



## 2009 ANNUAL RESULTS

**2009 EBITDA: €16.1m (-53.2%)**

***Non-recurrent impact of client provisions on profitability***

***Operating cash flow: €33.5m (+35.3%)***

Paris, 14<sup>th</sup> April 2010: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its audited\* consolidated 2009 annual results.

### Simplified income statement

<i>(in €m IFRS)</i>	H1 2009	H2 2009	2009	2008
Revenue	85.1	90.4	175.5	180.7
Gross margin <i>% of total revenue</i>	45.2 53.1%	47.0 51.9%	92.2 52.5%	97.5 53.9%
EBITDA <i>% of total revenue</i>	13.6 16.0%	2.5 2.8%	16.1 9.2%	34.4 19.0%
Operating income	0.6	-12.3	-11.7	7.7
Net income	0.1	-6.0	-5.9	2.7

### Revenue

Over FY 2009, Outremer Telecom's revenue totalled €175.5m, down 2.9% compared to FY 2008.

Over the first 9 months of 2009, the Group's activity was heavily penalised by the difficult macroeconomic context (revenue down 4% compared to the first 9 months of 2008). However, in the fourth quarter of 2009 there was a reversal of the trend, with revenue increasing by 1% on the fourth quarter of 2008 and by 11% on the third quarter of 2009.

Mobile activity represented 62% of total Group activity, with revenue stable on the previous year (€108.8m) despite the significant decrease in call termination tariffs that occurred in 2009. Mobile ARPU was €28.8 in the French West Indies and French Guiana zone and €25.3 in the Indian Ocean zone, a fall of 22.4% and 16.7% respectively compared to 2008, essentially reflecting the impact of the reductions in call termination tariffs and the macroeconomic context. This evolution in Mobile ARPU was offset by the Company's market share gains in every zone on which it operates. At 31<sup>st</sup> December 2009, Outremer Telecom's Mobile market share was 16.1% in the French West Indies and French Guiana zone and 12.8% in the Indian Ocean zone.

The Indian Ocean zone represented 37.4% of total Group revenue in 2009, versus 30% in 2008 and 24% in 2007.



## 2009 achievements

2009 was a paradoxical year. Despite a decrease in the level of activity, the Group became stronger over the year.

Indeed, the Group undertook strenuous efforts in terms of quality of service, notably with the recruitment of additional staff devoted to client support, from sales assistance through to after-sales service.

Furthermore, given the strengthening of checks carried out when recruiting new customers and the acceleration in the suspension of services to subscribers with unpaid bills, the Group substantially improved the quality of its subscriber base over the final quarters of 2009.

Lastly, in line with its historical strategy, significant investments were carried out to improve the Group's networks: development of the densification of ADSL networks, finalisation of the renewal of mobile networks and deployment of 3G networks.

The Group feels that these investments will strengthen its positioning on its market and enable it to benefit as best as possible from the upturn that is taking shape.

## Gross margin

The gross margin was down on 2008 (52.5% of revenue in 2009 versus 53.9% in 2008), notably because of the cuts in call termination tariffs (which were not offset by the fall in interconnection costs) and the increase in some fixed costs relating to the improvement of existing networks (densification, 3G deployment, etc.)

The Group's gross margin thus totalled €92.2m in 2009, down 5.4% compared to 2008.

## EBITDA: significantly impacted by provisions for impairment of client receivables

In 2009, the Group's cost structure was marked by:

- the stability of sales costs (€22.8m in 2009);
- the increase in personnel costs (+18% to €27.4m), notably because of the development of activity in the Indian Ocean zone and ongoing efforts to improve the quality of service provided to our customers;
- the writing down of a largely non-recurrent provision of €22.4m for impairment of client receivables, associated with collection difficulties, in particular in the French West Indies and French Guiana zone that was affected by the slump in economic activity resulting from the social unrest of early 2009 (see the press release of 10<sup>th</sup> November 2009);
- the essentially non-recurrent €7.7 million increase in Other Operating Income, which totalled €10.0m.

All in all, EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortisation) came to €16.1m in 2009, down 53.2% compared to 2008.



### EBITDA split for FY 2009

<i>(in €m IFRS)</i>	31 <sup>st</sup> December 2009	31 <sup>st</sup> December 2008
Residential <i>% of revenue</i>	3.1 6.7%	13.0 25.6%
Mobile <i>% of revenue</i>	5.8 5.3%	15.8 14.4%
Professional <i>% of revenue</i>	5.3 40.3%	5.8 40.4%
Other activity <i>% of revenue</i>	1.9 27.6%	-0.1 -1.4%
<b>TOTAL</b>	<b>16.1</b>	<b>34.4</b>

Residential and Mobile activity were both majorly affected by collection difficulties regarding individual customers.

### Operating income and net income

Depreciations and other allowances totalled €27.8m, up 4.1% compared to 2008. Subsequently, 2009 operating income was in the red, totalling -€11.7m.

The financial charge borne by the Group decreased significantly because of the fall in the cost of debt and the favourable evolution of other financial charges.

Lastly, Outremer Telecom wrote down tax income of approximately €8.2m, which was essentially deferred tax income.

The Group's net income for 2009 was thus negative, and totalled -€5.9m.

### Other financial information

At 31<sup>st</sup> December 2009, Outremer Telecom's total assets came to €232.6m with shareholders' equity of around €76.6m, down on the figure at 31<sup>st</sup> December 2008.

The group's cash position was up by more than €12.9m, essentially because operating cash flow remained strong (€33.5m in 2009 versus €25.1m in 2008).

The increase in CAPEX over 2009 (+4.6%) was a result of the completion of network densification and the replacement of the remaining Alvarion-brand 2G networks in the French West Indies and French Guiana zone by ZTE-brand 2G/3G networks.

However, CAPEX was lower than operating cash flow.

Over the coming half-years, CAPEX should be limited to maintenance costs and costs relating to the connection of new subscribers, and should thus remain durably lower than operating cash flow.

At 31<sup>st</sup> December 2009, Outremer Telecom had a cash position of €24.9m and a net debt level of €47.3m.

As previously announced<sup>1</sup>, the amount of provisions written down in 2009 led Outremer Telecom to sign, in February 2010, an agreement with its banking partners to adapt the current credit line's financial ratios.

<sup>1</sup> See the press release of 11<sup>th</sup> February 2010



## 2010 outlook

The favourable evolution of the Group's activity over the fourth quarter of 2009 appears to show a stabilisation in the economic situation in the zones in which the Group operates.

Within this context, the Company feels that its policy of continual investments in networks, operating structures and the quality of the services provided to its customers, made possible through regular growth in operating cash flow, should enable it to see a return to profitable growth from 2010, despite the anticipated reduction in mobile call termination tariffs on 1<sup>st</sup> January 2010.

Nevertheless, management is continuing to pay close attention to the macroeconomic situation and to the Group's cost structure levels. The Group thus remains focussed on its objective of recording profitable growth in 2010 along with a further improvement in its operating cash flow.

\* Following the opinion of the Audit Committee, which met on 29<sup>th</sup> March 2010, the Board of Directors, at a meeting on 31<sup>st</sup> March 2010 chaired by Mr Jean-Michel Hégésippe, closed the accounts for the financial year to 31<sup>st</sup> December 2009. Audit procedures were carried out, and the auditor's report will be released once the procedures required for the publication of the annual financial report are finalised.

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

Detailed information regarding annual results is available on the Group's website:  
[www.outremer-telecom.fr](http://www.outremer-telecom.fr)

Next press release  
Revenue for the 1<sup>st</sup> quarter of 2010: Thursday 13<sup>th</sup> May 2010



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## APPENDICES: annual accounts in French

### CONSOLIDATED BALANCE SHEET

(en milliers d'euros)

	Note	31 décembre 2009	31 décembre 2008
Goodwill	8.2	40 948	40 948
Autres immobilisations incorporelles	8.2	25 953	25 916
Immobilisations corporelles	8.3	77 578	64 765
Actifs financiers non courants	8.4	1 279	1 231
Impôts différés	8.5	14 208	6 121
<b>Total des actifs non courants</b>		<b>159 966</b>	<b>138 981</b>
Stocks	8.6	3 029	3 696
Créances clients	8.7	33 107	48 827
Créances d'impôt exigible		92	92
Autres actifs courants	8.8	10 847	5 621
Trésorerie et équivalents de trésorerie	8.9	25 510	12 332
<b>Total des actifs courants</b>		<b>72 585</b>	<b>70 567</b>
<b>TOTAL ACTIF</b>		<b>232 551</b>	<b>209 548</b>

(en milliers d'euros)

	Note	31 décembre 2009	31 décembre 2008
Capital	8.10	2 756	2 756
Prime d'émission		108 721	108 721
Réserves consolidées		(29 144)	(29 868)
Réserve de conversion		(60)	(85)
Résultat de l'exercice		(5 973)	2 745
<b>Capitaux propres - part du Groupe</b>		<b>76 299</b>	<b>84 270</b>
Intérêts minoritaires		266	256
<b>Total des capitaux propres</b>		<b>76 566</b>	<b>84 526</b>
Emprunts et dettes financières	8.11	13 020	47 208
Avantages au personnel	8.12	1 545	1 171
Provisions	8.13	3 025	2 727
Impôts différés	8.5	329	625
Autres passifs non courants	8.14	5 033	3 686
<b>Total des passifs non courants</b>		<b>22 952</b>	<b>55 418</b>
Emprunts et dettes financières	8.11	59 808	10 212
Provisions	8.13	1 668	1 579
Dettes fournisseurs et comptes rattachés		49 718	39 336
Autres passifs courants	8.15	21 644	18 410
Dettes d'impôt exigible		195	67
<b>Total des passifs courants</b>		<b>133 033</b>	<b>69 605</b>
<b>TOTAL PASSIF</b>		<b>232 551</b>	<b>209 548</b>



CONSOLIDATED INCOME STATEMENT

<i>(en milliers d'euros)</i>	Note	31 décembre 2009	31 décembre 2008
<b>Chiffre d'affaires</b>	8.17	<b>175 546</b>	<b>180 723</b>
Achats externes	8.18	(114 477)	(112 964)
Charges de personnel	8.19	(27 382)	(23 285)
Impôts et taxes		(3 277)	(2 623)
Dotations aux provisions		(1 195)	(624)
Autres charges opérationnelles	8.20	(23 086)	(9 090)
Autres produits opérationnels	8.21	9 968	2 281
<b>Résultat opérationnel avant dotations aux amortissements</b>	8.17	<b>16 096</b>	<b>34 418</b>
Dotations aux amortissements		(27 819)	(26 722)
<b>Résultat opérationnel</b>		<b>(11 723)</b>	<b>7 696</b>
Coût de l'endettement financier net	8.22	(2 397)	(3 350)
Autres produits financiers	8.22	1 164	836
Autres charges financières	8.22	(1 097)	(2 452)
<b>Résultat avant impôt</b>		<b>(14 053)</b>	<b>2 730</b>
Impôt sur les bénéfices	8.23	8 151	16
<b>Résultat net de l'exercice</b>		<b>(5 902)</b>	<b>2 746</b>
Résultat net - Part du groupe		(5 973)	2 745
Résultat net - Part des intérêts minoritaires		71	1
<b>Résultat par action</b>			
Résultat par action	8.24	(0,28)	0,13
Résultat dilué par action	8.24	(0,28)	0,13

<i>(en milliers d'euros)</i>	Note	31 décembre 2009	31 décembre 2008
<b>Résultat net de l'exercice</b>		<b>(5 902)</b>	<b>2 746</b>
Autres éléments du résultat global :			
Écarts de conversion		24	-79
Total		24	-79
<b>Résultat global de l'exercice</b>		<b>(5 878)</b>	<b>2 667</b>
Dont résultat Groupe		(5 949)	2 666
Dont intérêts des minoritaires		71	1



CASH FLOW STATEMENT

(en milliers d'euros)

	Note	31 décembre 2009	31 décembre 2008
Résultat net total consolidé		(5 902)	2 746
Elimination des incidences de :			
- Résultats latents sur instruments financiers		174	529
- Profits / pertes de réévaluation (juste valeur)		-	-
- Dotations nettes aux amortissements et provisions		28 306	28 258
- Autres produits et charges		(79)	391
- Résultats de cession		582	5
- Produit d'impôt	8.23	(8 151)	(16)
- Charge d'intérêt	8.22	3 051	3 410
Incidence de la variation des stocks		667	1 761
Incidence de la variation des créances clients et autres débiteurs		10 482	(9 670)
Incidence de la variation des dettes fournisseurs et autres créditeurs		4 351	(2 342)
<b>Flux de trésorerie liés aux activités opérationnelles avant impôts et intérêts</b>		<b>33 481</b>	<b>25 072</b>
Impôts payés		(106)	323
Intérêts payés		(3 158)	(3 181)
Intérêts encaissés		3	18
<b>Flux de trésorerie liés aux activités opérationnelles</b>		<b>30 220</b>	<b>22 232</b>
Incidence des variations de périmètre	8.1	-	(292)
Acquisitions d'immobilisations corporelles et incorporelles		(26 768)	(25 594)
Subventions d'investissement reçues		3 531	-
Acquisitions d'actifs financiers		-	-
Variation des prêts et avances consentis		(11)	(94)
Cessions d'immobilisations corporelles et incorporelles		157	146
Dividendes reçus		-	-
<b>Flux de trésorerie liés aux activités d'investissement</b>		<b>(23 091)</b>	<b>(25 834)</b>
Augmentation (réduction) de capital		-	-
Cession (acquisition) nette d'actions propres		(1 975)	-
Emission d'emprunts		18 236	13 692
Remboursement d'emprunts		(10 442)	(4 141)
Variation des concours bancaires		-	-
Dividendes versés aux actionnaires minoritaires		(61)	(69)
<b>Flux de trésorerie liés aux activités de financement</b>		<b>5 758</b>	<b>9 482</b>
<b>Variation nette de la trésorerie</b>		<b>12 887</b>	<b>5 880</b>
Trésorerie d'ouverture		11 964	6 157
Incidence de la variation des taux de change		8	(73)
<b>Trésorerie de clôture</b>	<b>8.9</b>	<b>24 859</b>	<b>11 964</b>