

Third quarter 2012-2013 revenues

- 16% rise in sales of mobile phone accessories
- Good performance by indirect distribution network outside France
- Five-year renewal of Energizer partnership, now worldwide except North America

Marseilles, 7 February 2013. The Avenir Telecom Group, a leading distributor of telecommunication products and services and a preferred partner of telecom manufacturers and operators, recorded revenues of €325.4 million in the first nine months of its 2012-2013 financial year (from 1 April 2012 to 31 December 2012), representing a decrease of 8.6% compared to the same period in 2011-2012.

(€ millions)	2012-2013	2011-2012	Change %
First quarter	104.6	103.2	+1.4%
Second quarter	106.6	119.7	-10.9%
Third quarter	114.2	133.1	-14.2%
First nine months	325.4	356.0	-8.6%

The Avenir Telecom Group's revenues in the third quarter of 2012-2013 were impacted by the sale of 38 Ensitel stores in Portugal. The Ensitel store network, which ceased to be part of the Group on 23 November 2012, generated full-year revenues of €14.6 million in 2011-2012.

The Avenir Telecom Group generated 62.5% of its revenues outside France in the first nine months of 2012-2013. Avenir Telecom's international indirect distribution network performed particularly well over the period.

Revenues from ranges of mobile and multimedia accessories, particularly products sold under licence from Energizer and under the OXO and Beewi brands, increased by 16% in the first nine months of 2012-2013. The volume of mobile phone and multimedia accessories advanced 11.5% over the same period, reflecting the Group's upmarket shift into distinctive added-value products with high technological content.







Direct distribution: continued rationalisation of store base

(€ millions)	2012-2013	2011-2012	Change %
First quarter	46.4	55.8	-16.8%
Second quarter	49.0	65.3	-24.9%
Third quarter	55.7	65.8	-15.3%
First nine months	151.2	186.9	-19.1%

Revenues from direct distribution were impacted by the difficult economic situation in Spain (nine-month revenues down 24.8%), by the continued refocusing of the Internity store base and by the sale of the 38 Ensitel stores in Portugal.

Avenir Telecom recorded an increase in the volume of operator contracts and mobile phone accessories sold in the first nine months of 2012-2013.

The volume of operator contracts distributed by Avenir Telecom remained solid in France due to the good commercial performance of the Christmas offers from the Group's telecom operator partners.

Indirect distribution: 21.6% rise in sales outside France

(€ millions)	2012-2013	2011-2012	Change %
First quarter	58.2	47.4	+22.8%
Second quarter	57.6	54.4	+5.9%
Third quarter	58.6	67.3	-13.0%
First nine months	174.2	169.1	+3.1%

Despite a marked slowdown in sales of mobile handsets and operator contracts in the third quarter of 2012-2013, revenues rose by 3.1% in the first nine months of the year. They were buoyed by sales of mobile handsets (+15.5%) and accessories and connected devices (+23.5%).

Avenir Telecom's indirect distribution network outside France achieved a good commercial performance in the first nine months of the year, raising its revenues by 21.6% compared to the previous year.

Outlook

Energizer, the global leader in batteries, renewed its Energizer and Eveready brand partnership with the Avenir Telecom Group for five years, extending it worldwide with the exception of North America.

The Beewi range is continuing to penetrate the world of connected devices with high technological content and added value (audio, car, helicopters, mobile home automation).







Market driven by digital convergence around mobile telephony and evolving distribution concepts

In an uncertain macroeconomic context and a competitive environment in the telecommunications market, the Avenir Telecom Group is concentrating on strengthening its position among operators and manufacturers, developing its geographic presence in the emerging markets, continuing to develop licensed or own-brand accessories and refocusing the Internity stores.

Accessories and connected devices should make up a steadily growing share of the business due to digital convergence around mobile multimedia products and the numerous opportunities offered by equipment upgrades and the increase in very high bit-rate uses.

New distribution concepts introduced by operator customers (Vendor Management Inventory, Outsourcing) are also expected to be rolled out on a widespread basis, creating growth opportunities for players such as Avenir Telecom with cutting-edge expertise in managing product flows to stores, shelf space management, merchandising and end-customer requirements.

About Avenir Telecom

With revenues of almost €470 million and a gross margin of €129 million as at 31 March 2012, the Avenir Telecom Group (ISIN: FR0000066052 / Reuters: AVOM.LN / Bloomberg: AVT:FP) is one of the leading European distributors of mobile telephony products and services. The Group partners with the leading handset manufacturers and telecom operators in Europe, distributing their mobile phones and subscription plans across all distribution channels (Group-owned stores under the Internity brand, websites, food superstores, specialist superstores, independent resellers and affiliated stores). The Avenir Telecom Group also designs and distributes a comprehensive range of accessories and multimedia products under licensed and owned brands. As at 30 September 2012, Avenir Telecom employed over 2,200 people, mainly in France, the UK, Spain, Romania, Portugal and Bulgaria. Avenir Telecom is listed on NYSE EURONEXT — compartment C (Euronext Paris). The Avenir Telecom share is included in the CAC All Shares, CAC Mid & Small, CAC Small, CAC All-Tradable,

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