



Press release

Paris, 22 July 2013

Bouygues Telecom and SFR have entered into exclusive negotiations to share part of their mobile networks

Following preliminary talks, Bouygues Telecom and SFR have agreed to enter into exclusive negotiations to define an agreement to share part of their mobile networks.

The aim of both operators is to provide their respective customers with the best geographical coverage as well as the best quality of service. Thanks to this agreement, Bouygues Telecom and SFR want to give themselves the means to feature among the leading players in the modernisation of the French digital economy.

In a telecoms sector hit by sweeping changes, the explosion in new usages and in data traffic offers operators an opportunity to recreate value. In this environment, Bouygues Telecom and SFR wish to meet the challenge of investing in very-high-speed networks.

Bouygues Telecom and SFR would like to implement a sharing agreement, for part of their mobile networks, similar to those already existing in other European countries. Each operator would retain its own innovation capacity as well as complete commercial independence.

Bouygues Telecom and SFR plan to sign this strategic agreement before the end of the year. They intend to submit it in advance to the employee representative bodies of both companies, for their consultation, as well as to the Competition authority and Arcep (the French telecommunications regulator) for their approval.

About Bouygues Telecom - www.bouyquestelecom.fr

As a full-service electronic communications operator (mobile, fixed, TV, Internet and cloud), Bouygues Telecom stands out for its innovative products and services and award-winning customer relations serving its 11.3 million mobile and 1.9 million fixed broadband customers, which include more than 1.5 million business and corporate clients. In July 2011, Bouygues Telecom invented B&YOU, the first Sim-Only/Web-Only service, which now has more than 1.4 million subscribers. In June 2012, Bouygues Telecom launched the Bbox Sensation gateway, packed with the most innovative technologies on the market to transform the digital home experience.

Bouygues Telecom's mobile network covers 99% of the population with 2G, 96% with 3G+ (up to 7.2 Mbit/s) and 60% with H+ (up to 42 Mbit/s). Bouygues Telecom is also rolling out a nationwide 4G network over 100 towns and cities, with the target of covering 40% of the French population from 1 October 2013. Each day, the company's 9,400 employees develop solutions aligned with changing customer needs. 2,000 customer relations advisers in six call centres in France and our 2,500 sales advisers in 650 stores ensure optimum customer service on a daily basis.

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About SFR - www.sfr.com

With revenues of more than €11 billion in 2012, SFR is the second largest telecommunications operator in France. As a global operator, SFR responds to the needs of all its customers, whether members of the general public, professionals, businesses, local authorities or operators, providing mobile, fixed, internet and television services. As the owner of its infrastructures and with more than €1.5 billion annual investments, SFR is equipped with the most complete network, and is actively deploying very high speed fixed and mobile broadband in order to facilitate future use of its services. SFR was the first to provide 4G in France to the general public and businesses in 2012. Its consumer offers are among the best in the marketplace, both for fixed services, with its Evolution box and for the mobile segment, whether with its "Formules Carrées" full-service offers or with low cost offers called Red. SFR is an expert for solutions in the fields of unified communications, Machine-to-Machine and cloud computing for businesses.

At end-March 2013, SFR had some 21 million mobile customers, including nearly 17 million subscribers, and more than 5 million high-speed home Internet subscribers. SFR is a fully-owned subsidiary of Vivendi and has around 10,000 employees. [Keep in touch with SFR on Twitter](#)

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