



Press release  
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## Orange and Silknet announce strategic alliance to reinforce digital services in Georgia

Orange and Silknet, Georgia's leading fixed and mobile network provider, are proud to announce the formation of a new strategic partnership under the Orange Alliance program, effective from 3 June 2024. This collaboration is set to enhance Silknet's capabilities in the B2C, B2B and ICT sectors, leveraging Orange's extensive expertise and innovative solutions.

The Orange Alliance program develops partnerships between Orange and selected telecommunications operators outside of Orange footprint.

Through this partnership, Silknet will benefit from Orange's experience as one of the world's leading operators in three key areas:

- **Expertise and Know-How:** Silknet will gain access to Orange's vast reservoir of knowledge and experience in the telecom and ICT sectors, which has been built over decades of industry leadership and innovation.
- **B2B ICT Services:** One of the initial focuses of this alliance will be on enhancing B2B ICT services, helping to drive the digital transformation in Georgia.
- **Innovative Solutions and Platforms:** As a recognized leader within its domestic markets, Orange will provide substantial support to Silknet to transform the telecom landscape. It will allow access to Orange's comprehensive portfolio of B2C products and services, including its cutting-edge platforms.

Looking ahead, Silknet and Orange are committed to expanding this partnership by exploring new avenues for cooperation and further integrating their operations to better serve customers and tackle the evolving challenges of the digital landscape. This strategic alliance marks a pivotal moment in Silknet's journey towards excellence, backed by the robust capabilities and global reach of Orange.

*"Silknet has a 10-year history of successful cooperation with Orange, and I am happy that it has now grown into a strategic partnership. It marks a new era in the development of Silknet's digital ecosystem enabling it to offer cutting-edge products and services. We are delighted that this global European conglomerate will help Silknet introduce its innovations to the Georgian and regional telecoms markets,"* stated George Ramishvili, Chairman of Silknet's Supervisory Board.

*"Orange is pleased to confirm and strengthen its relationship with Silknet through the Orange Alliance program. Leveraging Orange expertise, products and platforms will create value for Silknet on the Georgian market. Building scalable platforms and opening them to partners is at the core of our innovation strategy. Our teams are eager to move forward with*

*Silknet and make this partnership a success,”* said Bruno Zerbib, Executive Vice President, Chief Technology and Innovation Officer of Orange.

#### About Silknet

Silknet is Georgia's leading fixed and mobile network provider offering individuals, households, and businesses the full range of telecommunication services, such as mobile services, fixed broadband, pay TV and fixed telephony. Silknet has a broad subscriber base in Georgia: c. 1.88 million mobile customers. 150,000 fixed line customers; c. 343,000 fixed broadband customers; c. 251,000 pay TV customers (As at 31/03/2024). Silknet is rated B1/Stable by Moody's and B+/Stable by Fitch Ratings. Silknet is part of Silk Road Group, one of the Caucasus's leading investment groups.

#### About Orange

Orange is one of the world's leading telecommunications operators with revenues of 39.7 billion euros in 2023 and 129,500 employees worldwide at 31 March 2024, including 72,500 employees in France. The Group has a total customer base of 282 million customers worldwide at 31 March 2024, including 243 million mobile customers and 21 million fixed broadband customers. 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) and on the New York Stock Exchange (symbol ORAN).

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