



PRESS RELEASE

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Fiber: Free joins Altitude Infrastructure's public initiative networks

On June 26, 2018, Free and Altitude Infrastructure signed a national framework agreement that will enable Free to propose its fiber offering on the public initiative networks (PINs) operated by Altitude Infrastructure.

This framework agreement marks a new step in Free's investment strategy for fiber networks. Free will market its fiber offering progressively over the coming months in the areas covered by Altitude Infrastructure's PINs – which are mostly located in sparsely populated areas – starting with Eastern France.

As at March 31, 2018, Free had a total of 6.8 million connectible FTTH sockets and nearly 650,000 fiber subscribers.

Commenting on the new agreement, Thomas Reynaud, Iliad's Chief Executive Officer, said *"Through this agreement, Free is confirming its objective of making its fiber offering available across France, accelerating its rollouts and reaffirming its position as France's leading alternative operator for ultra-fast broadband"*.

David El Fassy, Chairman of Altitude Infrastructure, added: *"Altitude Infrastructure is very pleased to see Free join its FTTH PINs. The agreement involves three million sockets and is in line with the strategy that the Altitude group has been implementing since the launch of the French government's national ultra-fast broadband plan. This alliance demonstrates how both groups are highly committed to broadening fiber coverage in the French regions and to keeping up a strong and sustainable momentum for ultra-fast broadband rollouts"*.

The agreement also marks a major step forward in commercializing the fiber PINs already operated by Altitude Infrastructure in 19 of France's *départements* and two metropolitan areas, covering almost 3 million fiber sockets. It will automatically apply to Altitude Infrastructure's future PINs.



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.). For example, the Freebox Revolution, the 6th generation of Freebox units, includes a 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. The Free Mobile Plan includes all-year-round roaming communications from more than 35 countries: unlimited calls, texts and MMS from Europe, the French overseas departments, the United States, Canada, South Africa, Australia, New Zealand and Israel (to these same countries) and 25GB/month of 3G data roaming in all these countries + Mexico, Switzerland, Turkey, Algeria, Thailand, Russia, Brazil, Jersey, Guernsey, the Isle of Man and Ukraine. Free also includes unlimited 4G in Metropolitan France in its €15.99/month Mobile Plan for Freebox subscribers. Free is France's leading alternative operator for landline Broadband and Ultra-Fast Broadband, with 6.8 million connectible FTTH sockets and nearly 650,000 fiber subscribers (at March 31, 2018). Free has over 20 million subscribers in total (6.5 million Broadband and Ultra-Fast Broadband subscribers and 13.8 million mobile subscribers at March 31, 2018).

About Altitude Infrastructure

Altitude Infrastructure, a subsidiary of the Altitude family holding company set up by Jean-Paul Rivière in 1990, has supported municipalities in France since 2001 with building, developing, operating and commercializing alternative telecommunications networks. With some three million FTTH sockets under contract, Altitude Infrastructure is one of the country's leading players in regional digital development and operates 22 PINs (public initiative networks): in nine *départements* in Great East Region (the Ardennes, Aube, Haute-Marne, Marne, Meurthe-et-Moselle, Meuse, Bas-Rhin, Haut-Rhin, and the Vosges), four *départements* in South Region (the Bouches-du-Rhône, Alpes de Haute Provence, Alpes Maritimes and Hautes Alpes), three *départements* in Occitania Region (the Aude, Haute-Garonne and Western Pyrenees), two *départements* in Normandy area (the Eure and the Manche), the Doubs *département*, and the metropolitan areas of Vannes in the Morbihan *département* and Maizières les Metz in the Moselle *département*. As an operator for operators, it offers a catalog of services open to all telecom operators on the networks concerned and is well-known for the neutrality of its technological choices and the quality of its operations.

For further information visit www.altitudeinfrastructure.fr

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