LES ACTES DE L'ARCEP

RÉPUBLIQUE FRANÇAISE

7 November 2013

Telecommunications observatory (mobile market)

3rd quarter 2013 - provisional results

ARCEP
Autorité de régulation des communications électroniques et des postes
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Summary:

The figures relating to the sales turnover and the traffic are published within the "Telecommunications Observatory in France" to the following address: http://www.arcep.fr/index.php?id=36

Except opposite mention, indicators are in millions of units.

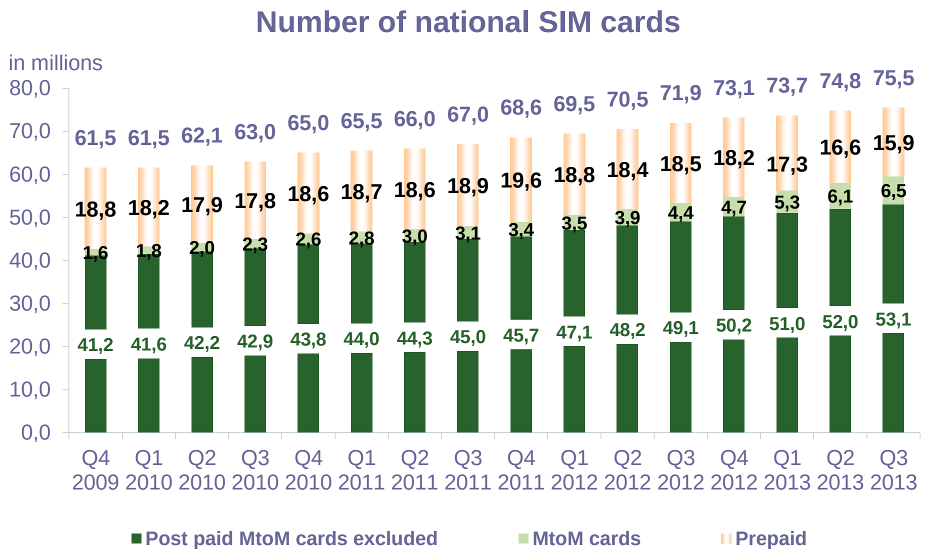
I. NATIONAL REPORT
Mobile Network Operators (1)* and Mobile Virtual Network Operators (1')*
30 September 2013

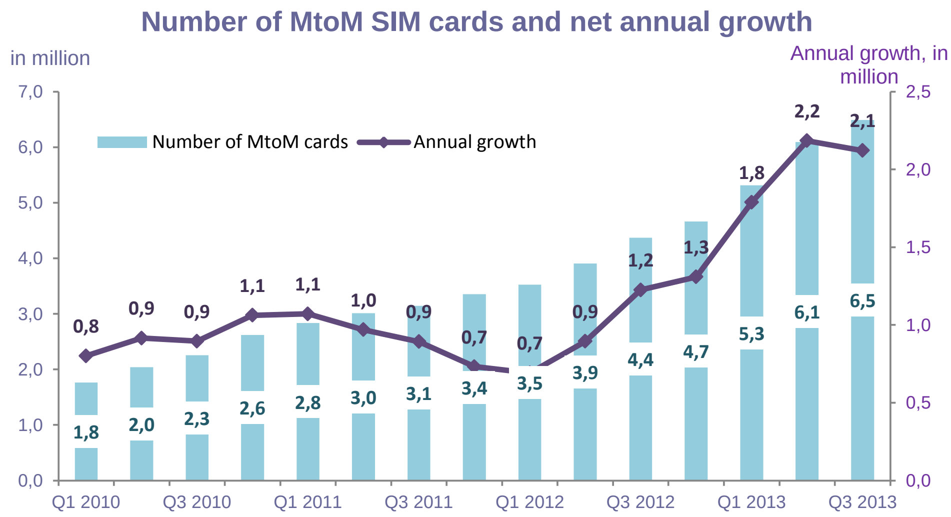
	Sept-12	Dec-12	March-13	June-13	Sept-13
Total customers (2)	**71,932**	**73,137**	**73,678**	**74,779**	**75,505**
- Quarterly Net Adds (4)	1,472	1,205	0,541	1,101	0,727
- Quaterly net growrh as a %	*2,1%*	*1,7%*	*0,7%*	*1,5%*	*1,0%*
- Year on year net growth (4)	*7,4%*	*6,7%*	*6,0%*	*6,1%*	*5,0%*
of which MtoM SIM cards excluded	**67,560**	**68,474**	**68,362**	**68,687**	**69,012**
- Quarterly Net Adds (4)	1,007	0,913	-0,112	0,325	0,325
- Quaterly net growrh as a %	*1,5%*	*1,4%*	*-0,2%*	*0,5%*	*0,5%*
- Year on year net growth (4)	*5,8%*	*5,0%*	*3,7%*	*3,2%*	*2,1%*
Penetration Rate (5)	**110,2%**	**112,1%**	**112,4%**	**114,1%**	**115,2%**
Population at January the 1st of previous year (source: INSEE)	*65,259*	*65,259*	*65,551*	*65,551*	*65,551*
Penetration Rate, MtoM SIM cards excluded (5)	**103,5%**	**104,9%**	**104,3%**	**104,8%**	**105,3%**
Population at January the 1st of previous year (source: INSEE)	*65,259*	*65,259*	*65,551*	*65,551*	*65,551*
Postpaid customers (2)	**53,457**	**54,893**	**56,359**	**58,140**	**59,607**
- Quarterly Net Adds (4)	1,384	1,436	1,466	1,781	1,467
- Quaterly net growrh as a %	*2,7%*	*2,7%*	*2,7%*	*3,2%*	*2,5%*
- Year on year net growth (4)	*11,1%*	*12,0%*	*11,3%*	*11,6%*	*11,5%*
of which MtoM SIM cards	**4,372**	**4,663**	**5,316**	**6,091**	**6,493**
- Quarterly Net Adds (4)	0,465	0,292	0,653	0,775	0,402
- Quaterly net growrh as a %	*11,9%*	*6,7%*	*14,0%*	*14,6%*	*6,6%*
- Year on year net growth (4)	*38,9%*	*39,0%*	*50,7%*	*55,9%*	*48,5%*
Prepaid customers (2)	**18,475**	**18,244**	**17,319**	**16,639**	**15,898**
- Quarterly Net Adds (4)	0,088	-0,231	-0,925	-0,681	-0,741
- Quaterly net growrh as a %	*0,5%*	*-1,2%*	*-5,1%*	*-3,9%*	*-4,5%*
- Year on year net growth (4)	*-2,2%*	*-6,7%*	*-8,0%*	*-9,5%*	*-13,9%*
Active customers*(7)	**68,987**	**70,274**	**70,884**	**71,859**	**72,571**
- as a % of total customers	95,9%	96,1%	96,2%	96,1%	96,1%
- Quarterly Net Adds (4)	1,270	1,287	0,610	0,975	0,712
- Quaterly net growrh as a %	*1,9%*	*1,9%*	*0,9%*	*1,4%*	*1,0%*
- Year on year net growth (4)	*6,1%*	*6,0%*	*5,8%*	*6,1%*	*5,2%*
Active Penetration Rate (5)	**105,7%**	**107,7%**	**108,1%**	**109,6%**	**110,7%**
Population at January the 1st of previous year (source: INSEE)	*65,259*	*65,259*	*65,551*	*65,551*	*65,551*

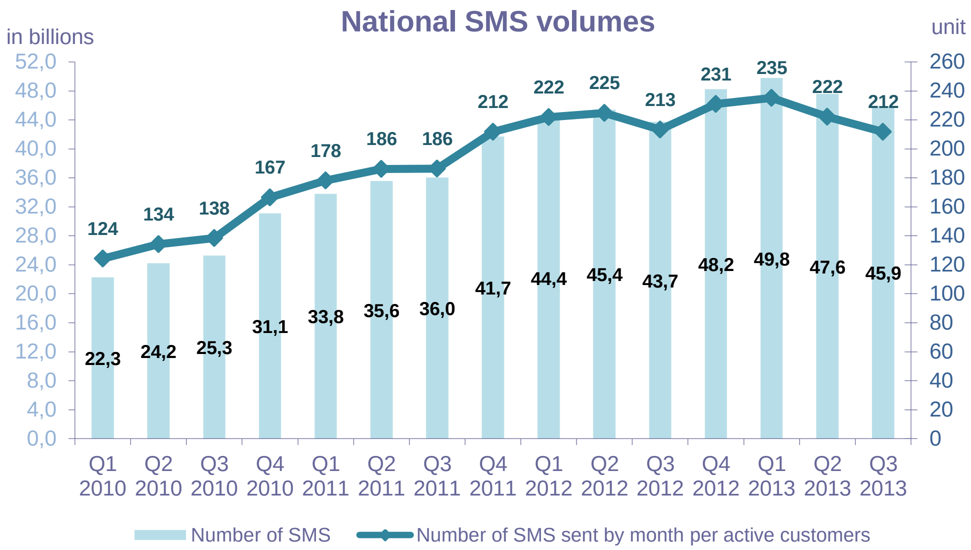
* Obtained by extrapolation to all operators of the data given by operators declaring more than 50 000 customers

SMS traffic - National	Sept-12	Dec-12	March-13	June-13	Sept-13
SMS traffic in billions of units (13)	**43,725**	**48,239**	**49,805**	**47,563**	**45,896**
- Quarterly growth in billions of units (4)	-1,702	4,515	1,565	-2,241	-1,668
- Quaterly growrh as a %	*-3,7%*	*10,3%*	*3,2%*	*-4,5%*	*-3,5%*
- Year on year growth (4)	*21,3%*	*15,6%*	*12,2%*	*4,7%*	*5,0%*
Average monthly SMS Traffic per active customers (13)	213	231	235	222	212

*These numbers refer to footnotes page at the end of the document.


Number of national SIM cards
in millions
61,5 61,5 62,1 63,0 65,0 65,5 66,0 67,0 68,6 69,5 70,5 71,9 73,1 73,7 74,8 75,5
18,8 18,2 17,9 17,8 18,6 18,7 18,6 18,9 19,6 18,8 18,4 18,5 18,2 17,3 16,6 15,9
1,6 1,8 2,0 2,3 2,6 2,8 3,0 3,1 3,4 3,5 3,9 4,4 4,7 5,3 6,1 6,5
41,2 41,6 42,2 42,9 43,8 44,0 44,3 45,0 45,7 47,1 48,2 49,1 50,2 51,0 52,0 53,1
Q4 2009 Q1 2010 Q2 2010 Q3 2010 Q4 2010 Q1 2011 Q2 2011 Q3 2011 Q4 2011 Q1 2012 Q2 2012 Q3 2012 Q4 2012 Q1 2013 Q2 2013 Q3 2013
Post paid MtoM cards excluded
MtoM cards
Prepaid


Number of MtoM SIM cards and net annual growth
in million
Annual growth, in million
Number of MtoM cards
Annual growth
0,8 0,9 0,9 1,1 1,1 1,0 0,9 0,7 0,7 0,9 1,2 1,3 1,8 2,2 2,1
1,8 2,0 2,3 2,6 2,8 3,0 3,1 3,4 3,5 3,9 4,4 4,7 5,3 6,1 6,5
Q1 2010 Q3 2010 Q1 2011 Q3 2011 Q1 2012 Q3 2012 Q1 2013 Q3 2013


National SMS volumes
in billions
unit
124 134 138 167 178 186 186 212 222 225 213 231 235 222 212
22,3 24,2 25,3 31,1 33,8 35,6 36,0 41,7 44,4 45,4 43,7 48,2 49,8 47,6 45,9
Q1 2010 Q2 2010 Q3 2010 Q4 2010 Q1 2011 Q2 2011 Q3 2011 Q4 2011 Q1 2012 Q2 2012 Q3 2012 Q4 2012 Q1 2013 Q2 2013 Q3 2013
Number of SMS
Number of SMS sent by month per active customers

I. 2. Customers geographic distribution (8)
Metropolitan MNOs (1) and MVNOs (1')
September, 30th 2013

County	Population at January, the 1st 2012	County penetration rate* March 2013	County penetration rate* June 2013	County penetration rate* September 2013	County penetration rate* December 2013
Alsace	1,857	101,3%	103,5%	104,8%	
Aquitaine	3,287	99,9%	101,9%	103,4%	
Auvergne	1,353	82,1%	83,2%	83,4%	
Basse-Normandie	1,480	83,2%	84,2%	84,1%	
Bourgogne	1,647	87,8%	88,9%	89,3%	
Bretagne	3,250	81,0%	81,7%	81,7%	
Centre	2,562	94,6%	95,8%	96,1%	
Champagne-Ardenne	1,333	98,0%	99,3%	99,7%	
Corse	0,317	101,8%	103,1%	103,9%	
Franche-Comté	1,179	84,2%	85,3%	86,0%	
Haute-Normandie	1,851	95,9%	97,4%	97,9%	
Ile-de-France	11,915	172,2%	175,2%	177,1%	
Languedoc-Roussillon	2,686	99,5%	101,5%	103,0%	
Limousin	0,746	87,8%	89,3%	90,2%	
Lorraine	2,357	98,8%	100,7%	101,6%	
Midi-Pyrénées	2,929	98,4%	100,7%	102,0%	
Nord-Pas-De-Calais	4,050	103,2%	104,6%	105,7%	
Pays de la Loire	3,630	87,0%	88,4%	88,9%	
Picardie	1,925	88,4%	89,5%	89,6%	
Poitou-Charentes	1,790	86,6%	87,6%	88,1%	
PACA	4,924	132,1%	134,9%	137,3%	
Rhône-Alpes	6,342	101,8%	101,9%	102,8%	
Total	**63,409**	**112,0%**	**113,7%**	**114,8%**	

* Obtained by extrapolation to all operators of the data given by operators declaring more than 50 000 customers

I. 3. Customers geographic distribution (8)
Overseas MNOs (1)
September, 30th 2013

Department	Population at January, the 1st 2012	Department penetration rate March 2013	Department penetration rate June 2013	Department penetration rate September 2013	Department penetration rate December 2013
Guadeloupe	0,451	153,7%	155,0%	158,0%	
Martinique	0,390	147,5%	147,8%	150,9%	
Guyane	0,239	124,7%	126,3%	130,1%	
Mayotte	0,217	89,8%	89,6%	90,5%	
La Réunion	0,838	107,2%	106,1%	105,4%	
Saint Pierre et Miquelon	0,006	61,3%	61,3%	61,3%	
Total	**2,142**	**124,4%**	**124,4%**	**125,9%**	

II. 1. METROPOLITAN REPORT
Mobile Network Operators (1) and Mobile Virtual Network Operators (1')
30 September 2013

	Sept-12	Dec-12	March-13	June-13	Sept-13
Total customers (2)	**69,241**	**70,489**	**71,013**	**72,113**	**72,808**
among which Internet SIM card	**3,313**	**3,374**	**3,410**	**3,524**	**3,618**
- Quarterly Net Adds (4)	1,453	1,248	0,524	1,100	0,696
- Quaterly net growrh as a %	*2,1%*	*1,8%*	*0,7%*	*1,5%*	*1,0%*
- Year on year net growth (4)	*7,5%*	*6,9%*	*6,3%*	*6,4%*	*5,2%*
Penetration Rate (5)	**109,7%**	**111,7%**	**112,0%**	**113,7%**	**114,8%**
Population at January the 1st of previous year (source: INSEE)	*63,128*	*63,128*	*63,409*	*63,409*	*63,409*

Postpaid customers (2)	**52,081**	**53,594**	**55,043**	**56,811**	**58,277**
- Quarterly gross sales (3)	3,806	4,472	4,288	4,202	3,757
- Quarterly Net Adds (4)	1,368	1,513	1,449	1,768	1,465
- Quaterly net growrh as a %	*2,7%*	*2,9%*	*2,7%*	*3,2%*	*2,6%*
- Year on year net growth (4)	*11,3%*	*12,4%*	*11,6%*	*12,0%*	*11,9%*

Prepaid customers (2)	**17,160**	**16,895**	**15,970**	**15,302**	**14,532**
- Quarterly gross sales (3)	2,744	2,700	2,113	2,125	2,401
- Quarterly Net Adds (4)	0,085	-0,265	-0,925	-0,668	-0,770
- Quaterly net growrh as a %	*0,5%*	*-1,5%*	*-5,5%*	*-4,2%*	*-5,0%*
- Year on year net growth (4)	*-2,5%*	*-7,4%*	*-8,8%*	*-10,4%*	*-15,3%*

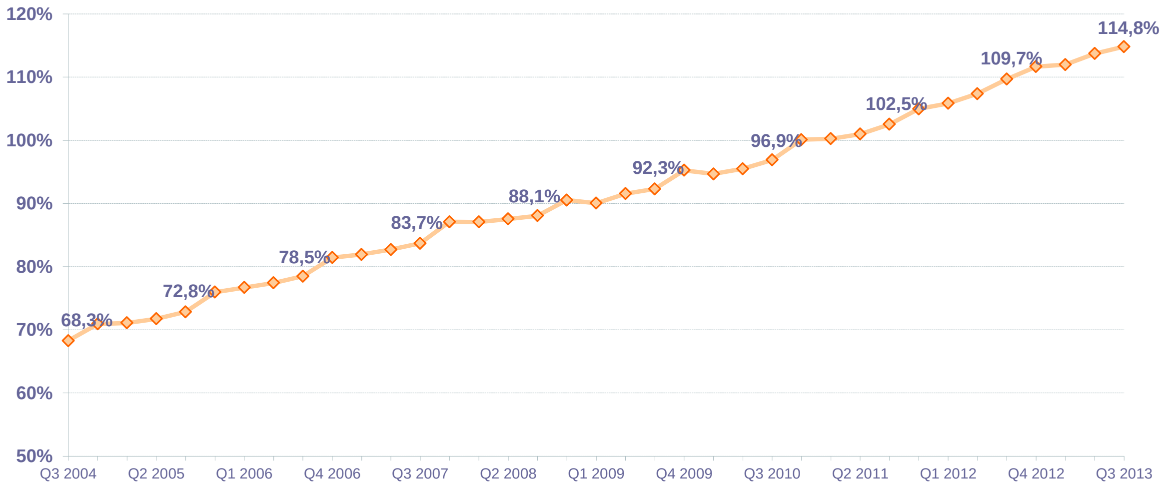
Customers not under commitment contract (6)	**32,569**	**34,567**	**35,970**	**37,576**	**38,376**
- post-paid customers not under commitment contract	15,409	17,672	20,000	22,275	23,844
- % of post-paid customers not under commitment contract	29,6%	33,0%	36,3%	39,2%	40,9%

Active customers(7)	**66,614**	**67,974**	**68,578**	**69,568**	**70,266**
- as a % of total customers	96,2%	96,4%	96,6%	96,5%	96,5%
- Quarterly Net Adds (4)	1,247	1,360	0,604	0,990	0,698
- Quaterly net growrh as a %	*1,9%*	*2,0%*	*0,9%*	*1,4%*	*1,0%*
- Year on year net growth (4)	*6,2%*	*6,3%*	*6,1%*	*6,4%*	*5,5%*
Active Penetration Rate (5)	**105,5%**	**107,7%**	**108,2%**	**109,7%**	**110,8%**
Population at January the 1st of previous year (source: INSEE)	*63,128*	*63,128*	*63,409*	*63,409*	*63,409*

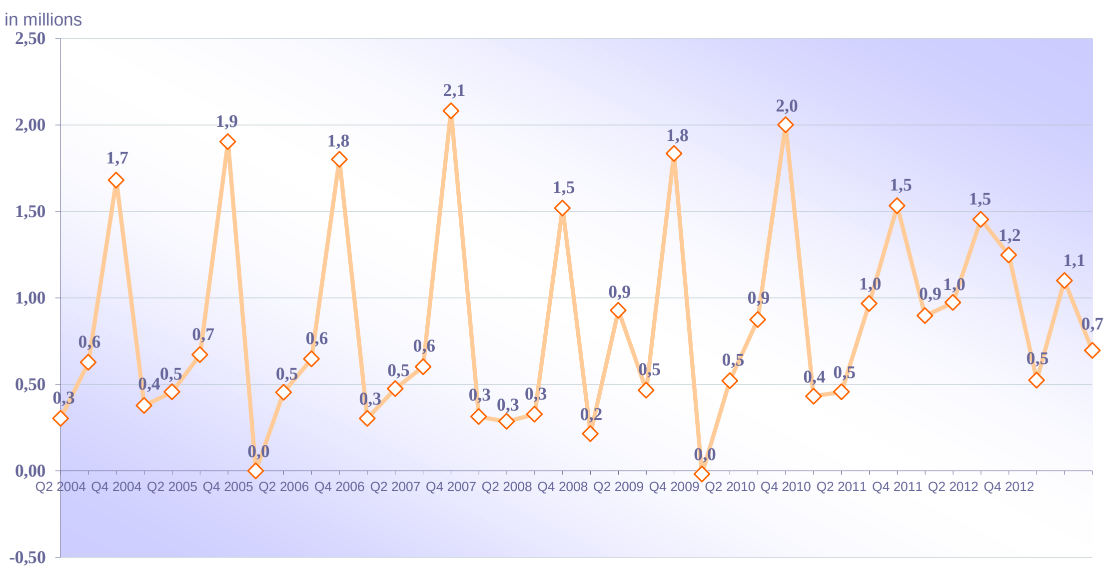
Active mobile multimedia clients - Metropolitan	Sept-12	Dec-12	March-13	June-13	Sept-13
Active mobile multimedia clients (12)	**32,387**	**34,012**	**34,096**	**34,652**	**35,334**
- as a % of total active customers	48,6%	50,0%	49,7%	49,8%	50,3%
- Quarterly Net Adds (4)	0,113	1,625	0,084	0,556	0,682
- Quaterly net growrh as a %	*0,4%*	*5,0%*	*0,2%*	*1,6%*	*2,0%*
- Year on year net growth	*11,3%*	*11,3%*	*10,2%*	*7,4%*	*9,1%*

SMS Traffic - Metropolitan	Sept-12	Dec-12	March-13	June-13	Sept-13
SMS traffic in billions of units (13)	**42,505**	**46,932**	**48,513**	**46,298**	**44,633**
- Quarterly growth in billions of units (4)	-1,739	4,427	1,581	-2,215	-1,665
- Quaterly growrh as a %	*-3,9%*	*10,4%*	*3,4%*	*-4,6%*	*-3,6%*
- Year on year growth (4)	*21,3%*	*15,5%*	*12,3%*	*4,6%*	*5,0%*
Average monthly SMS Traffic per active customers (13)	215	232	237	223	213

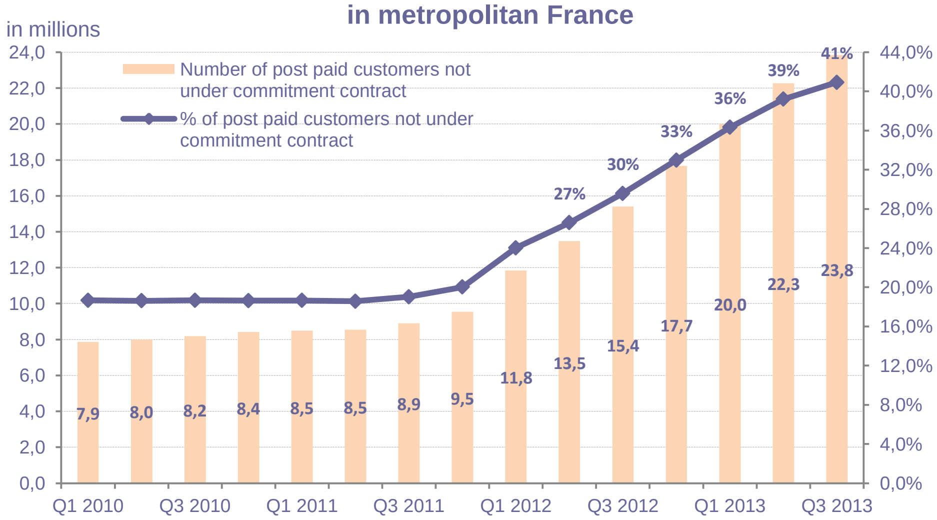
Mobile telephone penetration rate in metropolitan France



Quarterly net mobile telephony growth in metropolitan France



Post-paid customers not under commitment contract in metropolitan France

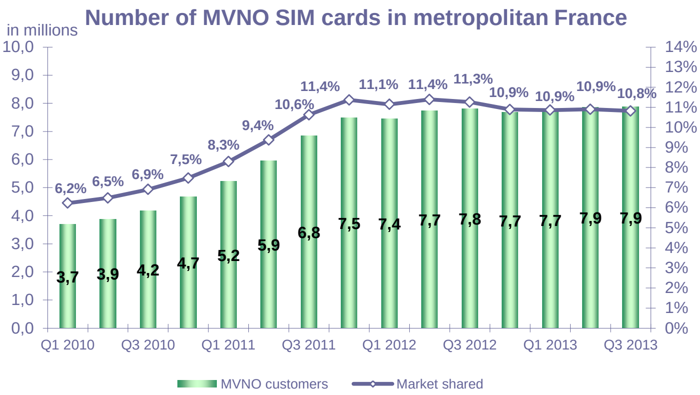


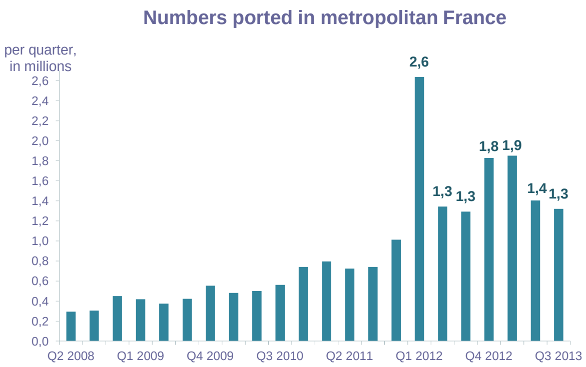
II. 2. METROPOLITAN COMPETITION REPORT
Mobile Network Operators (1) and Mobile Virtual Network Operators (1')
30 September 2013

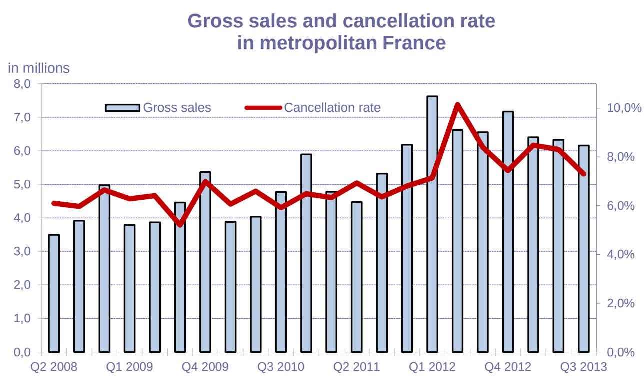
	Sept-12	Dec-12	March-13	June-13	Sept-13
MNOs	**61,443**	**62,813**	**63,301**	**64,251**	**64,932**
- Among which postpaid customers	**48,571**	**49,983**	**51,308**	**52,997**	**54,354**
- Quarterly Net Adds (4)	1,380	1,369	0,489	0,949	0,681
- *Quaterly net growrh as a %*	*2,3%*	*2,2%*	*0,8%*	*1,5%*	*1,1%*
- *Year on year net growth (4)*	*6,8%*	*7,5%*	*6,6%*	*7,0%*	*5,7%*
MVNOs	**7,798**	**7,676**	**7,711**	**7,862**	**7,877**
- Quarterly Net Adds (4)	0,073	-0,121	0,035	0,151	0,014
- *Quaterly net growrh as a %*	*0,9%*	*-1,6%*	*0,5%*	*2,0%*	*0,2%*
- *Year on year net growth (4)*	*13,9%*	*2,4%*	*3,5%*	*1,8%*	*1,0%*
MVNO Market share	**11,3%**	**10,9%**	**10,9%**	**10,9%**	**10,8%**
MVNO Market share of gross postpaid sales (9)	*9,0%*	*9,2%*	*9,6%*	*10,4%*	*11,2%*
MVNO Market share of gross prepaid sales (9)	*38,6%*	*38,4%*	*40,3%*	*44,0%*	*40,9%*
Quaterly postpaid cancellation rate (10)	4,7%	5,7%	5,3%	4,5%	4,1%
Quaterly prepaid cancellation rate (10)	15,5%	17,1%	18,1%	17,4%	20,8%
Numbers ported during the quarter	**1,293**	**1,828**	**1,851**	**1,405**	**1,320**
- *Year on year growth (4)*	*74,6%*	*80,6%*	*-29,8%*	*4,7%*	*2,1%*

Not relevant growths (integration of the customers of Carrefour Mobile, Darty Mobile and KPN France in the MNOs market)

Not relevant growths (integration of the customers of Futur Telecom in the MVNOs market)







II. 3. METROPOLITAN REPORT - RESIDENTIAL MARKET
Mobile Network Operators (1) and Mobile Virtual Network Operators (1')
30 September 2013

	Sept-12	Dec-12	March-13	June-13	Sept-13
Total residential customers (2)	**57,503**	**58,415**	**58,283**	**58,603**	**58,889**
among which Internet SIM card	***2,221***	***2,264***	***2,290***	***2,393***	***2,488***
- Quarterly Net Adds (4)	0,943	0,912	-0,132	0,320	0,286
- Quaterly net growrh as a %	*1,7%*	*1,6%*	*-0,2%*	*0,5%*	*0,5%*
- Year on year net growth (4)	*6,2%*	*5,5%*	*4,0%*	*3,6%*	*2,4%*
Postpaid residential customers (2)	**40,343**	**41,520**	**42,313**	**43,301**	**44,357**
- Quarterly gross sales (3)	2,997	3,712	3,278	3,067	3,029
- Quarterly Net Adds (4)	0,858	1,177	0,793	0,988	1,056
- Quaterly net growrh as a %	*2,2%*	*2,9%*	*1,9%*	*2,3%*	*2,4%*
- Year on year net growth (4)	*10,4%*	*11,8%*	*9,9%*	*9,7%*	*9,9%*
Prepaid residential customers (2)	**17,160**	**16,895**	**15,970**	**15,302**	**14,532**
- Quarterly gross sales (3)	2,744	2,700	2,113	2,125	2,401
- Quarterly Net Adds (4)	0,085	-0,265	-0,925	-0,668	-0,770
- Quaterly net growrh as a %	*0,5%*	*-1,5%*	*-5,5%*	*-4,2%*	*-5,0%*
- Year on year net growth (4)	*-2,5%*	*-7,4%*	*-8,8%*	*-10,4%*	*-15,3%*

II. 4. METROPOLITAN COMPETITION REPORT - RESIDENTIAL MARKET
Mobile Network Operators (1) and Mobile Virtual Network Operators (1')
30 September 2013

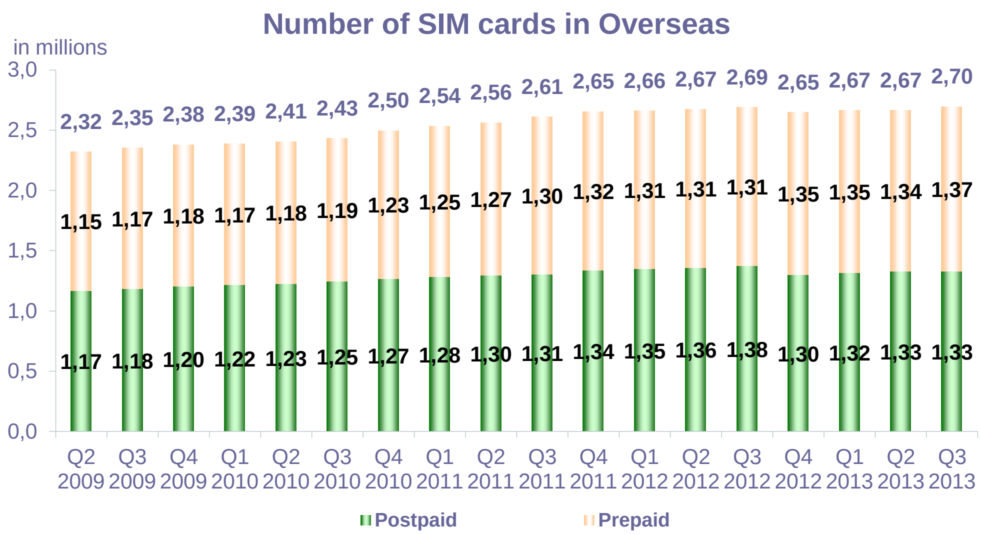
	Sept-12	Dec-12	March-13	June-13	Sept-13
MNOs	**49,783**	**50,822**	**50,737**	**50,921**	**51,218**
- Quarterly Net Adds (4)	0,876	1,039	-0,084	0,183	0,297
- Quaterly net growrh as a %	*1,8%*	*2,1%*	*-0,2%*	*0,4%*	*0,6%*
- Year on year net growth (4)	*5,1%*	*6,0%*	*4,3%*	*4,1%*	*2,9%*
MVNOs	**7,720**	**7,593**	**7,546**	**7,682**	**7,671**
- Quarterly Net Adds (4)	0,067	-0,127	-0,048	0,136	-0,011
- Quaterly net growrh as a %	*0,9%*	*-1,6%*	*-0,6%*	*1,8%*	*-0,1%*
- Year on year net growth (4)	*13,7%*	*2,1%*	*2,2%*	*0,4%*	*-0,6%*
MVNO Market share	**13,4%**	**13,0%**	**12,9%**	**13,1%**	**13,0%**
MVNO Market share of gross postpaid sales (9)	*11,2%*	*10,8%*	*11,9%*	*13,4%*	*13,0%*
MVNO Market share of gross prepaid sales (9)	*38,6%*	*38,4%*	*40,3%*	*44,0%*	*40,9%*
Quaterly postpaid cancellation rate (10)	5,4%	6,4%	6,1%	5,0%	4,6%
Quaterly prepaid cancellation rate (10)	15,5%	17,1%	18,1%	17,4%	20,8%
Numbers ported during the quarter	1,219	1,720	1,765	1,330	1,231

Not relevant growths (integration of the customers of Carrefour Mobile, Darty Mobile and KPN France in the MNOs market)

III. 1. OVERSEAS REPORT : DOM, Saint-Martin, Saint-Barthélémy,Saint-Pierre-et-Miquelon
Mobile Network Operators (1)
30 September 2013

	Sept-12	Dec-12	March-13	June-13	Sept-13
Total customers (2)	**2,691**	**2,648**	**2,665**	**2,666**	**2,697**
- Quarterly Net Adds (4)	0,019	-0,043	0,017	0,001	0,031
- Quaterly net growrh as a %	*0,7%*	*-1,6%*	*0,6%*	*0,0%*	*1,2%*
- Year on year net growth (4)	*3,1%*	*-0,2%*	*0,1%*	*-0,3%*	*0,2%*
Penetration Rate (5)	**126,3%**	**124,2%**	**124,4%**	**124,4%**	**125,9%**
Population at January the 1st of previous year (source: INSEE)	*2,131*	*2,131*	*2,142*	*2,142*	*2,142*
Postpaid customers (2)	**1,376**	**1,299**	**1,316**	**1,328**	**1,331**
- Quarterly Net Adds (4)	0,016	-0,077	0,017	0,013	0,002
- Quaterly net growrh as a %	*1,1%*	*-5,6%*	*1,3%*	*1,0%*	*0,2%*
- Year on year net growth (4)	*5,4%*	*-2,9%*	*-2,6%*	*-2,4%*	*-3,3%*
Prepaid customers (2)	**1,315**	**1,349**	**1,349**	**1,337**	**1,366**
- Quarterly Net Adds (4)	0,003	0,035	0,000	-0,012	0,029
- Quaterly net growrh as a %	*0,2%*	*2,6%*	*0,0%*	*-0,9%*	*2,2%*
- Year on year net growth (4)	*0,8%*	*2,5%*	*2,9%*	*1,9%*	*3,9%*
Active customer (7)	**2,373**	**2,300**	**2,306**	**2,291**	**2,305**
- as a % of total active customers	88,2%	86,9%	86,5%	85,9%	85,5%
- Quarterly Net Adds (4)	0,022	-0,073	0,006	-0,015	0,014
- Quaterly net growrh as a %	*1,0%*	*-3,1%*	*0,2%*	*-0,7%*	*0,6%*
- Year on year net growth	*2,3%*	*-2,1%*	*-2,0%*	*-2,6%*	*-2,9%*
Active Penetration Rate (5)	**111,3%**	**107,9%**	**107,6%**	**106,9%**	**107,6%**
Population at January the 1st of previous year (source: INSEE)	*2,131*	*2,131*	*2,142*	*2,142*	*2,142*

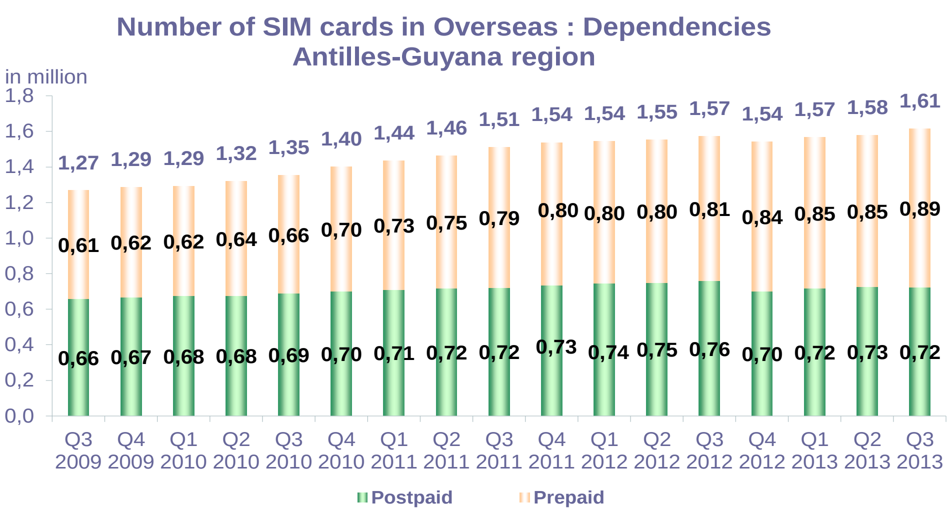
SMS Traffic - Overseas	Sept-12	Dec-12	March-13	June-13	Sept-13
SMS traffic in billions of units (13)	**1,220**	**1,308**	**1,291**	**1,265**	**1,263**
- Quarterly growth in billions of units (4)	0,038	0,088	-0,016	-0,026	-0,003
- Quaterly growrh as a %	*3,2%*	*7,2%*	*-1,2%*	*-2,0%*	*-0,2%*
- Year on year growth (4)	*21,1%*	*18,9%*	*11,8%*	*7,1%*	*3,5%*
Average monthly SMS Traffic per active customers (13)	172	187	187	184	183



III. 2. OVERSEAS REPORT : ANTILLES-GUYANE
Mobile Network Operators (1)
30 September 2013

	Sept-12	Dec-12	March-13	June-13	Sept-13
Total customers (2)	**1,571**	**1,542**	**1,568**	**1,579**	**1,614**
- Quarterly Net Adds (4)	0,018	-0,029	0,026	0,011	0,035
- Quaterly net growrh as a %	*1,2%*	*-1,9%*	*1,7%*	*0,7%*	*2,2%*
- Year on year net growth (4)	*4,0%*	*0,3%*	*1,5%*	*1,6%*	*2,7%*
Penetration Rate (5)	**145,3%**	**142,6%**	**145,0%**	**146,0%**	**149,3%**
Population at January the 1st of previous year (source: INSEE)	*1,081*	*1,081*	*1,081*	*1,081*	*1,081*
Postpaid customers (2)	**0,759**	**0,701**	**0,716**	**0,726**	**0,723**
- Quarterly Net Adds (4)	0,010	-0,058	0,015	0,010	-0,003
- Quaterly net growrh as a %	*1,3%*	*-7,6%*	*2,1%*	*1,4%*	*-0,4%*
- Year on year net growth (4)	*5,3%*	*-4,6%*	*-3,8%*	*-3,1%*	*-4,7%*
Prepaid customers (2)	**0,812**	**0,841**	**0,852**	**0,852**	**0,890**
- Quarterly Net Adds (4)	0,008	0,029	0,011	0,000	0,038
- Quaterly net growrh as a %	*1,1%*	*3,5%*	*1,3%*	*0,0%*	*4,4%*
- Year on year net growth (4)	*2,8%*	*4,7%*	*6,5%*	*6,1%*	*9,6%*
Active customer (7)	**1,344**	**1,291**	**1,310**	**1,307**	**1,308**
- as a % of total active customers	85,5%	83,8%	83,5%	82,8%	81,0%
- Quarterly Net Adds (4)	0,019	-0,052	0,018	-0,002	0,000
- Quaterly net growrh as a %	*1,4%*	*-3,9%*	*1,4%*	*-0,2%*	*0,0%*
- Year on year net growth	*3,1%*	*-2,5%*	*-1,1%*	*-1,3%*	*-2,7%*
Active Penetration Rate (5)	**124,3%**	**119,4%**	**121,2%**	**120,9%**	**121,0%**
Population at January the 1st of previous year (source: INSEE)	*1,081*	*1,081*	*1,081*	*1,081*	*1,081*

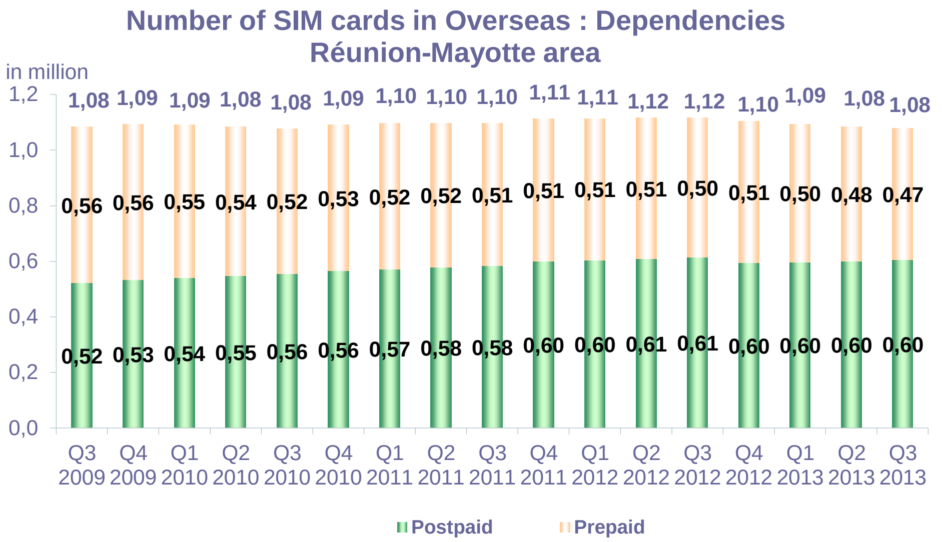
SMS Traffic - Overseas (ANTILLES-GUYANE)	Sept-12	Dec-12	March-13	June-13	Sept-13
SMS traffic in billions of units (13)	**0,477**	**0,520**	**0,520**	**0,530**	**0,499**
- Quarterly growth in billions of units (4)	-0,001	0,043	0,000	0,010	-0,031
- Quaterly growrh as a %	*-0,3%*	*9,0%*	*0,0%*	*1,9%*	*-5,8%*
- Year on year growth (4)	*30,7%*	*22,8%*	*14,5%*	*10,7%*	*4,6%*
Average monthly SMS Traffic per active customers (13)	119	132	133	135	127



III. 3. OVERSEAS REPORT : REUNION-MAYOTTE
Mobile Network Operators (1)
30 September 2013

	Sept-12	Dec-12	March-13	June-13	Sept-13
Total customers (2)	**1,116**	**1,102**	**1,093**	**1,083**	**1,079**
- Quarterly Net Adds (4)	0,000	-0,014	-0,009	-0,010	-0,004
- Quaterly net growrh as a %	*0,0%*	*-1,2%*	*-0,8%*	*-0,9%*	*-0,4%*
- Year on year net growth (4)	*1,8%*	*-1,0%*	*-1,8%*	*-2,9%*	*-3,3%*
Penetration Rate (5)	**106,9%**	**105,6%**	**103,7%**	**102,7%**	**102,3%**
Population at January the 1st of previous year (source: INSEE)	*1,044*	*1,044*	*1,055*	*1,055*	*1,055*
Postpaid customers (2)	**0,615**	**0,595**	**0,598**	**0,600**	**0,605**
- Quarterly Net Adds (4)	0,006	-0,019	0,002	0,002	0,005
- Quaterly net growrh as a %	*1,0%*	*-3,2%*	*0,4%*	*0,4%*	*0,8%*
- Year on year net growth (4)	*5,4%*	*-0,8%*	*-1,1%*	*-1,5%*	*-1,6%*
Prepaid customers (2)	**0,501**	**0,507**	**0,496**	**0,483**	**0,475**
- Quarterly Net Adds (4)	-0,006	0,006	-0,011	-0,013	-0,009
- Quaterly net growrh as a %	*-1,1%*	*1,2%*	*-2,2%*	*-2,5%*	*-1,8%*
- Year on year net growth (4)	*-2,3%*	*-1,1%*	*-2,6%*	*-4,6%*	*-5,3%*
Active customer (7)	**1,025**	**1,005**	**0,992**	**0,980**	**0,993**
- as a % of total active customers	91,9%	91,1%	90,7%	90,4%	92,0%
- Quarterly Net Adds (4)	0,003	-0,021	-0,013	-0,013	0,014
- Quaterly net growrh as a %	*0,3%*	*-2,0%*	*-1,3%*	*-1,3%*	*1,4%*
- Year on year net growth	*1,3%*	*-1,7%*	*-3,1%*	*-4,2%*	*-3,1%*
adjusted figure					
Active Penetration Rate (5)	**98,3%**	**96,3%**	**94,1%**	**92,8%**	**94,2%**
Population at January the 1st of previous year (source: INSEE)	*1,044*	*1,044*	*1,055*	*1,055*	*1,055*

SMS Traffic - Overseas (REUNION-MAYOTTE)	Sept-12	Dec-12	March-13	June-13	Sept-13
SMS traffic in billions of units (13)	**0,742**	**0,787**	**0,771**	**0,735**	**0,763**
- Quarterly growth in billions of units (4)	0,039	0,045	-0,016	-0,036	0,028
- Quaterly growrh as a %	*5,5%*	*6,0%*	*-2,0%*	*-4,6%*	*3,8%*
- Year on year growth (4)	*15,6%*	*16,4%*	*10,0%*	*4,6%*	*2,8%*
Average monthly SMS Traffic per active customers (13)	242	258	257	249	258



Appendix

The references in the tables refer to the following notes:

(1) Metropolitan mobile network operators (MNOs): Bouygues Telecom, Free Mobile, Orange France, Société Française du Radiotéléphone (SFR) and active MVNOs controlled by network operators: BuzzMobile, Carrefour mobile, Darty Mobile, E-plus (KPN France), France Télécom and SNBL.

Overseas mobile network operators : Orange Caraïbe, subsidiary of Orange France; Orange Réunion, subsidiary of Orange France; Société Réunionnaise du Radiotéléphone (SRR), including under the Mayotte Télécom Mobile brand in Mayotte, subsidiary of SFR; Digicel AFG; SAS SPM, subsidiary of Orange Caraïbe in Saint-Pierre-et-Miquelon; Dauphin Telecom; Outremer Telecom.

(1') Metropolitan MVNOs independent of mobile operators and active during the quarter : Afone, Auchan Telecom, Bazile Telecom, Coriolis Telecom, Futur Telecom, IC Telecom, La Poste Telecom, Lebara mobile, Legos, Lycamobile, Mobeel, NRJ Mobile, Numericable, Omer mobile, Omer Telecom, Ortel Mobile, Prixtel, SCT Telecom, Sim +, Sisteer, Symacom, Transatel, Zéro forfait.

(2) A client is considered to be any user of a mobile service provided by an operator (MNO or MVNO) and having a mobile line registered with an operator's Home Location Register (HLR) at the date in question. Due to misuse of language, the term "client" also refers to the mobile line itself. So, for business clients, each line is considered a client. Post-paid clients are those whose service is invoiced regularly (packages, metered offers, blocked accounts, etc.). By default, any non-post-paying client is considered to be a pre-paying client.

(3) Gross sales are the operator's clients at the end of the quarter which are registered with the HLR during the quarter. They exclude migrations: pre-paid to post-paid migration corresponds to clients asking their operator to replace their pre-paid offer in force at the beginning of the quarter with a post-paid offer; conversely, post-paid to pre-paid migration corresponds to clients asking their operator to replace their post-paid offer in force at the beginning of the quarter with a pre-paid offer.

(4) Net growth data for the quarter are calculated as the difference in the number of clients between the beginning and end of the quarter. Year-on-year growth is obtained by comparing the numbers of clients of two ends of quarters one year apart to the end of the first quarter in question.

(5) The penetration rate is obtained by dividing the total number of clients or the number of "active" clients by the population in question. The MIM publication of December 2006 updated the populations resulting from INSEE's ten-year census of 1st January 1999. From now on, the reference population is that published by INSEE on 1st January of the year in question, with no retroactive updating. On 1st January of year N, INSEE publishes its population estimates for 1st January of the year N-1. So, the reference population for 2013, taken from the estimates published on 1st January 2013 (and therefore on 1st January 2012), is a Metropolitan population of 63 409 191, to which are added a population of 2 242 271for the DOM and COM, broken down as 1 081 000 inhabitants for the Antilles-Guyana area and 1 054 959 for the Réunion-Mayotte area. The Mayotte population of January 1st, 2011 results from an estimation of the World Bank.

(6) A client under a commitment contract is any client having taken out or renewed a contract (out of all or part of the contracts related to mobile service) for a minimum period not having expired at the date in question. A client not under commitment contract is any client not having a contract.

(7) The number of active clients equals to all post-paid customers under contract and pre-paid customers under contract having made or received a telephone call, whether free or paid, sent a SMS, MMS or used a multimedia (e-mail, etc.) service during the past three months (not including incoming SMS).

(8) A client's registration region is that of the Metropolitan administrative region in which the client was registered from the operator's point of view. For post-paid clients, this is the region of the invoicing address.

(9) The market share of MVNOs in gross post-paid sales is the ratio as a percentage of gross sales made by the MVNOs during the quarter to total post-paid gross for the same quarter. The market share of MVNOs in gross pre-paid sales is the ratio as a percentage of gross pre-paid sales made by the MVNOs during the quarter to total gross pre-paid sales for the same quarter.

(10) The quarterly post-paid cancellation rate is the ratio of post-paid cancellations during the quarter to the average number of post-paid clients during the period (½ sum of post-paid numbers at the beginning and end of the quarter). The quarterly pre-paid cancellation rate is the ratio between pre-paid cancellations during the quarter and the average number of pre-paid clients during the period (½ sum of pre-paid clients at the beginning and end of the quarter). Note that a cancellation is defined as an operator's client at the beginning of the quarter whose registration in the HLR was deleted during the quarter. Modifications to the registration in the HLR are not cancellations. So, this definition does not cover changes in offers within a line, or pre- to post-paid migrations or post- to pre-paid migrations, or service suspensions.

(11) The number of ported numbers is calculated as half of the volume of numbers of "in" porting and "out" porting done by all operators. "In" porting is considered to be an effective porting from the receiving operator's point of view. "Out" porting is an effective porting from the donor operator's point of view.

(12) The active number of multimedia clients is defined as all clients having used a multimedia service such as internet mobile at least once during the past month or, having sent an MMS or mobile e-mail (this does not include SMS), regardless of the support technology (CSD, GPRS, EDGE, UMTS, etc.).

(13) Quarterly SMS (Short Message Service) traffic corresponds to all SMS sent (outgoing SMS) during the quarter. Average monthly SMS traffic per active client equals quarterly SMS traffic divided by 3, divided by the average number of active clients ((number of active clients at the end of the previous quarter + number of active clients at the end of the quarter in question)/2).