



Press release

Paris and Moscow, October 24, 2019

Orange Fab, the international accelerator network for start-ups of Orange, expands in Russia

- The agreement was signed in Skolkovo, a Russian high-tech business hub
- The Orange Fab will support B2B innovations, supported by Orange Business Services' expertise in Russia

Orange Fab, the Group's international accelerator for start-ups, has now launched in Russia. Start-ups now have access to 17 Orange Fab programmes globally. Orange Fab in Russia will offer selected start-ups specific support to accelerate their development in Russia, as well as internationally, leveraging the worldwide presence of Orange.

Orange Fab in Russia will involve technology startups in their programmes focused on artificial intelligence, big data analytics, solutions for the Internet of Things, next-generation network and cloud technologies.

The first acceleration programme will be announced in the nearest future. Its active part will last for three months, during which the startups together with Orange will prepare proposals for innovative technological solution pilots. Startups will be able to apply through the accelerator's website www.orangefab.ru.

Orange has been accelerating and developing innovative start-ups internationally since 2013 through its Orange Fab programme, present in the most dynamic digital ecosystems, such as the US, Israel, Japan, South Korea, France and Senegal. During the three-month acceleration period, Orange will help develop products and services, while offering start-ups logistical support, access to its markets and its partners' markets, or even funding. More than 400 start-ups have benefited from Orange Fab's support so far. And, over 1,000 startups are supported by Orange through various programmes.

"Our mission at Orange Business Services is to help our customers reveal and shape their innovation, which will allow them to differentiate and outperform in their specific markets. Launching Orange Fab Russia is an illustration of our commitment to innovation strategy, creating an open ecosystem across the globe with businesses, startups, businesses, and partners, to co-creating innovative solutions, said Helmut Reisinger, CEO of Orange Business Services.

"With a wide network of partners and corporate clients around the world, Orange becomes a serious strategic partner, similar to us in spirit and goals. The launch of the Russian chapter of Orange Fab startup accelerator in Skolkovo opens up a new spectrum of opportunities for Russian companies to enter international markets. Among other things, our

startups will have more possibilities to create high-tech and competitive solutions for large businesses,” said Konstantin Parshin, Vice President and Executive Director, Skolkovo Foundation Information Technologies Cluster.

About Orange

Orange is one of the world's leading telecommunications carriers with a turnover of €41 billion in 2018 and 148,000 employees as at 30 June 2019, of which 89,000 are in France. The Group has a total customer base of more than 266 million customers at 30 June 2019, including 207 million mobile customers and 20 million fixed broadband customers worldwide. The Group operates in 27 countries. Orange is also one of the world leaders in providing telecommunication services to multinational companies under the Orange Business Services brand. In March 2015, the Group presented its new strategic plan Essentials2020, which places customers' experience at the heart of its strategy with the aim of allowing them to benefit fully from the digital universe and the power of its new generation networks.

Orange is listed on Euronext Paris (symbol ORA) and on the New York Stock Exchange (symbol ORAN).

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Press contact:

Olivier Emberger; olivier.emberger@orange.com

Marie-Charlotte Hue ; mariecharlotte.hue@orange.com