



## H1 2010 REVENUE: €90.9m (+6.8%)

*Acceleration in revenue growth in Q2 2010: +10.1%*

*Substantial improvement expected*

*in operating profitability and cash flow in H1 2010*

Paris, 29<sup>th</sup> July 2010: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its unaudited revenue for its first half to 30<sup>th</sup> June 2010.

(in €m IFRS)	Quarterly revenue <sup>1</sup>		Half-year revenue		
	Q1 2010	Q2 2010	H1 2010	H1 2009	Δ
Mobile	26.4	28.8	55.2	51.8	+6.5%
<i>% of total revenue</i>	<i>60%</i>	<i>61%</i>	<i>61%</i>	<i>61%</i>	
Residential	12.3	13.1	25.4	23.2	+9.5%
<i>% of total revenue</i>	<i>28%</i>	<i>28%</i>	<i>28%</i>	<i>27%</i>	
Professional	3.6	3.7	7.3	6.6	+10.1%
<i>% of total revenue</i>	<i>8%</i>	<i>8%</i>	<i>8%</i>	<i>8%</i>	
Other	1.4	1.6	3.0	3.5	-14.3%
<i>% of total revenue</i>	<i>3%</i>	<i>3%</i>	<i>3%</i>	<i>4%</i>	
<b>Total</b>	<b>43.8</b>	<b>47.1</b>	<b>90.9</b>	<b>85.1</b>	<b>+6.8%</b>

Over the first half of 2010, Groupe Outremer Telecom's revenue totalled €90.9m, up 6.8% compared to the first half of 2009 and up 10.4% compared to this same 2009 first-half revenue figure minus certain costs relating to unpaid bills, suspensions of service and terminations of contract that are no longer billed since 1<sup>st</sup> July 2009<sup>2</sup>.

Growth in the Group's activities accelerated, reaching 10.1% in the 2<sup>nd</sup> quarter of 2010 versus 3.4% in the 1<sup>st</sup> quarter, confirming a renewed growth momentum. Revenue for the 2<sup>nd</sup> quarter of 2010 thus recorded sequential growth of 7.7% compared to the 1<sup>st</sup> quarter of 2010.

Revenue from the French West Indies and French Guiana zone totalled €54.4m, up 2.0% on the 1<sup>st</sup> half of the previous year. This increase illustrates the upturn in activity in this zone, which was severely affected by social unrest during the 1<sup>st</sup> half of 2009.

Over the same period, revenue from the Indian Ocean zone pursued its buoyant growth momentum, with an increase of 15.1% in the 1<sup>st</sup> half of 2010 (€34.3m, versus €29.8m for the 1<sup>st</sup> half of 2009) and 20.4% in the 2<sup>nd</sup> quarter of 2010 (€18.0m, versus €15.0m for the 2<sup>nd</sup> quarter of 2009).

At 30<sup>th</sup> June 2010, the Group had 524,571 subscribers to its offers.

<sup>1</sup> Q1 and Q2 2010 data is unaudited

<sup>2</sup> In Q3 2009, Outremer Telecom updated its rules for recording revenue by excluding some costs billed to clients but unlikely to be paid (unpaid bills, suspension of service and termination of contract). In H1 2009, these costs represented revenue of €2.8m



### Mobile activity

Mobile activity recorded revenue of €55.2m over the 1<sup>st</sup> half of 2010, an increase of 6.5% compared to the 1<sup>st</sup> half of 2009. For the 2<sup>nd</sup> quarter of 2010 alone, revenue totalled €28.8m, an increase of 9.6% on the 2<sup>nd</sup> quarter of 2009. The Group emphasises that this performance was recorded despite the substantial reductions in call termination tariffs that were implemented at the start of 2010.

In the French West Indies and French Guiana zone, revenue from Mobile activity over the 1<sup>st</sup> half of 2010 came to €34.2m, stable on the same period of the previous year, whilst revenue from the Indian Ocean zone grew by 18.3% to €20.8m.

The number of Mobile subscribers continued to increase in the 2<sup>nd</sup> quarter of 2010, with a further 8,704 subscribers, taking the total number of Mobile subscribers to 368,094.

### Residential activity

Residential activity generated revenue of €25.4m over the 1<sup>st</sup> half of 2010, up 9.5% on the same period of 2009. This activity also saw an acceleration in growth over the 2<sup>nd</sup> quarter of 2010, reaching 15.0% in Q2 versus 4.2% in Q1.

Internet revenue recorded growth of 39.4% whilst fixed-phone revenue decreased by 23.2%, because of the migration of fixed phone and low bandwidth subscribers to the Group's multiple-play offers: onlybox and canalconnect.

During the 2<sup>nd</sup> quarter of 2010, the Group also pursued its policy of terminating the contracts of subscribers with unpaid bills, i.e. 3,000 subscribers. The number of Internet subscribers thus slipped to 68,917.

### Professional activity

Revenue from Professional activity totalled €7.3m over the 1<sup>st</sup> half of 2010, an increase of 10.1%, confirming the positive start recorded by the offers launched at the end of 2009.

### Other activity

Revenue from other activity came to €3.0m over the 1<sup>st</sup> half of 2010, down 14.3% in line with the Group's announced divestment of these non-strategic activities.

### Number of subscribers and change by segment of activity

At 30<sup>th</sup> June 2010, the Group had 524,571 subscribers to its offers, split as follows:

	30/06/2010	31/03/2010	30/06/2009
Mobile	368,094	359,390	300,678
Fixed	87,560	90,714	104,899
Internet	68,917	73,597	69,097
<i>of which: Broadband</i>	57,087	61,394	55,113
<b>TOTAL</b>	<b>524,571</b>	<b>523,701</b>	<b>474,674</b>



## Substantial improvement expected in operating profitability and cash flow in H1 2010

All of Groupe Outremer Telecom's activities recorded revenue growth over the 1<sup>st</sup> half of 2010.

The Company considers that it has now returned to a lasting growth momentum with a virtuous commercial development spiral. The Group's offers are thus continuing to show their appeal amongst new subscribers, whilst at the same time recruitment procedures have been substantially strengthened in order to improve the quality of the subscriber base.

Furthermore, the Group notes that the buoyant increase in revenue in the Indian Ocean zone now makes it possible to absorb fixed costs and to generate increasing profitability.

Moreover, the Group's strict cost management has resulted in a significant reduction in the breakeven point in 2010.

Subsequently, Outremer Telecom's operating profitability, as well as the generation of cash flow, will significantly improve in the first half of 2010 compared to the first half of 2009.

### About Outremer Telecom

Founded in 1986, Groupe Outremer Telecom has established itself in the French Overseas Regions (Martinique, Guadeloupe, French Guiana, Reunion and Mayotte) as the leading alternative telecom operator able to offer a full range of fixed line, mobile and Internet access services for both residential and business customers. Groupe Outremer Telecom has developed its own telecom network and has a single brand; Only. The group intends to develop the convergence of its various offers, its business customers and pursue its innovative and competitive services.

2010 first-half results will be published on Tuesday 31<sup>st</sup> August 2010



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