



Q1 2011 REVENUE: €46.7m (+6.6%)

Pursuance of the solid growth momentum

+20,516 Mobile subscribers recruited over the 1st quarter of 2011

Paris, 10th May 2011: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its revenue for the 1st quarter to 31st March 2011.

(in €m IFRS)	Quarterly revenue ¹		
	Q1 2011	Q1 2010	Δ
Mobile	29.6	26.4	+ 11.9%
<i>% of total revenue</i>	<i>63%</i>	<i>60%</i>	
Residential	12.4	12.3	+ 0.9%
<i>% of total revenue</i>	<i>27%</i>	<i>28%</i>	
Professional	3.9	3.6	+ 8.6%
<i>% of total revenue</i>	<i>8%</i>	<i>8%</i>	
Other	0.8	1.4	- 46.4%
<i>% of total revenue</i>	<i>2%</i>	<i>3%</i>	
Total	46.7	43.8	+ 6.6%

Revenue totalled €46.7m over the 1st quarter of 2011, an increase of 6.6% on that recorded over the 1st quarter of 2010.

Revenue from the French West Indies and French Guiana zone came to €29.5m, up 11.4% on the 1st quarter of 2010, confirming the solid growth momentum of the Group's activities in this zone. The Indian Ocean zone recorded revenue of €16.7m, up 2.9% on the 1st quarter of 2010.

With similar Mobile call termination tariffs to those in 2010 (SMS tariffs were reduced in October 2010 and voice tariffs were reduced on 1st January 2011), the Group would have recorded total revenue of €50.3m over the 1st quarter of 2011, an increase of 15.0%.

At 31st March 2011, the Group had 572,716 subscribers to its offers, 454,756 of them active.

Mobile activity

For the 1st quarter of 2011, revenue from Mobile activity totalled €29.6m, up 11.9% on the 1st quarter of 2010. Revenue from the French West Indies and French Guiana zone came to €19.0m, up 13.7%, whilst revenue from the Indian Ocean zone came to €10.6m, up 9.1%.

If call termination tariffs had remained the same between 2010 and 2011, Mobile revenue would have totalled €33.2m over the 1st quarter of 2011, an increase of 25.8% (25.7% in the French West Indies and French Guiana zone and 26.4% in the Indian Ocean zone).

¹ Unaudited



Press release

Over the 1st quarter of 2011, Outremer Telecom recruited 20,516 Mobile subscribers, and had 429,301 Mobile subscribers at 31st March 2011, 321,687 of them active.

At 31st March 2011, Mobile Average Revenue Per User (ARPU), on the gross base was €23.0 in the French West Indies and French Guiana zone (-6.2% on the Q1 2010 figure) and €19.6 in the Indian Ocean zone (-7.7% on the Q1 2010 figure). These ARPU figures are satisfactory given the changes in call termination tariffs mentioned above.

The Group's Mobile market share continued to improve, reaching 18.5% in the French West Indies and French Guiana zone and 15.4% in the Indian Ocean zone at 31st March 2011.

(Source: ARCEP - "Observatoire trimestriel des communications électroniques (services mobiles) en France" - Q1 2011 - provisional results - 5th May 2011).

Residential activity

Residential activity recorded revenue of €12.4m over the 1st quarter of 2011, a slight increase of 1.0% compared to the 1st quarter of 2010.

This weak growth in Residential activity is the result of a poorer sales performance in the Indian Ocean zone, which saw a 9.2% fall in revenue compared to the 1st quarter of 2010, whilst the French West Indies and French Guiana zone saw revenue increase by 7.4%.

Internet revenue was up 12.5%, offsetting the sharp fall in fixed-phone revenue (-22.8% compared to the 1st quarter of 2010).

The number of broadband Internet subscribers was up again in the 1st quarter of 2011, but failed to totally offset the natural fall in low bandwidth subscribers. At 31st March 2011, the Group had 66,822 Internet subscribers.

Professional activity

Revenue from Professional activity rose by 8.6% to €3.9m, reflecting the increase in offers devoted to professionals and businesses.

Other activity

Revenue from Other non-strategic activity totalled €0.8m.

Number of subscribers by business segment at 31st March 2011

At 31st March 2011, the Group had 572,716 subscribers to its offers, 454,756 of which were active.

	Gross base		Active base	
	31/03/2011	31/12/2010	31/03/2011	31/12/2010
Mobile	429,301	408,785	321,687	305,393
Fixed	76,593	81,932	71,228	75,251
Internet	66,822	67,272	61,841	63,174
<i>of which: broadband</i>	57,290	55,796	54,409	52,778
TOTAL	572,716	557,989	454,756	443,818



General description of Outremer Telecom's financial situation and results

The 1st quarter of 2011 saw solid growth in Group revenue, particularly in the French West Indies and French Guiana zone. Mobile activity accounted for 63% of total revenue, illustrating its role as a growth engine for Outremer Telecom's activities.

The relatively modest revenue growth recorded in the Indian Ocean zone was essentially due to a sales underperformance, and the Group is currently remedying this situation by, in particular, overhauling its sales supervision, which will be operational by the end of the 1st half of 2011.

This 1st quarter also saw solid momentum in terms of the recruitment of new subscribers, which shows the appeal of the offers and the excellent quality of service provided by Outremer Telecom. Over 2011, the Group intends to strengthen its sales policy by intensifying its marketing and communication efforts.

Moreover, the Group is reaffirming its objective of generating EBITDA of more than €54m in 2011.

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 half of 2011: Thursday 28th July 2011



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