



Telecommunications observatory (mobile market)

June 30th, 2011 - provisional results

Summary :

➤ **National**

- Page 3 : customers base and multimedia
- Page 4 : customers geographic distribution

➤ **Metropolitan France**

- Pages 5 to 6: customers base, multimedia, penetration rate
- Page 7: Panel of competition
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➤ **Overseas**

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- Page 11: Réunion-Mayotte

➤ **Appendix (page 12)**

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>

Note: Before the first quarter 2011, the figures of the operator Débitel were included into those of SFR. With the buy-out of the customers base of Débitel by the MVNO La Poste Telecom (commercial launch on May 23rd, 2011), the former customers of Débitel are henceforth recorded with the other virtual operators. Therefore, the growths (quarterly and annual) of mobile network operators and MVNO in the “competitive report” of the second quarter 2011 are not relevant.

Except opposite mention, indicators are in million units.

I. NATIONAL REPORT

Mobile Network Operators and Mobile Virtual Network Operators (1)

June 30th, 2011

	June-10	Sept-10	Dec-10	March-11	June-11
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Postpaid customers (2)	44,195	45,129	46,390	46,826	47,365
- Quarterly Net Adds (4)	0,840	0,934	1,261	0,436	0,539
- Quarterly net growth as a %	1,9%	2,1%	2,8%	0,9%	1,2%
- Year on year net growth (4)	9,0%	8,8%	8,6%	8,0%	7,2%

Prepaid customers (2)	17,868	17,835	18,622	18,663	18,600
- Quarterly Net Adds (4)	-0,301	-0,033	0,787	0,041	-0,063
- Quarterly net growth as a %	-1,7%	-0,2%	4,4%	0,2%	-0,3%
- Year on year net growth (4)	-4,0%	-1,9%	-1,0%	2,7%	4,1%

Total customers (2)	62,063	62,964	65,012	65,489	65,965
- Quarterly Net Adds (4)	0,539	0,901	2,048	0,477	0,476
- Quarterly net growth as a %	0,9%	1,5%	3,3%	0,7%	0,7%
- Year on year net growth (4)	4,9%	5,5%	5,6%	6,4%	6,3%

Penetration Rate (5)	96,1%	97,5%	100,7%	100,9%	101,6%
Population at January the 1 st of previous year (source: INSEE)	64,558	64,558	64,558	64,920	64,920

Active customers*(7)	60,402	61,265	63,097	63,396	63,856
- as a % of total customers	97,3%	97,3%	97,1%	96,8%	96,8%
- Quarterly Net Adds (4)	0,580	0,863	1,832	0,299	0,460
- Quarterly net growth as a %	1,0%	1,4%	3,0%	0,5%	0,7%
- Year on year net growth (4)	5,7%	5,5%	5,9%	6,0%	5,7%

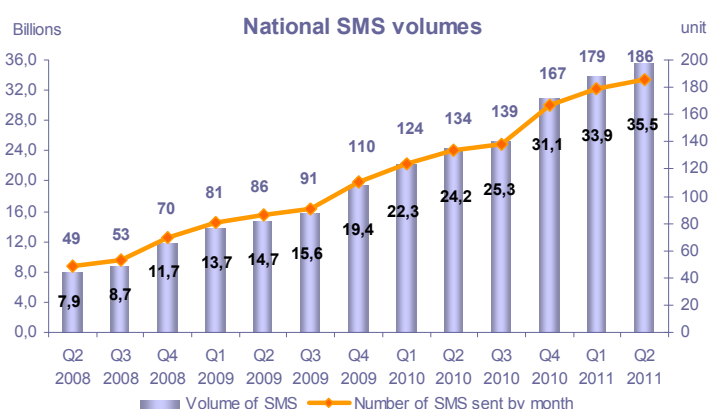
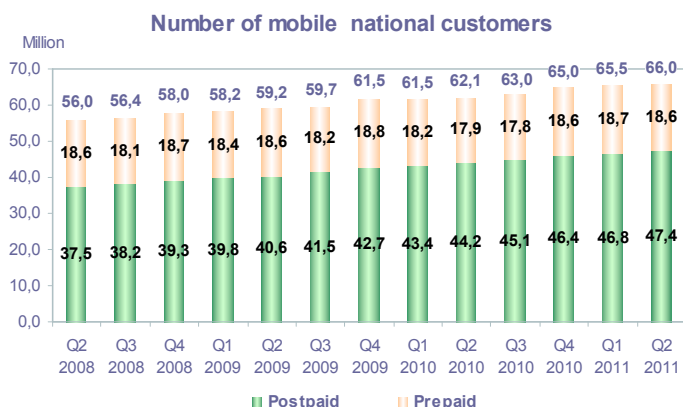
Active Penetration Rate (5)	93,6%	94,9%	97,7%	97,7%	98,4%
Population at January the 1 st of previous year (source: INSEE)	64,558	64,558	64,558	64,920	64,920

SMS traffic - National

	juin-10	sept-10	déc-10	mars-11	juin-11
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SMS traffic in billions of units (13)	24,204	25,286	31,093	33,887	35,520
- Quarterly growth in billions of units (4)	1,935	1,082	5,807	2,794	1,633
- Quarterly growth as a %	8,7%	4,5%	23,0%	9,0%	4,8%
- Year on year growth (4)	65,0%	61,6%	60,0%	52,2%	46,8%
Average monthly SMS Traffic per active customers (13)	134,2	138,6	166,7	178,6	186,1

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



**I. 2. Customers geographic distribution (8)
Metropolitan MNOs and MVNOs (1)
June 30th, 2011**

County	Population at January, the 1st 2010	County penetration rate* March 2011	County penetration rate* June 2011	County penetration rate* September 2011	County penetration rate* December 2011
Alsace	1,856	89,4%	90,4%		
Aquitaine	3,227	89,0%	89,5%		
Auvergne	1,345	77,4%	77,7%		
Basse-Normandie	1,474	79,9%	80,3%		
Bourgogne	1,643	83,7%	84,6%		
Bretagne	3,195	77,5%	77,9%		
Centre	2,545	87,9%	88,4%		
Champagne-Ardenne	1,334	92,4%	92,6%		
Corse	0,311	104,3%	104,0%		
Franche-Comté	1,173	76,0%	76,9%		
Haute-Normandie	1,833	91,7%	91,8%		
Ile-de-France	11,798	145,5%	147,4%		
Languedoc-Roussillon	2,633	92,4%	93,0%		
Limousin	0,746	80,0%	80,6%		
Lorraine	2,350	89,2%	89,6%		
Midi-Pyrénées	2,893	85,3%	86,3%		
Nord-Pas-De-Calais	4,026	93,2%	93,5%		
Pays de la Loire	3,565	80,7%	81,0%		
Picardie	1,914	87,7%	87,6%		
Poitou-Charentes	1,774	81,4%	82,1%		
PACA	4,951	113,2%	113,5%		
Rhône-Alpes	6,212	94,4%	95,0%		
Total	62,799	100,2%	101,0%		

The geographic distribution customers of the first quarter 2011 was adjusted with regard to the previous publication, because of several operators modifications.

* 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)
June 30th, 2011**

County	Population at January, the 1st 2010	County penetration rate March 2011	County penetration rate June 2011	County penetration rate September 2011	County penetration rate December 2011
Région	Population totale au 1 ^{er} janvier 2010	Taux de pénétration par région Mars 2011	Taux de pénétration par région Juin 2011	Taux de pénétration par région Septembre 2011	Taux de pénétration par région Décembre 2011
Guadeloupe	0,448	139,6%	140,5%		
Martinique	0,400	136,5%	137,0%		
Guyane	0,232	113,9%	115,1%		
Mayotte	0,201	91,1%	93,0%		
Réunion	0,833	109,5%	109,2%		
Saint Pierre et Miquelon	0,006	55,9%	56,1%		
Total	2,121	119,5%	120,0%		

II. 1. METROPOLITAN REPORT

Mobile Network Operators and Mobile Virtual Network Operators (1)

June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
Postpaid customers (2)	42,969	43,883	45,123	45,543	46,067
- Quarterly gross sales (3)	2,160	2,424	3,108	2,596	2,128
- Quarterly Net Adds (4)	0,832	0,914	1,240	0,420	0,524
- Quaterly net growrh as a %	2,0%	2,1%	2,8%	0,9%	1,2%
- Year on year net growth (4)	9,1%	8,9%	8,7%	8,1%	7,2%

Prepaid customers (2)	16,689	16,648	17,392	17,411	17,352
- Quarterly gross sales (3)	1,872	2,349	2,769	2,200	2,298
- Quarterly Net Adds (4)	-0,312	-0,041	0,744	0,019	-0,059
- Quaterly net growrh as a %	-1,8%	-0,2%	4,5%	0,1%	-0,3%
- Year on year net growth (4)	-4,5%	-2,2%	-1,3%	2,4%	4,0%

Total customers (2)	59,658	60,531	62,515	62,954	63,419
among which Internet SIM card	2,385	2,551	2,716	2,769	2,853
among which M2M SIM card	2,043	2,253	2,622	2,836	3,012
- Quarterly Net Adds (4)	0,520	0,873	1,984	0,439	0,465
- Quaterly net growrh as a %	0,9%	1,5%	3,3%	0,7%	0,7%
- Year on year net growth (4)	4,9%	5,6%	5,7%	6,5%	6,3%

Penetration Rate (5)	95,5%	96,9%	100,1%	100,2%	101,0%
Population at January the 1st of previous year (source: INSEE)	62,469	62,469	62,469	62,799	62,799

Customers not under commitment contract* (6)	24,687	24,838	25,800	25,716	25,779
- post-paid customers not under commitment contract	7,998	8,190	8,408	8,305	8,427
- % of post-paid customers not under commitment contract	18,6%	18,7%	18,6%	18,2%	18,3%

Active customers*(7)	58,218	59,042	60,817	61,109	61,573
- as a % of total customers	97,6%	97,5%	97,3%	97,1%	97,1%
- Quarterly Net Adds (4)	0,571	0,824	1,775	0,292	0,464
- Quaterly net growrh as a %	1,0%	1,4%	3,0%	0,5%	0,8%
- Year on year net growth (4)	5,8%	5,6%	5,9%	6,0%	5,8%

Active Penetration Rate (5)	93,2%	94,5%	97,4%	97,3%	98,0%
Population at January the 1st of previous year (source: INSEE)	62,469	62,469	62,469	62,799	62,799

Active mobile multimedia clients - Metropolitan

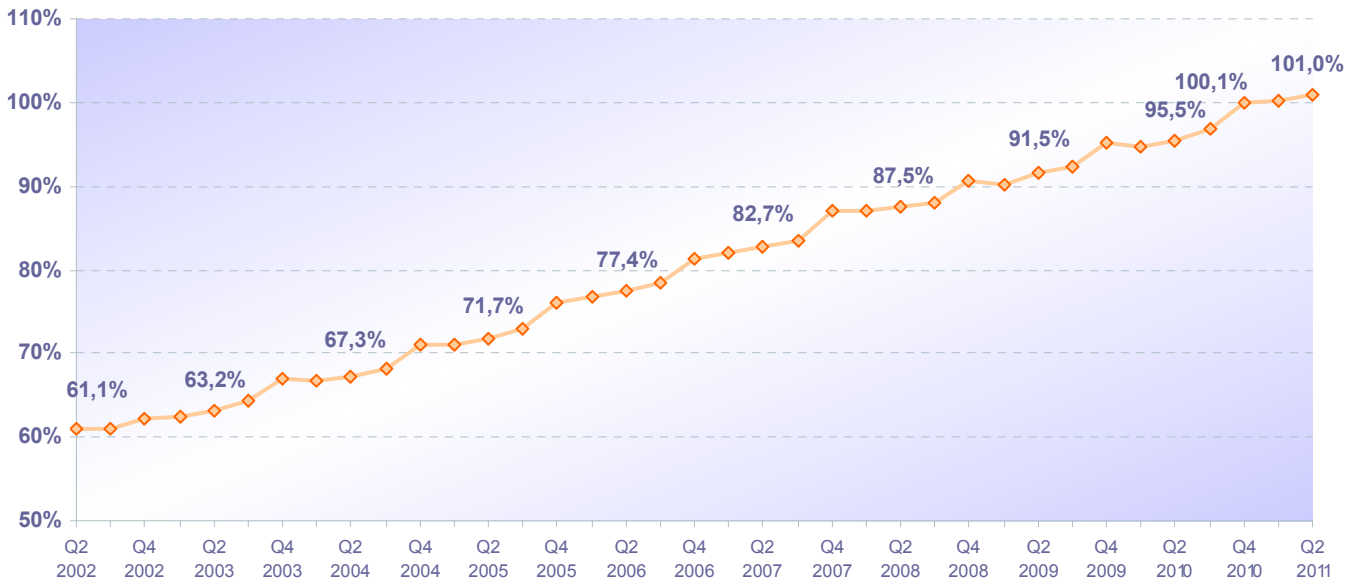
	juin-10	sept-10	déc-10	mars-11	juin-11
Active mobile multimedia clients* (12)	24,350	25,555	27,885	27,924	29,271
- as a % of total active customers	41,8%	43,3%	45,9%	45,7%	47,5%
- Quarterly Net Adds (4)	0,718	1,205	2,330	0,039	1,347
- Quaterly net growrh as a %	3,0%	4,9%	9,1%	0,1%	4,8%
- Year on year net growth	20,5%	22,3%	19,7%	18,2%	20,2%

SMS Traffic - Metropolitan

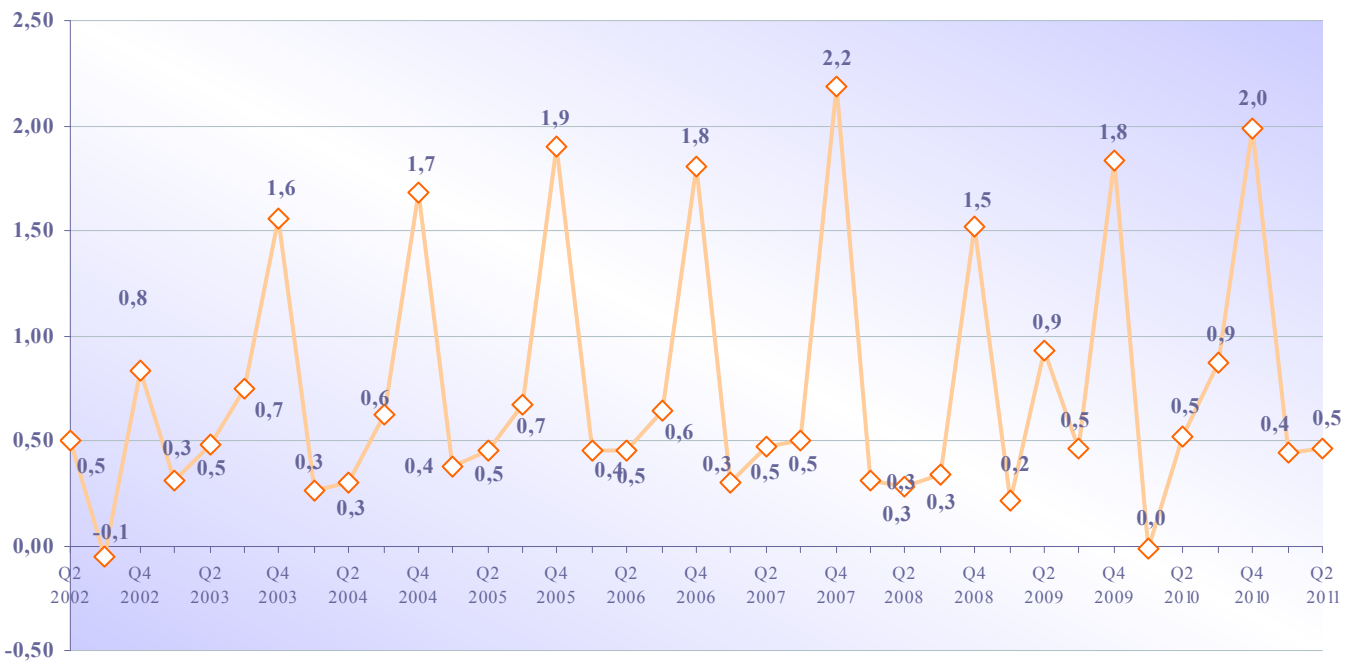
	juin-10	sept-10	déc-10	mars-11	juin-11
SMS traffic in billions of units (13)	23,503	24,546	30,228	32,962	34,563
- Quarterly growth in billions of units (4)	1,894	1,043	5,682	2,734	1,601
- Quaterly growth as a %	8,8%	4,4%	23,1%	9,0%	4,9%
- Year on year growth (4)	65,9%	62,5%	60,4%	52,5%	47,1%
Average monthly SMS Traffic per active customers (13)	135,2	139,6	168,1	180,2	187,8

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

Mobile telephone penetration rate in metropolitan France



Quarterly net mobile telephony growth in Metropolitan France



II. 2. METROPOLITAN COMPETITION REPORT
Mobile Network Operators and Mobile Virtual Network Operators (1)
 June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
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MNOs	55,787	56,343	57,846	57,720	57,445
- Among which postpaid customers	41,099	41,917	42,986	43,103	43,149
- Quarterly Net Adds (4)	0,333	0,556	1,503	-0,126	-0,275
- Quaterly net growth as a %	0,6%	1,0%	2,7%	-0,2%	-0,5%
- Year on year net growth (4)	3,6%	4,1%	4,1%	4,1%	3,0%

MVNOs	3,871	4,188	4,669	5,234	5,975
- Quarterly Net Adds (4)	0,187	0,317	0,481	0,565	0,741
- Quaterly net growth as a %	5,1%	8,2%	11,5%	12,1%	14,2%
- Year on year net growth (4)	29,1%	31,5%	30,5%	42,1%	54,4%

MVNO Market share	6,49%	6,92%	7,47%	8,31%	9,42%
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MVNO Market share of gross postpaid sales (9)	8,7%	7,9%	10,0%	16,3%	17%
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MVNO Market share of gross prepaid sales (9)	21,0%	22,8%	21,5%	27,8%	31%
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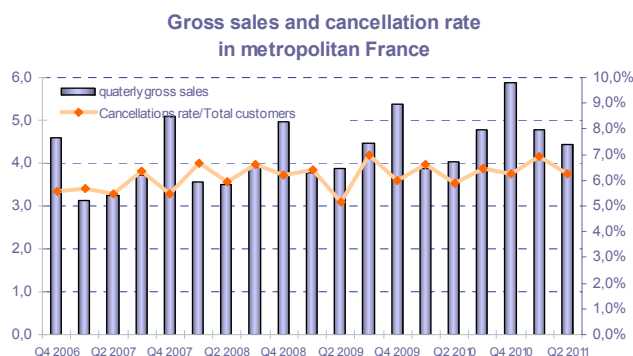
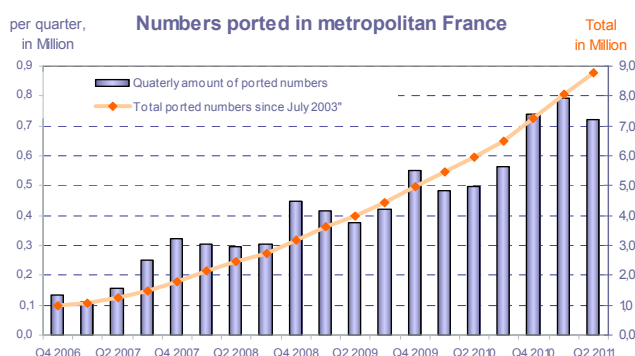
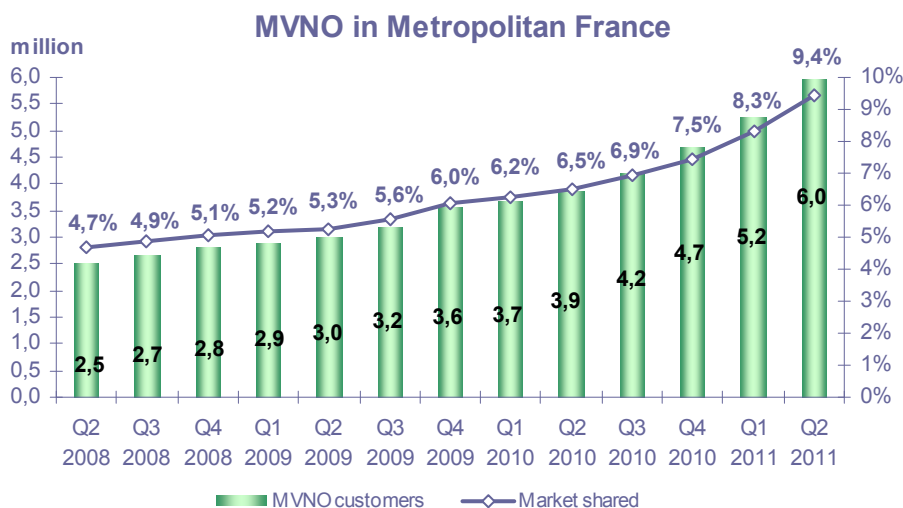
Quarterly postpaid cancellation rate (10)	3,2%	3,6%	4,3%	4,9%	4%
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Quarterly prepaid cancellation rate (10)	12,7%	14,0%	11,5%	12,4%	13%
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Numbers ported during the quarter	0,499	0,566	0,741	0,791	0,720
- Total numbers ported since July 2003 (11)	5,945	6,511	7,252	8,043	8,763
- Year on year growth (4)	33,1%	34,1%	34,2%	64,1%	44,3%

adjusted figures

Not relevant growths (integration of the customers of La Poste Telecom formerly Débitel in the MVNO market)



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

June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
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Postpaid residential customers (2)	34,506	35,097	35,842	35,822	36,069
- Quarterly gross sales (3)	1,558	1,928	2,331	2,037	1,609
- Quarterly Net Adds (4)	0,421	0,591	0,745	-0,020	0,247
- Quaterly net growrh as a %	1,2%	1,7%	2,1%	-0,1%	0,7%
- Year on year net growth (4)	6,7%	6,6%	6,0%	5,1%	4,5%

Prepaid residential customers (2)	16,689	16,648	17,392	17,411	17,352
- Quarterly gross sales (3)	1,872	2,349	2,769	2,200	2,298
- Quarterly Net Adds (4)	-0,312	-0,041	0,744	0,019	-0,059
- Quaterly net growrh as a %	-1,8%	-0,2%	4,5%	0,1%	-0,3%
- Year on year net growth (4)	-4,5%	-2,2%	-1,3%	2,4%	4,0%

Total residential customers (2)	51,195	51,745	53,234	53,233	53,421
<i>among which Internet SIM card</i>	1,558	1,696	1,819	1,830	1,889
- Quarterly Net Adds (4)	0,109	0,550	1,489	-0,001	0,188
- Quaterly net growrh as a %	0,2%	1,1%	2,9%	0,0%	0,4%
- Year on year net growth (4)	2,8%	3,6%	3,5%	4,2%	4,3%

adjusted figures

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

June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
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MNOs	47,346	47,586	48,591	48,049	47,498
- Quarterly Net Adds (4)	-0,078	0,240	1,005	-0,542	-0,551
- Quaterly net growrh as a %	-0,2%	0,5%	2,1%	-1,1%	-1,1%
- Year on year net growth (4)	1,1%	1,8%	1,5%	1,3%	0,3%

MVNOs	3,849	4,159	4,643	5,185	5,923
- Quarterly Net Adds (4)	0,187	0,310	0,484	0,542	0,738
- Quaterly net growrh as a %	5,1%	8,1%	11,6%	11,7%	14,2%
- Year on year net growth (4)	29,0%	31,2%	30,6%	41,6%	53,9%

MVNO Market share	7,52%	8,04%	8,72%	9,74%	11,09%
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MVNO Market share of gross postpaid sales (9)	12,0%	9,6%	13,1%	20,6%	22%
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MVNO Market share of gross prepaid sales (9)	21,0%	22,8%	21,5%	27,8%	31%
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Quaterly postpaid cancellation rate (10)	3,5%	4,0%	4,6%	5,6%	4%
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Quaterly prepaid cancellation rate (10)	12,7%	14,0%	11,5%	12,4%	13%
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Numbers ported during the quarter	0,423	0,501	0,644	0,712	0,635
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adjusted figures

Not relevant growths (integration of the customers of La Poste Telecom formerly Débitel in the MVNO market)

III. 1. OVERSEAS REPORT : DOM, Saint-Martin, Saint-Barthélemy, Mayotte, Saint Pierre & Miquelon Mobile Network Operators (1)

June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
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Postpaid customers (2)	1,226	1,246	1,267	1,283	1,297
- Quarterly Net Adds (4)	0,008	0,020	0,021	0,016	0,014
- Quarterly net growth as a %	0,7%	1,6%	1,7%	1,3%	1,1%
- Year on year net growth (4)	4,7%	5,2%	5,2%	5,3%	5,8%

Prepaid customers (2)	1,179	1,187	1,230	1,252	1,248
- Quarterly Net Adds (4)	0,010	0,008	0,043	0,022	-0,004
- Quarterly net growth as a %	0,9%	0,7%	3,6%	1,8%	-0,3%
- Year on year net growth (4)	2,5%	1,5%	4,5%	7,1%	5,9%

Total customers (2)	2,405	2,433	2,497	2,535	2,545
- Quarterly Net Adds (4)	0,018	0,028	0,064	0,038	0,010
- Quarterly net growth as a %	0,8%	1,2%	2,6%	1,5%	0,4%
- Year on year net growth (4)	3,6%	3,4%	4,9%	6,2%	5,8%

Penetration Rate (5)	115,1%	116,5%	119,5%	119,5%	120,0%
Population at January the 1st of previous year (source: INSEE)	2,089	2,089	2,089	2,121	2,121

Active customers*(7)	2,184	2,223	2,280	2,287	2,281
- as a % of total active customers	90,8%	91,4%	91,3%	90,2%	89,6%
- Quarterly Net Adds (4)	0,009	0,039	0,057	0,007	-0,006
- Quarterly net growth as a %	0,4%	1,8%	2,6%	0,3%	-0,3%
- Year on year net growth	3,5%	3,8%	4,0%	5,1%	4,4%

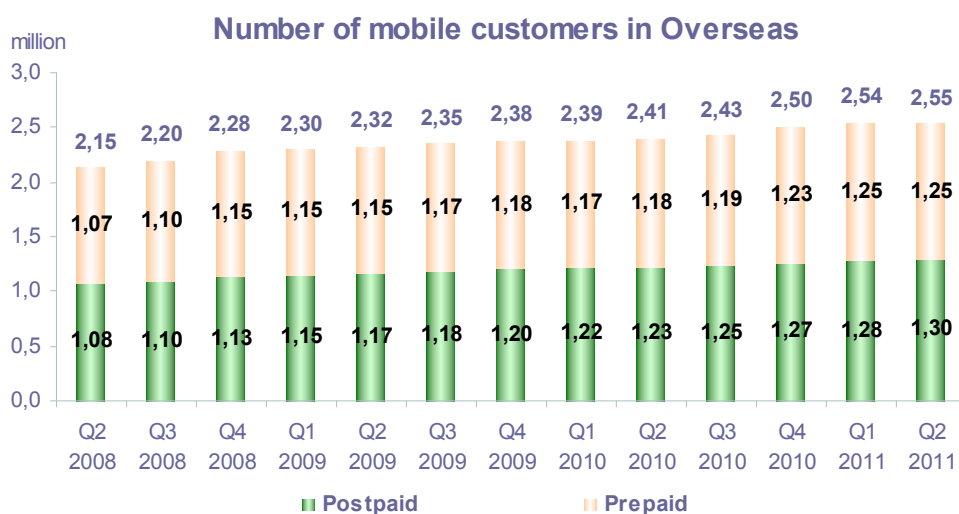
Active Penetration Rate (5)	104,6%	106,4%	109,2%	107,8%	107,6%
Population at January the 1st of previous year (source: INSEE)	2,089	2,089	2,089	2,121	2,121

adjusted figures

SMS Traffic - Overseas

	juin-10	sept-10	déc-10	mars-11	juin-11
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SMS traffic in billions of units (13)	0,701	0,740	0,865	0,925	0,957
- Quarterly growth in billions of units (4)	0,041	0,039	0,125	0,060	0,032
- Quarterly growth as a %	6,2%	5,6%	16,9%	6,9%	3,5%
- Year on year growth (4)	39,6%	36,5%	47,4%	40,2%	36,5%
Average monthly SMS Traffic per active customers (13)	107,2	111,9	128,1	135,0	139,7



III. 2. OVERSEAS REPORT : ANTILLES-GUYANE

Mobile Network Operators (1)

June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
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Postpaid customers (2)	0,677	0,689	0,700	0,710	0,716
- Quarterly Net Adds (4)	0,002	0,012	0,011	0,010	0,006
- Quaterly net growrh as a %	0,3%	1,8%	1,6%	1,4%	0,8%
- Year on year net growth (4)	3,4%	4,7%	4,6%	5,2%	5,8%

Prepaid customers (2)	0,641	0,663	0,702	0,726	0,728
- Quarterly Net Adds (4)	0,024	0,022	0,039	0,024	0,002
- Quaterly net growrh as a %	3,9%	3,4%	5,9%	3,4%	0,3%
- Year on year net growth (4)	10,5%	9,0%	13,8%	17,7%	13,6%

Total customers (2)	1,318	1,352	1,402	1,436	1,444
- Quarterly Net Adds (4)	0,026	0,034	0,050	0,034	0,008
- Quaterly net growrh as a %	2,0%	2,6%	3,7%	2,4%	0,6%
- Year on year net growth (4)	6,7%	6,8%	9,0%	11,1%	9,6%

Penetration Rate (5)	122,2%	125,3%	129,9%	133,0%	133,7%
Population at January the 1st of previous year (source: INSEE)	1,079	1,079	1,079	1,080	1,080

Active customers*(7)	1,190	1,222	1,265	1,266	1,265
- as a % of total active customers	90,3%	90,4%	90,2%	88,2%	87,6%
- Quarterly Net Adds (4)	0,013	0,032	0,043	0,001	-0,001
- Quaterly net growrh as a %	1,1%	2,7%	3,5%	0,1%	-0,1%
- Year on year net growth	5,4%	6,2%	5,4%	7,6%	6,3%

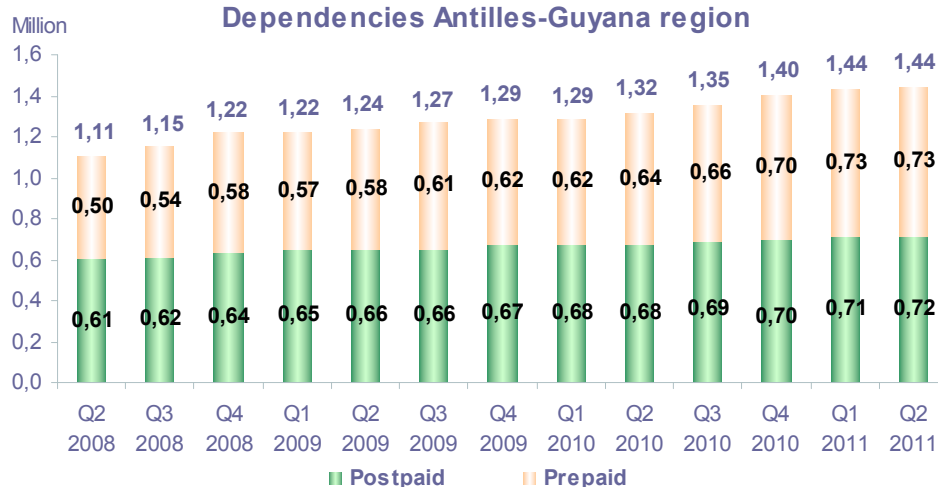
Active Penetration Rate (5)	110,3%	113,3%	117,2%	117,2%	117,1%
Population at January the 1st of previous year (source: INSEE)	1,079	1,079	1,079	1,080	1,080
adjusted figures					

SMS Traffic - Overseas (ANTILLES-GUYANE)

	juin-10	sept-10	déc-10	mars-11	juin-11
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SMS traffic in billions of units (13)	0,233	0,254	0,307	0,328	0,345
- Quarterly growth in billions of units (4)	0,016	0,021	0,053	0,021	0,017
- Quaterly growth as a %	7,4%	9,0%	20,9%	6,8%	5,2%
- Year on year growth (4)	21,4%	33,7%	52,0%	51,2%	48,1%
Average monthly SMS Traffic per active customers (13)	65,6	70,2	82,3	86,4	90,9

Number of mobile customers in Overseas : Dependencies Antilles-Guyana region



III. 3. OVERSEAS REPORT : REUNION-MAYOTTE

Mobile Network Operators (1)

June 30th, 2011

	juin-10	sept-10	déc-10	mars-11	juin-11
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Postpaid customers (2)	0,547	0,555	0,565	0,571	0,579
- Quarterly Net Adds (4)	0,006	0,008	0,010	0,006	0,008
- Quaterly net growrh as a %	1,1%	1,5%	1,8%	1,1%	1,4%
- Year on year net growth (4)	6,4%	6,1%	5,8%	5,5%	5,9%

Prepaid customers (2)	0,536	0,522	0,527	0,525	0,518
- Quarterly Net Adds (4)	-0,015	-0,014	0,005	-0,002	-0,007
- Quaterly net growrh as a %	-2,7%	-2,6%	1,0%	-0,4%	-1,3%
- Year on year net growth (4)	-5,8%	-6,8%	-5,9%	-4,7%	-3,4%

Total customers (2)	1,083	1,077	1,092	1,096	1,097
- Quarterly Net Adds (4)	-0,009	-0,006	0,015	0,004	0,001
- Quaterly net growrh as a %	-0,8%	-0,6%	1,4%	0,4%	0,1%
- Year on year net growth (4)	0,0%	-0,6%	-0,2%	0,4%	1,3%

Penetration Rate (5)	107,9%	107,3%	108,8%	105,9%	106,0%
Population at January the 1st of previous year (source: INSEE)	1,004	1,004	1,004	1,034	1,034

Active customers*(7)	0,992	0,998	1,011	1,018	1,013
- as a % of total active customers	91,6%	92,7%	92,6%	92,9%	92,3%
- Quarterly Net Adds (4)	-0,003	0,006	0,013	0,007	-0,005
- Quaterly net growrh as a %	-0,3%	0,6%	1,3%	0,7%	-0,5%
- Year on year net growth	1,3%	1,1%	2,0%	2,3%	2,1%

adjusted figure

Active Penetration Rate (5)	98,9%	99,5%	100,7%	98,4%	97,9%
Population at January the 1st of previous year (source: INSEE)	1,004	1,004	1,004	1,034	1,034

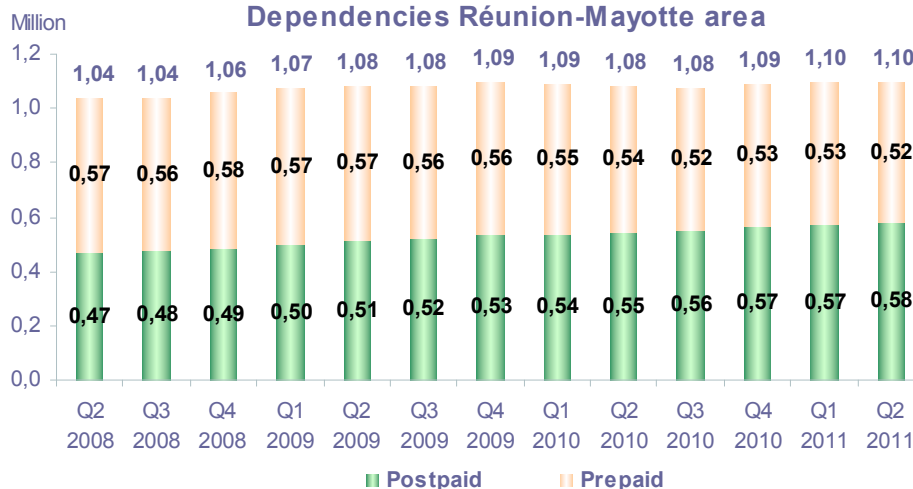
adjusted figures

SMS Traffic - Overseas (REUNION-MAYOTTE)

	juin-10	sept-10	déc-10	mars-11	juin-11
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SMS traffic in billions of units (13)	0,468	0,486	0,558	0,597	0,612
- Quarterly growth in billions of units (4)	0,026	0,018	0,072	0,039	0,015
- Quaterly growrh as a %	5,9%	3,8%	14,8%	7,0%	2,5%
- Year on year growth (4)	51,0%	38,1%	44,9%	35,1%	30,8%
Average monthly SMS Traffic per active customers (13)	157,0	162,8	185,2	196,2	200,9

Number of mobile customers in Overseas : Dependencies Réunion-Mayotte area



Appendix

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 : Ten, Neuf Cegetel, Mobisud. Metropolitan MVNOs independent of mobile operators and active during the quarter : Afone, Auchan Télécom, Bazile Telecom, Carrefour mobile, Coriolis Telecom, E-plus, France Telecom, La Poste Telecom, Lebara mobile, Legos, Mobeel, NRJ Mobile, Numéricable, Omer mobile, Omer Telecom, Ortel Mobile, Pritel, SCT Télécom, SIM +, Sisteer, Symacom, Transatel and Zero forfait. 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 2011, taken from the estimates published on 1st January 2011 (and therefore on 1st January 2010), is a Metropolitan population of 62 799 180, to which are added a population of 2 088 800 for the DOM and COM, broken down as 1 079 954 inhabitants for the Antilles-Guyana area and 1 034 451 for the Réunion-Mayotte area. The Mayotte population of January 1st, 2010 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 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) 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 ($\frac{1}{2}$ 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 ($\frac{1}{2}$ 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 (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.).

(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).