

PRESS RELEASE

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Unicom announce £10m deal
Images available from www.unicomimages.co.uk

Unicom has tied up a £10 million pound deal with network operator Verizon to supply voice traffic in the UK for the next 12 months.

The new agreement consolidates a long standing relationship which will help maintain Unicom's competitive pricing which has helped them win a customer from BT every three minutes.

Unicom operations director Chris Earle said: "We are continually assessing our call providers to ensure we continue to compete favourably on price with other fixed line suppliers."

"Sourcing our call traffic from a huge global provider such as Verizon means we can keep prices for our business customers at their lowest possible levels and avoid the price increases noticed by customers of our main competitors. Verizon's network performance has been fantastic throughout the years they have supplied us and we are delighted to be able to maintain our relationship with Verizon."

Unicom recently posted record year end figures and announced it is winning a new business customer every three minutes.

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Notes to Editors

About Unicom

Unicom, a trading name of Universal Utilities PLC, is a telecommunications service provider specialising in the small business market. It currently provides telecom, broadband and website services to 80,000 small businesses throughout the UK. Unicom has an annual turnover of over £45m, and employs 500 people at its 10 regional offices situated around the UK.

Unicom has attracted its business customers by offering discounts of up to 60% off BT's prices, at the same time as keeping customers on the BT network. Unicom currently supplies in excess of 450 million minutes of call time to its customers each year. Unicom differentiates itself by offering a high standard of personal customer service, with no premium rate 0845 or 0870 numbers, no recorded messages or menus, and no overseas call centres. Unicom boasts one of the highest customer retention rates in the industry.

Unicom has a directory enquiry service, 118 777. Based on calls from a BT or Unicom telephone line, 118 777 is 28% cheaper than 118 118, and 53% cheaper than 118 500. Calls from other networks may vary.

Unicom was ranked 26th in the Sunday Times Profit Track 100 listings in April 2006, 89th in the Sunday Times Fast Track 100 index in December 2006 and 96th in the Sunday Times Profit Track 100 listings in April 2007. In September 2007 it achieved a ranking of 95th , and in September 2008 a ranking of 88th, in the Sunday Times Microsoft Tech Track 100 index. In October 2008 Unicom became ISO 9001 certified.

For the year ending April 2009, Unicom reported pre-tax profits of £11.2m on a turnover of £44.5m (with profits up 14.3% and turnover up 7% from April 2007). Unicom expects profits to be in excess of £12m on a turnover of more than £48m for the current year.

Unicom is a patron company of The Outward Bound Trust.

Photographs available at www.unicomimages.co.uk

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