



Press Release
Paris, 16 January 2019

Orange and Groupama create Protectline, a home telesurveillance company in France

Orange and Groupama have signed a deal to establish a joint company, Protectline, that will operate in the home telesurveillance sector. This partnership will strengthen Groupama's existing activity in the sector and will allow Orange to become a fully-fledged player on this market, taking a new step forward in its multi-service operator strategy.

The deal between the two groups, which was signed in January 2019, establishes Protectline as a joint platform for the operation and management on home telesurveillance services. Orange holds 51% of the company's capital and Groupama holds the remaining 49%.

Protectline is a simplified joint-stock company that is chaired by Christian Bombrun (Chairman of the Board of Directors) and jointly managed by Benjamin Pourquié (Executive Chairman) and Jean-Daniel Guedj (CEO).

By working together through a joint platform, Orange and Groupama will each retain full control of the distribution of their respective offers over their own retail networks and using their own brands.

Groupama is a well-established player in this segment with extensive expertise in the field of home telesurveillance. The company provides offers ranging from mass-market to tailored solutions with a particular focus on the quality of the equipment, installations and services. Within the framework of this partnership, Groupama will contribute (via its subsidiary Confitex 6) its skills and knowledge in this sector, its logistics centre, its state-of-the-art IT system, its network of installers and finally its ability to oversee the entire value chain. Through this partnership, Groupama is set to strengthen its presence in the telesurveillance market by increasing its ability to cooperate with industry leaders in their market.

Orange will launch its own home telesurveillance services on the consumer market in the Spring of 2019. These offers will be available for both fixed and mobile customers in France. Orange aims to take a strong position in the market, building on its subscriber base, its brand, its physical and digital retail networks and the expertise of Protectline.

According to Stéphane Richard, Chairman & CEO of Orange, "The upcoming launch of our home telesurveillance service is an important part of Orange's multi-service operator strategy. To deliver the best product possible, we have again chosen to work with Groupama to pool our skills and resources, following on from our Orange Bank partnership."

As Thierry Martel, CEO of Groupama, explains, "This new partnership with Orange falls squarely in line with Groupama's strategy of offering comprehensive and innovative local services to its members and customers. Orange and Groupama will jointly develop the best home telesurveillance solutions focused on a new customer experience."

About Orange

Orange is one of the world's leading telecommunications operators with sales of €41 billion in 2017 and has 150,000 employees worldwide at 30 Sep 2018, including 92,000 employees in France. The Group has a total customer base of more than 261 million customers at 30 September 2018, including 201 million mobile customers and 20 million fixed broadband customers worldwide. The Group is present in 28 countries. Orange is also a leading provider of global IT and 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).

For more information (online and from your mobile): www.orange.com, www.orange-business.com or follow us on Twitter:

[@presseorange](https://twitter.com/presseorange).

Orange and all other Orange products or services mentioned in this press release are trademarks owned by Orange or Orange Brand Services Limited.

About Groupama

Group Groupama is a leading mutual insurance company in France. #1 insurer in individual health, #1 insurer of farmers and local authorities, #2 in home insurance, strong positions of a leader benefitting from 3 complementary and attractive brands: Groupama, Gan and Amaguiz. Groupama is active in 11 countries, mostly in Europe with growth drivers in Asia. The group comprises almost 50 companies operating on every field, insurance, services, as well as financial and banking businesses. As of 2017, the group has 13 million customers and 32,500 employees throughout the world, totalling €13.7 billion in premium income.

Read all the latest news of Group Groupama on its website (www.groupama.com) and follow its Twitter account @GroupeGroupama.

Press contacts:

Orange, Tom Wright, tom.wright@orange.com, 01 44 44 93 93

Groupama, Guillaume Fregni, guillaume.fregni@groupama.com, 01 44 56 28 56