

Orange West African Backbone Network

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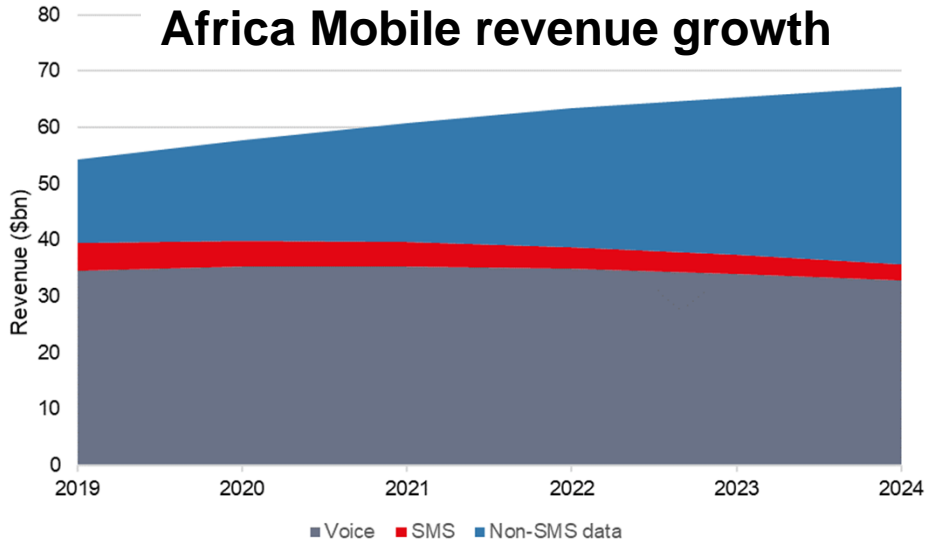
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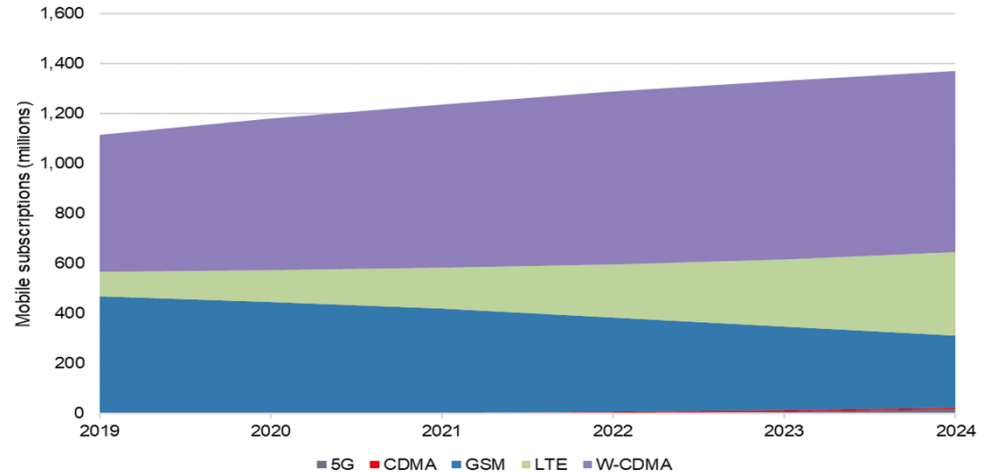
Director, Africa Backbone Programme, International Carriers, Orange



Boosted by mobile data connectivity needs



Mobile growth will be pulled by data and the takeoff of 4G, leading to increased connectivity needs

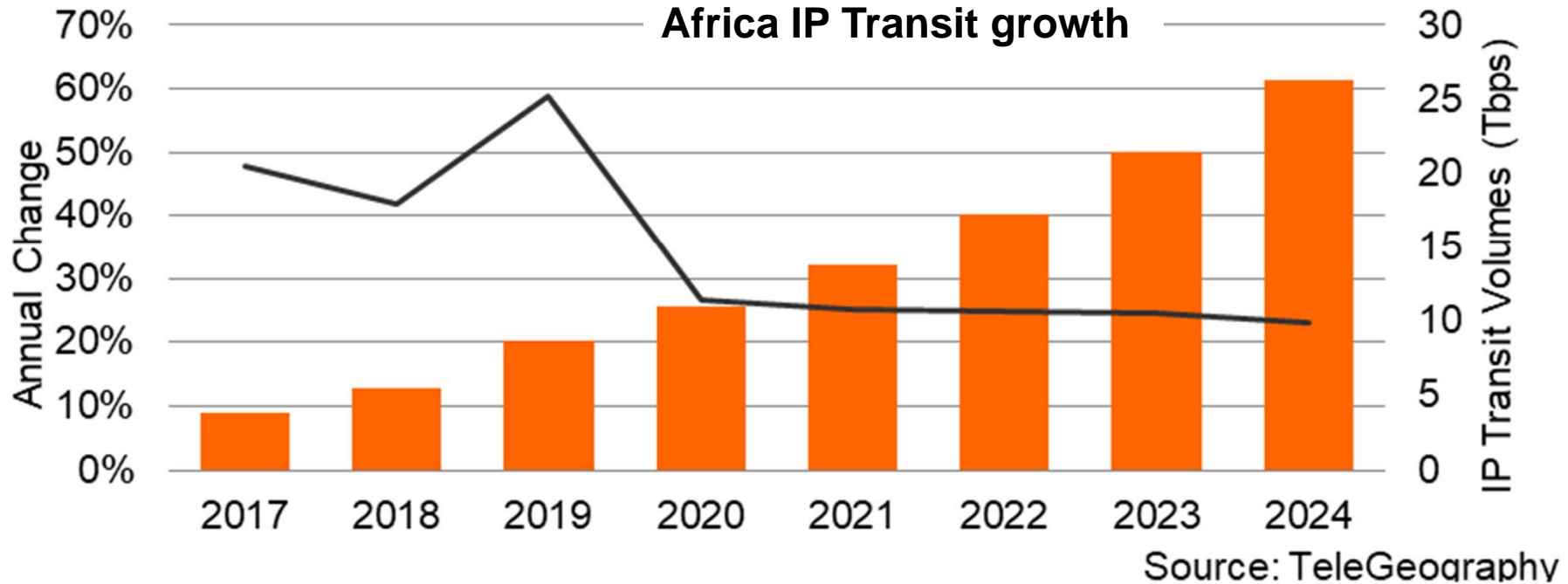


Africa Mobile subscriptions by technology

Source ovum

IP Connectivity needs in Africa are growing fast

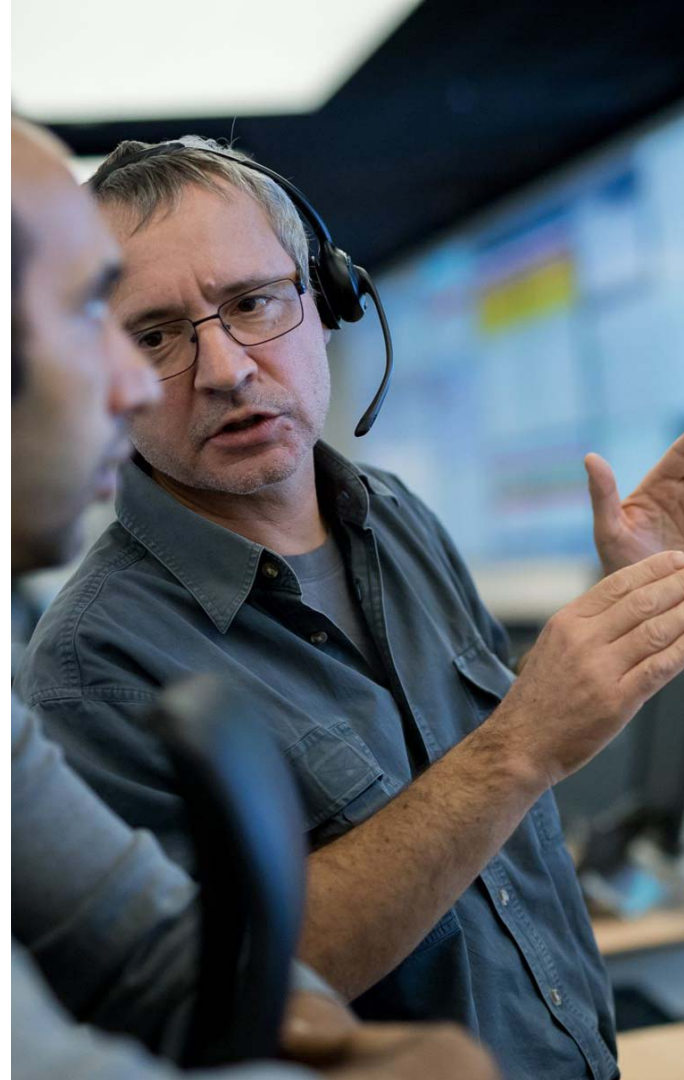
After a steady 50% annual growth in the past years, IP transit traffic keeps growing at over 25% per year on the continent



Something new is required

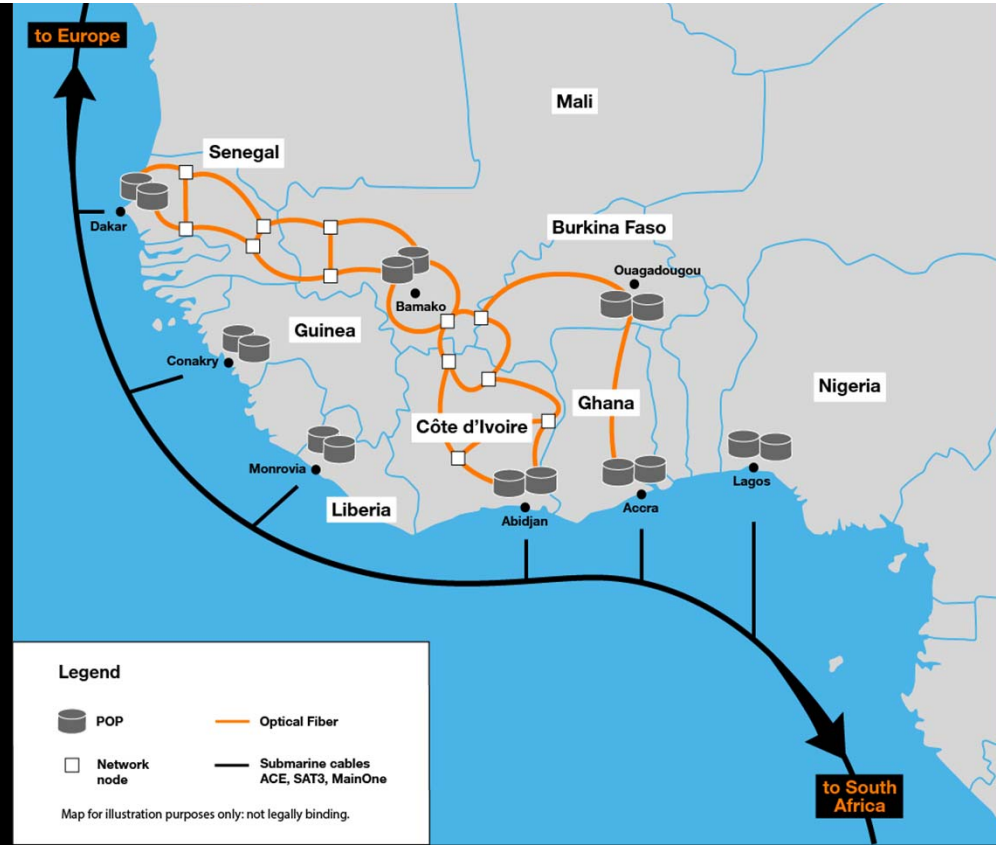
Today's offers don't meet expectations...

- Customers are looking for **end-to-end solutions** for their connectivity needs
- They must build **several backup routes** to secure their business
- And this, in a landscape of **multiple carriers**



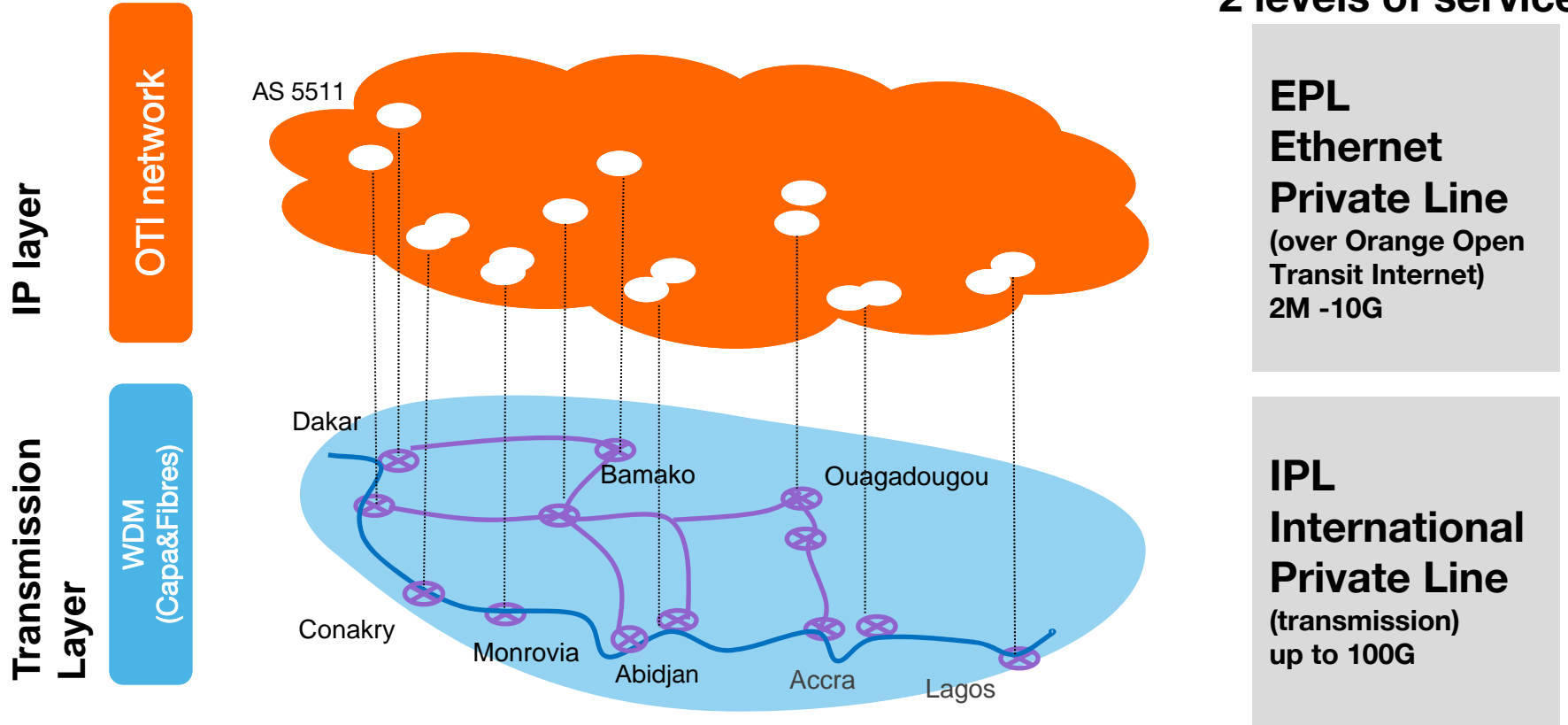
Orange West African Backbone meets these growing connectivity needs

- Dedicated optical fiber, centrally operated network for seamless delivery and operation
- Rolled out over 8 countries and major cities in the region (phase 1) and more to come
- Natively interconnected worldwide



Thanks to a dedicated, IP-centric approach

2 levels of service



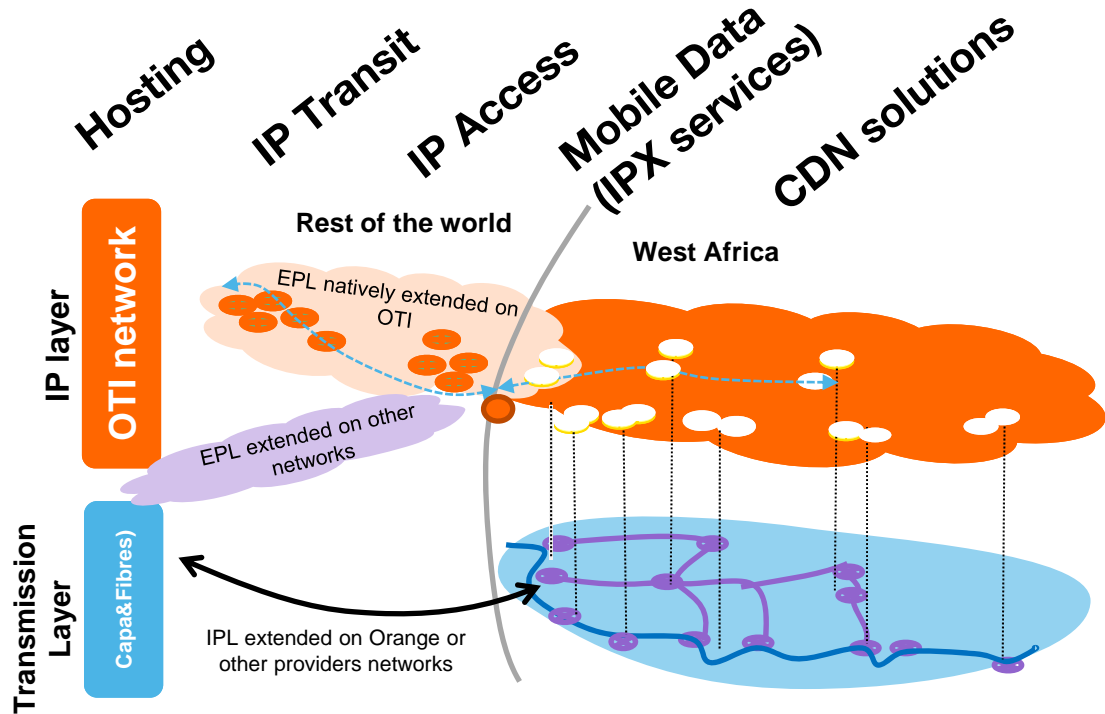
⊗ WDM /Transmission Equipment

⊕ New IP/OTI router

— Submarine capacity

— Fibre + capacity

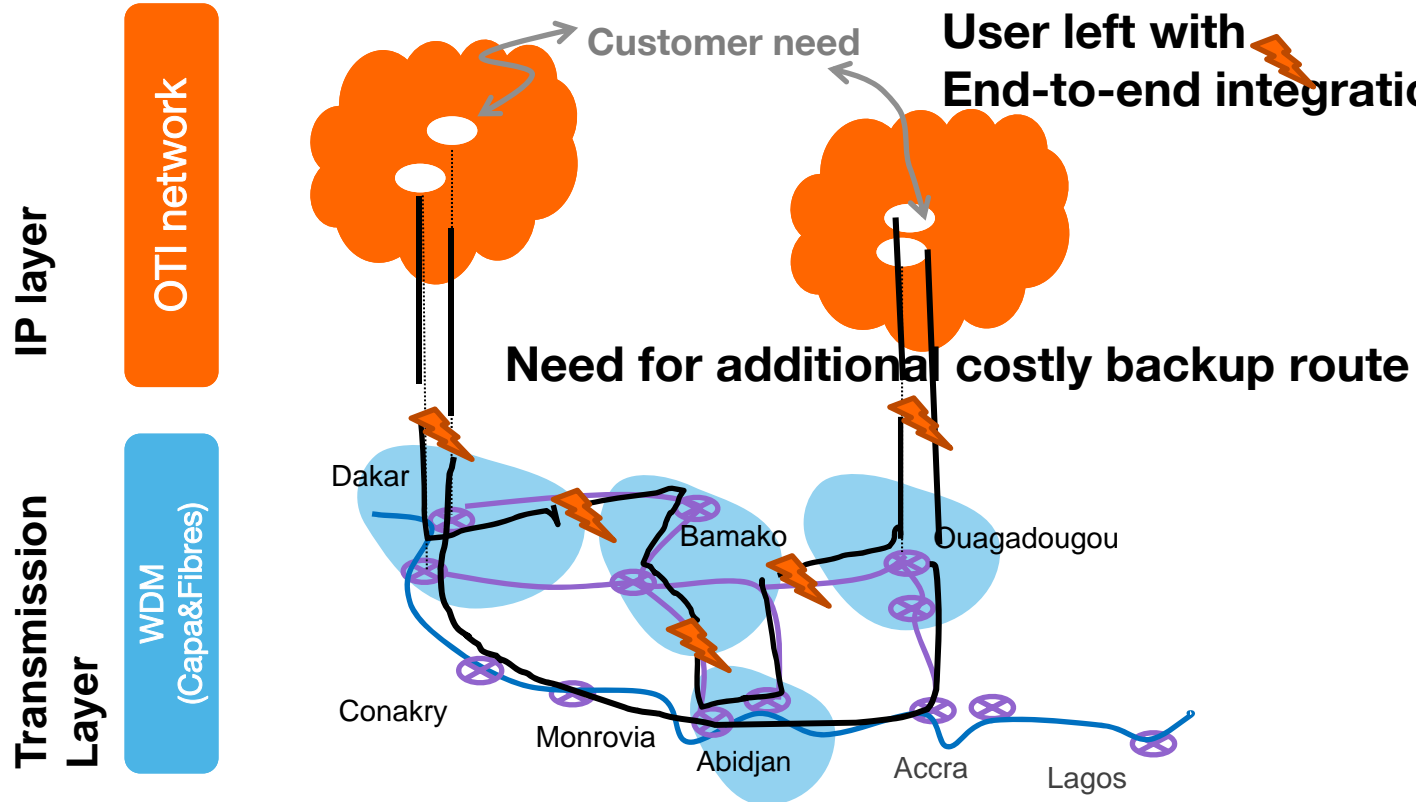
Based on the West African Backbone, Orange will deploy a complete range of solutions



The West African Backbone will also be key to the **development of extended B2B offers**

All these offers benefit from the Orange **security** portfolio

Before ...



Many players

User has to manage end-to-end interoperability

No native integration. Multiple points of contact and QoS issues

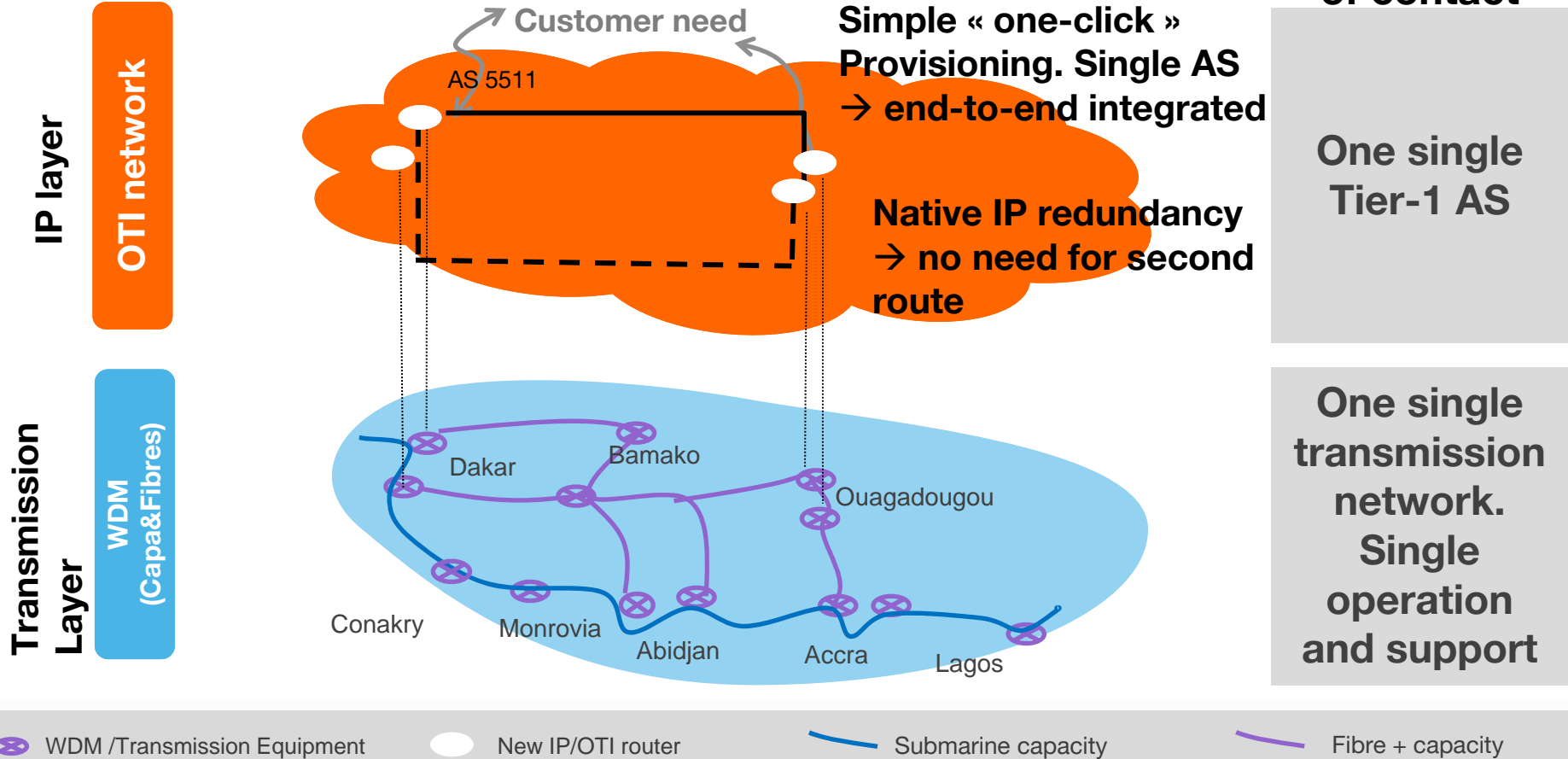
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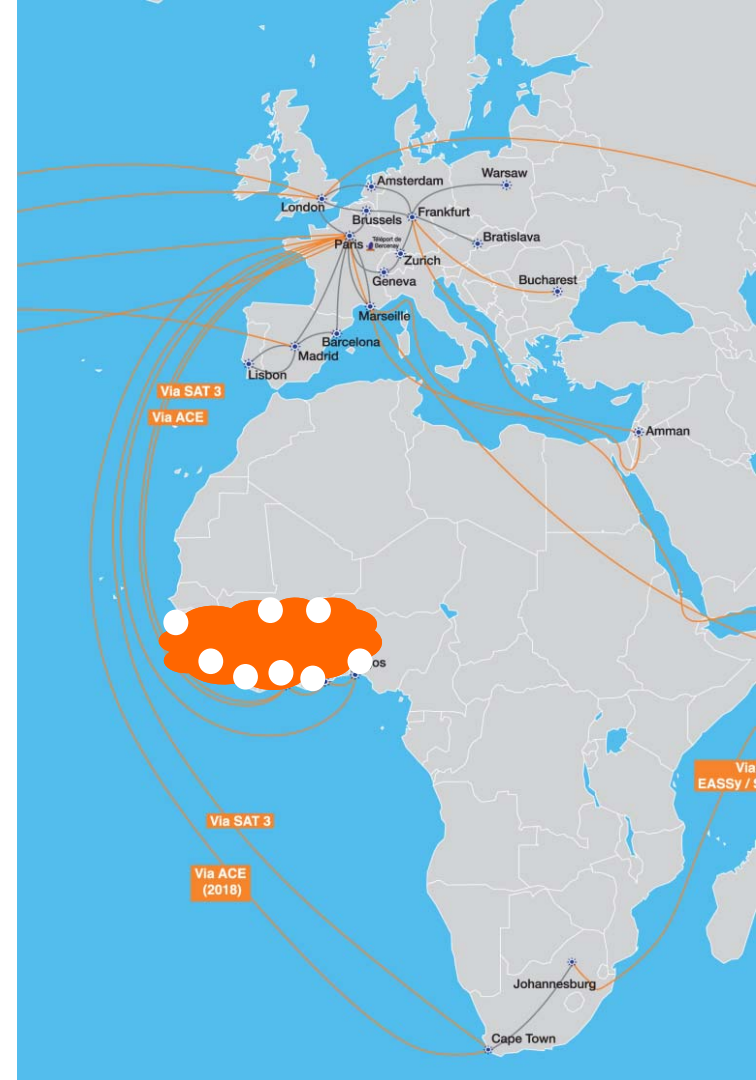
— Fibre + capacity

... After



Offering seamless bandwidth links worldwide

- 85 PoPs reachable worldwide
- 8 PoPs in Africa
- Growth strategy (eg x2 in Africa in 12 months)



The West African Backbone: a breakthrough in African connectivity



**Unique seamless & resilient
infrastructure**



- Sales Teams in Africa & worldwide
- Africa-based field support & operations
- 24/7 supervision
- Natively secured and global



**Takes advantage of Group strengths:
R&D efforts, global coverage, expertise
in international wholesale**

8 countries

interconnected at once

10,000 km

Terrestrial fibre owned in Africa

450,000 km

Submarine cable network

Tier-1

IP Network

700M€

R&D spending in 2018

Why choose **Orange**?

As a leading Tier 1 operator, Orange brings you reliability, expertise and extended reach

Orange West African Backbone Network is

- ➔ **A resilient network**
- ➔ **Easy to implement**
- ➔ **With top-in-class quality and SLAs**
- ➔ **Managed by a dedicated team with local presence**



Commercial launch: Q2 2020

**A product description flyer
about the Orange West
African Backbone Network
is available**



Thank you!

