



OUTREMER TELECOM chooses ZTE to deploy its 3G networks and to renew its existing GSM infrastructures

Paris, 23rd February 2009: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today announces the signing of a commercial agreement with ZTE Corporation for the deployment of the new GSM/UMTS networks located on the territories in which the Group operates.

Following successful collaboration in 2008, with the total replacement of its mobile infrastructures and equipment in Martinique, Outremer Telecom and ZTE have signed an agreement whose terms foresee that ZTE will be responsible for deploying, in 2009, Outremer Telecom's new 3G networks in French Guiana and Guadeloupe, and will also be in charge of replacing the existing 2G infrastructures.

This partnership will also allow Outremer Telecom to expand the 2G/3G networks already deployed in Mayotte since 2006 and Reunion since 2007.

Jean Michel HEGESIPPE, CEO of Outremer Telecom, says: *"The launch of our third-generation offers is part of the deployment of our broadband strategy across our territories. These offers meet the requirements of our customers, who want to benefit from unlimited abundance offers for voice and data and from innovative services, all at very attractive prices. We have therefore decided to extend our partnership with ZTE, with whom we had already deployed our networks on the island of Reunion, as we are certain of the professionalism of the teams and the quality of the service that this company will provide us with."*

"ZTE will supply Outremer Telecom with new-generation 2G and 3G equipment and will continue to renew existing networks over a short timeframe (4-5 months) whilst maintaining the same quality of service for all subscribers. This agreement not only reinforces our partnership, but also makes ZTE the main supplier of Outremer Telecom telecommunications networks", adds Mr Bessières, Head of ZTE France.

ZTE began supplying 2G infrastructure mobile equipment to Outremer Telecom in 2006. In accordance with the general terms of the contract, ZTE supplies a range of optimal solutions, and notably R4 Backbone equipment, 2G/3G radio stations, SMS and prepaid platforms and centralised multi-equipment supervision.

An integrated operator present in all of the French overseas regions - 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.

The keys to its success: a self-owned network and single well-known brand, Only - Groupe Outremer Telecom has developed its own telecom networks, enabling it to adopt an aggressive and innovative position as a challenger on a strong growth market. The company also has a single brand, Only, which has an excellent reputation in all of the overseas regions and conveys an image of quality, leading-edge technology and local presence.

Strategy focusing on further growth in a solid market - Groupe Outremer Telecom intends to consolidate its position as the leading alternative operator in the French overseas regions and achieve further strong growth in its Internet and mobile subscriber base. Thanks to considerable market potential and capitalising on the success of its activities in French Guiana and the French West Indies, the company extended its Mayotte Mobile activities in December 2006, then its Fixed line and Internet activities there in February 2007, followed by its Mobile offer in Reunion in April 2007. The group also intends to develop the convergence of its different services, expand its business customer base and offer innovative services thanks to the evolving nature of its network.



About ZTE

ZTE is a leading global provider of telecommunications equipment and network solutions. The ZTE product range is the most complete in the world - covering virtually every sector of the wireline, wireless, service and terminals markets. The company delivers innovative, custom-made products and services to over 500 operators in more than 140 countries, helping them to achieve continued revenue growth and to shape the future of the world's communications. ZTE commits around 10% of annual turnover to research and development and takes a leading role in a wide range of international bodies developing emerging telecoms standards. It is the fastest growing telecoms equipment company in the world, and is China's only listed telecoms manufacturer, with shares publicly traded on both the Hong Kong and Shenzhen Stock Exchanges. In the Asian Wall Street Journal's Readers' Survey 2007, ZTE was among the "*Top 10 Most Admired Companies in China*", the only company that was included in the Top 10 list representing the telecom industry. ZTE was awarded the "*Most Promising Vendor of the Year*" by Frost & Sullivan in its "*2007 Asia Pacific ICT Awards*", and was reported as the fastest growing telecom equipment and solutions provider among the major telecom vendors worldwide by IDC in 2007. ZTE was included in "*BusinessWeek's*" 2006 ranking of China's Top 20 Brands. For more information, please visit www.zte.com.cn.

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