



SOLID REVENUE GROWTH IN 2010: €188.3m (+7.3%)

2010 EBITDA expected to exceed €45m

Paris, 15th February 2011: Groupe Outremer Telecom (FR0010425587 - OMT), the leading alternative telecom operator in the French Overseas Regions (FOR), today publishes its unaudited consolidated revenue for 2010.

<i>(in €m IFRS)</i>	Q4 revenue		Annual revenue		2010 revenue by quarter			
	2010 ¹	2009	2010 ¹	2009	Q1	Q2	Q3 ¹	Q4 ¹
Mobile	32.2	30.1	118.0	108.8	26.4	28.8	30.6	32.2
<i>% of total revenue</i>	<i>65%</i>	<i>63%</i>	<i>63%</i>	<i>62%</i>	<i>60%</i>	<i>61%</i>	<i>64%</i>	<i>65%</i>
Residential	12.6	12.5	50.7	46.8	12.3	13.1	12.7	12.6
<i>% of total revenue</i>	<i>25%</i>	<i>26%</i>	<i>27%</i>	<i>27%</i>	<i>28%</i>	<i>28%</i>	<i>27%</i>	<i>25%</i>
Professional	3.9	3.4	15.0	13.2	3.6	3.7	3.8	3.9
<i>% of total revenue</i>	<i>8%</i>	<i>7%</i>	<i>8%</i>	<i>8%</i>	<i>8%</i>	<i>8%</i>	<i>8%</i>	<i>8%</i>
Other	0.8	1.7	4.6	6.8	1.4	1.6	0.8	0.8
<i>% of total revenue</i>	<i>2%</i>	<i>3%</i>	<i>2%</i>	<i>4%</i>	<i>3%</i>	<i>3%</i>	<i>2%</i>	<i>2%</i>
Total	49.6	47.6	188.3	175.5	43.8	47.1	47.9	49.6

In 2010, Outremer Telecom recorded revenue of €188.3m, up 7.3% on the 2009 figure despite the substantial reductions in call termination tariffs instigated in 2010, marking a lasting upturn in the growth of the Group's activities.

Revenue from the French West Indies and French Guiana zone totalled €114.7m, an increase of 7.1% on the previous year. In the Indian Ocean zone, revenue came to €70.9m, giving growth of 10.4%. The French West Indies and French Guiana zone thus represented 61.8% of total Group revenue in 2010, and the Indian Ocean zone 38.2%.

In the fourth quarter of 2010, revenue totalled €49.6m, up 4.1% on the fourth quarter of 2009.

At 31st December 2010, the Group had 557,989 subscribers to its offers, 443,818 of them active.

Mobile activity

For 2010 as a whole, Mobile revenue totalled €118.0m, an increase of 8.5%, with €73.5m coming from the French West Indies and French Guiana zone (+6.2%) and €44.3m from the Indian Ocean zone (+12.0%).

For the fourth quarter of 2010, this activity recorded revenue of €32.2m, with a more moderate increase of 7.1% on the same quarter of 2009 that was notably a result of the reduction in SMS call termination tariffs from 1st October 2010, which had an impact of €1.3m.

Over the financial year, Outremer Telecom recruited 61,749 Mobile subscribers, and thus had 408,785 Mobile subscribers at 31st December 2010, 305,393 of them active subscribers.

Lastly, at 31st December 2010, Average Revenue Per User (ARPU) for Mobile activity was €25.6 in the French West Indies and French Guiana zone, and €23.4 in the Indian Ocean zone.

¹ Unaudited data



Residential activity

In 2010, Residential activity generated revenue of €50.7m, up 8.5% on the previous financial year. Growth was doped by Internet revenue, which jumped 31% compared to 2009, whilst revenue from fixed telephony continued to fall (-21% compared to 2009).

Professional activity

For 2010 as a whole, revenue from Professional activity totalled €15.0m, an increase of 13.0% with an acceleration at the end of the year (+15.9% in the fourth quarter of 2010). These increases illustrate the success of the Group's offers for professionals launched at the end of 2009.

Other activity

As anticipated, Other activity, which consists of non-strategic activities, recorded 2010 revenue of €4.6m, a decrease of 32.1%.

Number of subscribers at 31st December 2010

At 31st December 2010, the Group had 557,989 subscribers to its offers, of which 443,818 were active subscribers.

	Gross base 31/12/2010	Gross base 30/09/2010	Active base 31/12/2010	Active base 30/09/2010
Mobile	408,785	385,638	305,393	288,480
Fixed	81,932	84,879	75,251	77,671
Internet	67,272	69,041	63,174	66,038
<i>Of which: broadband*</i>	55,796	57,372	52,778	55,513
TOTAL	557,989	539,558	443,818	432,189

* The number of broadband subscribers evolved in a contrasting manner, with an encouraging performance in the French West Indies and French Guiana zone, which recorded an increase in the fourth quarter of 2010, and more difficult activity in the Indian Ocean zone, associated essentially with a weaker sales performance.

2011 outlook and ambitions

The 2010 financial year saw a return to growth for the Group, proving Outremer Telecom's growth potential on its markets and the appeal of its offers.

The growth in revenue and the maintaining of the cost structure should enable the Group to record EBITDA of more than €45m in 2010, with net debt of under €20m, confirming the acceleration in the Group's financial performance over the second half of the year.

Subsequently, Outremer Telecom's Board will ask the Annual General Meeting to approve the payment of its first dividend since its IPO in March 2007.

With a healthy subscriber base, innovative offers and a quality of services that meets the sector's highest standards, Outremer Telecom is entering 2011 with numerous assets that it intends to put to good use by intensifying its marketing and communication efforts.

Moreover, Outremer Telecom would like to inform readers that its annual results will now be published on 14th March 2011, after market.



Press release

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 results: Monday 14th March 2011



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