

OBSERVATORY

# *Mobile observatory*

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*Statistic indicators : june 30, 2003*

## **Mobile observatory : june 30, 2003**

### *Summary :*

#### ➤ Mobile panel :

- Page 1 : National market
- Page 3 : Mother country
- Page 7 : Overseas departments, Mayotte & Saint Pierre et Miquelon
- Page 10 : Reference marks
- Page 11 : Market analysis

#### ➤ Radio-paging

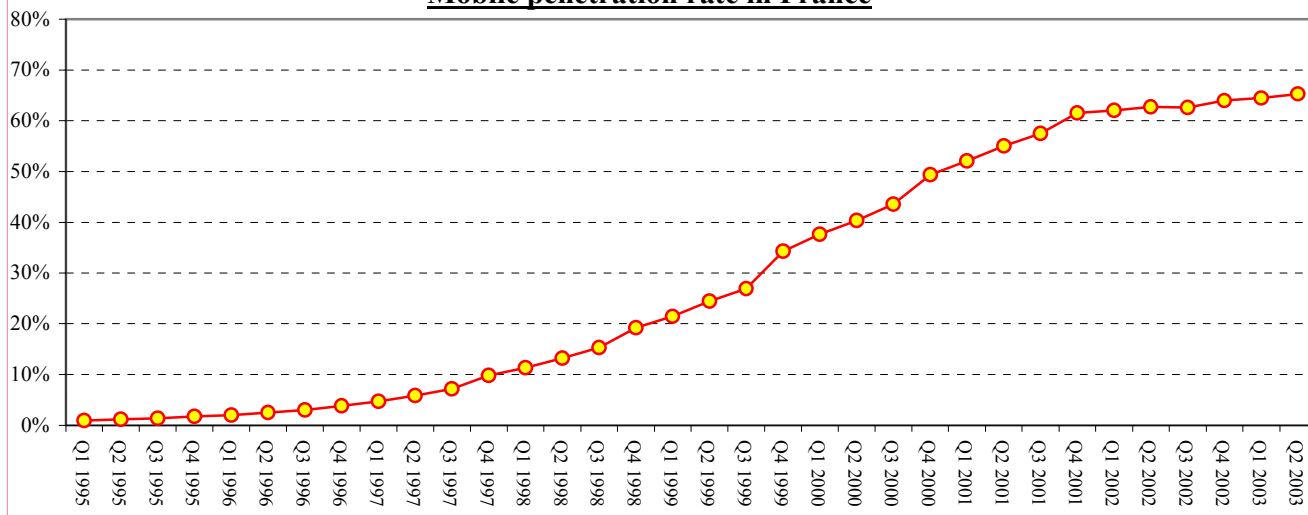
#### ➤ Professionnal Mobile Radio (PMR) networks

**MOBILE PANEL : NATIONAL MARKET**  
**(Metropolitan France, Overseas Départments, Mayotte & St Pierre et Miquelon) - Public networks**  
**6/30/2003**

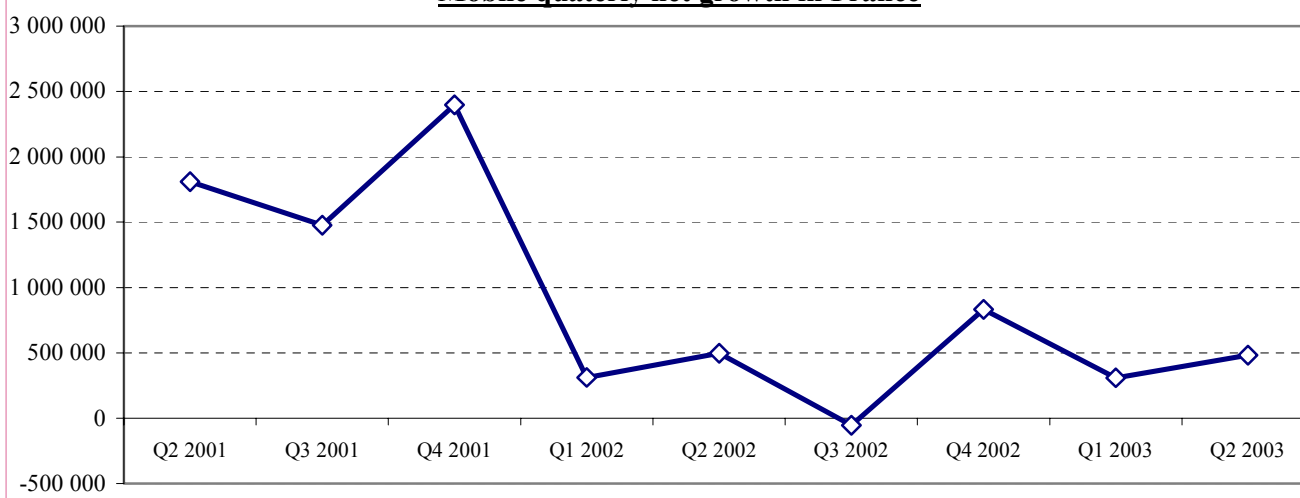
**Mother country, overseas departments, Mayotte & Saint Pierre et Miquelon**

	6/30/2002	9/30/2002	12/31/2002	3/31/2003	6/30/2003
- Total subscribers (1)	37 807 400	37 751 500	38 585 200	38 895 200	<b>39 378 200</b>
- Quaterly net growth (3)	498 300	-55 900	833 700	310 000	<b>483 000</b>
- in %	1,3%	-0,1%	2,2%	0,8%	<b>1,2%</b>
- Postpaid subscribers	19 893 000	20 493 200	21 479 700	21 949 300	<b>22 530 200</b>
- Quaterly net growth (3)	564 200	600 200	986 500	469 600	<b>580 900</b>
- in %	2,9%	3,0%	4,8%	2,2%	<b>2,6%</b>
- Postpaid in % of total subscribers	52,6%	54,3%	55,7%	56,4%	<b>57,2%</b>
- Penetration rate (2)	62,8%	62,6%	64,0%	64,5%	<b>65,3%</b>
- Active subscribers (4)	-	-	38 001 600	38 261 700	<b>38 707 900</b>
- Active (4) in % of total subscribers	-	-	98,5%	98,4%	<b>98,3%</b>
- Quaterly net growth (3)	-	-	Ns	260 100	<b>446 200</b>
- in %	-	-	Ns	0,7%	<b>1,2%</b>
- Active penetration rate (2)	-	-	63,0%	63,4%	<b>64,2%</b>

**Mobile penetration rate in France**



**Mobile quaterly net growth in France**

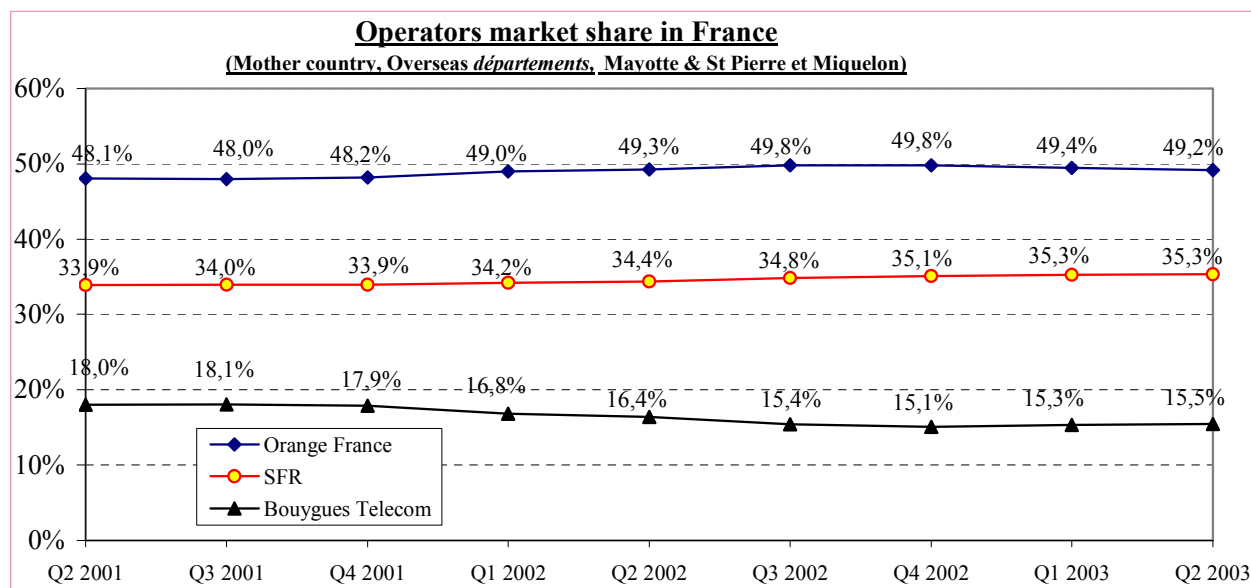


See on page 10 for the reference marks

**MOBILE PANEL : NATIONAL MARKET**  
**(Metropolitan France, Overseas Départements, Mayotte & St Pierre et Miquelon) - Public Networks**  
**6/30/2003**

(values round up to the nearest hundred)

	6/30/2002	9/30/2002	12/31/2002	3/31/2003	6/30/2003
<b>TOTAL SUBSCRIBERS (1)</b>					
Orange	18 624 600	18 794 800	19 215 500	19 230 900	<b>19 367 900</b>
SFR	12 987 100	13 148 500	13 546 900	13 711 200	<b>13 914 300</b>
Bouygues Telecom	6 195 700	5 808 200	5 822 900	5 953 100	<b>6 096 000</b>
<b>TOTAL</b>	<b>37 807 400</b>	<b>37 751 500</b>	<b>38 585 300</b>	<b>38 895 200</b>	<b>39 378 200</b>
<b>POSTPAID SUBSCRIBERS</b>					
Orange	9 976 500	10 269 200	10 682 800	10 802 000	<b>10 962 900</b>
SFR	6 531 900	6 746 000	7 187 000	7 428 100	<b>7 705 900</b>
Bouygues Telecom	3 384 500	3 478 100	3 609 900	3 719 200	<b>3 861 400</b>
<b>TOTAL</b>	<b>19 892 900</b>	<b>20 493 300</b>	<b>21 479 700</b>	<b>21 949 300</b>	<b>22 530 200</b>
<b>ACTIVE SUBSCRIBERS (4)</b>					
Orange	-	-	18 770 200 97,7%	18 733 000 97,4%	<b>18 873 800 97,4%</b>
SFR	-	-	13 438 900 99,2%	13 607 900 99,2%	<b>13 801 300 99,2%</b>
Bouygues Telecom	-	-	5 792 400 99,5%	5 920 800 99,5%	<b>6 032 800 99,0%</b>
<b>TOTAL</b>	-	-	<b>38 001 500 98,5%</b>	<b>38 261 700 98,4%</b>	<b>38 707 900 98,3%</b>



See on page 10 for the reference marks

**MOBILE PANEL IN MOTHER COUNTRY (Metropolitan France)**

**Public networks**

**6/30/2003**

(values round up to the nearest hundred)

	<b>6/30/2002</b>	<b>9/30/2002</b>	<b>12/31/2002</b>	<b>3/31/2003</b>	<b>6/30/2003</b>
<b>- Total subscribers (1)</b>	36 637 100	36 565 400	37 342 900	37 637 000	<b>38 129 700</b>
<b>- Quaterly net growth (3)</b>	459 600	-71 700	777 500	294 100	<b>492 700</b>
<b>- in %</b>	1,3%	-0,2%	2,1%	0,8%	<b>1,3%</b>
<b>- Postpaid subscribers</b>	19 385 100	19 973 000	20 970 600	21 431 800	<b>21 996 800</b>
<b>- Quaterly net growth (3)</b>	550 900	587 900	997 600	461 200	<b>565 000</b>
<b>- in %</b>	2,9%	3,0%	5,0%	2,2%	<b>2,6%</b>
<b>- Postpaid in % of total subscribers</b>	52,9%	54,6%	56,2%	56,9%	<b>57,7%</b>
<b>- Penetration rate (2)</b>	62,6%	62,5%	63,8%	64,3%	<b>65,2%</b>
<b>- Active subscribers (4)</b>	35 832 000	35 957 600	36 849 700	37 092 100	<b>37 557 300</b>
<b>- Active (4) in % of total subscribers</b>	97,8%	98,3%	98,7%	98,6%	<b>98,5%</b>
<b>- Quaterly net growth (3)</b>	449 800	125 600	892 100	242 400	<b>465 200</b>
<b>- in %</b>	1,3%	0,4%	2,5%	0,7%	<b>1,3%</b>
<b>- Active penetration rate (5)</b>	61,2%	61,4%	63,0%	63,4%	<b>64,2%</b>

*See on page 10 for the reference marks*

**MOBILE PANEL IN MOTHER COUNTRY (Metropolitan France)**

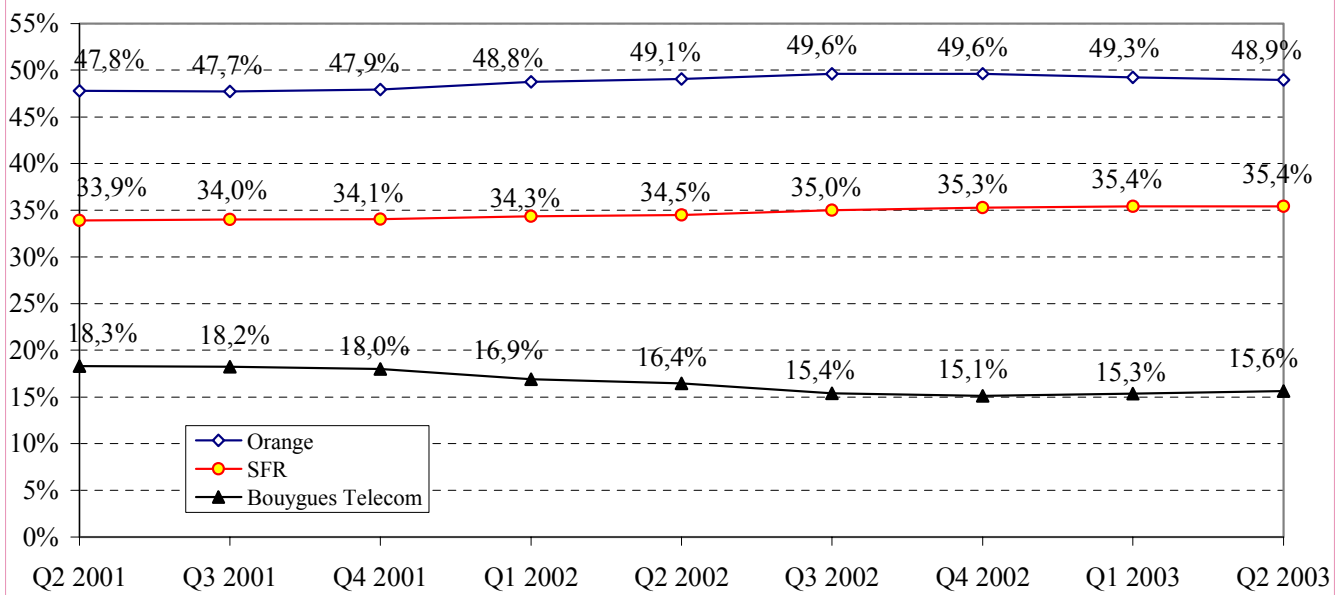
**Public networks**

**6/30/2003**

(values round up to the nearest hundred)

	6/30/2002	9/30/2002	12/31/2002	3/31/2003	6/30/2003
<b>TOTAL SUBSCRIBERS (1)</b>					
Orange	17 979 400	18 139 800	18 529 900	18 541 600	<b>18 661 900</b>
SFR	12 633 900	12 793 600	13 174 600	13 323 600	<b>13 509 300</b>
Bouygues Telecom	6 023 800	5 632 000	5 638 400	5 771 800	<b>5 958 500</b>
<b>TOTAL</b>	<b>36 637 100</b>	<b>36 565 400</b>	<b>37 342 900</b>	<b>37 637 000</b>	<b>38 129 700</b>
<b>POSTPAID SUBSCRIBERS</b>					
Orange	9 711 600	9 993 800	10 383 800	10 494 200	<b>10 633 000</b>
SFR	6 401 100	6 615 200	7 052 700	7 289 300	<b>7 556 800</b>
Bouygues Telecom	3 272 400	3 364 000	3 534 100	3 648 400	<b>3 807 000</b>
<b>TOTAL</b>	<b>19 385 100</b>	<b>19 973 000</b>	<b>20 970 600</b>	<b>21 431 900</b>	<b>21 996 800</b>
<b>ACTIVE SUBSCRIBERS (4)</b>					
Orange	17 561 800 97,7%	17 730 900 97,7%	18 156 800 98,0%	18 116 700 97,7%	<b>18 241 200 97,7%</b>
SFR	12 372 600 97,9%	12 649 600 98,9%	13 082 800 99,3%	13 233 700 99,3%	<b>13 418 000 99,3%</b>
Bouygues Telecom	5 897 600 97,9%	5 577 000 99,0%	5 610 000 99,5%	5 741 700 99,5%	<b>5 898 100 99,0%</b>
<b>TOTAL</b>	<b>35 832 000 97,8%</b>	<b>35 957 500 98,3%</b>	<b>36 849 600 98,7%</b>	<b>37 092 100 98,6%</b>	<b>37 557 300 98,5%</b>

**Operators market share in mother country**



See on page 10 for the reference marks

**MOBILE PANEL : SHORT MESSAGE SERVICE (SMS) IN MOTHER COUNTRY**  
**Public networks**  
**6/30/2003**

(values round up to the nearest thousand)

<b>Outgoing SMS volume</b>	<b>Quarterly SMS volume (6)</b>	<b>Monthly SMS volume per average active subscriber (7)</b>
<b>Orange France</b>	<b>815 624 000</b>	<b>15,0</b>
<b>SFR</b>	<b>730 291 000</b>	<b>18,3</b>
<b>Bouygues Telecom</b>	<b>335 714 000</b>	<b>19,2</b>
<b>TOTAL</b>	<b>1 881 629 000</b>	<b>16,8</b>

*See on page 10 for the reference marks*

**Mother country subscribers geographic distribution (Metropolitan France)**

<b>Region</b>	<b>Orange</b>	<b>SFR</b>	<b>Bouygues Telecom</b>	<b>Total</b>
Alsace	570 500	295 100	150 300	<b>1 015 900</b>
Aquitaine	1 000 400	576 000	228 800	<b>1 805 200</b>
Auvergne	335 200	150 900	118 800	<b>604 900</b>
Basse-Normandie	334 100	248 200	105 600	<b>687 900</b>
Bourgogne	456 000	248 400	121 500	<b>825 900</b>
Bretagne	675 700	395 300	299 100	<b>1 370 100</b>
Centre	615 400	467 200	234 100	<b>1 316 700</b>
Champagne-Ardenne	434 200	221 200	110 100	<b>765 500</b>
Corse	88 400	140 600	8 100	<b>237 100</b>
Franche-Comté	355 200	90 200	85 700	<b>531 100</b>
Haute-Normandie	428 300	440 900	157 900	<b>1 027 100</b>
Ile-de-France	4 780 400	3 806 500	1 707 700	<b>10 294 600</b>
Languedoc-Roussillon	609 900	634 000	199 900	<b>1 443 800</b>
Limousin	222 700	106 600	26 100	<b>355 400</b>
Lorraine	763 100	433 900	175 800	<b>1 372 800</b>
Midi-Pyrénées	759 000	506 600	175 400	<b>1 441 000</b>
Nord-Pas-de-Calais	1 115 500	819 400	398 200	<b>2 333 100</b>
Pays de la Loire	831 300	570 300	258 000	<b>1 659 600</b>
Picardie	582 000	383 100	120 300	<b>1 085 400</b>
Poitou-Charentes	453 700	253 500	129 300	<b>836 500</b>
PACA	1 552 100	1 570 200	640 800	<b>3 763 100</b>
Rhône-Alpes	1 698 800	1 151 300	506 900	<b>3 357 000</b>
<b>Total</b>	<b>18 661 900</b>	<b>13 509 300</b>	<b>5 958 500</b>	<b>38 129 700</b>

See on page 10 for the reference marks



**MOBILE PANEL : OVERSEAS DEPARTEMENTS, MAYOTTE & Saint PIERRE et MIQUELON**

**Public networks**

**6/30/2003**

**Overseas departments, Mayotte & Saint Pierre et Miquelon (\*)**

	<b>6/30/2002</b>	<b>9/30/2002</b>	<b>12/31/2002</b>	<b>3/31/2003</b>	<b>6/30/2003</b>
<b>- Total subscribers (1)</b>	1 170 300	1 186 200	1 242 200	1 258 200	<b>1 248 400</b>
<b>- Quaterly net growth (3)</b>	38 700	15 900	56 100	15 900	<b>-9 800</b>
<b>- in %</b>	3,4%	1,4%	4,7%	1,3%	<b>-0,8%</b>
<b>- Postpaid subscribers</b>	507 800	520 200	509 000	517 500	<b>533 400</b>
<b>- Quaterly net growth (3)</b>	13 200	12 300	-11 200	8 400	<b>15 900</b>
<b>- in %</b>	2,7%	2,4%	-2,2%	1,6%	<b>3,1%</b>
<b>- Postpaid in % of total subscribers</b>	43,4%	43,9%	41,0%	41,1%	<b>42,7%</b>
<b>- Penetration rate (14)</b>	70,2%	65,9%	69,1%	70,0%	<b>69,4%</b>
<b>- Active subscribers (4)</b>	-	-	1 151 900	1 169 700	<b>1 150 400</b>
<b>- Active (4) in % of total subscribers</b>	-	-	92,7%	93,0%	<b>92,1%</b>
<b>- Quaterly net growth (3)</b>	-	-	-	17 800	<b>-19 200</b>
<b>- in %</b>	-	-	-	1,5%	<b>-1,6%</b>
<b>- Active penetration rate (14)</b>	-	-	64,0%	65,0%	<b>63,7%</b>

(\*) From june 2003, figures includes data from Saint Pierre et Miquelon

See on page 10 for the reference marks

**MOBILE PANEL : OVERSEAS DEPARTEMENTS, MAYOTTE & Saint PIERRE et MIQUELON**
**Public networks**
**6/30/2003**

(values round up to the nearest hundred)

	6/30/2002	9/30/2002	12/31/2002	3/31/2003	6/30/2003
<b>TOTAL SUBSCRIBERS (1)</b>					
<b>Total Martinique</b>	<b>300 800</b>	<b>303 400</b>	<b>319 900</b>	<b>316 900</b>	<b>296 000</b>
• Orange Caraïbe (8)	219 000	219 800	228 100	228 600	232 100
• Bouygues Télécom Caraïbe (11)	81 800	83 600	91 800	88 300	63 900
<b>Total Guadeloupe</b>	<b>311 500</b>	<b>314 600</b>	<b>323 500</b>	<b>324 300</b>	<b>311 900</b>
• Orange Caraïbe (8)	232 300	232 600	240 600	241 000	244 400
• Bouygues Télécom Caraïbe (11)	79 200	82 000	82 900	83 300	67 500
<b>Total Guyane</b>	<b>83 500</b>	<b>85 600</b>	<b>87 300</b>	<b>88 000</b>	<b>85 900</b>
• Orange Caraïbe (8)	72 600	74 900	77 600	78 200	79 800
• Bouygues Télécom Caraïbe (11)	10 900	10 700	9 700	9 800	6 100
<b>Total Réunion</b>	<b>459 600</b>	<b>464 100</b>	<b>489 800</b>	<b>504 100</b>	<b>524 200</b>
• Orange Réunion (9)	121 400	127 700	139 300	141 400	147 400
• SRR (10)	338 200	336 400	350 500	362 700	376 800
<b>Total Mayotte</b>	<b>14 900</b>	<b>18 500</b>	<b>21 700</b>	<b>24 900</b>	<b>28 100</b>
• SRR (Mayotte Télécom Mobile) (12)	14 900	18 500	21 700	24 900	28 100
<b>Total St Pierre et Miquelon</b>	-	-	-	-	<b>2 300</b>
• SAS SPM (13)	-	-	-	-	2 300
<b>TOTAL (*)</b>	<b>1 170 300</b>	<b>1 186 200</b>	<b>1 242 200</b>	<b>1 258 200</b>	<b>1 248 400</b>
<b>POSTPAID SUBSCRIBERS</b>					
<b>Total Martinique</b>	<b>161 600</b>	<b>168 900</b>	<b>158 800</b>	<b>158 600</b>	<b>156 900</b>
• Orange Caraïbe (8)	108 300	111 300	119 000	121 400	127 300
• Bouygues Télécom Caraïbe (11)	53 300	57 600	39 800	37 200	29 600
<b>Total Guadeloupe</b>	<b>145 800</b>	<b>146 100</b>	<b>136 800</b>	<b>137 700</b>	<b>136 800</b>
• Orange Caraïbe (8)	94 100	96 600	104 900	107 900	113 400
• Bouygues Télécom Caraïbe (11)	51 700	49 500	31 900	29 800	23 400
<b>Total Guyane</b>	<b>36 000</b>	<b>37 300</b>	<b>36 400</b>	<b>36 500</b>	<b>35 500</b>
• Orange Caraïbe (8)	28 900	30 300	32 300	32 700	34 100
• Bouygues Télécom Caraïbe (11)	7 100	7 000	4 100	3 800	1 400
<b>Total Réunion</b>	<b>162 300</b>	<b>165 300</b>	<b>174 100</b>	<b>181 500</b>	<b>198 300</b>
• Orange Réunion (9)	33 600	37 100	42 800	45 900	52 800
• SRR (10)	128 700	128 200	131 300	135 600	145 500
<b>Total Mayotte</b>	<b>2 100</b>	<b>2 600</b>	<b>2 900</b>	<b>3 200</b>	<b>3 600</b>
• SRR (Mayotte Télécom Mobile) (12)	2 100	2 600	2 900	3 200	3 600
<b>Total St Pierre et Miquelon</b>	-	-	-	-	<b>2 300</b>
• SAS SPM (13)	-	-	-	-	2 300
<b>TOTAL (*)</b>	<b>507 800</b>	<b>520 200</b>	<b>509 000</b>	<b>517 500</b>	<b>533 400</b>

(\*) From June 2003, figures include data from Saint Pierre et Miquelon

See on page 10 for the reference marks

**MOBILE PANEL : OVERSEAS *DEPARTEMENTS*, MAYOTTE & Saint PIERRE et MIQUELON**  
**Public networks**  
**6/30/2003**

(values round up to the nearest hundred)

	6/30/2002	9/30/2002	12/31/2002	3/31/2003	6/30/2003
<b>ACTIVE SUBSCRIBERS (4)</b>					
<b>Total Martinique</b>	- -	- -	<b>298 400 93,3%</b>	<b>295 700 93,3%</b>	<b>274 800 92,8%</b>
• Orange Caraïbe (8)	- -	- -	207 600 91,0%	208 600 91,3%	212 700 91,6%
• Bouygues Télécom Caraïbe (11)	- -	- -	90 800 98,9%	87 100 98,6%	62 100 97,2%
<b>Total Guadeloupe</b>	- -	- -	<b>299 100 92,5%</b>	<b>299 100 92,2%</b>	<b>286 300 91,8%</b>
• Orange Caraïbe (8)	- -	- -	217 100 90,2%	216 700 89,9%	219 700 89,9%
• Bouygues Télécom Caraïbe (11)	- -	- -	82 000 98,9%	82 400 98,9%	66 600 98,7%
<b>Total Guyane</b>	- -	- -	<b>79 500 91,1%</b>	<b>79 600 90,5%</b>	<b>77 400 90,1%</b>
• Orange Caraïbe (8)	- -	- -	69 900 90,1%	69 900 89,4%	71 500 89,6%
• Bouygues Télécom Caraïbe (11)	- -	- -	9 600 99,0%	9 700 99,0%	5 900 96,7%
<b>Total Réunion</b>	- -	- -	<b>454 600 92,8%</b>	<b>472 000 93,6%</b>	<b>483 200 92,2%</b>
• Orange Réunion (9)	- -	- -	118 800 85,3%	121 100 85,6%	126 400 85,8%
• SRR (10)	- -	- -	335 800 95,8%	350 900 96,7%	356 800 94,7%
<b>Total Mayotte</b>	- -	- -	<b>20 300 93,5%</b>	<b>23 300 93,6%</b>	<b>26 400 94,0%</b>
• SRR (Mayotte Télécom Mobile) (12)	- -	- -	20 300 93,5%	23 300 93,6%	26 400 94,0%
<b>Total St Pierre et Miquelon</b>	- -	- -	- -	- -	<b>2 300 100,0%</b>
• SAS SPM (13)	- -	- -	- -	- -	2 300 100,0%
<b>TOTAL (*)</b>	- -	- -	<b>1 151 900 92,7%</b>	<b>1 169 700 93,0%</b>	<b>1 150 400 92,1%</b>

(\*) From June 2003, figures include data from Saint Pierre et Miquelon

See on page 10 for the reference marks

## REFERENCE MARKS

### **The cross-references in the tables are for the following :**

- (1) Wireless: a customer is any holder of a SIM card or prepaid card (having made at least one call, before the contractual date after which he/she may not receive calls) registered in the operator's Home Location Register (HLR).
- (2) The penetration rate is obtained by dividing the total number of wireless customers or total number of "active" customers by the French population, which is 60323400 (60185800 according to the July 1999 INSEE census, 131300 for Mayotte according to the 1997 INSEE census and 6300 for Saint Pierre et Miquelon).
- (3) Net growth figures refer to either the total number of customers, the total number of flat-rate customers or the total number of active customers.
- (4) The total number of active customers refers to the total number of customers having subscribed to a flat-rate offer and active prepaid customers. Active prepaid customers are those having made or received a call within the past three months. Only telephone calls are considered, whether free or paid. SMS are not included in this calculation.
- (5) The penetration rate is obtained by dividing the total number of customers or "active" wireless customers by the population of Metropolitan France, which is 58518400 according to the July 1999 INSEE census.
- (6) Quarterly SMS traffic ("Short Message Service") refers to all SMS sent (outgoing SMS) for the quarter by any wireless customer (cf. (1)).
- (7) Monthly SMS traffic per average active customer refers to the quarterly SMS traffic divided by 3, divided by the average number of active customers ((number of active customers at the end of the previous quarter + number of active customers at the end of the quarter being considered)/2)
- (8) Orange Caraïbe, subsidiary of Orange France.
- (9) Orange Réunion, subsidiary of Orange France.
- (10) Société Réunionnaise du Radiotéléphone, subsidiary of SFR.
- (11) Bouygues Télécom Caraïbe, subsidiary of Bouygues Télécom.
- (12) Mayotte Télécom Mobile is the trademark in Mayotte of SRR's services.
- (13) SAS SPM, subsidiary of Orange Caraïbes.
- (14) The penetration rate is obtained by dividing the total number of customers or number of "active" wireless customers by the total population of the Overseas *Départements* (DOM) (1667400 according to the July 1999 INSEE census), Mayotte (131300 according to the 1997 INSEE census) and Saint Pierre et Miquelon (6300 according to the INSEE census) which is 1805000.

## THE MOBILE MARKET

### **National market :**

At 30 June 2003, there were 39.4 million wireless services customers in France, of which 22.5 million subscribed to a flat-rate offer. The number of wireless customers increased by 1.6 million over one year, between 30 June 2002 and 31 June 2003 (for net annual growth of 4.2 %). The total number of customers increased by 483000 between 31 March 2003 and 30 June 2003 (for net growth of 1.2% over the previous quarter).

Orange, SFR and Bouygues Telecom's market share was 49.2%, 35.3% and 15.5% respectively. The penetration rate reached 65.3% at 30 June 2003. The active penetration rate was 64.2% at the same date.

### **Metropolitan France :**

The total penetration rate at 30 June 2003 was 65.2%.

At 30 June 2003, total active customers in Metropolitan France represented 98.5% of all customers. Counting only active customers, the "active" penetration rate in Metropolitan France was 64.2% (compared with 63.4% at 31 March 2002).

Net growth of active customers was 1.3% between 31 March 2003 and 30 June 2003 and represents 465200 new active subscribers.

Net growth of total customers for the second quarter 2003 was 1.3%.

Total outgoing SMS traffic for the second quarter 2003 was 1,882 billion, representing an average of 16.8 SMS sent per active customer for the period.

### **Overseas *Départements* (DOM), Mayotte and Saint Pierre et Miquelon :**

The penetration rate for the Overseas *Départements* (DOM), Mayotte and Saint Pierre et Miquelon at 30 June 2003 was 69.2%.

At 30 June 2003, total active customers represented 92.1% of total customers. Counting only active customers, the "active" penetration rate in the DOM, Mayotte and Saint Pierre et Miquelon was 63.7%.

There were 1248400 wireless customers in the DOM, Mayotte and Saint Pierre et Miquelon, with net quarterly growth of -0.8%, representing -9800 customers. The share of customers subscribing to a flat-rate offer was 42.7% at 30 June 2003.

## RADIO-PAGING

6/30/2003

(values round up about ten)

Standard	Trade service name	Total (1) subscribers	NET GROWTH			
			Quarterly	%	Past 6 months	%
<b>E*MESSAGE</b>						
• POCSAG	Bip, Num, Text, Tadoo, Expresso (with or without subscription)	135 300	21 450	18,8%	21 890	19,3%
	Bip+	13 300	-2 260	-14,5%	-3 960	-22,9%
• RDS	Alphapage Num +, Text +, Expresso RDS	5 670	760	15,5%	50	0,9%
<b>TOTAL</b>		<b>154 270</b>	<b>19 950</b>	<b>14,9%</b>	<b>17 980</b>	<b>13,2%</b>
<b>BOUYGUES</b>						
• ERMES / FLEX	Kobby (2)	30 050	-8 730	-22,5%	6 380	27,0%
<b>TOTAL</b>		<b>30 050</b>	<b>-8 730</b>	<b>-22,5%</b>	<b>6 380</b>	<b>27,0%</b>
<b>TOTAL</b>		<b>184 320</b>	<b>11 220</b>	<b>6,5%</b>	<b>24 360</b>	<b>15,2%</b>
<b>Penetration rate</b>		<b>0,3%</b>				

(1) Radio-paging : include commercial offer subscription, including commercial offer without subscription.

(2) Kobby, trade service of Infomobile, subsidiary of Bouygues group.

**REPORT ON**  
**Professional Mobile Radio (PMR) Networks**  
**6/30/2003**

**Terrestrial mobile service Independent Radio Networks (IRNs)**

IRNs are private or shared networks established to meet professional mobile radio needs. These can be commercial networks using 3RP technology ("commercial 3RP") of "Serta" company and the other networks, using conventional or 3RP technologies deployed primarily for the needs of users.

Data as of 06 30 2003	Number of fleets	Number of terminals
IRNs (1)	34 020	397 753

(1): Data received from Serta and other conventional IRN (2RP and 2RC) and other 3RPs, RPX and LU (large users), data collected at quarter end

**Terrestrial mobile radiolocation network (CFL)**

The terrestrial mobile radiolocation network is an independent radio network operated by Consortium français de localisation, subsidiary of ADP, TDF and CGG

Data as of 06 30 2003	Net change in subscriber numbers				
	quaterly	en %	past 6 months	en %	
No. of fleets	115	0	0,0%	21	22,3%
No. de terminals	3 634	0	0,0%	130	3,7%

**Number of terminals for all professional mobile radio networks**

Total (*)	
<b>IR Networks</b>	401 387

(\*) The 3 July 2003, Dolphin Telecom company has been put in liquidation. In that situation, Dolphin Telecom networks could not be exploited. New autorisations might be ordered soon. Consequently, this mobile observatory give only agregate informations.