

## IETF

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# The strength of a worldwide integrated operator



#### STRONG BRANDS











pagesjaunes

Presence in 220 countries and territories

125 million customers worldwide

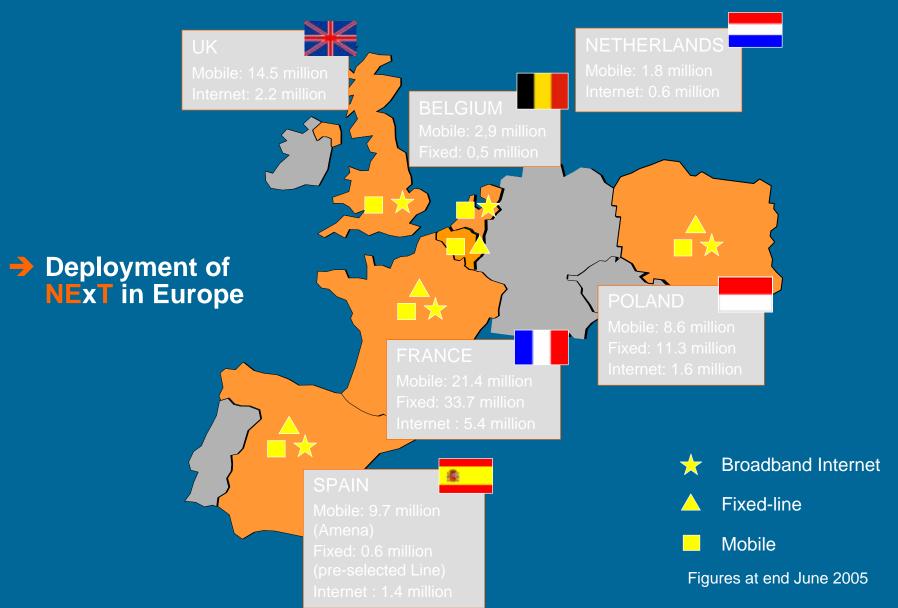
2004 Revenues : **€46.16** billion (1)

206,524 employees at the end of 2004

A world leader in telecommunications R&D

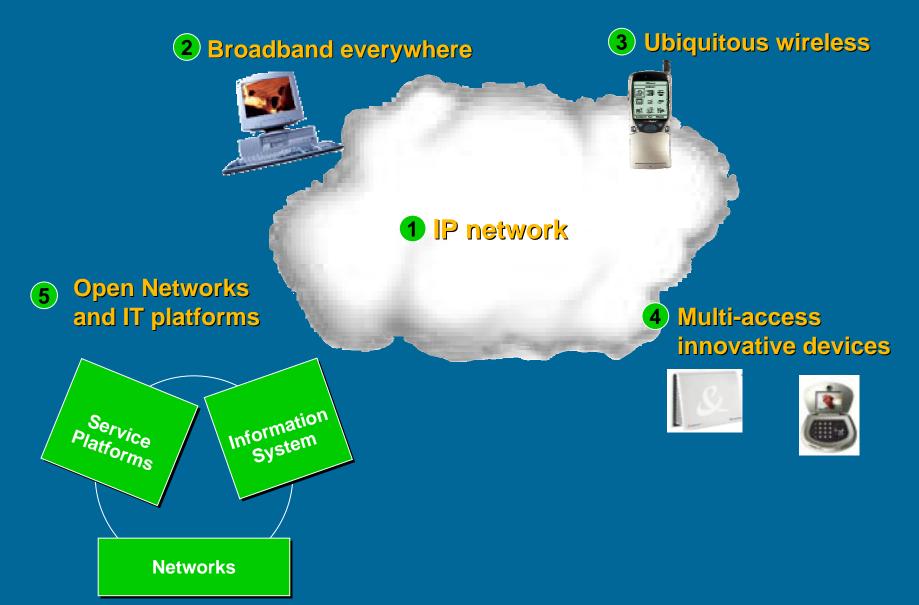
The leader on its key markets

### FT Integrated European Operator reinforced after Amena's deal



#### Five major technology discontinuities





### NExT in a nutshell



"Telecommunication Everywhere" Clients communicate, We manage the networks

"Contents Everywhere"

& Life services

Enrich the experience

"Business
Everywhere"
Leader on the
Enterprise market

Major initiative for multi access portal Build an integrated customer experience

Develop TV, music and games entertainment on all platforms.

Develop a full range of Services for everyday life

Build a major European and global player for enterprises clients

- Integrated communication suite and devices
- Integrated offers
- Seamless approach of IT&N
- New branding policy
- Pick selected exclusivity
- Aggregate & distribute all major digital contents
- Leverage on group innovation and customer base
- Leverage our expertise on IPVPN to provide all set of IP multimedia communication services
- Grow ICT\* revenues in critical applications & transform group knowhow expertise

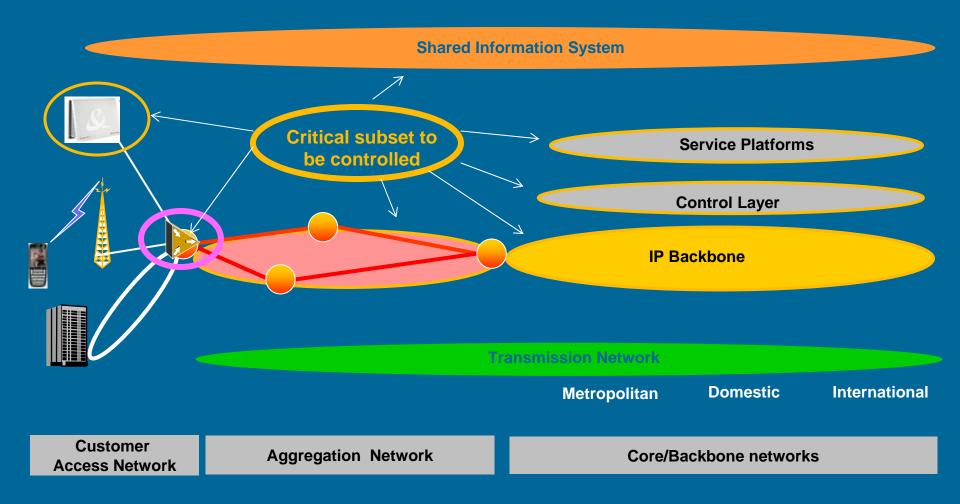
"Services
Everywhere"
Best in class customer care

Differentiate through customer care & professional services

- "A vos cotés, aujourd'hui et demain" and "With you, all the way": supporting a new client promise for residential
- "Nous serons là" / "We will be there" for Enterprises
- Becoming the leading telecom services company in Europe

#### One FT IT & Network (2)





No need to own everything for end to end control

## FT participants and international volonteers to support 63è IETF meeting



Hidega Lea Tiku Nadine Lancelot Geraldine Bourgès Ines Feki Malika Djabali François Mercier Sergio Beker François Bourdais Jean-Pierre Letournel Rafael Rizo Stéphane Duverneix Thanh Huong Tran Thibault De Montrion Bruno Grassin Claude Costa

Jerome Razniewski Marc Lecharpentier Bruno Fillinger Francois Humbert Pierre-Antoine Antonini Jerome Leguyader Xavier Guerin Guillaume Leclanche Franck Veysset Marc Henry Christian Jacquenet Laurent Le Poullennec **Bernard Marti** Gilles Braun

Karen O'Donoghue
Jim Martin
Bill Jensen
Chris Elliott
Ben Harris
Joel Jaeggli
Lucy Lynch
Scott Bloomquist