



Press Release

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Orange and Mistral AI Join Forces to Accelerate Artificial Intelligence Development in Europe

- Strategic research collaboration to deliver the best AI customer's experience
- Leveraging Mistral AI's cutting-edge technologies to optimize network infrastructure
- Integration of Mistral AI products into Orange's offerings for professional and business customers

Orange and Mistral AI are excited to announce a groundbreaking strategic partnership in the field of Artificial Intelligence. This strategic partnership is set to enhance AI capabilities across Europe, driving innovation and delivering significant value to customers.

A unique research collaboration between a global telco leader and the AI European champion to support new uses of AI

This partnership is based on a strong commitment and a shared ambition: to design the best network infrastructure for AI. The research and development teams at Orange will work hand in hand with those at Mistral AI in a spirit of open innovation. Together, they will assess the impact of large-scale, massive use of AI on telecommunications networks worldwide. They will define technological roadmaps to build the networks of tomorrow and address challenges related to connectivity and GPU availability. The goal is to ensure all customers have smooth and efficient access to advanced AI solutions.

The year 2025 marks the advent of omnimodal AI - an AI that integrates and analyzes diverse data (voice, data, images, etc.) to enrich user interaction. In this context, Orange's infrastructures will evolve to guarantee remarkable network quality and minimal latency, close to real-time. This paves the way for agentic AI, enabling instant interactions and decisions.

Mistral AI for Network Optimization

In addition to research projects, the partnership will focus on leveraging AI to improve the performance of the current network.

By integrating Mistral AI's cutting-edge technologies into its infrastructure, Orange will optimize, for example, intelligent traffic management in its networks, predictive maintenance solutions, and repairs. The use of Mistral AI will generate unprecedented gains in efficiency and competitiveness.

All of this will be accomplished while creating new AI-driven personalized services for Orange's 300 million customers around the globe.

The best of European AI at the service of professionals and businesses

Mistral AI's innovative solutions are an essential strategic lever for the competitiveness and productivity of companies. AI-driven tools will improve decision-making, enhance customer interactions, and streamline operations.

The collaboration will implement the integration of Mistral's applications, such as Le Chat Pro and Codestral, into Orange's service offerings:

- Orange will enhance its trusted generative AI offering, Live Intelligence, with a turnkey solution using Codestral, an LLM designed by Mistral AI and hosted on Orange Business infrastructures. This offering will enable all companies supported by Orange in France and Europe to accelerate their software development while ensuring complete sovereignty over their data and processes.
- Orange will offer the Chat application as an option with its Mobile Pro subscriptions, allowing its professional clients in France to easily access Mistral AI's AI platform, with straightforward pricing integrated into Orange's billing.

"By joining forces with Mistral AI, we are taking a major step towards establishing Europe as a global leader in AI" said Christel Heydemann, CEO of Orange. "This collaboration is unprecedented as it fully incorporates the research dimension. It will promote the massive adoption of AI and enable its full potential through high-quality networks, tailored for real-time conversations. Together, we firmly believe that generative AI can positively transform businesses when technology and trust come together".

Arthur Mensch, CEO of Mistral AI, added, *"We are thrilled to announce our partnership with global telecommunications leader Orange, as we join forces to bring our shared vision of Generative AI to life. This strategic collaboration aims to integrate AI into Orange's operations, services, and R&D initiatives. This marks a significant milestone in the deployment of AI and in preparing for the growing adoption of this transformative technology."*

About Orange

Orange is one of the world's leading telecommunications operators with revenues of 39.7 billion euros in 2023 and 128,000 employees worldwide at 30 September 2024, including 71,000 employees in France. The Group has a total customer base of 292 million customers worldwide at 30 September 2024, including 253 million mobile customers and 22 million fixed broadband customers. These figures have been restated to account for the deconsolidation of certain activities in Spain following the creation of MASORANGE. The Group is present in 26 countries (including non-consolidated countries). Orange is also a leading provider of global IT and telecommunication services to multinational companies under the brand Orange Business. In February 2023, the Group presented its strategic plan "Lead the Future", built on a new business model and guided by responsibility and efficiency. "Lead the Future" capitalizes on network excellence to reinforce Orange's leadership in service quality.

Orange is listed on Euronext Paris (symbol ORA).

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Press contact:

Richard Rousseau – richard.rousseau@orange.com

Tom Wright – tom.wright@orange.com

Francois Lesage – francois@mistral.ai