

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.

This is Unicom's second ranking in 2007 confirming its place as the fastest growing telecom company in the UK - having already been ranked in April this year as the 96th fastest growing company in the UK by profit growth over a three year period in the Sunday Times Profit Track, and appearing in both the Fast Track and Profit Track tables for 2006.

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. For us now to appear in both 2007 tables is fantastic. In real terms, this confirms that Unicom is by far the fastest growing telecom company in the UK."

2006 also saw rankings for Unicom. In April last year it ranked as the 26th fastest growing company in the UK by profit growth over a 3 year period, and followed that

up in December 2006, as the 89th fastest growing company in the UK by turnover growth over a 3 year period.

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. The company employs nearly 500 people, primarily in the Manchester area.

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