



May 2, 2007  
Burnaby, BC  
Attention: Financial Editors  
TSX Stock Symbol: GLN

**FOR IMMEDIATE RELEASE**  
**GLENTEL INC. REPORTS INCREASED EARNINGS FOR 1<sup>ST</sup> QUARTER**

Glentel Inc. today reported its results for the 1st quarter ended March 31, 2007.

Sales for the three months ended March 31, 2007 increased 15%, to \$42,768,000 compared to \$37,162,000 in the same period of 2006. Operating income before interest and taxes increased to \$430,000 for the 1<sup>st</sup> quarter of 2007 compared to \$1,000 in 2006. Net income for the quarter was \$221,000, \$0.02 per share, compared to \$17,000, \$0.00 per share, for the quarter in 2006.

Retail Division sales of retail cellular products and services grew 6%, to \$31,762,000 for the 1<sup>st</sup> quarter compared to \$30,090,000 for the 1<sup>st</sup> quarter of 2006. During the quarter, the Retail Division continued its expansion plans of the Tbooth / La Cabine T brand and opened three new stores, bringing the total to 52 mall-based stores operating under the Tbooth / La Cabine T brand. Same-store cellular phones and other wireless devices sold in the division were relatively unchanged in the 1<sup>st</sup> quarter over the corresponding period in 2006.

Growth in sales and earnings for the Retail Division was reflective of a commitment to align ourselves to a similar focus as our network partners in developing higher ARPU ("average revenue per unit") customers, resulting in significant increases in vendor contributions and recurring revenue. As a result, operating income before interest and taxes for the division grew 72% to \$2,190,000 for the 1<sup>st</sup> quarter of 2007 compared to \$1,274,000 the same period the previous year.

Business Division sales of terrestrial radio systems, satellite network services, advanced mobile solutions, and service/engineering support grew 56%, to \$11,006,000 for the 1<sup>st</sup> quarter compared to \$7,072,000 in the quarter in 2006. During the quarter, the Business Division had significant successes in booked revenues in all regions of the country, and anticipated orders in the next two quarters are expected to remain strong. In addition, the growth in sales was enhanced by the three acquisitions completed in 2006 that specifically provided strength in depth and breadth of operations to the division in eastern Canada.

However, accretive earnings have not been realized from these acquisitions, as the integration into Glentel is in progress and redundant costs and processes have not been fully eliminated. As a result, operating income before interest and taxes for the division was \$412,000 in the 1<sup>st</sup> quarter compared to \$516,000 in the 1<sup>st</sup> quarter of 2006.

"I am pleased we were able to grow our sales and earnings in a quarter that is historically the weakest time of the year," said Thomas Skidmore, Glentel's president and chief executive officer. "We strive to achieve maximum performances from each area of the company and we are currently focused on the integration and assimilation of the recent acquisitions in the Business Division. We will look forward to reporting this success in future quarters."

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Financial highlights, in thousands of Canadian dollars (except per share data), are as follows:

	<b>Three Months Ended March 31, 2007</b>	<b>Three Months Ended March 31, 2006</b>
Sales	\$42,768	\$37,162
Income, before interest, taxes and amortization	\$1,809	\$1,069
Operating income, before interest and taxes	\$430	\$1
Net income	\$221	\$17
Income per share	\$0.02	\$0.00

**About Glentel:**

Glentel is an international wireless solutions provider operating 190 corporate locations in Canada through its Retail and Business Divisions, under the trading names of *Glentel Wireless*, *WirelessWave*, *The Telephone Booth / La Cabine Téléphonique* ("Tbooth / La Cabine T"), and *Wireless etc.*

**Forward-Looking Statements:**

Statements in this release relating to matters that are not historical fact are forward-looking statements based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual outcomes and results to differ materially. Factors that could cause or contribute to such differences include, but are not limited to, general economic conditions, changes in technology, reliance on third-party manufacturing, managing rapid growth, limited intellectual property protection, and other risks and uncertainties described in Glentel's public filings with securities regulatory authorities.

NO STOCK EXCHANGE, SECURITIES COMMISSION OR OTHER REGULATORY AUTHORITY HAS APPROVED OR DISAPPROVED THE INFORMATION CONTAINED HEREIN.

To request a copy of Glentel's annual report, go to [www.newswire.ca](http://www.newswire.ca), Tools for Investors, and click on reports@cnw.

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