



SUBSTANTIAL INCREASE IN 2010 ANNUAL RESULTS

EBITDA: €47.2m (+€31.1m vs. 2009)

Proposed dividend: €0.35 per share

2011 EBITDA target: more than €54m

Paris, 14th March 2011: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its consolidated and audited 2010 annual results*.

Simplified income statement						
(in €m IFRS)	H1 2010	H2 2010	2010	2009	Δ (€m)	Δ (%)
Revenue	90.9	97.3	188.1	175.5	+€12.6m	+7.2%
Gross margin % of total revenue	53.6 59.0 %	57.9 59.5%	111.5 59.2%	92.2 52.5%	+€19.3m	+20.9%
EBITDA % of total revenue	21.3 23.5%	25.8 26.6%	47.2 25.1%	16.1 9.2%	+€31.1m	+193.0%
Operating income	7.7	13.8	21.5	-11.7	+€33.2m	ns
Net income	4.8	9.4	14.1	-5.8	+€20.0m	ns

A return to revenue growth: +7.2%

Outremer Telecom recorded revenue of €188.1m in 2010, up 7.2% on the previous year. The Group thus saw a return to a solid growth momentum over this financial year.

Every segment of activity recorded an increase in revenue: revenue from Mobile activity totalled €117.8m, up 8.2%, revenue from Residential activity totalled €50.7m, up 8.5%, and revenue from Professional activity totalled €15.0m, up 13.0%.

It should be pointed out that, this year again, reductions in call termination tariffs had a substantial impact on Mobile revenue. Excluding these regulated tariff reductions, the Group recorded double-digit revenue growth in 2010 (+14.3%).

Subscribers at 31st December 2010: gross base +7.0%

At 31st December 2010, the Group had 557,989 subscribers to its offers, 443,818 of them active. In 2010, the Group recruited 61,749 Mobile subscribers and had a total of 408,785 Mobile subscribers at 31st December 2010, 305,393 of them active (versus 272,558 at 30th June 2010).



Solid growth in the gross margin: €111.5m (+20.9%)

The gross margin increased by 20.9% in 2010, driven by both the growth in activity and the fall in network and technical costs.

These costs, although correlated to the evolution of activity, fell by €6.7m thanks to the optimisation measures instigated during the second half of 2009 and throughout 2010.

Subsequently, the gross margin rate improved by 6.7 points compared to the previous year, reaching 59.2%.

Sharp rally in EBITDA: +193% to €47.2m

Outremer Telecom recorded buoyant growth in EBITDA, with an acceleration during the second half of 2010. EBITDA thus totalled €47.2m, a jump of 193%, giving an EBITDA margin of 25.1% in 2010 compared to 9.2% in 2009.

This performance is the result of the improvement in the gross margin, the limiting of operating expenses and the substantial fall in provisions for impairment of client receivables, which were down €15.4m on 2009.

The Company reminds readers that the writing down of exceptional depreciations for client receivables in 2009 enabled the Group to have a completely normalised and continually improving situation in 2010 regarding client risks.

EBITDA split

IFRS / €m	31/12/09	31/12/10	Δ
FWI / Guiana % of revenue	16.7 16%	33.8 29%	+103%
Indian Ocean % of revenue	3.0 5%	15.3 22%	+411%
Other (incl. head office costs)	-3.6	-1.9	ns
TOTAL % of revenue	16.1 9%	47.2 25%	+193%

IFRS / €m	31/12/09	31/12/10	Δ
Residential % of revenue	4.3 9%	13.9 27%	+218%
Mobile % of revenue	8.1 7%	27.1 23%	+236%
Professional % of revenue	6.1 46%	7.8 52%	+27%
Other (incl. head office costs)	-2.4	-1.6	ns
TOTAL % of revenue	16.1 9%	47.2 25%	+193%

EBITDA from the French West Indies and French Guiana zone more than doubled in 2010, reaching €33.8m (versus €16.7m in 2009) and giving an EBITDA margin of 29% (versus 16% in 2009).

In the Indian Ocean zone, EBITDA recorded very strong growth, increasing from €3.0m to €15.3m, thus enabling the EBITDA margin to reach 22%.

EBITDA from Residential and Mobile activities more than tripled in 2010.

Strong positive operating income and net income

Operating income came to €21.5m in 2010, up €33.2m on its 2009 level, with depreciations and other allowances down 7.8% at €25.7m.

Net income for the 2010 financial year totalled €14.1m, giving a net margin of 7.5%, including a financial charge of €2.5m and a tax charge of €4.9m.

As announced when it published its 2010 annual revenue on 15th February, Outremer Telecom's Board has decided to ask the Annual General Meeting of 7th June 2011 to approve the payment of the Group's first dividend since its IPO in March 2007. The dividend the AGM will be asked to approve will be €0.35 per share.



Substantial increase in cash flow, strengthened financial structure

The Group's cash flow rose sharply in 2010, with free cash flow (cash flow from operating activities - cash flow from investment activities) doubling to €35.6m, compared to €17.4m the previous year. The Group reimbursed a substantial €23.2m of its loans.

Despite this reimbursement, the Group's cash position increased by €12.9m and stood at €37.8m at 31st December 2010. Outremer Telecom thus ended the year with substantially reduced debt of just €11.5m, compared to €47.3m at 31st December 2009.

2011 outlook

In 2010, Outremer Telecom saw a return to growth and a high level of profitability. By recording a higher EBITDA margin in the second half of the year than in the first half, the Group has also shown its ability to accelerate its profitable growth.

The Group has started the 2011 financial year with more assets than it did in 2010 (healthier subscriber base, higher quality of service), and it intends to make the most of these in 2011 with a proactive marketing and communication policy.

For FY 2011, the Group is expecting EBITDA to exceed €54m.

* Following the favourable opinion issued by the Audit Committee at its meeting of 11th March 2011, the Board of Directors met on 14th March 2011 under the chairmanship of Mr Jean-Michel Hégésippe, to approve the annual accounts for the financial year to 31st December. Audit procedures have been carried out. The auditors have completed their audit and are preparing to issue their reports.

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.

Next press release

Revenue for the first quarter of 2011: Tuesday 10th May 2011



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APPENDICES: 2010 annual accounts in French

CONSOLIDATED BALANCE SHEET

(en milliers d'euros)

	Note	31 décembre 2010	31 décembre 2009
Goodwill		41 634	40 948
Autres immobilisations incorporelles	9.2	24 438	25 953
Immobilisations corporelles	9.3	64 110	77 578
Actifs financiers non courants	9.4	1 259	1 279
Impôts différés	9.5	9 394	14 208
Total des actifs non courants		140 835	159 966
Stocks	9.6	2 719	3 029
Créances clients	9.7	26 412	33 107
Créances d'impôt exigible		31	92
Autres actifs courants	9.8	6 338	10 847
Trésorerie et équivalents de trésorerie	9.9	38 379	25 510
Total des actifs courants		73 880	72 585
TOTAL ACTIF		214 714	232 551

(en milliers d'euros)

	Note	31 décembre 2010	31 décembre 2009
Capital	9.10	2 756	2 756
Prime d'émission		108 721	108 721
Réserves consolidées		(34 573)	(29 144)
Réserve de conversion		41	(60)
Résultat de l'exercice		13 889	(5 973)
Capitaux propres - part du Groupe		90 834	76 299
Intérêts minoritaires		398	266
Total des capitaux propres		91 232	76 566
Emprunts et dettes financières	9.11	24 735	13 020
Avantages au personnel	9.12	1 640	1 545
Provisions	9.13	3 448	3 025
Impôts différés	9.5	339	329
Autres passifs non courants	9.14	3 218	5 033
Total des passifs non courants		33 381	22 952
Emprunts et dettes financières	9.11	25 190	59 808
Provisions	9.13	1 866	1 668
Dettes fournisseurs et comptes rattachés		40 621	49 718
Autres passifs courants	9.15	22 400	21 644
Dettes d'impôt exigible		25	195
Total des passifs courants		90 102	133 033
TOTAL PASSIF		214 714	232 551



CONSOLIDATED INCOME STATEMENT

(en milliers d'euros)

	Note	31 décembre 2010	31 décembre 2009
Chiffre d'affaires	9.17	188 125	175 546
Achats externes	9.18	(104 023)	(114 477)
Charges de personnel	9.19	(28 976)	(27 382)
Impôts et taxes		(3 459)	(3 277)
Dotations aux provisions		(569)	(1 195)
Autres charges opérationnelles	9.20	(8 248)	(23 086)
Autres produits opérationnels	9.21	4 312	9 968
Résultat opérationnel avant dotations aux amortissements	9.17	47 163	16 096
Dotations aux amortissements		(25 655)	(27 819)
Résultat opérationnel		21 508	(11 723)
Coût de l'endettement financier net	9.22	(2 282)	(2 397)
Autres produits financiers	9.22	379	1 164
Autres charges financières	9.22	(626)	(1 097)
Résultat avant impôt		18 978	(14 053)
Impôt sur les bénéfices	9.23	(4 860)	8 151
Résultat net de l'exercice		14 119	(5 902)
Résultat net - Part du groupe		13 889	(5 973)
Résultat net - Part des intérêts minoritaires		229	71
Résultat par action			
Résultat par action	9.24	0,67	(0,28)
Résultat dilué par action	9.24	0,66	(0,28)

CONSOLIDATED STATEMENT OF OTHER COMPREHENSIVE INCOME

(en milliers d'euros)

	Note	31 décembre 2010	31 décembre 2009
Résultat net de l'exercice		14 119	(5 902)
Autres éléments du résultat global :			
Écarts de conversion		101	24
Total		101	24
Résultat global de l'exercice		14 220	(5 878)
Dont résultat Groupe		13 990	(5 949)
Dont intérêts des minoritaires		229	71



CASH FLOW STATEMENT

(en milliers d'euros)

	Note	31 décembre 2010	31 décembre 2009
Résultat net total consolidé		14 119	(5 902)
Elimination des incidences de :			
- Résultats latents sur instruments financiers		-	174
- Profits / pertes de réévaluation (juste valeur)		(24)	-
- Dotations nettes aux amortissements et provisions		26 036	28 306
- Autres produits et charges		200	(79)
- Résultats de cession		524	582
- Produit d'impôt	9.23	4 860	(8 151)
- Charge d'intérêt	9.22	2 312	3 051
Incidence de la variation des stocks		310	667
Incidence de la variation des créances clients et autres débiteurs		8 255	10 482
Incidence de la variation des dettes fournisseurs et autres créditeurs		(4 552)	4 351
Flux de trésorerie liés aux activités opérationnelles avant impôts et intérêts		52 039	33 481
Impôts payés		(155)	(106)
Intérêts payés		(2 508)	(3 158)
Intérêts encaissés		12	3
Flux de trésorerie liés aux activités opérationnelles		49 387	30 220
Incidence des variations de périmètre	9.1	-	-
Acquisitions d'immobilisations corporelles et incorporelles		(14 149)	(16 491)
Subventions d'investissement reçues		220	3 531
Acquisitions d'actifs financiers		-	-
Variation des prêts et avances consentis		(12)	(11)
Cessions d'immobilisations corporelles et incorporelles		179	157
Dividendes reçus		-	-
Flux de trésorerie liés aux activités d'investissement		(13 762)	(12 814)
Augmentation (réduction) de capital		-	-
Cession (acquisition) nette d'actions propres		-	(1 975)
Emission d'emprunts		569	18 236
Remboursement d'emprunts		(23 216)	(20 719)
Variation des concours bancaires		-	-
Dividendes versés aux actionnaires minoritaires		(99)	(61)
Flux de trésorerie liés aux activités de financement		(22 746)	(4 519)
Variation nette de la trésorerie		12 879	12 887
Trésorerie d'ouverture		24 857	11 964
Incidence de la variation des taux de change		15	6
Trésorerie de clôture	9.9	37 751	24 857