

**Third quarter
 2012-2013 revenues**

- **16% rise in sales of mobile phone accessories**
- **Good performance by indirect distribution network outside France**
- **Five-year renewal of Energizer partnership, now worldwide except North America**

Marseilles, 7 February 2013. The Avenir Telecom Group, a leading distributor of telecommunication products and services and a preferred partner of telecom manufacturers and operators, recorded revenues of €325.4 million in the first nine months of its 2012-2013 financial year (from 1 April 2012 to 31 December 2012), representing a decrease of 8.6% compared to the same period in 2011-2012.

(€ millions)	2012-2013	2011-2012	Change %
First quarter	104.6	103.2	+1.4%
Second quarter	106.6	119.7	-10.9%
Third quarter	114.2	133.1	-14.2%
First nine months	325.4	356.0	-8.6%

The Avenir Telecom Group's revenues in the third quarter of 2012-2013 were impacted by the sale of 38 Ensitel stores in Portugal. The Ensitel store network, which ceased to be part of the Group on 23 November 2012, generated full-year revenues of €14.6 million in 2011-2012.

The Avenir Telecom Group generated 62.5% of its revenues outside France in the first nine months of 2012-2013. Avenir Telecom's international indirect distribution network performed particularly well over the period.

Revenues from ranges of mobile and multimedia accessories, particularly products sold under licence from Energizer and under the OXO and Beewi brands, increased by 16% in the first nine months of 2012-2013. The volume of mobile phone and multimedia accessories advanced 11.5% over the same period, reflecting the Group's upmarket shift into distinctive added-value products with high technological content.

Direct distribution: continued rationalisation of store base

(€ millions)	2012-2013	2011-2012	Change %
First quarter	46.4	55.8	-16.8%
Second quarter	49.0	65.3	-24.9%
Third quarter	55.7	65.8	-15.3%
First nine months	151.2	186.9	-19.1%

Revenues from direct distribution were impacted by the difficult economic situation in Spain (nine-month revenues down 24.8%), by the continued refocusing of the Internity store base and by the sale of the 38 Ensitel stores in Portugal.

Avenir Telecom recorded an increase in the volume of operator contracts and mobile phone accessories sold in the first nine months of 2012-2013.

The volume of operator contracts distributed by Avenir Telecom remained solid in France due to the good commercial performance of the Christmas offers from the Group's telecom operator partners.

Indirect distribution: 21.6% rise in sales outside France

(€ millions)	2012-2013	2011-2012	Change %
First quarter	58.2	47.4	+22.8%
Second quarter	57.6	54.4	+5.9%
Third quarter	58.6	67.3	-13.0%
First nine months	174.2	169.1	+3.1%

Despite a marked slowdown in sales of mobile handsets and operator contracts in the third quarter of 2012-2013, revenues rose by 3.1% in the first nine months of the year. They were buoyed by sales of mobile handsets (+15.5%) and accessories and connected devices (+23.5%).

Avenir Telecom's indirect distribution network outside France achieved a good commercial performance in the first nine months of the year, raising its revenues by 21.6% compared to the previous year.

Outlook

Energizer, the global leader in batteries, renewed its Energizer and Eveready brand partnership with the Avenir Telecom Group for five years, extending it worldwide with the exception of North America.

The Beewi range is continuing to penetrate the world of connected devices with high technological content and added value (audio, car, helicopters, mobile home automation).

