



BANQUE des  
TERRITOIRES



Press Release

Paris, 5 November 2021

## Orange, La Banque des Territoires, CNP Assurances and EDF Invest officially launch Orange Concessions

Announced in January 2021, Orange Concessions, the new company 50% owned by Orange and 50% owned by a consortium made up of La Banque des Territoires (Caisse des Dépôts), CNP Assurances and EDF Invest, is now operational.

Orange Concessions comprises 24 Public Initiative Networks (PIN), under contract with local authorities, in Metropolitan France and overseas territories. These networks ultimately represent over 4.5 million households connected to fiber, making Orange Concessions the leading infrastructure operator in rural France.

Orange Concessions supports local authorities with their region's digital development: it orchestrates the design, construction and management of these fiber networks. It relies on Orange as a leading industrial partner with proven experience and expertise, and markets the networks to all internet service providers (ISP) to offer fiber to their end customers.

Orange Concessions' overriding ambition is to give everyone in rural areas access to fiber while sharing the investment effort with its shareholders, La Banque des Territoires, CNP Assurances and EDF Invest. By partnering with long-term investors, the company has all the means and resources required to consolidate its leadership as an infrastructure operator.

Orange Concessions will be managed by Jean-Germain Breton, who has a solid track-record managing public initiative telecoms networks and working alongside local authorities. As the Chairman of Orange Concessions, Jean-Germain Breton will focus on developing the business and creating values for the company's shareholders. Orange Concessions will be supported by a team of over 100 women and men, 60% of whom will be located in the regions, close to the local authorities.

The commitment of La Banque des Territoires to this consortium and to Orange Concessions represents an important step as part of its mission to promote fiber connectivity in remote, sparsely populated regions of France.

This strategic partnership, which valued Orange Concessions at 2.675 billion euros, was finalized on 3 November. It demonstrates the value and relevance of Orange's investments in fiber.

At the signing, Stéphane Richard, Chairman and CEO of Orange said: *"By 2025, 30% of FttH connections in rural areas of France will be operated by Orange Concessions. Over the past ten years, Orange has been the undisputed leader of this major infrastructure project in France. I am now delighted that long-term investors – recognized for their infrastructure expertise and their proximity to local authorities – have acquired a stake in Orange Concessions. Orange is more committed than ever to being the go-to partner for local authorities in their regional digital development projects."*

Olivier Sichel, Deputy Chief Executive Officer of the Caisse des Dépôts and Managing Director of La Banque des Territoires said: *"The target to reach 100% coverage by 2022 set-out in France's Very High Speed Broadband plan requires the mobilization of everyone. By investing in Orange Concessions alongside CNP Assurances and EDF Invest, La Banque des Territoires continues to fight against regional exclusion, of which the digital divide is one possible cause. Not having access to the Internet is a barrier for everyone: for the general population, in the search for jobs, in the ability to maintain contact with their friends and families or even in having access to knowledge; or for companies wishing to set up in rural areas; or even for local authorities wishing to digitalize their services and thus make them more accessible to people, even the most isolated. This is why La Banque des Territoires provides loans or investment support to 80% of French departments for their Very High Speed Broadband projects. Our effort of 1.8 billion euros will bring optical fiber to more than 12 million premises (homes and businesses) by 2025."*

Stéphane Dedeyan, Chief Executive Officer of CNP Assurances said: *"As a responsible investor, CNP Assurances is pleased to support the development of Orange Concessions and thus provide its policyholders with the recurring and long-term returns offered by this type of infrastructure. In addition, in accordance with our raison d'être and alongside Orange and the members of the consortium, we intent to act for an inclusive and sustainable society and to participate fully in reducing the digital divide in rural France by providing fiber connectivity to the widest possible population."*

Pierre Benoist d'Anthenay, Director of EDF Invest said: *"This investment in a large-scale digital infrastructure marks a further step in EDF Invest's deployment and diversification strategy. In addition, we are very happy to form this partnership with Orange, a benchmark player in fiber in Europe, alongside the Caisse des Dépôts and CNP Assurances."*

For more information about Orange Concessions, go to the website [www.orangeconcessions.com](http://www.orangeconcessions.com)

#### About Orange

Orange is one of the world's leading telecommunications operators with sales of 42.3 billion euros in 2020 and 137,000 employees worldwide at 30 September 2021, including 79,000 employees in France. The Group has a total customer base of 266 million customers worldwide at 30 September 2021, including 222 million mobile customers and 22 million fixed broadband customers. The Group is present in 26 countries. Orange is also a leading provider of global IT and telecommunication services to multinational companies under the brand Orange Business Services. In December 2019, the Group presented its new "Engage 2025" strategic plan, which, guided by social and environmental accountability, aims to reinvent its operator model. While accelerating in growth areas and placing data and AI at the heart of its innovation model, the Group will be an attractive and responsible employer, adapted to emerging professions.

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

For more information on the internet and on your mobile: [www.orange.com](http://www.orange.com), [www.orange-business.com](http://www.orange-business.com) or to follow us on Twitter:

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

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#### A propos de la Banque des Territoires

Créée en 2018, la Banque des Territoires est un des cinq métiers de la Caisse des Dépôts. Elle rassemble dans une même structure les expertises internes à destination des territoires. Porte d'entrée client unique, elle propose des solutions sur mesure de conseil et de financement en prêts et en investissement pour répondre aux besoins des collectivités locales, des organismes de logement social, des entreprises publiques locales et des professions juridiques. Elle s'adresse à tous les territoires, depuis les zones rurales jusqu'aux métropoles, avec l'ambition de lutter contre les inégalités sociales et les fractures territoriales. La Banque des Territoires est déployée dans les 16 directions régionales et les 37 implantations territoriales de la Caisse des Dépôts afin d'être mieux identifiée auprès de ses clients et au plus près d'eux.

***Pour des territoires plus attractifs, inclusifs, durables et connectés.***

[www.banquedesterritoires.fr](http://www.banquedesterritoires.fr)  [@BanqueDesTerr](https://twitter.com/BanqueDesTerr)

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#### **A propos de CNP Assurances**

Acteur de référence sur le marché français de l'assurance de personnes, CNP Assurances est présent dans 19 pays en Europe, notamment en Italie, et en Amérique latine, avec une forte activité au Brésil, son 2<sup>e</sup> marché. Assureur, coassureur et réassureur, CNP Assurances compte plus de 36 millions d'assurés en prévoyance/protection dans le monde et plus de 12 millions en épargne/retraite. Conformément à son modèle d'affaires, ses solutions sont distribuées par de multiples partenaires et s'adaptent à leur mode de distribution, physique ou digital, ainsi qu'aux besoins de protection et de facilitation des parcours de vie des clients de chaque pays.

Cotée à la Bourse de Paris depuis octobre 1998, CNP Assurances est filiale de La Banque Postale. La société affiche un résultat net de 1 350 M€ en 2020.

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#### **À propos d'EDF Invest**

EDF Invest assure la gestion des investissements non cotés au sein du portefeuille des Actifs Dédiés du groupe EDF, destinés à couvrir les dépenses futures de démantèlement des centrales nucléaires en France. EDF Invest cible trois classes d'actifs : les infrastructures, l'immobilier et les fonds d'investissement en actifs non cotés ; et réalise des investissements en France comme à l'étranger, offrant un certain niveau de sécurité et de visibilité sur le long terme. EDF Invest gère aujourd'hui un portefeuille diversifié d'environ 7 Md€. [www.edfinvest.com](http://www.edfinvest.com)