

**Q3 2011 REVENUE: €49.3m (+2.9%)****+49,181 Mobile subscribers recruited since the start of the year**

Paris, 16<sup>th</sup> November 2011: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its unaudited consolidated revenue for the third quarter and first nine months of 2011.

<i>(in €m IFRS)</i>	Q3 revenue		9-month revenue		Quarterly revenue			
	2011 <sup>1</sup>	2010	2011 <sup>1</sup>	2010	Q1-11	Q2-11	Q3-11 <sup>1</sup>	TOTAL <sup>1</sup>
<b>Mobile</b>	32.3	30.6	92.4	85.8	29.6	30.5	32.3	92.4
<i>% of total revenue</i>	66%	64%	64%	62%	63%	64%	66%	62%
<b>Residential</b>	12.4	12.7	37.2	38.1	12.4	12.4	12.4	37.2
<i>% of total revenue</i>	25%	27%	26%	27%	27%	26%	25%	26%
<b>Professional</b>	3.9	3.8	11.8	11.1	3.9	4.0	3.9	11.8
<i>% of total revenue</i>	8%	8%	8%	8%	8%	8%	8%	8%
<b>Other</b>	0.7	0.8	2.1	3.8	0.8	0.7	0.7	2.1
<i>% of total revenue</i>	1%	2%	1%	3%	2%	1%	1%	1%
<b>Total</b>	<b>49.3</b>	<b>47.9</b>	<b>143.5</b>	<b>138.8</b>	<b>46.7</b>	<b>47.5</b>	<b>49.3</b>	<b>143.5</b>

Over the third quarter of 2011, Outremer Telecom recorded revenue of €49.3m, an increase of 2.9% compared to the third quarter of 2010. For the first 9 months of the year, revenue totalled €143.5m, an increase of 3.4% compared to the first 9 months of last year.

Revenue from the French West Indies and French Guiana zone continued to improve, reaching €31.8m over the third quarter of 2011, up 8.2% on the same period of 2010, thus illustrating the upturn in activity in this zone. The Indian Ocean zone saw a more contrasting performance, with revenue falling by 6.5% to €17m in this zone. Nevertheless, the Group is in the process of reorganising its management in that zone, and this should be completed by the end of the current year.

**Mobile activity**

Over the third quarter of 2011, Mobile activity generated revenue of €32.3m, an increase of 5.6% compared to the third quarter of 2010, thus maintaining a buoyant rate of growth.

Over the first nine months of 2011, Mobile revenue totalled €92.4m, an increase of 7.7%.

Mobile revenue totalled €21.2m in the French West Indies and French Guiana zone (up +11.5% on the third quarter of 2010) and €11.1m in the Indian Ocean zone (down 4.1%).

---

<sup>1</sup> Unaudited

At 30<sup>th</sup> September 2011, the Group had a total of 457,966 Mobile subscribers, 343,585 of them active. Over the third quarter of 2011, Outremer Telecom recruited a further 17,199 Mobile subscribers, 11,736 of them active.

Mobile Average Revenue Per User (ARPU) was €23.5m in the French West Indies and French Guiana zone and €19.7m in the Indian Ocean zone in the third quarter of 2011, fairly stable on the first half of the year (€23.0 in the French West Indies and French Guiana and €19.4 in the Indian Ocean).

### Residential activity

Over the third quarter of 2011, Residential activity generated revenue of €12.4m, a fall of 2.8% compared to the same period of 2010. This decrease was notably the result of a weaker sales performance in the Indian Ocean zone, where activity was down 10.4%, whilst activity in the French West Indies and French Guiana zone was up 2.0% over the same period.

Over the first 9 months of 2011, revenue from Residential activity totalled €37.2m, a fall of 2.5% compared to the same period of 2010.

### Professional activity

Revenue from Professional activity totalled €3.9m over the third quarter of 2011, an increase of 2.7% compared to the third quarter of 2010.

Over the first 9 months of 2011, revenue from Professional activity totalled €11.8m, up 6.5% on the same period of 2010.

### Other activity

Over the first 9 months of the current financial year, revenue from Other activity totalled €2.1m, down 44%, reflecting the Group's gradual divestment of these non-strategic activities.

### Number of subscribers at 30<sup>th</sup> September 2011

At 30<sup>th</sup> September 2011, the Group had 599,258 subscribers to its offers, of which 475 618 were active subscribers.

	Gross base 30/09/2011	Gross base 30/06/2011	Active base 30/09/2011	Active base 30/06/2011
Mobile	457,966	440,767	343,585	331,849
Fixed	73,782	77,250	68,390	71,934
Internet	67,510	67,170	63,643	63,269
<i>of which: Broadband</i>	<i>58,191</i>	<i>57,802</i>	<i>56,349</i>	<i>55,911</i>
<b>TOTAL</b>	<b>599,258</b>	<b>585,187</b>	<b>475,618</b>	<b>467,052</b>



### 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.



Groupe Outremer Telecom  
Vincent Fabre  
Chief Financial and Administrative Officer  
[investisseurs@outremer-telecom.fr](mailto:investisseurs@outremer-telecom.fr)

*NewCap.*  
Financial Communication Agency  
Sophie Boulila / Pierre Laurent  
Tel: +33 (0)1 44 71 94 92  
[outremer-telecom@newcap.fr](mailto:outremer-telecom@newcap.fr)