



Q3 2010 REVENUE: €47.9m (+11.8%)

Pursuance of the buoyant growth momentum in Q3 2010

Paris, 2nd November 2010: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its unaudited consolidated revenue for the third quarter and first nine months of 2010.

<i>(in €m IFRS)</i>	Q3 revenue		9-month revenue		Quarterly revenue			
	2010 ¹	2009	2010 ¹	2009	Q1 2010	Q2 2010	Q3 2010 ¹	TOTAL ¹
Mobile	30.6	26.8	85.8	78.7	26.4	28.8	30.6	85.8
<i>% of total revenue</i>	64%	63%	62%	61%	60%	61%	64%	62%
Residential	12.7	11.0	38.1	34.3	12.3	13.1	12.7	38.1
<i>% of total revenue</i>	27%	26%	27%	27%	28%	28%	27%	27%
Professional	3.8	3.3	11.1	9.9	3.6	3.7	3.8	11.1
<i>% of total revenue</i>	8%	8%	8%	8%	8%	8%	8%	8%
Other	0.8	1.6	3.8	5.1	1.4	1.6	0.8	3.8
<i>% of total revenue</i>	2%	4%	3%	4%	3%	3%	2%	3%
Total	47.9	42.8	138.8	127.9	43.8	47.1	47.9	138.8

Over the third quarter of 2010, Outremer Telecom recorded revenue of €47.9m, an increase of 11.8% compared to the third quarter of 2009. This quarterly performance confirms a continuation of the growth in activity following the increases of 3.4% and 10.1% recorded over the first and the second quarter of 2010. For the first 9 months of the year, revenue totalled €138.8m, an increase of 8.5% compared to the first 9 months of 2009.

Revenue from the French West Indies and French Guiana zone came to €29.4m for the third quarter of 2010, up 11.6% on the same period of 2009, thus illustrating the upturn in activity in this zone. In the Indian Ocean, revenue totalled €18.2m, giving an increase of 18.2%.

At 30th September 2010, the Group had 539,558 subscribers to its offers, of which 432,189 were active subscribers

Mobile activity

Over the third quarter of 2010, Mobile activity generated revenue of €30.6m, an increase of 13.8% on the third quarter of 2009, giving a higher rate of growth than that recorded over the first and second quarters of the year.

Mobile revenue came to €19.0m in the French West Indies and French Guiana zone (up 10.9% on the third quarter of 2009) and €11.6m in the Indian Ocean zone (up 18.9%).

Over the first nine months of 2010, revenue from this activity totalled €85.8m, an increase of 9.0% despite the reductions in call termination tariffs instigated at the start of the year.

¹ Unaudited

At 30th September 2010, the Group had a total of 385,638 Mobile subscribers, 272,558 of them active. Over the third quarter of 2010, Outremer Telecom signed a further 17,544 Mobile subscribers, 15,922 of whom were active at the end of the quarter.

Mobile Average Revenue Per User (ARPU) at 30th September 2010 was €26.0 in the French West Indies and French Guiana zone and €22.8 in the Indian Ocean, an improvement compared to 30th June 2010 (€24.6 in the French West Indies and French Guiana zone and €21.7 in the Indian Ocean).

Residential activity

Over the third quarter of 2010, Residential activity generated revenue of €12.7m, an increase of 15.1% compared to the same period of 2009.

This performance was mainly driven by Internet activity, which grew by 42.3%, whilst fixed telephony activity shrank by 20.6% because of the migration of fixed phone and low bandwidth subscribers to the Group's multiple-play offers: onlybox and canalconnect.

Over the first 9 months of 2010, revenue from Residential activity came to €38.1m, an increase of 11.3% compared to the same period of 2009.

Professional activity

Revenue from Professional activity totalled €3.8m over the third quarter of 2010, up 15.8% on the third quarter of 2009. This performance confirms the appeal and success of the offers launched at the end of 2009.

Over the first 9 months of 2010, revenue from Professional activity came to €11.1m, an increase of 12.0% compared to the same period of 2009.

Other activity

Over the first 9 months of the current financial year, revenue from Other activity totalled €3.8m, down 26.2%, reflecting the Group's gradual divestment of these non-strategic activities.

Number of subscribers at 30th September 2010

At 30th September 2010, the Group had 539,558 subscribers to its offers, of which 432,189 were active subscribers.

	Gross base 30/09/2010	Gross base 30/06/2010	Active base 30/09/2010	Active base 30/06/2010
Mobile	385,638	368,094	288,480	272,558
Fixed	84,879	87,560	77,671	80,170
Internet <i>of which: Broadband</i>	69,041 57,372	68,917 57,087	66,038 55,513	65,172 54,487
TOTAL	539,558	524,571	432,189	417,900



Outlook

The third quarter of 2010 was characterised by a pursuance in the growth of Outremer Telecom's activities, with a substantial upturn in the French West Indies and French Guiana zone and further buoyant momentum in the Indian Ocean zone.

The Group's offers have continued to demonstrate their appeal amongst new customers with, at the same time, a purged subscriber base and a higher quality of customer following the strengthening of recruitment procedures instigated from the second half of 2009.

These factors suggest that Outremer Telecom will record a better financial performance over the second half of the current year than it did over the first half.

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

2010 annual revenue: Tuesday 15th February 2011



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