



REVENUE FOR THE 1ST QUARTER OF 2009: €42.3m

+ 8,000 Mobile subscribers recruited over the period

Paris, 12th May 2009: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in French Overseas Regions (FOR), today publishes its revenue for the first quarter to 31st March 2009.

(in €m IFRS)	Quarterly revenue ¹		
	Q1 2009	Q1 2008	Δ
Mobile	25.5	24.1	+ 6%
<i>as a % of total rev.</i>	<i>60%</i>	<i>57%</i>	
Residential	11.8	12.6	- 6%
<i>as a % of total rev.</i>	<i>28%</i>	<i>30%</i>	
Professional	3.2	3.8	- 17%
<i>as a % of total rev.</i>	<i>7%</i>	<i>9%</i>	
Other	1.8	1.9	- 4%
<i>as a % of total rev.</i>	<i>4%</i>	<i>4%</i>	
Total	42.3	42.4	-

Revenue for the first quarter of 2009 totalled €42.3m, stable on the first quarter of 2008, with €27.5m generated in the French West Indies and French Guiana zone and €14.8m generated in the Indian Ocean zone that recorded an increase of 21% compared to the same period of 2008.

The first quarter of 2009 was affected by social unrest in French Overseas Regions that weighed on the Group's activity in the zones in which it is present, and notably in the French West Indies, where activity came to a standstill for over a month and a half.

Within a difficult economic context, the Group's activity nevertheless proved to be solid, with Outremer Telecom providing consumers with the market's most extensive telecommunications offer at very attractive prices.

Mobile activity

Mobile activity generated revenue of €25.5m over the first quarter of 2009, up 6%. This limited increase in Mobile activity was notably the result of the fall in call terminations in January 2009. These were down 30% in the French West Indies and French Guiana zone and down 36% in the Indian Ocean zone.

Compared to 31st December 2008, Outremer Telecom now has a further 8,000 subscribers, giving a total of 279,623 mobile subscribers across these two zones.

In the Indian Ocean, revenue from Mobile activity totalled €8.7m, up 38% compared to the same period of 2008. On this zone, the Group is continuing to increase its market share (9.6% globally, with 12.1% for contract subscribers and 7.4% for prepaid card subscribers), with more than 10,000 new subscribers within a market that grew by just 7,300 subscribers over the period.

¹ Unaudited data



In the French West Indies and French Guiana zone, Mobile revenue came to €16.9m, with a slight decrease in the number of subscribers, and prepaid card subscribers in particular. In this zone, the Group's Mobile market share now stands at 14.4%.

Over the two zones in which the Group is present, the proportion of contract subscribers also grew, reaching 70% at the end of the 1st quarter of 2009 in the French West Indies and French Guiana zone (versus 66% at 31st March 2008) and 59% in the Indian Ocean zone (versus 57% at 31st March 2008).

Residential activity

Residential activity generated revenue of €11.8m over the first quarter of 2009, down 6% compared to the first quarter of 2008.

Internet revenue continued to increase (+40%) whilst revenue from fixed phones was down by close to 30%, reflecting the migration of fixed phone and low bandwidth subscribers to the onlyBox multiple-play offer.

Professional activity

Professional activity recorded revenue of some €3.2m, down 17% in the first quarter of 2009, notably because of numerous company closures during recent social unrest.

Other activity

Revenue from other activity came to €1.8m, in line with the Group's objective of withdrawing from its non-strategic historic activities.

Number of subscribers and change by segment of activity

At 31st March 2009, the Group had 456,761 subscribers to its offers, an increase of 4,620 subscribers compared to 31st December 2008.

	31/03/2009	31/12/2008	Δ
Mobile	279,623	271,618	+ 2.9%
Fixed	108,637	113,708	- 4.5%
Internet	68,501	66,815	+ 2.5%
<i>of which: Broadband</i>	53,838	51,789	+ 4.0 %
TOTAL	456,761	452,141	+ 1.0%

Key events since 1st January 2009

Early 2009 saw substantial additions to the Group's offers with the launch of CANAL CONNECT and TRACE MOBILE.

- CANAL CONNECT: Outremer Telecom launched, in partnership with Canal Overseas, CANAL CONNECT, a double-play offer incorporating unlimited telephone calls and broadband Internet, available in Outremer Telecom and Canal Overseas' networks of stores in the French West Indies, French Guiana and Reunion,



- **TRACE MOBILE:** Outremer Telecom launched TRACE MOBILE in partnership with the TRACE group in the Indian Ocean. This 3G+ offer, aimed at those under 26, provides unlimited calls and SMS and unlimited access to Internet and to the TRACE and TRACE TROPICAL channels.

Furthermore, in March 2009, Outremer Telecom applied for a Mobile licence in Mauritius with that island's telecom authorities, the ICTA, for the deployment of GSM and 3G networks by 2010. The ICTA's decision is expected before the coming summer

General description of Outremer Telecom's financial situation and results

Outremer Telecom's activity over the first quarter of 2009 was affected by the unfavourable exogenous factors that were the global economic situation and social unrest in French Overseas Regions. For almost a month and a half, the Group's stores in the French West Indies were unable to open, drastically limiting the acquisition of new subscribers over the period.

Despite this situation, the Group managed to record similar revenue to that posted for the same quarter of 2008, to acquire new subscribers and to increase its market share in the Indian Ocean.

Lastly, Outremer Telecom strengthened its capacity for growth by signing two major partnerships with the Canal Overseas and Trace groups. The new offers, CANAL CONNECT and TRACE MOBILE, should be significant growth drivers for the Group. These launches, planned for the end of the second quarter of 2009, should bear fruit from the second half of 2009.

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 and buoyant 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.



Revenue for the first half of 2009: 29th July 2009

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