

Free teams up with Axione for its FTTH offering

Paris, June 22, 2017 – On June 16, 2017, Free and Axione signed a master supply agreement enabling Free to propose its FTTH (Fiber To The Home) offering on the Public Initiative Networks (PINs) operated by Axione.

This agreement marks a new stage in Free's investment strategy for optical fiber networks. Over the coming fiscal quarters and as the networks are deployed, it will give Free access to an additional 2 million FTTH sockets, mainly located in areas that are not densely populated.

The agreement is also a major step forward for Axione, not only in terms of marketing the FTTH PINs that it operates but also in relation to its objective of ensuring that as many service operators as possible have a presence in non-densely populated areas.

Axione already operates public FTTH networks in 18 French *départements*, in the Hauts de France, Centre, Nouvelle Aquitaine, PACA, Auvergne Rhône Alpes and Pays de la Loire regions.

Commenting on the deal, Maxime Lombardini, Iliad's Chief Executive Officer, said "*Through this initial agreement, Free has demonstrated its support of the PIN model as well as its commitment to making its FTTH offerings available in non-densely populated areas where fiber is much in demand*".

Cyril Ferrand, Chairman of Axione, said "*This master agreement – which will enable Free to access the FTTH public initiative networks operated by Axione – illustrates the success of Axione's infrastructure rollout strategy and its positioning as a neutral operator*".

The agreement forms part of France's national super-fast broadband plan (*Plan France Très Haut Débit*).

About Axione

Axione, a Bouygues Construction Group subsidiary, is a major player in digital infrastructure and is a committed partner of France's national super-fast broadband plan. It designs, builds, finances and operates the new-generation digital infrastructure required for the public initiative networks (PINs) set up by France's public authorities and used by various service operators. Axione operates in 27 French *départements* under 21 very long-term contracts and two service contracts.

The PINs operated by Axione represent around €2 billion worth of public-private investment and serve 7 million inhabitants, 6,500 municipalities and 310,000 businesses. Nearly 150 partner operators use Axione's networks.



About Free

Free – an Iliad Group subsidiary – is the inventor of the Freebox, the first multiservice box on ADSL. Free is behind numerous innovations in the Broadband and Ultra-Fast Broadband access segment (VoIP, IPTV, flat-rate calling plans to multiple destinations, etc.). Free provides straightforward and innovative offerings at the best prices. For example, the Freebox Revolution, the 6th generation of Freebox units, includes an NAS and a Blu-Ray™ drive, and the Freebox mini 4K was the first Android TV™ and 4K box on the French market. Free was the first operator to include calls from landlines to mobile phones in its offerings and also calls to French overseas departments (DOM). Since January 2012, Free has brought mobile phone usage within everyone's reach with straightforward, no-commitment offerings at very attractive prices. At just €15.99 per month for Freebox subscribers, the Free Mobile Plan includes roaming communications all year round from more than 35 countries (unlimited calls, texts and MMS as well as 25GB/month of 3G mobile Internet from these destinations) as well as unlimited 4G in Metropolitan France. As at March 31, 2017, Free had over 19 million subscribers (6.5 million Broadband and Ultra-Fast Broadband subscribers and 12.9 million mobile subscribers).

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