

UNICOM PRESS RELEASE

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MANCHESTER BASED UNICOM CELEBRATES AS MAKES IT INTO SUNDAY TIMES MICROSOFT TECH TRACK 100 COMPANIES.

Unicom is the Fastest Growing Telecom Company in the UK

Manchester based telecom service provider Unicom, which specialises in business-to-business connections, is celebrating this week as the company will be named in this weekend's Sunday Times list of the UK's fastest growing tech companies by turnover growth over a three year period – its fifth Sunday Times listing in three years.

In both 2006 and 2007 Unicom was ranked by both profit growth and turnover growth over a three year period – the only company nationwide to be ranked by both profit and turnover.

This weekend, Unicom is once again in the top 100 fastest growing companies, this time as one of the fastest growing tech companies by turnover growth over a 3 year period.

Unicom is one of only a handful of companies with offices in the region to make it into the top 100.

"Some companies may enjoy growth in terms of either profit or turnover, but it is unusual for companies to enjoy such growth in both profits and turnover at the same time," said Chris Earle, Operations Director, Unicom.

"Unicom was one of only three companies nationwide to feature in the Sunday Times Top 100 for both profit growth and turnover growth during 2006 and 2007. For us now to appear in the latest Sunday Times Tech Track in 2008 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, 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 70,000 small businesses throughout the UK. Unicom has an annual turnover of over £42m, 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.

This year Unicom launched a new directory enquiry service, 118 777. Based on calls from a BT or Unicom telephone line, 118 777 is 34% cheaper than 118 118, and 30% cheaper than 118 500 and 118 247. 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 in the Sunday Times Microsoft Tech Track 100 index.

For the year ending April 2008, Unicom reported pre-tax profits of £9.8m on a turnover of £41.6m (with profits up 29.2% and turnover up 12.3% from April 2007). Unicom expects profits to be in excess of £11m on a turnover of more than £45m for this year.

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