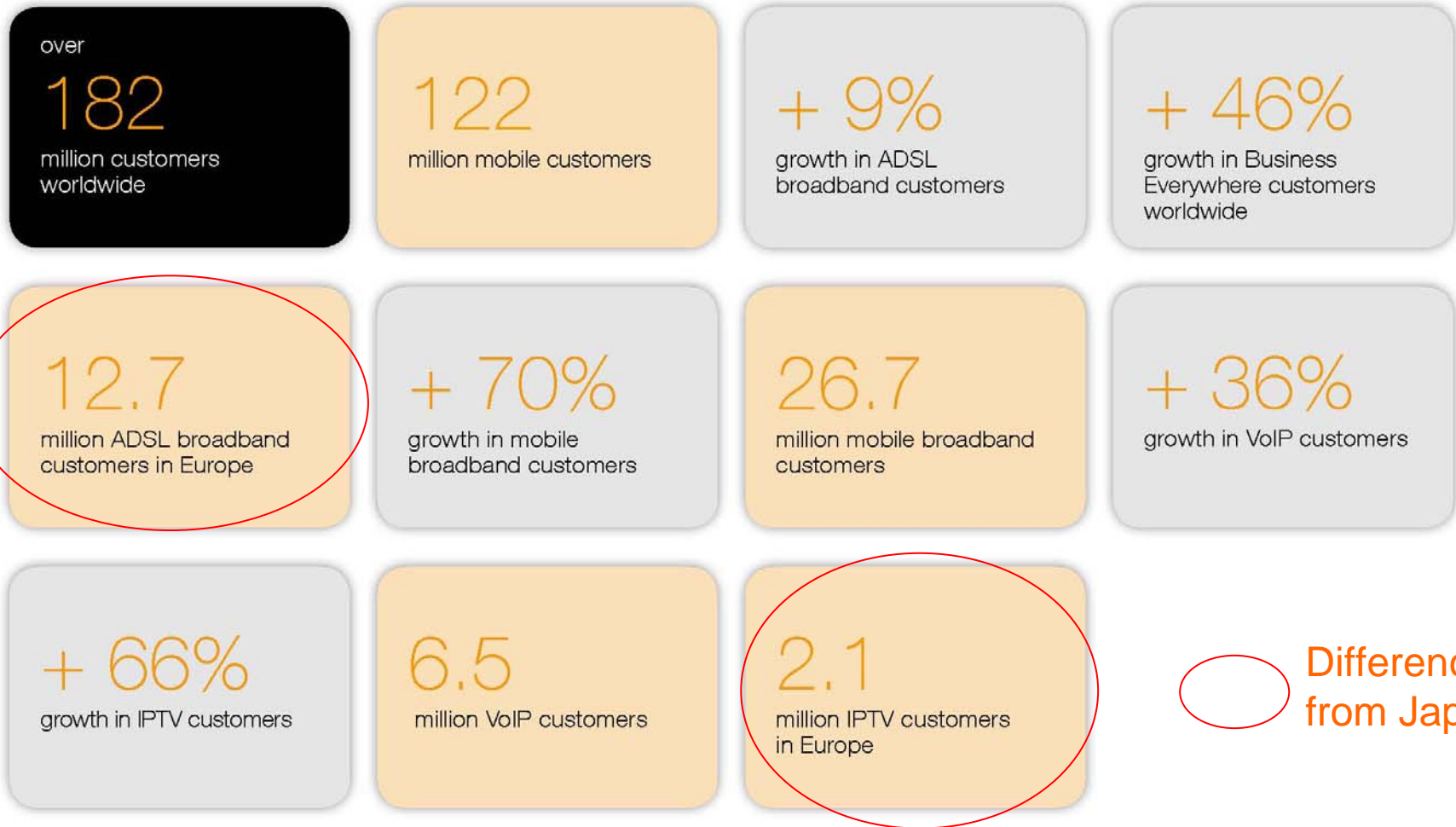
billion euros organic cash flow

\* to be proposed to the Shareholders' Meeting on 26 May 2009.

The Orange Labs are located on 4 continents, close to innovative ecosystems, to benefit from local skills, and be close to new markets



# key figures (at 12/31/2008)



# Track record of achievements (1)

1960's

- **electronic voice circuit switching**: France has the world most modern network

1978

- first **TV transmission by radio** (with England)

- **data packet switching**: Transpac becomes the leading provider to corporates

1981

- Teletel: France opens a **new era of online data services**

1982

- launch of the **GSM**

1997

- **ADSL**: paving the way for leading Europe in **triple play penetration**

- launch of **Mobile prepaid cards** (Mobicarte)

2000

- first **wap services**

- first **3G tests**

- One of the first **IPv6 offer** in the world

2001

- first mass market **location-based services in Europe**

- Introduction of **giga ethernet** in Spain

2003

- **live TV and VoD on ADSL**: first complete offer on the French market

2004

- **Business Everywhere**: first convergent offer to corporates

## Track record of achievements (2)

2006

- **HDTV** on ADSL: first offer worldwide
- **Natural dialogue** on ISV (interactive Voice Services)
- **Connected hospital at home**

2007

- Livephone **HD Voice**
- **160 GHz transmission** on 1 lambda

2008

- **Opening of APIs** : SMS, e-mail, click2call, contacts, messages, photos, authentication, Device capability enabler, location, multimedia conference,...
- **Solar energy feeders** for Africa mobile network
- Internet services in TGV (France)
- **Flashcodes** – interactive advertising
- **Catch up TV** on 3 screens (France)
- **3D TV** (France)

# Interesting differences between France and Japan

In France, “Orange TV” over ADSL provided by France Telecom is subscribed by 2.1 million people.

“Any time”, “any place”, and “any screen (TV, PC, mobile)” are achieved by fixed/mobile/broadcasting convergence.

In Japan broadband network infrastructure like FTTH (Fiber To The Home) has been actively introduced. 15.9 million people are enjoying FTTH in Japan as of June 2009.

IPTV in Japan started in 2003. However the subscribers are still below 0.5 million.

Distance between social scientist and the market/users should be reduced.

thank you