



PRESS RELEASE

NIU AWARDED ORANGE BUSINESS SERVICES PARTNER OF THE YEAR FOR 5th CONSECUTIVE YEAR
AWARD ENDORSES SUCESSFUL COLLABORATION AND HIGHLIGHTS MID-MARKET OPPORTUNITY

UK, 15th December 2009 - niu, the UK's leading provider of business IT solutions, today announced it has been named Orange Business Services UK Partner of the Year 2009. This is the fifth consecutive year niu has been awarded the coveted title, which recognises niu's expertise in the design and deployment of managed communications services to the mid-market, in collaboration with Orange Business Services.

Chosen for its outstanding contribution as a UK partner throughout 2009, niu has helped facilitate Orange Business Services' growth into the mid-market, successfully securing a wealth of new customers and delivering outstanding revenue streams. In particular niu has supported Orange Business Services' ongoing expansion into vertical sectors such as hospitality and leisure.

Andrew McFadzen, UK & Ireland country manager at Orange Business Services, comments, "niu's dependability in the mid-market continues to help us grow. Their skills and technical expertise within the mid-market ensures our customers receive the highest levels of service."

niu and Orange Business Services have been partners for over 10 years and this accreditation highlights how collaboration between both organisations can deliver bespoke, best-of-breed service excellence to the mid-market, enabling customers to achieve business agility and to increase profit margins through intelligent IT solutions.

Gary Woodward, managing director of niu, concludes; "Winning this award for the fifth consecutive year is a true endorsement of our successful collaboration with Orange Business Services, and the quality of service the partnership brings to our customers. Looking ahead to 2010, we will continue to invest and deliver the assets and IT infrastructure required to support our customers' business requirements."

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About Orange, www.orange-business.com

Orange is the key brand of France Telecom, one of the world's leading telecommunications operators. With 126 million customers, the Orange brand now covers Internet, television and mobile services in the majority of countries where the Group operates. At the end of 2008, France Telecom had consolidated sales of 53.5 billion euros (38.1 billion euros for the first nine months of 2009) and at Sept. 30, 2009, the Group had a customer base of 190 million customers in 32 countries. These include 128.8 million mobile customers and 13.4 million broadband Internet (ADSL) customers worldwide. Orange is the number three mobile operator and the

number two provider of broadband Internet services in Europe and, under the brand Orange Business Services, is one of the world leaders in providing telecommunications services to multinational companies.

The Group's strategy, which is characterised by a strong focus on innovation, convergence and effective cost management, aims to establish Orange as an integrated operator and benchmark for new telecommunications services in Europe. Today the Group remains focused on its core activities as a network operator, while working to develop its position in new growth activities. To meet customer expectations, the Group strives to provide products and services that are simple and user-friendly, while maintaining a sustainable and responsible business model that can be adapted to the requirements of a fast-paced and changing eco-system.

France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

For more information: www.orange.com, www.francetelecom.com, www.orange-business.com

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About niu, www.niu-solutions.com

A fresh choice for managed business solutions and a trusted source of IT, voice, data and telecoms know how: niu creates unified solutions, implemented on-site or delivered 'as-a -service'. Borne out of the acquisition and integration of Telinet, EVD, Pasporte and Ipitomi, few if any, IT and telecoms providers can offer the breadth and depth of expertise that is inherent within niu.

Employing more than 200 people, niu forecasts a turnover in excess of £50 million and has over 40 years experience in servicing thousands of customers across all industry sectors. niu vendor partners include market leaders IBM, Orange Business Systems, Cisco, Microsoft, VMware, Mitel, Avaya and T-Mobile.

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