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## PRESENTATION OF INFORMATION

Since January 1, 2000, France Telecom has published its consolidated financial statements in Euros. Solely for the convenience of the reader, this annual report on Form 20-F ("Form 20-F") contains translations of certain Euro amounts into U.S. dollars. These translations should not be construed as representations that the converted amounts actually represent such U.S. dollar amounts or could be converted into U.S. dollars at the rates indicated or at any other rate

Unless otherwise stated, translations of Euros into U.S. dollars have been made at the rate of €0.7387 to \$1.00 (or \$1.3538 to €1.00), the noon buying rate in New York City for cable transfers in Euro as certified for customs purposes by the Federal Reserve Bank of New York (the "Noon Buying Rate"), on December 31, 2004. See "Item 3. Key Information - 3.2 Exchange Rate Information" for information regarding the U.S. dollar/Euro exchange rate since January 1, 2000.

Unless otherwise indicated, the financial information contained in this Form 20-F has been prepared in accordance with French GAAP, which differs in certain significant respects from U.S. GAAP. See Note 33 of the Notes to France Telecom's Consolidated Financial Statements for the years ended December 31, 2004, 2003 and 2002 (together with the Notes thereto, the "Consolidated Financial Statements") included elsewhere in this Form 20-F for a description of the principal differences between French GAAP and U.S. GAAP, as they relate to France Telecom and its consolidated subsidiaries, and a reconciliation to U.S. GAAP of net income and shareholders' equity.

This Form 20-F contains certain information presented on a "comparable basis". The basis for the presentation of this financial information is set out in "Item 5. Operating and Financial Review and Prospects – 5.1.1.1 Principal Operating Results". There can be no guarantee that France Telecom would have achieved results similar to those set forth in the financial information presented on a comparable basis. The unaudited financial information presented on a comparable basis is not intended to be a substitute for, and should be read in conjunction with, the Consolidated Financial Statements included in Item 18, including the Notes thereto.

In this Form 20-F, references to the "EU" are to the European Union, references to the "Euro" or "€" are to the Euro currency of the EU, references to the "United States" or "U.S." are to the United States of America and references to "U.S. dollars" or "\$" are to United States dollars.

As used herein, the terms "Company", "France Telecom", "France Telecom group" and the "Group", unless the context otherwise requires, refer to France Telecom together with its consolidated subsidiaries, and "France Telecom S.A." refers to the parent company, a French société anonyme (corporation), without its subsidiaries. References to "shares" are to France Telecom's ordinary shares, nominal value €4.00 per share, and references to "ADSs" are to France Telecom's American Depositary Shares, each representing one share, which are evidenced by American Depositary Receipts ("ADRs").

As used herein, unless the context otherwise requires, the term "Orange" and "Orange Group" refers to Orange S.A. together with its consolidated subsidiaries, the term "Equant" refers to Equant N.V. and its consolidated subsidiaries and the term "TP Group" refers to Telekomunikacja Polska S.A. ("TP S.A.") together with its consolidated subsidiaries.

# CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

This Form 20-F contains forward-looking statements about France Telecom (within the meaning of Section 27A of the U.S. Securities Act of 1933 or Section 21E of the U.S. Securities Exchange Act of 1934), including, without limitation, certain statements made in the sections entitled "Item 3. Key Information - 3.3 Regist Factors", "Item 4. Information on France Telecom - 4.2 Strategy", generally in "Item 5. Operating and Financial Review and Prospects" and particularly in "Item 5. Operating and Financial Review and Prospects - 5.1.3 Outlook". Forward-looking statements can be identified by the use of forward-looking terminology such as "believes", "expects", "may", "is expected to", "will", "will continue", "should", "would be", "seeks" or "anticipates" or similar expressions or the negative thereof or other variations thereof or comparable terminology, or by the forward-looking nature of discussions of strategy, plans or intentions. Although France Telecom believes its expectations are based on reasonable assumptions, these forward-looking statements are subject to numerous risks and uncertainties. Important factors that could cause actual results to differ materially from the results anticipated in the forward-looking statements include, among other things:

- n changes in the competitive and regulatory framework in which France Telecom operates, and in particular the effects of full competition in the European telecommunications industry;
- n fluctuations in telecommunications usage levels, including the number of access lines, traffic and customer growth;
- n competitive forces in liberalized markets, including pricing pressures, technological developments and France Telecom's ability to retain market share in the face of competition from existing and new market entrants;

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- n regulatory developments and changes, including with respect to the levels of tariffs, the terms of interconnection, customer access and international settlement arrangements, and the outcome of legal proceedings related to regulation;
- n the success and market acceptance of operating and financial initiatives (such as the "Ambition FT 2005" Plan (which includes the "TOP" and "TOP Line" programs)) as well as business and strategic initiatives based on the integrated operator business model, the level and timing of the growth and profitability of new initiatives, start-up costs associated with entering new markets, the successful deployment of new systems and applications to support new initiatives, and local conditions and obstacles;
- n the impact of regulatory or competitive developments on capital outlays and France Telecom's ability to achieve cost savings and realize productivity improvements;
- n the effect and outcome of the roll out of UMTS networks and their performance;
- $n \quad \text{the effect and outcome of the roll out of new technologies and services, in particular, broadband-related services;} \\$
- n the effects of mergers and consolidations within the telecommunications industry, the risks of completing acquisitions or divestitures and integrating acquired businesses and the costs associated with possible future acquisitions and planned dispositions;
- n the success of France Telecom's domestic and international investments, joint ventures and strategic relationships;
- n uncertainties related to the award, the extension, or the temporary unavailability of, certain licenses, particularly in the area of wireless communications:
- n the availability, terms and deployment of capital, particularly in view of France Telecom's debt refinancing needs;
- n changes in exchange rates;
- n changes in general economic and business conditions in the markets served by France Telecom and its affiliates;
- n risks related to information and communication technology systems generally;
- n risks and uncertainties attendant to doing business in numerous countries that may be exposed to, or may have recently experienced, economic or governmental instability; and
- n other risks and uncertainties discussed in "Item 3. Key Information 3.3 Risk Factors".

The forward-looking statements contained in this document speak only as of the date of this Form 20-F and France Telecom does not undertake to update any forward-looking statement to reflect events or circumstances after the date hereof or to reflect the occurrence of unanticipated events.