

Marseille, 31 January 2008

Quarterly consolidated sales 2007/2008

Growth confirmed in the 3rd quarter 2007-2008: +10.8%

€ millions	2007 Year 2007- 2008	2006 Comparable basis	Var. %
April to June	151.2	165.1	-8.4%
July to September	187.2	163.6	+14.4%
Half-year total	338.4	328.7	+3.0%
October to December	221.5	199.9	+10.8%
9 months total	559.9	528.6	+5.9%

Avenir Telecom Group sales figures in the 3rd quarter of the financial year 2007-2008 confirmed the growth witnessed in the previous quarter of the two retail and wholesale distribution channels, with consolidated sales up by 10.8% to 221.5 million euros.

Over the Christmas season, the Avenir Telecom Group offered its customers a broad choice of attractive, original and well targeted products.

Over the 9 months of the financial year 2007-2008, consolidated sales stood at 559.9 million euros, up by 5.9% compared to the same period in 2006.

Dynamism of wholesale distribution: + 15.5%

The wholesale business confirmed its dynamism with sales of 120.2 million euros over the 3rd quarter, up by 15.5% compared to the same period in 2006.

The intense activity of the whole network, together with the diversification of the customer base, bore its fruit, allowing us to offer tailor-made products to each customer, aimed at both acquisition and prepaid usage over the month of December.

The broad range of exclusive Bluetooth accessories and the collections under licence together with our own branded products proved a huge success with our Key Account customers and operator channels.

Over the 9 months of 2007-2008, the wholesale business achieved sales growth of 6.8% to 229.4 million euros.

Sustained growth in retail distribution: +10.5%

Retail distribution saw sales of 96.2 million euros, up by 10.5% compared to the same period in 2006 thanks to the originality of the bundle offerings and a more targeted segmentation of products in the stores.

France and Spain are the main contributors to sales in this business; with the brand reputation of the Internity network and the quality locations encouraging customers into our stores.

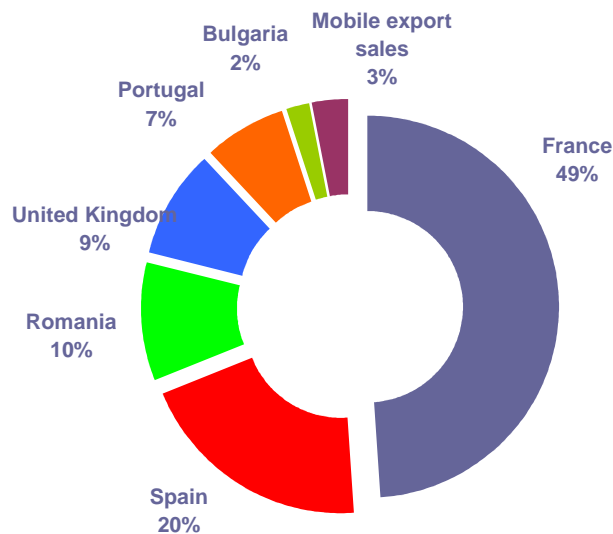
Romania and Bulgaria are seeing strong growth, confirming the development potential of their number of stores; these countries are benefiting from the movement of Eastern European markets towards postpaid subscriptions.

Over the 9 months of 2007-2008, sales increased by 13.6% to 244.9 million euros, and number 572 active stores with 132 new openings over the period.

Successful diversification of our positioning in Europe in an environment that remains highly competitive.

All the international subsidiaries represented 48% of sales over the 9 months of the year 2007- 2008 at 268.9 million euros; France represented over the period 49% of consolidated sales.

**Sales breakdown
at 9 months 2007- 2008**



“Sales achieved over this quarter confirm the relevance of our product range and our positioning in Europe through our two distribution channels”, points out Jean-Daniel Beurnier, President of the Avenir Telecom Group. “Our objective is to increase sales and create brand loyalty among our customer base in both retail distribution through the development of the number of stores in Europe and in wholesale distribution through a differentiating approach, while multiplying the recurring sources of income generated by exclusive distribution agreements and those under license for the distribution of accessories and through partnerships that are increasingly active with the leading operators and manufacturers.”

**Find the press release and presentation
on the sales figures at 9 months 2007- 2008 on www.avenir-telecom.com**

► **Next events**

- Mobile World Congress in Barcelona from 11 to 14 February 2008 (Hall 2 – Stand 2F49)

► **Calendar of publications – Annual year 2007/ 2008**

- Annual sales: 13 May 2008
- Annual results: 2 June 2008

About Avenir Telecom

Avenir Telecom is one of the leading European distributors of telecoms products and services. The Group distributes mobile phones, subscriptions and accessories directly through its network of 572 own-branded Internity stores (retail distribution) and to a client base of hypermarkets and independent dealers (wholesale distribution).

Avenir Telecom employs around 3,000 individuals in 7 countries: France, United Kingdom, Spain, Romania, Portugal, Bulgaria and Belgium.

Avenir Telecom is listed on Eurolist – compartment B (Euronext Paris).

The Avenir Telecom share is a constituent of the CAC all shares, CAC Mid & Small 190, CAC Small 90, IT CAC, Next 150, Next Economy and SBF 250.

ISIN: FR0000066052

Reuters: AVOM.LN

Bloomberg: AVT:FP

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