

NEWS RELEASE

FibreSpan achieves record results in 2005

FibreSpan, the premier provider of affordable dark fibre, today announced strong operational, financial and customer results for 2005, putting the company in good health for another year of growth in 2006.

The company has continued to acquire market share in the provision of affordable dark fibre solutions, with revenue growth for the year exceeding 165% on 2004. Having added many new high-profile local authorities, health service and education customers in 2005, the company expects sales momentum to continue this year.

In parallel with its considerable commercial success in the public sector, FibreSpan is now expanding its customer mix to generate revenue from enterprise customers, who continue to seek cost-effective solutions for extending their networks.

FibreSpan's commitment to customer service also proved highly effective in 2005 evidenced by a significant proportion of its existing customers taking the decision to expand their networks with FibreSpan once again.

Also in 2005, FibreSpan committed to upholding excellence in designing and building dark fibre networks in a fast and efficient manner. Installation volumes reached record levels as FibreSpan significantly increased its deployed network by 140% due to increased demand from customers with limited choice of affordable service providers. The company expanded the network to include many of the country's metropolitan areas including London, Nottingham, Newcastle, Liverpool, Leeds and Manchester.

In addition, the company augmented its network resilience with more robust ducting technology to secure service provisioning and minimise network maintenance.

FibreSpan also continued to assemble a leading team of engineers and operations personnel with knowledge and experience in designing, project managing, implementing and maintaining dark fibre networks.

Commenting on the company's results Robert Bicket, FibreSpan CEO said: "I am extremely pleased with last year's results. We have delivered solid growth that demonstrates the strength of our business model and our ability to progress in a challenging and competitive sector."

"The past year has been particularly significant in our evolution. We have focused the business and developed a strong proposition that enables us to achieve our objective of making fibre connectivity a viable option for bandwidth hungry companies throughout the country. The outlook for 2006 is strong as the industry continues to favour fibre for high speed communications. FibreSpan is well positioned to design, build and maintain affordable dark fibre to meet these needs".

The Winning Proposition

Since its inception in 2001, FibreSpan has grown from strength to strength, earning an outstanding reputation as the most competitive dark fibre provider to multi-site organisations throughout the UK. FibreSpan invested in developing patent-pending microduct technology that enables it to install fibre networks in far less time and significantly lower cost than traditional methods. Combining affordable dark fibre connectivity with a fixed cost unlimited bandwidth model, the cost of FibreSpan connectivity remains constant regardless of bandwidth.

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About FibreSpan - fibrespan.co.uk

FibreSpan is a fibre solutions company with a national telecommunications licence. It designs, installs, operates and leases private dark fibre circuits, working in partnership with health and education, local authorities and other multi-site organisations. Established in 2001, it is an independent UK national statutory utility, licensed by the DTI and regulated by Ofcom.

It is FibreSpan's goal to make fibre optic connectivity a viable solution for organisations throughout the UK. In order to achieve this, the company has invested in developing patent-pending microduct technology that is swiftly changing the face of fibre optic deployment – allowing access to bespoke dark fibre connectivity at an affordable and competitive rate.

FibreSpan offer an end-to-end service that includes consultation, network planning, rapid deployment and comprehensive support. Its dark fibre networks offer unlimited bandwidth at a fixed cost for the term of the contract - a genuinely future proof solution. This puts FibreSpan in a unique position by enabling clients to take complete control of future bandwidth demand.

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