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DSM and Orange Business Services sign new 5-year contract for global WAN services

Royal DSM N.V. has signed a 5-year contract with Orange Business Services for global Wide Area Network (WAN) services, connecting DSM's 180 offices, data centers and production facilities in 50 countries all over the world. In addition, DSM granted Orange Business Services the status of A-supplier for the next six months, a status that is only applicable to high-performing ICT suppliers to DSM.

Orange Business Services has been providing DSM with global WAN services since 2005. The new agreement is the result of the good performance of Orange during the current relationship between DSM and Orange Business Services. In anticipation of the contract expiry date, DSM decided to renew the contract. Other reasons for this decision are the attractive price / quality ratio and guaranteed annual price improvements.

Aloys Kregting, CIO of DSM comments: "We are acting in a quickly evolving business, with a continuous need to innovate, become more agile and reduce our time to market. One of the trends fueling DSM's strategy is continued growth in emerging markets, especially in China and India. DSM's ICT department needs to enable this growth in a flexible way, and Orange can support us to do so. DSM ICT supports the sustainability agenda of DSM in the most optimal way. The reliable network that Orange Business Services delivers helps us to contribute to this."

Helmut Reisinger, senior vice president, Europe, Orange Business Services, said: "This contract proves that we are a trusted, reliable and experienced partner that is capable of helping global companies such as DSM to innovate and find efficiencies in order to remain competitive. I am proud of the mature partnership we have built with DSM that creates value to DSM in both mature and emerging markets."

About DSM – the Life Sciences and Materials Sciences Company

Royal DSM N.V. creates innovative products and services in Life Sciences and Materials Sciences that contribute to the quality of life. DSM's products and services are used globally in a wide range of markets and applications, supporting a healthier, more sustainable and more enjoyable way of life. End markets include human and animal nutrition and health, personal care, pharmaceuticals, automotive, coatings and paint, electrical and electronics, life protection and housing. DSM has annual net sales of EUR 9.3 billion and employs some 23,500 people worldwide. The company is headquartered in the Netherlands, with locations on five continents. DSM is listed on Euronext Amsterdam.





About Orange

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With 126 million customers, the Orange brand now covers Internet, television and mobile services in the majority of countries where the Group operates. At the end of 2008, France Telecom had consolidated sales of 53.5 billion euros (38.1 billion euros for the first nine months of 2009) and at Sept. 30, 2009, the Group had a customer base of 190 million customers in 32 countries. These include 128.8 million mobile customers and 13.4 million broadband Internet (ADSL) customers worldwide. Orange is the number three mobile operator and the number two provider of broadband Internet services in Europe and, under the brand Orange Business Services, is one of the world leaders in providing telecommunications services to multinational companies.

The Group's strategy, which is characterized by a strong focus on innovation, convergence and effective cost management, aims to establish Orange as an integrated operator and benchmark for new telecommunications services in Europe. Today the Group remains focused on its core activities as a network operator, while working to develop its position in new growth activities. To meet customer expectations, the Group strives to provide products and services that are simple and user-friendly, while maintaining a sustainable and responsible business model that can be adapted to the requirements of a fast-paced and changing eco-system.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

For more information: www.orange.com, www.francetelecom.com, www.orange-business.com

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