

## PARTNERSHIP BETWEEN OUTREMER TELECOM AND CANAL OVERSEAS

Paris, 26<sup>th</sup> February 2009: Outremer Telecom (FR0010425587 - OMT), the leading alternative operator in the French overseas departments and territories, announces that it has signed a partnership agreement with Canal Overseas, the Canal+ group subsidiary responsible for business development outside mainland France and internationally.

Over the next few months, this partnership plans to invite Outremer Telecom broadband customers eligible for ADSL television to subscribe to Canal+ channels and/or Canalsat in the French West Indies and in Reunion. Canal+ and Canalsat subscribers and customers in the French West Indies, French Guiana and Reunion will be able to take advantage of a telephone plus broadband internet service of the quality they have come to expect.

Jean-Noël Tronc, Canal Overseas CEO, says: *“We are very pleased to be collaborating in this way with Outremer Telecom. This partnership adds further value to our existing pay TV services and reconfirms our wish to offer innovative services to our subscribers.”*

Jean-Michel Hégésippe, Outremer Telecom CEO, notes: *“The conclusion of this partnership agreement bringing together the quality of our infrastructure and services with a strong brand such as CANAL is excellent news and should help us both attract new customers and accelerate the growth of our subscriber base. We cannot wait to start working together and are convinced that this partnership makes sense strategically for both our companies.”*

### **About Outremer Telecom:**

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.

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.

Groupe Outremer Telecom has to date an average unbundling rate of over 75%, for the regions in which it operates and has developed its own telecom networks, enabling it to adopt an aggressive and innovative position as a challenger on a strong growth market

### **About CANAL OVERSEAS:**

CANAL OVERSEAS is a subsidiary of the CANAL+ Group in charge of the international and French overseas market. CANAL OVERSEAS is the operator for CANAL+, CANALSAT, and channel packages throughout the world: in Poland, the Maghreb, sub-Saharan Africa, the Indian Ocean, the Caribbean, and in the South Pacific region. CANAL OVERSEAS is also the broadcaster of the CANAL+ HORIZONS channel for sub-Saharan Africa and of CANAL+ ESSENTIEL in the Maghreb. With satellites covering four continents, several million people around the world have the possibility of accessing CANAL OVERSEAS packages.

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