

Mobile Indicator Monitor

Data at: 30th september 2008

Mobile Indicator monitor at 30th September 2008

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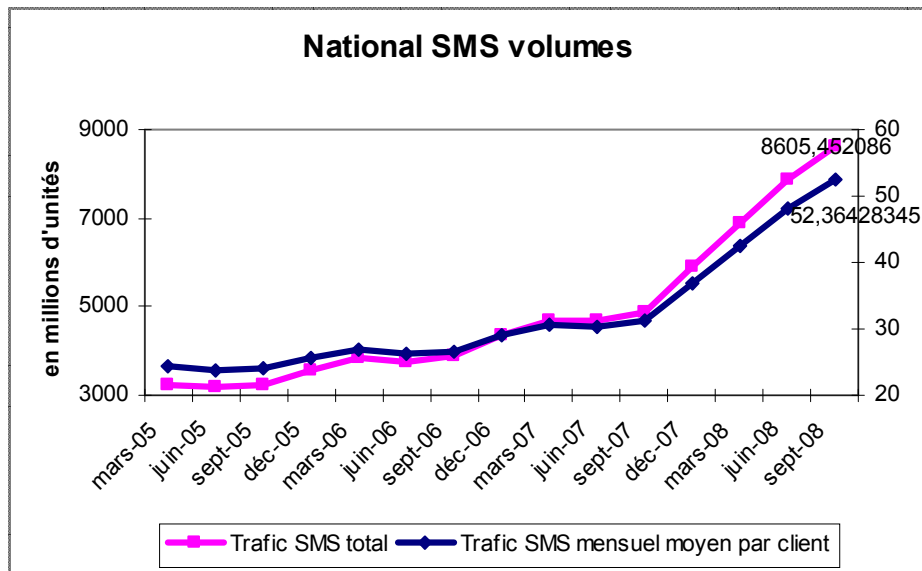
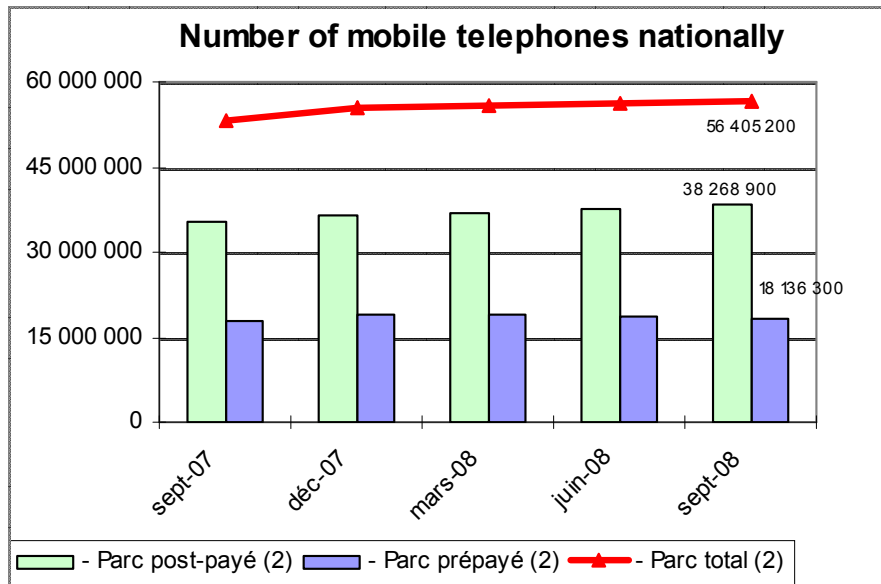
NATIONAL REPORT
Mobile Network Operators and Mobile Virtual Network Operators (1)
30th September 2008

	sept-07	déc-07	mars-08	juin-08	sept-08
- Post-paid clients (2)	35 247 900	36 309 500	36 856 400	37 463 400	38 268 900
- Net quarterly growth	669 500	1 061 600	546 900	607 000	805 500
- Net quarterly growth as a %	1,9%	3,0%	1,5%	1,6%	2,2%
- Year-on year net growth (4)	8,4%	8,2%	8,3%	8,3%	8,6%
- Pre-paid clients (2)	17 828 000	19 048 600	18 874 700	18 571 000	18 136 300
- Net quarterly growth	-135 300	1 220 600	-173 900	-303 700	-434 700
- Net quarterly growth as a %	-0,8%	6,8%	-0,9%	-1,6%	-2,3%
- Year-on year net growth (4)	3,0%	5,1%	4,7%	3,4%	1,7%
- Total clients (2)	53 075 900	55 358 100	55 731 100	56 034 400	56 405 200
- Net quarterly growth	534 200	2 282 200	373 000	303 300	370 800
- Net quarterly growth as a %	1,0%	4,3%	0,7%	0,5%	0,7%
- Year-on year net growth (4)	6,5%	7,1%	7,1%	6,6%	6,3%
- Penetration rate (5)	84,0%	87,6%	87,6%	88,1%	88,7%
- Population at 1st January of year N-1 (source: INSEE)	63 186 300	63 186 300	63 598 300	63 598 300	63 598 300
- Total active clients *(7)	52 065 800	54 071 800	54 333 500	54 467 200	55 091 600
- as a % of total clients	98,1%	97,7%	97,5%	97,2%	97,7%
- Net quarterly growth	112 000	2 006 000	261 700	133 700	624 400
- Net quarterly growth as a %	0,2%	3,9%	0,5%	0,2%	1,1%
- Year-on year net growth (4)	6,1%	5,9%	5,8%	4,8%	5,8%
- Active penetration rate (5)	82,4%	85,6%	85,4%	85,6%	86,6%
- Population at 1st January of year N-1 (source: INSEE)	63 186 300	63 186 300	63 598 300	63 598 300	63 598 300

SMS traffic

National	sept-07	déc-07	mars-08	juin-08	sept-08
- SMS traffic in thousands of units (15)	4 858 312	5 893 864	6 912 990	7 879 185	8 605 452
- Quarterly growth in thousands of units (4)	161 374	1 035 552	1 019 126	966 196	726 267
- Quarterly growth as a %	3,4%	21,3%	17,3%	14,0%	9,2%
- Year-on-year growth	24,8%	35,7%	46,8%	67,8%	77,1%
- Average monthly SMS traffic per active client (15)	31,1	37,0	42,4	48,3	52,4

* Obtained by extrapolation beginning Q3 2005, for Metropolitan France, to all operators from data reported by operators with over 250 000 lines



METROPOLITAN REPORT
Mobile Network Operators and Mobile Virtual Network Operators (1)
30th September 2008

	sept-07	déc-07	mars-08	juin-08	sept-08
- Post-paid clients (2)	34 257 400	35 271 400	35 790 000	36 383 300	37 164 500
- Gross sales for the quarter(3)	1 833 100	2 300 800	1 716 900	1 688 900	1 911 800
- Net quarterly growth	645 200	1 014 000	518 600	593 300	781 200
- Net quarterly growth as a %	1,9%	3,0%	1,5%	1,7%	2,1%
- Year-on year net growth (4)	8,3%	8,0%	8,2%	8,2%	8,5%

- Pre-paid clients (2)	16 825 400	17 998 500	17 793 100	17 484 400	17 042 000
- Gross sales for the quarter(3)	1 897 662	2 799 747	1 852 342	1 804 714	2 003 141
- Net quarterly growth	-148 100	1 173 100	-205 400	-308 700	-442 400
- Net quarterly growth as a %	-0,9%	7,0%	-1,1%	-1,7%	-2,5%
- Year-on year net growth (4)	2,7%	4,9%	4,5%	3,0%	1,3%

- Total clients (2)	51 082 800	53 269 900	53 583 100	53 867 700	54 206 500
- Net quarterly growth	497 100	2 187 100	313 200	284 600	338 800
- Net quarterly growth as a %	1,0%	4,3%	0,6%	0,5%	0,6%
- Year-on year net growth (4)	6,4%	6,9%	6,9%	6,5%	6,1%

- Penetration rate (5)	83,5%	87,1%	87,1%	87,5%	88,1%
- Population at 1st January of year N-1 (source: INSEE)	61 168 000	61 168 000	61 538 000	61 538 000	61 538 000

- Total clients not under commitment contract* (6)	24 924 100	26 237 200	25 508 500	25 154 700	24 027 800
- o/w post-paid clients not under commitment contract	8 098 700	8 238 700	7 715 400	7 670 300	6 985 800
- % of post-paid customers not under commitment contract	23,6%	23,4%	21,6%	21,1%	18,8%

- Total active clients* (7)	50 227 500	52 111 900	52 346 900	52 486 400	53 047 100
- as a % of total clients	98,3%	97,8%	97,7%	97,4%	97,9%
- Net quarterly growth	74 100	1 884 400	235 000	139 500	560 700
- Net quarterly growth as a %	0,1%	3,8%	0,5%	0,3%	1,1%
- Year-on year net growth (4)	5,8%	5,7%	5,6%	4,7%	5,6%

- Active penetration rate (5)	82,0%	82,1%	85,2%	85,3%	86,2%
- Population at 1st January of year N-1 (source: INSEE)	61 168 000	61 168 000	61 538 000	61 538 000	61 538 000

Active mobile multimedia clients

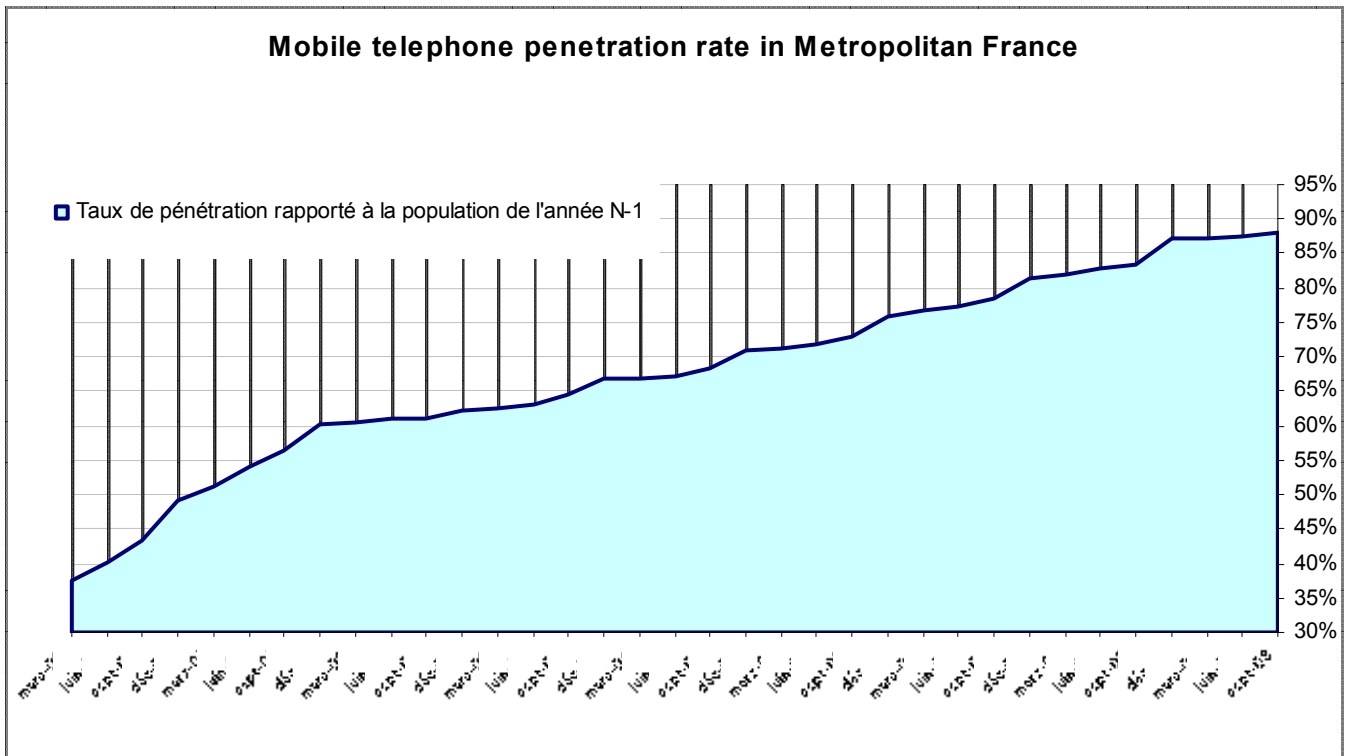
Metropolitan France	sept-07	déc-07	mars-08	juin-08	sept-08
- Active mobile multimedia clients* (14)	15 231 500	17 119 200	16 667 800	16 734 700	17 392 400
- as a % of total clients	30,3%	32,9%	31,8%	31,9%	32,8%
- Quarterly growth (4)	325 300	1 887 700	-451 400	66 900	657 700
- Net quarterly growth as a %	2,2%	12,4%	-2,6%	0,4%	3,9%
- Year-on-year growth	15,1%	14,1%	13,8%	12,3%	14,2%

SMS traffic

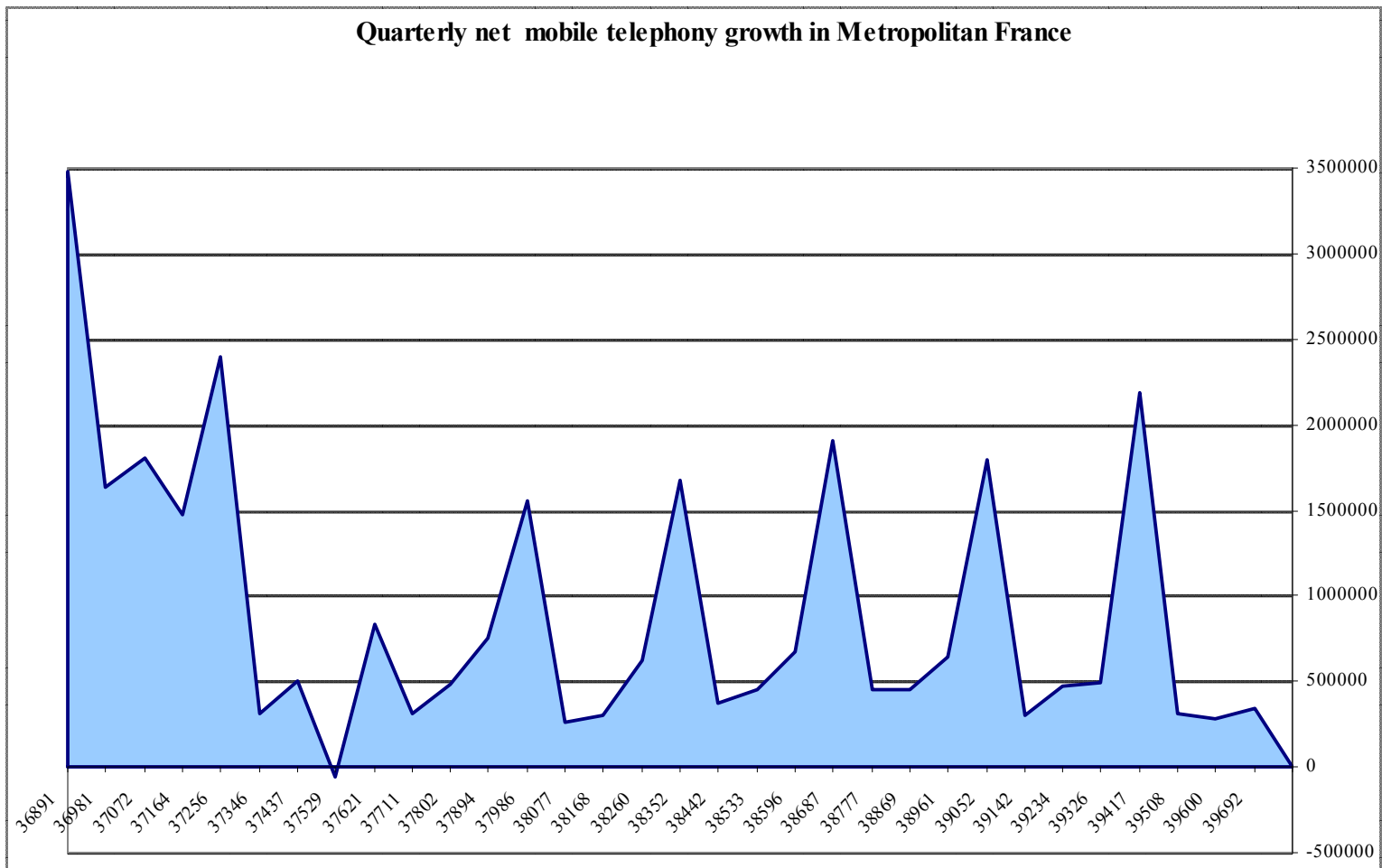
Metropolitan France	sept-07	déc-07	mars-08	juin-08	sept-08
- SMS traffic in thousands of units (15)	4 682 264	5 695 082	6 698 077	7 666 715	8 336 117
- Quarterly growth in thousands of units (4)	130 937	1 012 818	1 002 995	968 637	669 403
- Quarterly growth as a %	2,9%	21,6%	17,6%	14,5%	8,7%
- Year-on-year growth	24,0%	35,1%	46,7%	68,5%	78,0%
- Average monthly SMS traffic per active client (15)	31,1	37,1	42,7	48,8	52,7

*Obtained by extrapolation beginning Q3 2005, for Metropolitan France, to all operators from data reported by operators with over 250 000 lines. The number of clients not under commitment contract does not include business clients.

Mobile telephone penetration rate in Metropolitan France



Quarterly net mobile telephony growth in Metropolitan France

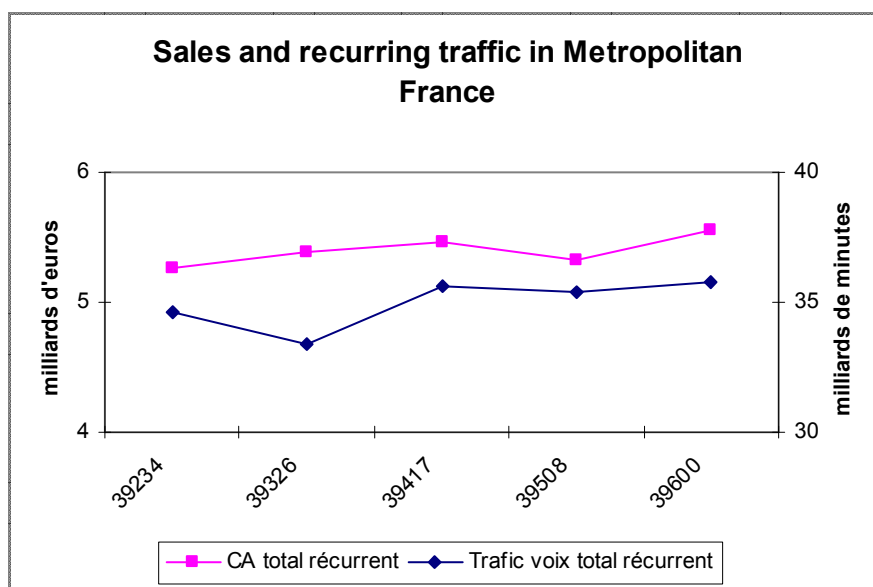


METROPOLITAN SALES AND RECURRING TRAFFIC REPORT
Mobile network operators (1)
30th September 2008

	juin-07	sept-07	déc-07	mars-08	juin-08
- Total recurring sales in thousands of euros* (9)	5 261 113	5 383 595	5 457 476	5 317 730	5 555 654
- Year-on-year growth	3,1%	2,9%	3,2%	4,1%	5,6%
- o/w recurring post-paid income in thousands of euros	4 544 327	4 575 730	4 737 865	4 647 781	4 799 465
- Year-on-year growth	4,1%	2,1%	4,2%	5,7%	5,6%
- o/w recurring pre-paid income in thousands of euros	716 787	807 864	719 611	669 949	756 188
- Year-on-year growth	-2,6%	7,6%	-2,8%	-6,2%	5,5%
- Average monthly recurring sales per active client per month in euros* (9)	35,2	35,8	34,8	33,9	35,3
- Year-on-year growth	-3,8%	-3,3%	-4,4%	-1,5%	0,4%
- o/w average monthly income per post-paid per month in euros	45,4	44,9	44,4	43,6	44,3
- Year-on-year growth	-4,7%	-6,0%	-5,8%	-2,2%	-2,4%
- o/w average monthly income per active pre-paid client per month in euros	14,5	16,6	14,4	13,4	15,4
- Year-on-year growth	-5,6%	5,4%	-5,4%	-7,0%	6,6%
- Total recurring voice traffic in thousands of minutes** (10)	34 645 933	33 420 393	35 580 790	35 418 725	35 785 373
- Year-on-year growth	10,7%	9,1%	7,2%	5,2%	3,3%
- o/w total post-paid recurring voice traffic in thousands of minutes**	30 799 548	29 476 158	31 543 288	31 362 669	31 696 642
- Year-on-year growth	9,5%	7,9%	5,9%	4,6%	2,9%
- o/w total pre-paid recurring voice traffic in thousands of minutes**	3 846 385	3 944 236	4 037 502	4 056 056	4 088 731
- Year-on-year growth	21,7%	19,6%	18,0%	9,9%	6,3%

* Since March 2005, includes incoming mobile-mobile call termination income in Metropolitan France

** Since December 2005, includes mobile-mobile call termination traffic in Metropolitan France

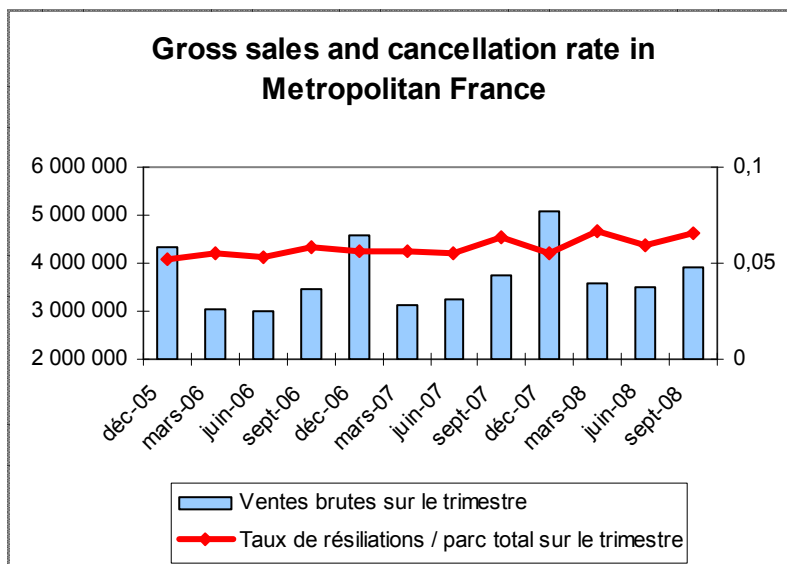
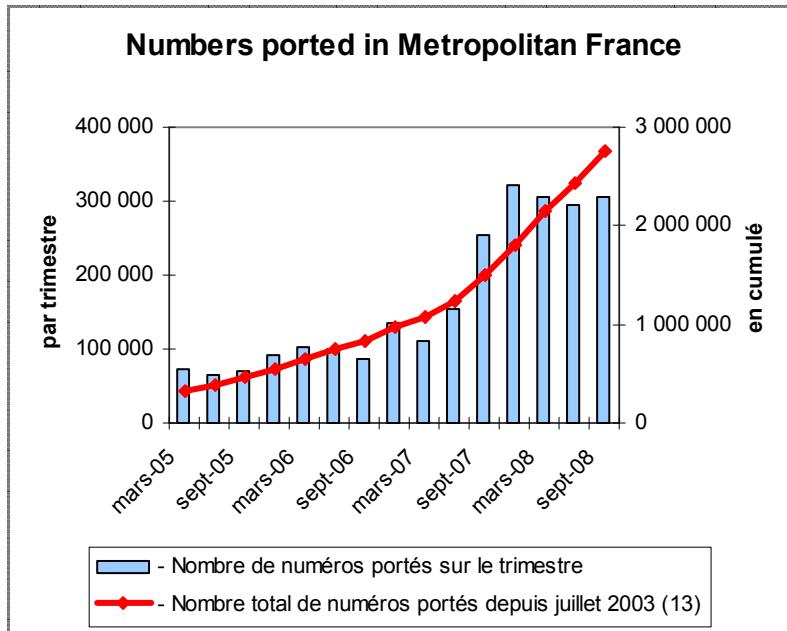
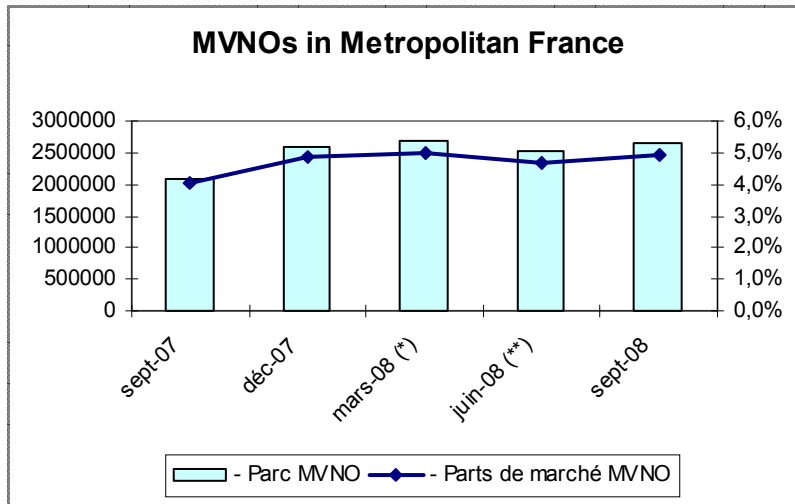


METROPOLITAN COMPETITION REPORT
Mobile Network Operators and Mobile Virtual Network Operators (1)
30th September 2008

	sept-07	déc-07	Mar-08 (*)	Jun-08 (**)	sept-08
- MNOs	49 009 500	50 668 800	50 912 500	51 354 500	51 548 000
- Net quarterly growth	341 700	1 659 300	243 700	442 000	193 500
- Net quarterly growth as a %	0,7%	3,4%	0,5%	0,9%	0,4%
- Year-on year net growth (4)	4,2%	4,7%	5,2%	5,5%	5,2%
- MVNOs	2 073 300	2 601 000	2 670 700	2 513 100	2 658 500
- Net quarterly growth	155 400	527 700	69 700	-157 600	145 400
- Net quarterly growth as a %	8,1%	25,5%	2,7%	-5,9%	5,8%
- Year-on year net growth (4)	117,3%	86,8%	56,0%	31,0%	28,2%
- MVNO market share	4,06%	4,88%	4,98%	4,67%	4,90%
- MVNO market share of gross post-paid sales (11)	9,8%	9,7%	10,1%	6,4%	6,5%
- MVNO market share of gross pre-paid sales (11)	13,5%	14,2%	20,7%	19,4%	16,0%
- Quarterly post-paid cancellation rate (12)	3,4%	3,9%	3,5%	3,1%	3,3%
- Quarterly pre-paid cancellation rate (12)	11,9%	9,4%	11,3%	11,8%	13,9%
- Total numbers ported since July 2003 (13)	1 490 600	1 842 300	2 148 200	2 442 500	2 746 900
- Numbers ported during the quarter	252 800	351 700	305 900	294 300	304 400
- Quarterly growth as a %	20,4%	23,6%	16,6%	13,7%	12,5%
- Year-on-year growth (4)	78,1%	89,7%	98,3%	97,3%	84,3%

(*): Since the MVNOs Débitel and Ten mobile were no longer independent at Q108, their data have been integrated into those of the MNOs controlling them.

(**): Since the MVNO Neuf Cégétel was no longer independent at Q208, its data have been integrated into those of the MNO controlling it.



**Répartition géographique des clients métropolitains (8)
Opérateurs de réseau mobile et MVNO (1)**

30 septembre 2008

Région	Population totale au 1er janvier 2007	Taux de pénétration par région*
Alsace	1 829 000	76,2%
Aquitaine	3 123 000	80,2%
Auvergne	1 337 000	66,7%
Basse-Normandie	1 453 000	70,8%
Bourgogne	1 626 000	74,0%
Bretagne	3 103 000	68,4%
Centre	2 515 000	75,2%
Champagne-Ardenne	1 337 000	82,7%
Corse	281 000	105,8%
Franche-Comté	1 151 000	66,1%
Haute-Normandie	1 815 000	81,8%
Ile-de-France	11 577 000	126,2%
Languedoc-Roussillon	2 548 000	80,6%
Limousin	727 000	71,7%
Lorraine	2 343 000	78,4%
Midi-Pyrénées	2 782 000	74,8%
Nord-Pas-De-Calais	4 048 000	80,3%
Pays de la Loire	3 455 000	70,9%
Picardie	1 890 000	78,5%
Poitou-Charentes	1 722 000	72,8%
PACA	4 818 000	103,3%
Rhône-Alpes	6 058 000	82,3%
Total	61 538 000	88,1%

* Obtenu par extrapolation à l'ensemble des opérateurs des données déclarées par les opérateurs ayant renseigné le questionnaire sur ce point, notamment les opérateurs de plus de 250 000 lignes

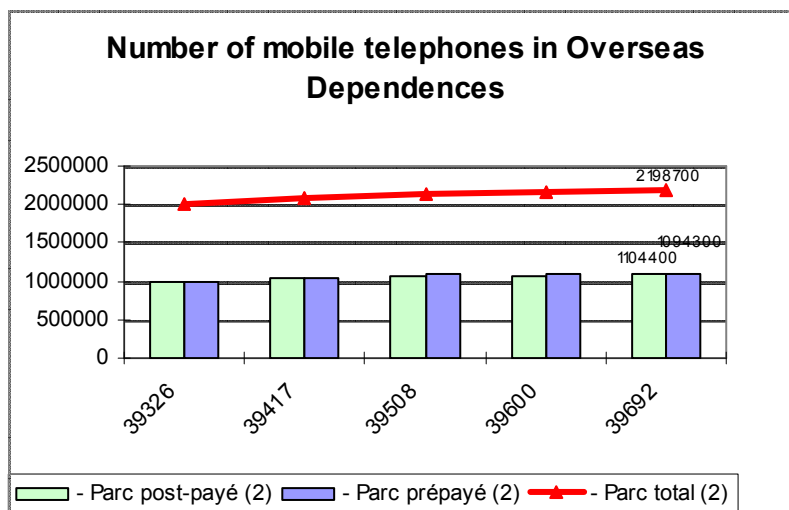
OVERSEAS REPORT
(DOM, SAINT-MARTIN, SAINT-BARTHELEMY, MAYOTTE, SAINT PIERRE & MIQUELON)

Mobile network operators (1)
30th September 2008

	sept-07	déc-07	mars-08	juin-08	sept-08
- Post-paid clients (2)	990 500	1 038 100	1 066 400	1 080 100	1 104 400
- Net quarterly growth	24 300	47 600	28 300	13 700	24 300
- Net quarterly growth as a %	2,5%	4,8%	2,7%	1,3%	2,2%
- Year-on-year growth	12,7%	13,4%	13,7%	11,8%	11,5%
- Pre-paid clients (2)	1 002 600	1 050 100	1 081 600	1 086 600	1 094 300
- Net quarterly growth	12 800	47 500	31 500	5 000	7 700
- Net quarterly growth as a %	1,3%	4,7%	3,0%	0,5%	0,7%
- Year-on-year growth	7,6%	8,3%	8,3%	9,8%	9,1%
- Total clients (2)	1 993 100	2 088 200	2 148 000	2 166 700	2 198 700
- Net quarterly growth	37 100	95 100	59 800	18 700	32 000
- Net quarterly growth as a %	1,9%	4,8%	2,9%	0,9%	1,5%
- Year-on-year growth	10,0%	10,8%	10,9%	10,8%	10,3%
- Penetration rate (5)	98,8%	103,5%	104,3%	105,2%	106,7%
- Population at 1st January of year N-1 (source: INSEE)	2 018 300	2 018 300	2 060 300	2 060 300	2 060 300
- Total active clients (7)	1 838 300	1 959 900	1 986 600	1 980 800	2 044 500
- as a % of total clients	92,2%	93,9%	92,5%	91,4%	93,0%
- Net quarterly growth	37 900	121 600	26 700	-5 800	63 700
- Net quarterly growth as a %	2,1%	6,6%	1,4%	-0,3%	3,2%
- Year-on year net growth (4)	-	-	10,1%	10,0%	11,2%
- Active penetration rate (5)	91,1%	97,1%	96,4%	96,1%	99,2%
- Population at 1st January of year N-1 (source: INSEE)	2 018 300	2 018 300	2 060 300	2 060 300	2 060 300

SMS traffic

Overseas	sept-07	déc-07	mars-08	juin-08	sept-08
- SMS traffic in thousands of units (15)	176 047	198 781	214 913	212 471	269 335
- Quarterly growth in thousands of units (4)	30 437	22 734	16 132	-2 442	56 864
- Quarterly growth as a %	20,9%	12,9%	8,1%	-1,1%	26,8%
- Year-on-year growth	48,5%	53,4%	52,5%	45,9%	53,0%
- Average monthly SMS traffic per active client (15)	32,3	34,9	36,1	35,7	44,6

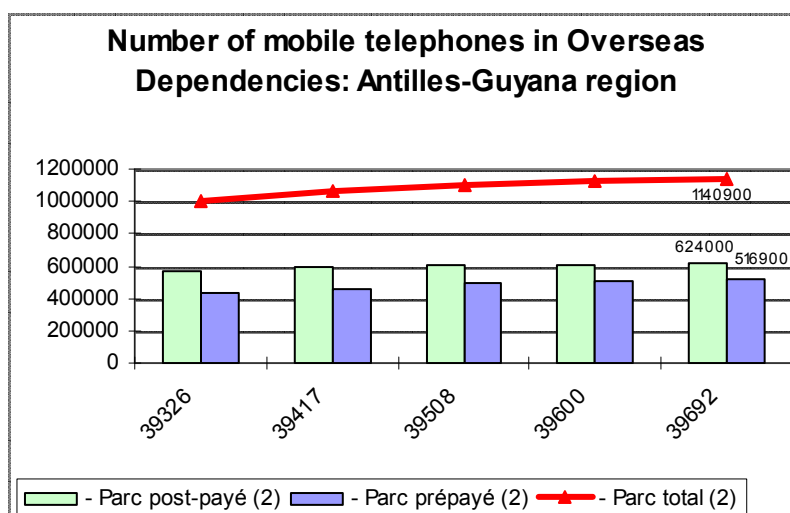


OVERSEAS REPORT
(ANTILLES-GUYANA region)
Mobile network operators (1)
30th June 2008

	sept-07	déc-07	mars-08	juin-08	sept-08
- Post-paid clients (2)	571 000	596 200	609 200	608 900	624 000
- Net quarterly growth	8 200	25 200	13 000	-300	15 100
- Net quarterly growth as a %	1,4%	4,4%	2,2%	0,0%	2,5%
- Year-on-year growth	-	9,8%	9,6%	8,2%	9,3%
- Pre-paid clients (2)	435 900	462 000	493 400	512 500	516 900
- Net quarterly growth	8 400	26 100	31 400	19 100	4 400
- Net quarterly growth as a %	2,0%	6,0%	6,8%	3,9%	0,9%
- Year-on-year growth	-	8,2%	8,7%	19,9%	18,6%
- Total clients (2)	1 006 900	1 058 200	1 102 600	1 121 400	1 140 900
- Net quarterly growth	16 600	51 300	44 400	18 800	19 500
- Net quarterly growth as a %	1,7%	5,1%	4,2%	1,7%	1,7%
- Year-on-year growth	-	9,1%	9,2%	13,2%	13,3%
- Penetration rate (5)	96,1%	101,0%	103,9%	105,7%	107,5%
- Population at 1st January of year N-1 (source: INSEE)	1 048 000	1 048 000	1 061 000	1 061 000	1 061 000
Total active clients (7)	-	-	1 036 800	1 047 400	1 080 000
as a % of total clients	-	-	94,0%	93,4%	94,7%
- Net quarterly growth	-	-	1 036 800	10 600	32 600
- Net quarterly growth as a %	-	-	-	1,0%	3,1%
- Year-on-year net growth (4)	-	-	-	-	-
Active penetration rate (5)	-	-	97,7%	98,7%	101,8%
- Population at 1st January of year N-1 (source: INSEE)	-	-	1 061 000	1 061 000	1 061 000

SMS traffic

Overseas (ANTILLES-GUYANA region)	sept-07	déc-07	mars-08	juin-08	sept-08
- SMS traffic in thousands of units (15)	-	-	135 317	133 202	138 693
- Quarterly growth in thousands of units (4)	-	-	-	-2 114	5 491
- Quarterly growth as a %	-	-	-	-1,6%	4,1%
- Year-on-year growth	-	-	-	-	-
- Average monthly SMS traffic per active client (15)	-	-	-	42,6	43,5

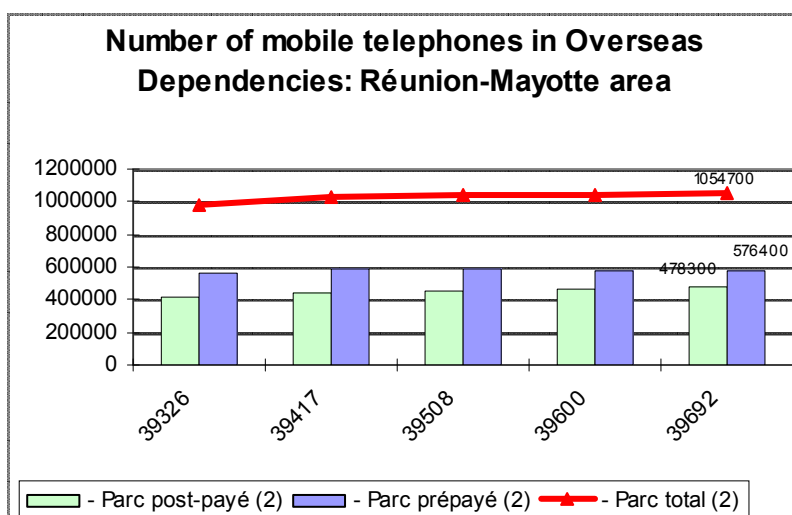


**OVERSEAS REPORT
(REUNION-MAYOTTE region)
Mobile network operators (1)
30th June 2008**

	sept-07	déc-07	mars-08	juin-08	sept-08
- Post-paid clients (2)	417 500	440 000	455 200	469 200	478 300
- Net quarterly growth	16 200	22 500	15 200	14 000	9 100
- Net quarterly growth as a %	4,0%	5,4%	3,5%	3,1%	1,9%
- Year-on-year growth	-	18,9%	19,7%	16,9%	14,6%
- Pre-paid clients (2)	565 800	587 100	587 300	573 200	576 400
- Net quarterly growth	4 300	21 300	200	-14 100	3 200
- Net quarterly growth as a %	0,8%	3,8%	0,0%	-2,4%	0,6%
- Year-on-year growth	-	8,5%	7,9%	2,1%	1,9%
- Total clients (2)	983 300	1 027 100	1 042 500	1 042 400	1 054 700
- Net quarterly growth	20 500	43 800	15 400	-100	12 300
- Net quarterly growth as a %	2,1%	4,5%	1,5%	0,0%	1,2%
- Year-on-year growth	-	12,7%	12,8%	8,3%	7,3%
- Penetration rate (5)	99,9%	102,0%	105,0%	105,0%	106,2%
- Population at 1st January of year N-1 (source: INSEE)	964 000	964 000	993 000	993 000	993 000
Total active clients (7)	-	-	946 800	930 300	961 400
as a % of total clients	-	-	90,8%	89,2%	91,2%
- Net quarterly growth	-	-	946 800	-16 500	31 100
- Net quarterly growth as a %	-	-	-	-1,7%	3,3%
- Year-on-year net growth (4)	-	-	-	-	-
Active penetration rate (5)	-	-	95,3%	93,7%	96,8%
- Population at 1st January of year N-1 (source: INSEE)	-	-	993 000	993 000	993 000

SMS traffic

Overseas (REUNION-MAYOTTE region)	sept-07	déc-07	mars-08	juin-08	sept-08
- SMS traffic in thousands of units (15)	-	-	79 568	79 246	130 616
- Quarterly growth in thousands of units (4)	-	-	-	-322	51 370
- Quarterly growth as a %	-	-	-	-0,4%	64,8%
- Year-on-year growth	-	-	-	-	-
- Average monthly SMS traffic per active client (15)	-	-	-	28,1	46,0



The references in the tables refer to the following notes:

(1) Metropolitan mobile network operators (MNOs): Orange France, Société Française du Radiotéléphone (SFR) and Bouygues Telecom; and active MVNOs controlled by network operators and counted as such: Débitel, Ten and Neuf Cegetel. Metropolitan MVNOs independent of mobile operators and active during the quarter: Afone, Auchan Télécom, Carrefour mobile, Coriolis, Mobisud, NRJ Mobile, Numéricable, Omer Telecom, Tele2 and Transatel. 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 and UTS Caraïbe.

(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 2008, taken from the estimates published on 1st January 2008 (and therefore on 1st January 2007), is a Metropolitan population of 61 538 000, to which are added a population of 2 060 300 for the DOM, broken down as 1 061 000 inhabitants for the Antilles-Guyana area and 793 000 for the Réunion area.

(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 all post-paid clients or pre-paid clients having made or received a telephone call, whether free or paid, during the past three months (not including 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) *Total recurring sales* are operators' total sales (in thousands of euros) generated from: client access to mobile services, on the retail market (e.g.: fixed monthly access for metered offers) or on the wholesale market (based on the pricing conditions of MVNO contracts), outgoing traffic on the retail market (including roaming out defined as traffic generated by calls of clients of French operators travelling on a foreign or overseas network) and on the wholesale mobile call access and origination market by hosted MVNOs, and incoming traffic for call termination (including for the calls to MVNOs hosted by the network operator). Any promotions and discounts granted to clients are deducted from recurring sales. On the other hand, unpaid sales are not deducted (as per the IFRS standard). Furthermore, this does not include: connection costs, sales of terminals and roaming in (income generated by foreign clients using the French operator's network). Recurring sales do not include repayments to third parties during the quarter and for the geographic area in question, related in particular to value-added services (special numbers, SMS+, etc.) or directory services (118 XYZ).

Average monthly recurring sales per client equals the total recurring sales for the quarter in question 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). Year-on-year average monthly recurring sales per active client are obtained by dividing the difference in sales at the end of two quarters one year apart by the sales of the end of the first quarter in question.

(10) *Recurring traffic* (in circuit mode) generated during the quarter and in the geographic area in question by MNOs includes outgoing calls (to fixed phones, third party mobiles, mobiles on the same network and also includes voice messaging calls) including for MVNOs, incoming calls from fixed and mobile networks and roaming out (traffic generated by calls made by the clients of the French operator travelling on a foreign network). Recurring traffic (in circuit mode) does not include roaming in (traffic generated by foreign clients travelling on the networks of French operators).

(11) 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.

(12) The quarterly post-paid cancellation rate is twice the ratio of post-paid cancellations during the quarter to the sum of post-paid numbers at the beginning and end of the quarter. So, it is the ratio of post-paid cancellations to the average number of post-paid clients during the period. Conversely, the quarterly pre-paid cancellation rate is twice the ratio between pre-paid cancellations during the quarter and the sum of pre-paid clients at the beginning and end of the quarter. So, it is the ratio of pre-paid cancellations to the average number of pre-paid clients during the period. 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.

(13) 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.

(14) The active number of multimedia clients is defined as all clients having used a multimedia service such as Internet mobile (Wap, I-Mode, Vodafone live, Orange World, etc.) 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.).

(15) *Quarterly SMS* (Short Message Service) *traffic* corresponds to all SMS sent (outgoing SMS) during the quarter. The data for St. Pierre and Miquelon are not considered. 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).