

UNICOM PRESS RELEASE

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FY 2006 - AN ALL ROUND RECORD YEAR FOR UNICOM.

Record Business Growth, New Directors and Sunday Times Listings for Profit and Sales

Telecom service provider Unicom, which specialises in business-to-business connections, has this week filed accounts for FY06 and reported record results with a 19% increase in sales and a 43% rise in profits to the end of April 2007, its eighth trading year.

The Manchester-based business saw turnover increase from £31.0 million to £37.1 million, with pre-tax profits at £7.6 million compared to £5.2 million to the end of April 2006.

"2006 has been another excellent year of trading; we've grown not only in terms of sales and profit, but we've also appointed two new directors to the business – Janette Palmer, Customer Relations Director and Tony Eagleton as Financial Director and been listed in the Sunday Times Profit and Tech Track listings," said Chris Earle, Operations Director, Unicom.

"Forecasts for 2007 are equally positive – we're expecting turnover to reach £42 million and profits are projected to rise to more than £10 million," said Chris Earle, Unicom's Operations Director.

In April Unicom was ranked 96th in the Sunday Times Profit Track 100 listing, and in September it saw a further ranking of 95th in the Sunday Times Microsoft Tech Track 100 listing.

"Unicom was one of only three companies nationwide to feature in the Sunday Times Top 100 for both profit growth and turnover growth – which is fantastic. In real

terms, this confirms that Unicom is by far the fastest growing telecom company in the UK.”

Unicom has 70,000 business customers, primarily small or owner-managed businesses with telephone bills of approximately £1,000 a year. The specialised nature of the telephony and broadband products offered by Unicom provides significant savings for its business users.

“We’ve not actually had a price increase since we started offering our telecom services in 2001,” said Chris Earle.

“We use BT’s infrastructure and network, so beyond the occasional glitches any provider can expect, our service is as robust as they come.

“We concentrate our efforts on improving our customer service to differentiate ourselves in a sector that doesn’t have the best reputation for service.”

About Unicom

Unicom, part of Universal Utilities PLC, is a telecommunications service provider specialising in the small business market. It currently provides telecom, broadband and website services to 70,000 small businesses throughout the UK. Unicom has an annual turnover of over £40m, with 10 regional offices situated around the UK.

Unicom has attracted its small 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 small business 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 was ranked 26th in the Sunday Times Profit Track 100 listings in April 2006, 89th in the Fast Track 100 index in December 2006 and 96th in the Profit Track 100 listings in April 2007. In September 2007 it achieved a ranking of 95th in the Microsoft Tech Track 100 index. The company employs nearly 500 people.

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